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PROXIMO Latin America Energy, Infrastructure & Development Finance 2023

Miami
2-3 March

GET FRONT ROW SEATS AT THE GODZILLA EVENT FOR THE INFRASTRUCTURE & ENERGY FINANCE WORLDS.

Proximo Latin America 2023: Energy & Infrastructure & Development Finance Presents: the ultimate chance to build your network with LatAm's most important infrastructure and energy development and finance leaders together as they descend on to the fabulous EAST Miami hotel!

Brush off your finest conference attire and let us do all the leg work for you when you join another edition of this innovative event which puts deal making at the heart of it.

Don't miss this opportunity to showcase your expertise to the most senior representatives from **financial sponsors, infrastructure funds, institutional debt investors, law firms**, **development banks** & many more from across the region. Hosted in the latin hub of Miami, It really is the who's who of Latin America's Infrastructure & Energy market all under one roof...

Sponsorship Packages:

Contact **Nicolas.Cano@proximoinfra.com**

Speaking Opportunities:

Reach out to **Maura.murphy@proximoinfra.com**

Also taking place in Miami this week

...our sister-brand TXF brings together the export finance world for a structured trade & export finance extravaganza. Like a clash of titans, the co-location of the TXF Americas and Proximo Latin America Events provide more networking opportunities with a wider range of dealmakers, all in the same place at the same time.

Discounts are available across group bookings for both events.

Contact **marketing@proximoinfra.com** for more information

CLICK HERE FIND OUT MORE

#PROXIMOLATAM2023

Meet the speakers

Jon Plavnick
Managing Director
Global Infrastructure Partners

Santiago Acosta Maya
VP Transformation
TGI S.A. ESP

Felipe Fingerl
Financial Director & Head of Investor Relations
Iguá Saneamento

Andrew Ellenbogen
Managing Director
EIG Partners

Christian Velasco
Investment Director - Global Infrastructure Fund
AMP Capital

Luis Baretto
Co-Founder and President
MegaFlux

Elie David Villeda
Head of LATAM
First Solar

Luis Morales
Director - Finance, and M&A
Innergex

Genevieve Maltais-Boisvert
Managing Director
Digital Bridge

Ana Paula Romantini
CFO LATAM
Scala Data Centers

Natalie Morales
Director of Treasury
Phoenix Tower International

Rogério Zampronha
CEO
Prumo Logística

Joseph Harar
CFO
EdgeConnex

Jean-François Joachim
CFO
VGMobility

Javier Chavarria
Managing Director, Head of Latin America
Northland Power

Emi Takehara
CFO
Grenergy

Graham Erion
VP, M&A and Structured Finance
CarbonFree Technology

Armando Gomez
Head of LATAM
X-Elio

Andreas Eisfelder
Head of New Energy Business Latin America
Siemens Energy

Pablo Otin
CEO
Powertis

Olga Calabozo Garrido
Regional Head Latin America & Caribbean
MIGA

Carlos Gomez
Head of Private Sector
CABEI

Victoria Miles
Founding Partner
ImpactA Global

Who will you meet?

COMPANIES THAT JOINED IN 2022 INCLUDED

DEVELOPERS

ACS/Iridium
AES Gener
AES Panama
Aleatica
Andes Mining & Energy
Atlas Renewable Energy
Canadian Solar
CarbonFree Technologies
Celeo Redes
Cerro Dominador
Corporacion America Airports
Digital Bridge
EDF Renewables Chile
ENEL Americas
First Solar
Globalvia
Grenergy Renovables
Groupe ADP
High-Trend International
Innergex
Invenergy
Latin America Power
Mainstream Renewable Power
Matrix Renewables
Mitsubishi Power
Northland Power
Siemens Energy
Solarpack
Sonnedix
VGMobility
Vinci Concessions
X-ELIO

FUNDS

Allianz Global Investors
AMP Capital
APG Management
Ardian
Arroyo Energy Investors
BlackRock
Brookfield Asset Management
Cigna Investments
Denham Capital
IFM Investors
John Laing
Macquarie Capital
MetLife Investment Management
Mubadala Capital
OMERS
Partners Group
Prudential Private Capital
Rio Bravo Investimentos
The Carlyle Group

LAW FIRMS

Clifford Chance
Latham & Watkins
Mayer Brown
Milbank
Paul Hastings
White & Case

GOVERNMENT

Agencia Nacional de Infraestructura de Colombia (ANI)
Ministry of Finance Paraguay
ProInversion

BANKS

Bank of America
Merrill Lynch
BBVA
BNDES
BNP Paribas
CIBC Capital Markets
Citi
Credit Agricole CIB
Deutsche Bank
Goldman Sachs
IDB Invest
JP Morgan
MUFG
Natixis
Santander
Scotiabank
SMBC
Société Générale CIB

What's on the agenda

Day 1

Registration and Breakfast

Welcome Remarks

Government Spotlight: The Procurement Report

Government ministers from key regions will kick off the event by discussing the relationship between the public and private sector, financing opportunities in the region, and project opportunities across asset classes.

- How can lenders approach local financing regulations in the most efficient way?
- Breakdown of PPP programs country by country - what asset classes and regions are best for greenfield projects?
- Breakdown of infrastructure projects in the next 5 years.

Transportation: Planes, Trains, and Automobiles

The financing of Latin America's transportation infrastructure is at the forefront of the region's development. Our panel will discuss closing the infrastructure gap and the current direction of transportation finance.

- Mitigating risk in greenfield development.
- How to navigate investor and lender perceptions on long term projects.
- The landscape of 5G and smart roads.

Networking Break

MAIN ROOM	UXOLO STREAM
A Streetcar Named... E-Mobility As the popularity of electric vehicles continues to rise around the world, financing opportunities in the E.V. space have become more prevalent. Can the public sector rely on developers to take on the risk? • Gaining investor traction: What types of investors / lenders have been most active in this market? What indicators for growth are they seeking? • Can E-buses find the funds to compete with electric cars? • How much is allocation of batteries about allocation, and how much is about cost? **Jean-François Joachim,** CFO, **VGMobility** **Christian Velasco,** Investment Director - Global Infrastructure Fund, **AMP Capital** **Senior representative, Astris Finance** **Luis Barreto,** Co-Founder and President, **MegaFlux**	**Where's the Financing?: Sources of capital for development finance in Latin America** Full landscape of development finance in Latin America from the perspective of institutional and non-bank investors – who the established players are, who's new to the region, and how they look at the effects of the political risk landscape in comparison to yield. • Who's who? Breakdown of most active institutional investors, private funds, family offices and impact investors in LatAm - and their preferred regions / sectors. • What opportunities in terms of yield are expected in LatAm vs other regions? • Best practices for partnering with commercial and investment banks on projects. • Cost of capital and effects on project timeline and execution. **Carlos Gomez,** Head of Private Sector, **CABEI** **Olimpia Gjino,** Senior Syndications Officer, **IFC**

Who Wants to be a Project Financer?

Proximo's own take on the famous game show Who Wants to be a Millionaire. Our handpicked contestants will go for the gold by answering multiple choice questions about the LatAm Market. The more consecutive correct answers they get, the more they win.

Just like the show, the contestants have access to three lifelines: phone a friend, ask the audience, or 50/50 (take off two of the wrong answers).

New kids on the block: Financing emerging sectors

Development finance covers a varied berth of investments - from renewable deployment to ocean financing, food security to building new schools. What areas are of most interest in this region?

- What sectors are most ripe for institutional, private and non-bank lender investment?
- What identifying project characteristics act as flags for interested lenders?
- Market players have been making a dash to include social and sustainable projects to their books - what sectors (human rights, decarbonization, ocean investment) are of the highest interest to investors.

Victoria Miles, Founding Partner, **Impact A Global**
Pablo Otin, CEO, **Powertis**

Lunch Break

Green Planet: The Road to Decarbonization

- As the future of energy turns green, how can financing sustainable energy prove lucrative?
- Can ESG help guide lenders to the right projects?
- Can offsetting attract investment?
- Greenfield vs brownfield, which investment opportunity is the most desirable?
- How much has ESG impacted the sustainable bond market?

Andrew Ellenbogen, Managing Director, **EIG Partners**

Working together: Best Practices in Collaboration with DFIs

After a lot of talk, we're starting to see meaningful blended finance transactions crossing the line. In many markets, the collaboration between ECAs and DFIs continues to be a crucial part of the financing structure. This session considers:

- What are DFIs looking for in a project? In an investor?
- Blended finance opportunities for green-field and brownfield projects
- Best practices in leveraging ESG metrics for projects with DFIs
- What are the main challenges that market players come up against when working with DFIs?

In Distant Waters: Offshore Wind Presentation

The offshore wind market has amazing potential in Latin America, but does its effectiveness make it worth it to investors? How can offshore wind blow out the competition and mitigate its drawbacks?

Rogério Zampronha, CEO, **Prumo Logística**

Transparency and Accountability for Development finance

Development finance deals typically deal with projects that have a direct impact on the quality of life for a community, country, or region.

- How do we account for community input on projects?
- What processes can catalyze transparency and efficiency of project delivery?
- Ensuring sustainability and long-term value creation in the face of investment challenges?

Cross-border renewables financing: Overcoming structural challenges

Tapping USD denominated financing can facilitate much needed access to deeper pools of liquidity, but how can one avoid possible roadblocks in practice?

How to navigate testing international debt markets

Which projects have the largest need for cross-border financing?

The continued development and evolution of corporate PPAs in the region
Director - Fiance, and M&A, Innergex

Graham Erion, VP, M&A and Structured Finance, **CarbonFree Technology**
Emi Takehara, CFO, **Grenergy**
Luis Morales, Director - Finance, and M&A, **Innergex**

Networking Break

Bringing it Home: Accessing Local Liquidity for Domestic Renewables

Latin America has seen massive growth in the development of renewable energy, but accessing localized sources of funding can prove limited. To what extent can projects which require long term investment be financed in local currency?

Trendlines for PPA pricing across renewable assets

Have appetites for local project risk grown in recent years?
How deep can domestic financing go?

Graham Erion, VP, M&A and Structured Finance, **CarbonFree Technology**
Emi Takehara, CFO, **Grenergy**
Armando Gomez, Head of LATAM, **X-ELIO**

The Shape of Water and Social Infrastructure

As opportunities for investment in water infrastructure grow, how will the market react to this new landscape?

- Will the responsibility of clean water infrastructure fall further onto the shoulders of the private sector in the coming years?
- How can issuers of green bonds incentivise developers to take on water projects?
- To what extent can an investment in social infrastructure help grow Latin American economies?

End of Day Remarks

Day 2

Welcome Remarks

The Digital Element: Financing Digital Infrastructure

Digital infrastructure is quickly becoming a critical component of our daily lives. How can the private sector keep up with demand, and which regions are still playing catch up?

- Which financial structures have proved best for digital assets?
- Has the hierarchy shifted among existing assets?
- Which markets have the greatest demand for greenfield projects?

Joseph Harar, CFO, **EdgeConnex**
Genevieve Maltais-Boisvert, Managing Director, **Digital Bridge**
Ana Paula Romantini, CFO LATAM, **Scala Data Centers**
Natalie Morales, Director of Treasury, **Phoenix Tower International**

Running the Race: How to navigate 2023's debt markets

Our panelists will discuss the most efficient way to access debt markets in an ever changing environment for borrowers and lenders.

- Strategies for maximizing maturities
- Deep dive into minimizing the cost of debt
- Is working with local lenders sustainable for long term projects?

Networking Break

The Day After the Energy Transition

With green hydrogen generating buzz around the globe, how can alternative forms of energy gain traction among investors? What other future industries are being explored in LatAm?

- When will we see the hydrogen rush? Is it happening now?
- What role do oil companies play in hydrogen development?
- How can conventional energy work together with renewables to benefit investors?

Javier Chavarria, Managing Director, Head of Latin America, **Northland Power**
Andreas Eisfelder, Head of New Energy Business Latin America, **Siemens Energy**

Closing Remarks

Venue

Proximo LatAm 2023 will take place at the glamorous EAST Miami Hotel:
788 Brickell Plaza, Brickell, Miami, FL 33131, United States

ACCOMMODATION: We are pleased to announce that the Proximo team have secured a reduced room rate at EAST Miami for event attendees. These rooms are available across the whole event week.

These rooms are available at $449 per night and are available to book **HERE**

All booking queries and cancellations must be discussed directly with the hotel.

Please contact Zoe Diamond (zoe.diamond@proximoinfra.com) if you have any questions about the venue or accommodation.

> This event is a must for those with an ambition to be part of the infrastructure scene in the Region. An opportunity to discuss experiences and expectations from key players and to network across the value chain in one place was great value for us.
>
> **Armando Gomez**
> **X-ELIO**

> The Proximo LatAm event is always a great way to stay connected to the world of infrastructure finance that matters for Latin America. The team at Proximo ensures a professional but fun atmosphere that facilitates close networking for relaxed business development. I'll be sure to return.
>
> **Rodrigo Barfield**
> **Long Light Energy**

> Another great forum organized by Proximo with the key players in the infrastructure/energy space. Great place to connect with clients, financial institutions, developers and sponsors across infra, energy, transport and telecom and to hear different perspectives on the most relevant market trends from the key experts in the region.
>
> **Pedro Aparcio**
> **Goldman Sachs**

> Great event, very well organized with interesting panels. We managed to meet with many key banks in Latam as well as institutional investors. Will repeat next year.
>
> **Emi Takehara**
> **Grenergy**

BOOK YOUR PLACE

In-Person, Standard Rate Tickets:

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As always, we are ready and waiting to provide a tailored sponsorship and branding package suited to your needs and budget.

Please contact **nicolas.cano@proximoinfra.com** to get the ball rolling!

MEET THE TEAM

MAURA MURPHY

Head of Production
maura.murphy@proximoinfra.com

Contact Maura regarding the agenda or participating as a speaker.

NICOLAS CANO

Commercial Director, Latin America and Caribbean
nicolas.cano@proximoinfra.com

Get in touch with Nico to discuss sponsorship/branding opportunities and group bookings.

NATASHA WARNE

Head of Events Marketing
marketing@proximoinfra.com

Ask about special corporate rate tickets, booking a delegate place, media partnerships or social media assets for this event.

ZOE DIAMOND

Operations Manager
zoe.diamond@proximoinfra.com

Reach out to Zoe for any queries relating to the overall operations of the event, the venue or accommodation.