



PROXIMO 2021



Latin America

ENERGY AND INFRASTRUCTURE FINANCE

Virtual Event - March 24-25

PHYSICAL EVENT WILL BE IN OCTOBER IN MIAMI



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PROXIMO 2021

Latin America

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EVENT OVERVIEW

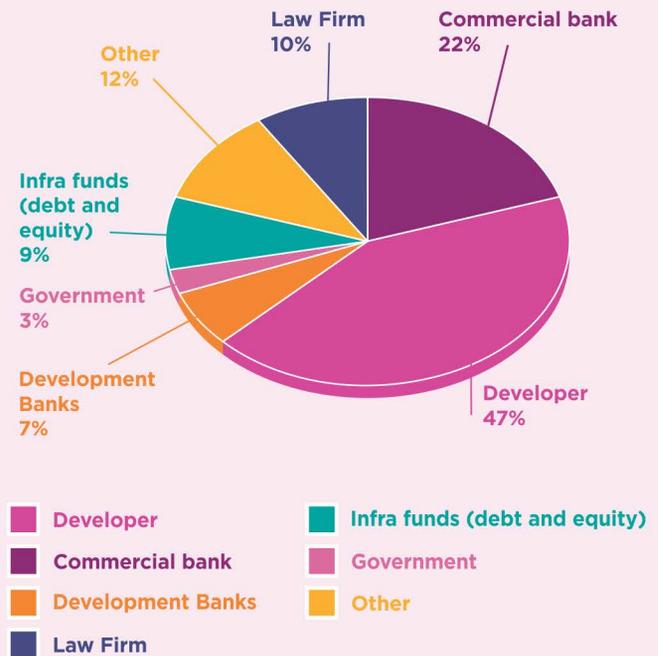
Proximo Latin America is a dedicated event focusing on Latin America's energy and infrastructure finance. Join us on this virtual event taking place on March 24-25 to explore critical topics areas and examine future deals.

This event aims to bring together key players of the market in a safe environment to connect with each other and join interactive sessions to discuss the role of energy and infrastructure role in bouncing back from COVID-19.

Be part of an event like no other hosted on our custom-build virtual event platform which allows you to browse the guest list and arrange meetings with other participants but also enjoy unlimited on-demand content to re-watch any speaking sessions you may have missed.



DELEGATE BREAKDOWN



KEY AGENDA THEMES

Constitutional and regulatory change:

What will be the legacy of COVID from a government infrastructure policy perspective? What is the pipeline for 2021 and beyond?

Debt financing and M&A activity:

with global economic activity taking a heavy hit, are lenders confident that contracts will continue to be supported? How resilient are certain sectors compared with others? How much liquidity is there in the system?

Power markets and offtake arrangements:

power demand volatility reached uncomfortable heights in 2020. Are developers confident of the pricing achieved through auctions? Are bilateral PPAs the best bet, or is there a path towards fully merchant offtake in the future?

The critical importance of development banks:

providing local currency funding and bankability advice to governments has never been more important. Have they successfully carved a new role for themselves within Latin America's project finance space?

WHY PROXIMO LATAM?

Network with over 500 deal-makers from across Latin America's project and infrastructure finance sectors, including top developers, funds, institutional investors, and financiers.

Well-balanced delegate break-down - with 50% attendees being developers, fund, and institutional investors, the event will guarantee easy networking and deal-making opportunities

Listen to presentations from top government ministries, updating the market on critical regulatory developments and project pipelines

Engaging and fun session formats, including gameshows like 'Hollywood Squares' and 'Deal or no Deal', give great insight into market developments.

Attendees not limited to just Latin America - meet developers and investors from Europe and North America as well.

The Proximo Playbook - our database - will provide market data to give extra insight into our discussions.

VIRTUAL EVENT FEATURES



PRIVATE ROOMS



LIVE AND INTERACTIVE POLLS



CHAT FEATURES: ONE TO ONE AND ONE TO MANY CONVERSATIONS



VIEW THE GUEST LIST



HOSTED ON OUR OWN SERVERS TO PROVIDE SECURITY AND PRIVACY

HD

HD VOICE & VIDEO



INSTANT TECHNICAL SUPPORT



NETWORKING CONCIERGE SERVICE



LIVE AND ON-DEMAND SESSIONS

PROXIMO CUSTOM-BUILT VIRTUAL EVENT PLATFORM

SPEAKERS



Fabio Abrahao
Managing Director,
Infrastructure, Concessions
and Government Affairs
BNDES



Alberto Salamanca Ozamiz
Global Head Director of
International Business
Development
**Acciona's Concessions
Business**



Nicolas Escallon
Director
Actis



Emi Takehara
Head of Structured
Finance
Grenergy



Luis Barreto
Managing Director,
Infrastructure Investments
**Brookfield Asset
Management**



Javier Huergo
Chief Investment Officer
**Fotowatio Renewable
Ventures**



Francisco Sanclemente
CFO and General
Manager
Grupo Renovatio



Pedro Julia
Head of Finance Latam
**Iridium Concesiones
de Infraestructuras**



Vittorio Lacagnina
Head of Business
Development,
Private Infrastructure
Partners Group



Patricia Tatto
Vice President
Americas
ATA Renewables



Pablo Otin
CEO
Powertis



Aurelio Oliveira
CFO
**ENEL
Americas**



Adi Blum
Managing Director, Global
Infrastructure and Power
**BlackRock Real
Assets**



Tatiana Preta
Managing Director
MUFG



Giovanni Patuzzo
Principal
**Global Infrastructure
Partners**



Alexandre Siciliano
Head of
Department - Energy
BNDES

COMPANIES THAT JOINED OUR 2020 EVENT INCLUDE

2W Energia	Citi	Fondo de Infraestructura Credicorp & Sura	JP Morgan	Radioactive Waste Management
AAGES	Citibank, N.A.	Fotowatio Renewable Ventures	KD Energy	Repsol Sinopec
Acciona	Clearway Energy	Fraport	KfW IPEX-Bank	Rio Bravo Investimentos
Acciona Energia	Clifford Chance US LLP	Galp Energia	Latin America Power	Rio Energy
Actis	COBALTIQ	GEB	Lefosse Advogados	S&P Global
AES Corporation	Corficolombina	General Electric	Levy Cheeks	SACEEM
Aguas Pacificas	Corporacion Financiera de Desarrollo (COFIDE)	GFA Holdings	Lima-Airport	Sacyr
Allen & Overy LLP	Cosan / Moove Lubricants	Global Infrastructure Finance LLC	Machado Meyer	SEG Colombia
Allianz Global Investors	COSAPI S.A.	Global Infrastructure Partners	Macquarie Capital	Shizen Energy
Alupar Colombia	CR Almeida SA	Global Ports Holdings	Mainstream Renewable Power	Siemens Financial Services, Inc.
AMP Capital	Credicorp Capital Colombia	Global Project Strategy	Marsh	SIG Energia
Andes Mining & Energy	Cuatrecasas	Global PSA	Matrix Renewables	Société Générale
Andrade Gutierrez S/A	DB Insurance	Globalvia	Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados	Solarpack
Aozora Bank, Ltd.	Deode	Graña y Montero Infraestructura	Mayer Brown LLC	Sonnedix
Apollo	Deutsche Bank	Grasshopper Energy	MEAG Infrastructure	Source3 Energy Inc.
Ardian	DNB Markets, Inc.	Green Cross UK	Metlife	State Grid Brazil Holding
Aspen Insurance	DNV GL	Grupo Energia Bogotá	Milbank	STRABAG SE
ATA Renewables	EDF Renewables Chile	Grupo Renovatio	Ministry of Energy, Chile	Sumitomo Mitsui Banking Corporation (SMBC)
Atlantica Sustainable Infrastructure PLC	EEAC	Hardt Hyperloop	Ministry of Finance Paraguay	Swiss Re Corporate Solutions
Atlantico	Egis	Hela Administração, Gestão e Negócios	Ministry of Mines and Energy - Brazil	Termocandelariapower Ltd
Atlantico Capital Partners	EKF - Denmark's Export Credit Agency	Holistica Destinations	Mitsui	TMF FIDUPERU
Atlas Renewable Energy	Enel S.p.A	Iberdrola	Morgan Stanley	TMF Group
Banco de Desenvolvimento de Minas Gerais S.A. - BDMG	Engie	IDB Invest	Morgan Stanley Infrastructure	Tourmaline Group
Banco Itaú BBA S.A.	Estudio Echecopar (Baker McKenzie)	IFC	MUFG Bank	Transelect
Banco Santander	Exus Management Partners	Inframco - (Infraestructure Asset Management Colombia)	Navigatio Capital	Trinity-Templar Corporation
BancTrust	EY Law	Infrared Capital Partners	Netherlands Foreign Investment Agency (NFIA)	Vale S.A.
Banobras	Fazsol Energias Renováveis	ING	Northland Power	Vestas
Blue1Capital	Fibra Orión	Inkia Energy	NRDC	VLJ Multimodal
BNDES	Financiera de Desarrollo Nacional	Intera Energia	OAS investimentos	Votorantim Cimentos
BNP Paribas	Financiera de Desarrollo Nacional (FDN)	International Finance Corporation (IFC)	Ontario Municipal Employees Retirement System (OMERS)	White & Case LLP
BRK Ambiental	FinDev Canada	Intesa Sanpaolo	Paul Hastings LLP	Whitehall & Company
Brookfield Asset Management	FIRST SOLAR ENERGIA BRAZIL COMERCIO, IMPORTACAO E EXPORTACAO DE EQUIPAMENTOS DE	Invenergy	Penta Vida LIC	Willis Towers Watson
Caisse de dépôt et placement du Québec (CDPQ)	ENERGIA SOLAR LTDA.	IPI Partners	Pinheiro Neto Advogados	Willkie
CANADIAN IMPERIAL BANK OF COMMERCE - CIBC	Fitch Ratings	Iridium Concesiones de Infraestructuras	Pintelos & Asociados	Willkie Farr & Gallagher LLP
Celeo Redes	Flor & Hurtado	John Laing	Plenary	X Capital Partners SAS
Chevron			Plenary Americas	X-Elio Energy
China Harbour Engineering Company			Portland Advisers	Xylem Water Solutions Argentina
CIFI			Poweritis	YPF (Yacimientos Petrolíferos Fiscales)
			ProInversion	Ysanzo
			Proximo	ZX Energia

Agenda

DAY ONE - 24 MARCH

9.55AM
NEW YORK (EST)

OPENING REMARKS

10.00AM
NEW YORK (EST)

PROXIMO GAMESHOW: WHO WANTS TO BE A PROJECT FINANCIER?

A new format which tests contestants on the latest in project finance. Guests will have to answer a series of increasingly difficult questions on key market issues. If they come unstuck, help is at hand in the form of four lifelines: Ask the Audience, using our live polling system; Phone A Friend, allowing them to get the help of an industry expert; Ask the Host, allowing them to get no help from a Proximo host; and 50-50. You can play along remotely while listening to engaging commentary on some of the latest trends in the industry

Special Guest: Ralph Scholtz, Managing Director, Head of Project Finance Latin America, **MUFG**
Host: Tom Nelthorpe, Contributing Editor, **Proximo**

10.30AM
NEW YORK (EST)

IS PRIVATE INFRASTRUCTURE INVESTMENT PRIMED TO OUTPACE THE REGION'S WIDER ECONOMIC RECOVERY?

- Why are infrastructure investors' appetites so positive despite slow recovery expectations for the whole region?
- How will the new US administration impact Latin American energy and infrastructure?
- Contrasting monetary and fiscal developments in different jurisdictions
- Is social unrest and political volatility predicted to improve or worsen?
- What immediate steps should governments take to attract more international players?

Alberto Salamanca Ozamiz, Global Head Director of International Business Development, **Acciona's Concessions Business**
Pedro Julia, Head of Finance Latam, **Iridium Concesiones de Infraestructuras**
Aurelio Oliveira, CFO, **ENEL Americas**
Adi Blum, Managing Director, **BlackRock**
Carlos Barrera, CEO, **Atlas Renewable Energy**
Moderator: Gianluca Biacchocchi, Partner, **Latham & Watkins**

11.30AM
NEW YORK (EST)

BRAZIL INFRASTRUCTURE: AMID ECONOMIC CRISIS, IS THE PACE OF PRIVATIZATION SPEEDING UP?

- Has BNDES strategy for mobilizing capital altered in the wake of COVID? Which sectors have received the most positive feedback from the local and international markets?
- Are investors confident of Brazil meeting its target of \$56bn worth of private investment in its infrastructure sector in the coming years?
- Could we see enhanced regulatory frameworks to boost private investment, similar to the June 2020 reform to the sanitation and water sectors?

Fabio Abrahao, Managing Director, Infrastructure, Concessions and Government Affairs, **BNDES**
Edson Ogawa, Head of Project Finance Brazil, **Banco Santander**
Moderator: Karla Fernandes, Director, **TMF Group**

12.15PM
NEW YORK (EST)

RENEWABLES FOCUS: EXPLORING LONG TERM VIABLE ALTERNATIVES TO MERCHANT RISK AMID LOW PRICES

- With prices at an all time low, are we expecting to see more corporate and bilateral PPAs in projects?
- Is there a path back to higher demand risk appetite for lenders?
- How will lenders feel about lower tier offtakers? How could this impact debt service coverage ratios in financings?
- What regulatory framework changes are critical to renewables sectors across the region?
- Are we seeing more developers disregard auctions in favour direct contracting to end users?
- What could drive an uptick in power prices?

Javier Huergo, Chief Investment Officer, **Fotowatio Renewable Ventures**
Francisco Sanclemente, CFO and General Manager, **Grupo Renovatio**
Patricia Tatto, Vice President Americas, **ATA Renewables**
Michael Shea, Head, Structured and Principal Finance, **Atlas Renewable Energy**
Moderator: Esteban Uauy, Senior Vice President, Project Finance Advisory, **DNB Markets**

1.00PM
NEW YORK (EST)

GREEN HYDROGEN: WITH CHILE'S FIRST FACILITY COMMISSIONED FOR 2022, HOW WILL THE RISKS AND REWARDS WEIGH UP FOR ITS EXPANSION IN LATIN AMERICA?

- Which countries, other than Chile, have the greatest potential for production and export of green hydrogen? What part is it playing in the wider decarbonisation initiative?
- What financing tools are available?
- Are existing wind and solar assets adequate to support electrolyzer infrastructure?

Gonzalo Lolás, Project Leader, **H2 Chile - Chile Hydrogen Association**
Asuncion Borrás, Senior VP, Business Development H2B2 ENGIE, **ENGIE**
Luis Sarrás, Fuels & Green Hydrogen Director for South America, **AES Gener**
Leonardo Corvo, Director of Organization and Quality, **TCI GECOMP**
Millan Garcia-Tola, Global Hydrogen Business Director, **Iberdrola**
Andreas Eisfelder, Head of New Energy Business Latin America, **Siemens Energy**
Moderator: Edward Dougherty, Partner, **Herbert Smith Freehills**

2.00PM
NEW YORK (EST)

POLITICAL AND CREDIT RISK MITIGATION: WHERE IS IT NEEDED MOST, AND HOW WILL ECAs AND INSURERS IDENTIFY VIABLE PROJECTS, POST-COVID?

- As the economic recovery begins, what will be the response of infrastructure investors to negative sovereign ratings outlooks?
- Which sectors are more insulated to contracting GDP?
- Do financial structures need to adapt in accordance with shifting political frameworks?

Ben Roberts, Credit Insurance Broker, **Meridian Finance Group**
Stuart Barrowcliff, Senior Underwriter, Credit and Political Risk, Credit and Bond, **AXA XL**
Marlena Hurley, Managing Director, Political Risk Insurance and Reinsurance, **US Development Finance Corporation**
Moderator: Thomas Hopkins, Reporter, **Proximo**

2.45PM-3.45PM
NEW YORK (EST)

DRINKS RECEPTION - STAY ONLINE, FEEL FREE TO GRAB A DRINK AND CONTINUE THE NETWORKING

PROXIMO

Agenda

DAY TWO - 25 MARCH

9.55AM NEW YORK (EST)	OPENING REMARKS
10.00AM NEW YORK (EST)	<p>THE SPEED OF INFRASTRUCTURE ASSET RECOVERY: EXPANDING THE PPP MODEL ACROSS TRANSPORT AND SOCIAL INFRASTRUCTURE</p> <ul style="list-style-type: none">• Contrasting the financial constraints of infrastructure sectors in the wake of COVID• What is the process for tailoring financial instruments for different governments, even when the PPP pipeline is slim?• What local currency solutions are available to support governments in the recovery of assets? <p>Luis Barreto, Managing Director, Infrastructure Investments, Brookfield Asset Management Giovanni Patuzzo, Principal, Global Infrastructure Partners Jaime Echenique, Head of Business Growth Latam, ENEL X Estefania Leon, Investment Director, John Laing Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
11.00AM NEW YORK (EST)	<p>PROXIMO GAME-SHOW: DEAL OR NO DEAL?</p> <p>The deal-making gameshow returns, as we explore three lenders' appetites for financing a variety of projects in Latin America. We will present the lenders with three projects and their term-sheets, asking them how they will price and distribute the deal. The audience is then polled on each deal.</p> <p>This time, we explore digital infrastructure, securitized receivables in renewables, and eMobility.</p> <p>WHAT ARE LENDERS' ORIGINATION, STRUCTURING AND DISTRIBUTION STRATEGIES IN 2021?</p> <p>Emilio Fabbrizzi, Managing Director, Head of Project Finance Latin America, DNB Markets Tatiana Preta, Managing Director, MUFG Pablo Maudes, Head of Project Finance Latin America, Credit Agricole CIB Moderator: Nicolas Cano, Commercial Director, Proximo</p>
12.00PM NEW YORK (EST)	<p>ANDEAN POWER: OVERCOMING FLUCTUATING DEMAND RISK TO MAINTAIN LONG TERM PROJECT APPETITE</p> <ul style="list-style-type: none">• What financial structures are optimal to retaining longer tenors for local market financings?• With Chile at the forefront of decarbonisation infrastructure investment, does this make the country well placed for swift economic recovery?• Which of the region's regulatory frameworks are most attractive for international investment? <p>Vittorio Lacagnina, Head of Business Development, Private Infrastructure, Partners Group Emi Takehara, Head of Structured Finance, Greenergy Renovables Julian Torrado, Managing Director, Latin America Corporate and Investment Banking, CIBC Felipe Fernandez, Project Finance Manager, Mainstream Renewable Power Moderator: Jorge Mesinas, Senior VP, Latin America Agency & Trust Sales, Citi</p>
12.45PM NEW YORK (EST)	<p>FREED UP BRAZIL'S POWER: OPTIMISING THE GRID AND CREATING SUSTAINABLE FINANCING GOALS</p> <ul style="list-style-type: none">• What are the key challenges to optimizing project sites and grid connections in wind and solar?• BNDES's structured credit: what support do developers require, despite steady demand during the pandemic?• What impact will sustainable bonds and green certification have on project bankability and investor appetite? <p>Alexandre Siciliano, Head of Department - Energy, BNDES Pablo Otin, CEO, Powertis Daniel O'Czerny, Head of Project and Infrastructure Finance Latam, Citi Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
1.30PM NEW YORK (EST)	<p>LATIN AMERICA'S M&A AND REFINANCING CLIMATE: IS IT BUSINESS AS USUAL FOR SECONDARY INFRASTRUCTURE INVESTORS?</p> <ul style="list-style-type: none">• To what extent are terms and covenants renegotiated in refinancing as market liquidity conditions remain uncertain?• How will the demands of LP investors change in 2021?• Will we see a long-term change in the monitoring and operational performance of portfolios? <p>Nicolas Escallon, Director, Actis Juan Pablo Montoya, Director - Investment Banking, CIBC Emilio Andrade, Director, Ardian Moderator: David Penna, Partner, Latham & Watkins</p>
2.15PM NEW YORK (EST)	<p>PROXIMO'S PROJECT FINANCE IN LATIN AMERICA REPORT</p> <p>Dr Tom Parkman, Head of Research, Proximo</p>
2.40PM NEW YORK (EST)	<p>DRINKS RECEPTION - STAY ONLINE, FEEL FREE TO GRAB A DRINK AND CONTINUE THE NETWORKING!</p>
3.40PM NEW YORK (EST)	<p>CLOSE OF CONFERENCE</p>

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GEORGE KHACHADOURIAN

Content Manager

Ask me about how to share your ideas as a speaker, or apply for your corporate ticket.

GEORGE.KHACHADOURIAN@PROXIMOINFRA.COM



NICOLAS CANO

Commercial Director Latin America and Caribbean

Contact me to put your brand at the forefront of this event with a bespoke sponsorship package.

NICOLAS.CANO@PROXIMOINFRA.COM



LUCY MORRIS

Message me regarding your registration and our multi-booking offers

MARKETING@PROXIMOINFRA.COM



GARY COATES

Senior Operations Manager

Ask me about our virtual event platform and request a demo

GARY.COATES@PROXIMOINFRA.COM

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