



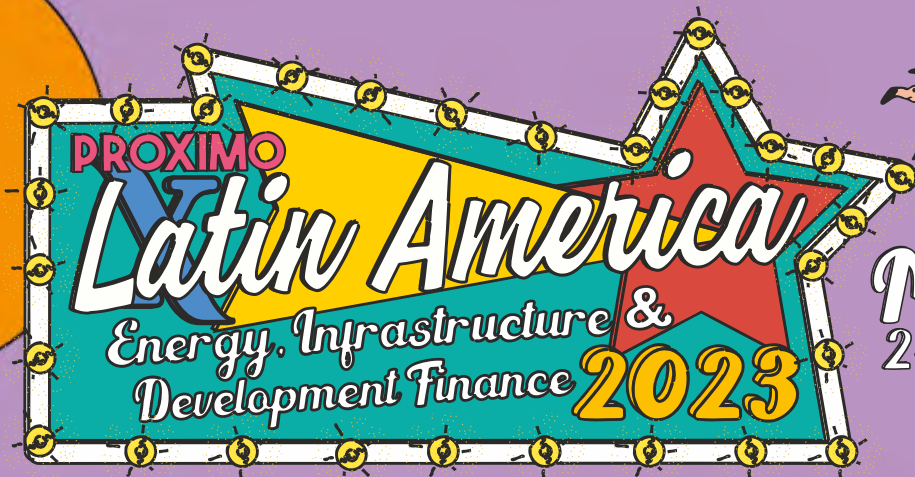
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Proximo Latin America 2023: Energy & Infrastructure & Development Finance Presents: the ultimate chance to build your network with LatAm's most important infrastructure and energy development and finance leaders together as they descend on to the fabulous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

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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...

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### *Speaking Opportunities:*

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*Also taking place in Miami this week*



Miami 28 February -  
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...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.

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#PROXIMOLATAM2023

## Meet the speakers



**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

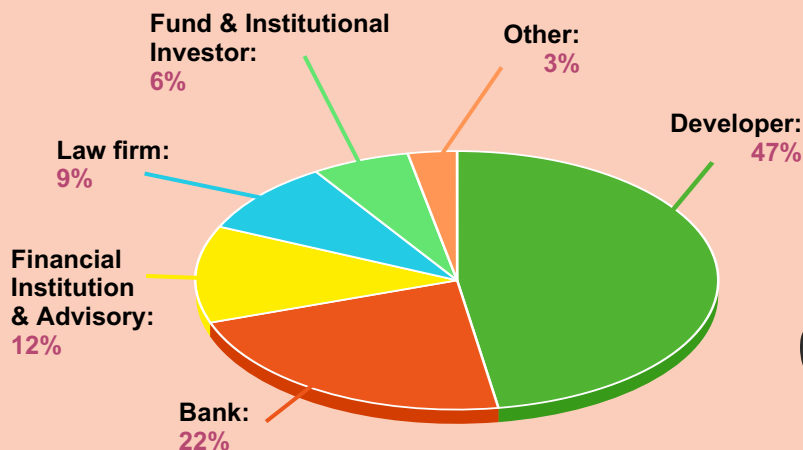


**Carlos Gomez**  
Head of Private  
Sector  
CABEI



**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

### 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**

#### UXOLO STREAM

### Where's the Financing?: Sources of capital for development finance in Latin America

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.

### 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.

### Lunch Break

### 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?

- Have rising prices affected the investor traction for offshore projects?
- How best to navigate risk in development?
- How can hydrogen projects spur the offshore wind industry?

**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?

### Gone with the Wind: Opportunities for wind projects in Latin America

With the installed capacity of wind nearing 40 gigawatts in Latin America, is the future already here, or is there still room to grow? This panel will discuss the current state of wind projects, and if top regions like Chile will remain the best bet for investors.

- Which regions have potential for growth?
- Will onshore wind projects stay competitive in the renewables market?
- Will Chile remain the top contender for wind production, or will its spot be challenged?

### Networking Break

### A Place in the Sun: Solar Energy in Latin America

The production of solar energy has soared in the last decade, but concerns in countries like Mexico leave developers and financial sponsors wondering about the future of the resource. Are rising costs here to stay, or will long term investments in solar prove fruitful?

- Is the future of solar still bright?
- How can project sponsors overcome potential political risk?
- Have appetites for risk only grown in the last couple of years?

**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**

### Incoming Transmission: The State of Latin America's Transmission Grid

With unique geographic and political landscapes, comes unique challenges. Our panel will discuss the infrastructure and financing necessary to keep the many corners of Latin America connected.

- Is now the time to pursue opportunities for acquisition in the transmission markets?
- How can project sponsors overcome transmission issues in emerging markets?
- Which energy storage solutions are most viable today?

## Networking Break

### The Pursuit of Liquidity

Our panelists will discuss how to overcome the challenges presented by inflation and local currency exchanges, as well as proposing the best way to access capital markets in an ever changing environment for investors.

- Is an appetite for risk necessary for operating in LatAm?
- How to navigate the bond market among increasing political risk?
- Is working with local currency/lenders sustainable for long term projects?

### 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

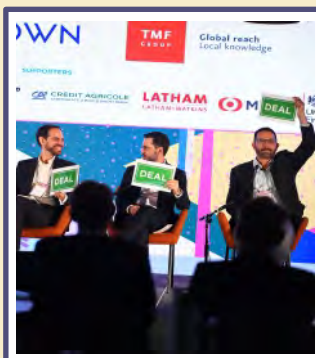
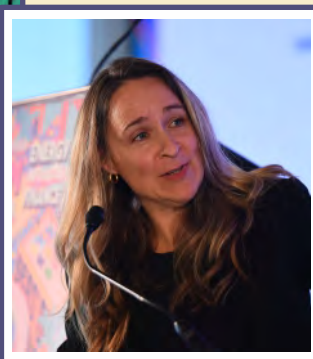
Proximo LatAm 2023 will take place at the glamorous  
**EAST Miami Hotel:**  
788 Brickell Plaza, Brickell, Miami,  
FL 33131, United States

**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](mailto: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

#PROXIMOLATAM2023

## BOOK YOUR PLACE

In-Person, Standard Rate Tickets:

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**EARLY BIRD**

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Please contact [nicolas.cano@proximoinfra.com](mailto:nicolas.cano@proximoinfra.com) to get the ball rolling!

## MEET THE TEAM



**MAURA MURPHY**

**Head of Production**

[maura.murphy@proximoinfra.com](mailto: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](mailto:nicolas.cano@proximoinfra.com)

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

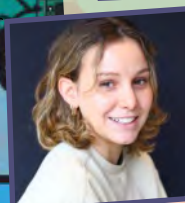


**NATASHA WARNE**

**Head of Events Marketing**

[marketing@proximoinfra.com](mailto: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](mailto:zoe.diamond@proximoinfra.com)

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

**#PROXIMOLATAM2023**