



# BONDS & LOANS MEXICO · VIRTUAL

14th June 2022 | #BondsLoans



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## MEXICO'S LEADING VIRTUAL BANKING AND FINANCE EVENT



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“ In the year of the unusual, GFC's Bonds & Loans Virtual has done the usual: best in class speakers, current topics of discussion, superb organization and great networking opportunities. ”

**Rafael Guedes**, Managing Director, **Fitch Ratings**

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# BRINGING REGIONAL AND INTERNATIONAL LEADERS IN THE MEXICAN CAPITAL MARKETS COMMUNITY TOGETHER

We have received unprecedented demand from our Mexican clients to continue to provide a platform in which the financial community can come together, do business, and show their commitment to the market during these uncertain times. With this in mind, we are delighted to announce that we will be hosting **Bonds & Loans Mexico Virtual 2022** online on the **14th June - Mexico's leading virtual banking and finance event.**

## THIS IS THE ONLY EVENT TO:



Bring international and local investors together with Mexican issuers to define and analyse the road-map for raising capital in 2022

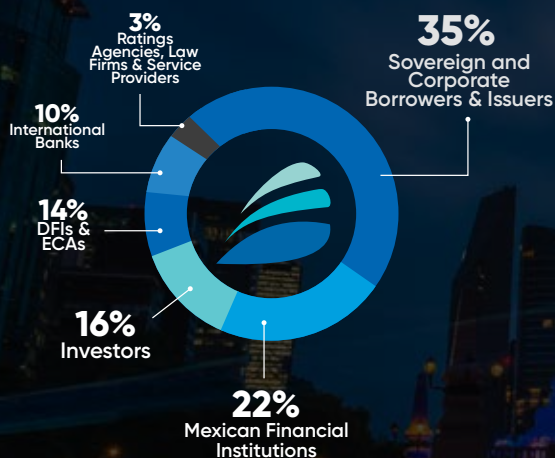


Provide clarity on key macro and political drivers which shape both sovereign and corporate debt strategies in Mexico for 2022/23

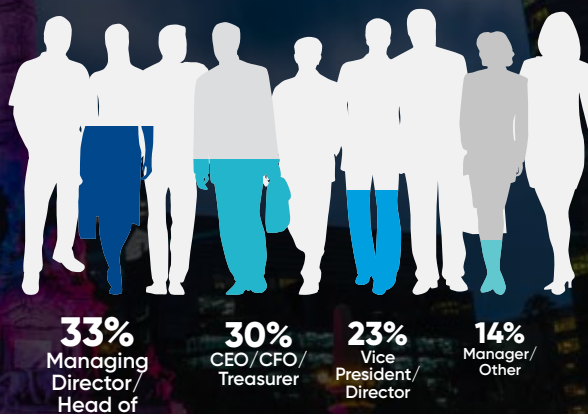


Connect recent issuers and with Mexican financial institutions and government bodies to understand financing needs and identify new business opportunities

### AUDIENCE BREAKDOWN BY SECTOR



### JOB TITLE/SENIORITY BREAKDOWN



### TO FIND OUT MORE ABOUT SPEAKING AND SPONSORSHIP



Contact **Francisco Vasconcelos**  
 Tel: **+44 7772 847 624**  
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# COMPANIES THAT PARTICIPATE IN OUR BONDS & LOANS MEXICO EVENT

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- Bracewell
- Brookfield Infrastructure Group

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- Caja de Prevision y Ahorros
- Cámara de Comercio del Canadá
- Cargill
- CBM Ingenieria Exploracion Y Produccion
- CEMEX
- CENCOR, holding de BIVA
- CFE International
- CF Energia
- CHUBB De México, Compañía De Seguros
- Cinopolis
- Citi
- Citibanamex Seguros
- City Express
- CKD Finpro
- CKD Infraestructura Mexico
- Clearstream
- Clifford Chance
- CMR
- Coca Cola FEMSA
- Comex
- Comision Federal de Electricidad
- Comision Reguladora de Energía (CRE)
- Concesionaria Autopista Perote Xalapa
- Convertidora Industrial
- Cotemar
- Credit Agricole CIB
- Credito Real
- Cydsa

- Daimler
- Daiwa Capital Markets
- Dalton
- Danhos
- DEG Invest
- DEP P&G
- Desarrolladora del Parque
- Deutsche Bank
- Devlyn
- DFS Derivados
- Diligentia Partners
- Dish
- DLA Piper
- DMR Kapital
- Dominion Bond Rating Service (DBRS)
- E2M Energy To Market
- Earth Justice
- EDF
- EDF Energies Nouvelles
- Edilar
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- Gas Natural
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- General Electric (GE)
- Genomma Lab

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- Gobierno de Jalisco
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- Gravitas Capital Group
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- Grupo Aeroportuario de la Ciudad de Mexico
- Grupo Aeroportuario Del Centro Norte
- Grupo Azucarero México
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- Grupo Cementos De Chihuahua
- Grupo Collado
- Grupo Comercial Chedraui
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- Grupo Gayosso
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- Grupo Palacio De Hierro
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- Grupo Salinas
- Grupo Senda
- Grupo Sports World
- Grupo Sura
- Haynes and Boone
- HDN
- Herdez
- Hermes Infraestructura
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- Hoteles City
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- HR Ratings Mexico
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- IDEI
- Idesa
- Ienova
- IGRIA Fund
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- ING Bank
- ING Capital
- INQYO, S. A. de C. V.
- Instituto Mexicano Del Seguro Social
- Instituto para la Proteccion al Ahorro Bancario
- Integra Arrenda
- Interacciones
- International Finance Corporation (IFC)
- International Renewable Energy Agency
- Intralinks
- Inxev
- ION
- IRStrat
- Isolux Corsan
- ISSSTE
- I-Structure
- Jinko Solar
- JP Morgan
- Jugos Del Valle
- Kaltex
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- M&G Polimeros Mexico
- Mabe
- Marhnos Infraestructura
- Marverde Infraestructura
- McBride Sustainability
- Medica Sur
- Mercader Financial
- Metalsa
- MetLife
- Mexico 2
- Mexico Infrastructure Partners
- Milbank, Tweed, Hadley & McCloy
- Minera Frisco
- Ministry of Finance and Public Credit, Colombia
- Mizuho Bank
- Moody's Investors Service
- Moody's Investors Service
- Morgan Stanley
- Mota-Engil
- MTP (Mexico Tower Partners)
- MUFG
- Muggenburg, Gorches y Peñalosa (MGPS)
- Mutuo Generale
- Nacional Financiera (NAFIN)
- Nacional Monte de Piedad IAP
- Nader Hayaux Y Goebel
- Nadro

- National Institute of Ecology and Climate Change
- Neoen
- Neoenergia
- Next Energy Mexico
- Nexxus Capital
- North American Development Bank
- OCESA
- OHL - Concesiones Mexico
- OHL Mexico
- Oleum Energy
- Orbia
- Oxiteno México
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- Swift
- Taco Holding SAPI DE CV
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- Techint Engineering & Construction
- Telefonica
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- Ternium
- Terrafina
- Terrafina Fibra
- The Mexican Association of Private Capital (AMEXCAP)
- Thomson Reuters
- Thor Urbana
- Ticsa
- TIP México

- Toyota
- Toyota Financial Services
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- URBI Desarrollos Urbanos
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# HEAR FROM KEY MEXICAN ISSUERS AND INVESTORS



**Gabriel Yorio,**  
Deputy Finance Minister,  
**Ministry of Finance and  
Public Credit, United  
Mexican States**

**Alejandro Padilla  
Santana,**  
Chief Economist and  
Managing Director, Research  
**Banorte**

**Jose Maria Zertuche,**  
Managing Director, Head  
– LatAm Infrastructure  
**BlackRock**

**Karen Mora,**  
Director of Sustainability,  
**Fibra Uno**



**Janine Dow,**  
Senior Director,  
Sustainable Finance  
Department,  
**Fitch Ratings**

**Blanca Rodriguez  
Ortiz,**  
Chief Financial Officer,  
**Marhnos Infraestructura**

**Eduardo Atehortua,**  
Head of Latin America  
(ex-Brazil),  
**Principles for Responsible  
Investment**

**Hugo Lopez-Coll,**  
Partner,  
**Sainz Abogados**

“ Every year it’s worth participating in the Bonds, Loans and Derivatives event. Once again, I obtained a lot of information and advice to continue being a successful issuer in the Mexican market. In addition, it is an opportunity to meet people who are available to share their experiences and to increase my network. ”

**David Jiménez, Volkswagen Financial Services**



To register your virtual delegate place: email [Shara.Edgar@GFCMediaGroup.com](mailto:Shara.Edgar@GFCMediaGroup.com)

## 09.00 Opening remarks

### 09.10 Keynote Address

- **Gabriel Yorio**, Deputy Finance Minister, **Ministry of Finance & Public Credit, United Mexican States**

### 09.30 Forecasting inflation scenarios and economic headwinds for Mexico and the wider region

- Forecasting inflation in the short, medium and long term
- To what extent have geopolitical tensions in Europe altered inflation forecasts?
- How successful has Mexico's moderate fiscal response to the pandemic been in terms of economic recovery relative to other OECD countries? What have been the repercussions?
- How are investors viewing the relative value of Mexico compares to the rest of Latam?

- **Alejandro Padilla**, Chief Economist and Managing Director of Research, **Banorte**
- **Luis Angel Rodriguez**, Chief Investment Officer, **BBVA Asset Management**
- **Maria Aramoni**, Senior Portfolio Manager, LATAM Fixed Income, **Santander Asset Management**

### 10.15 ESG risk mitigation: best practices for establishing ESG disclosure standards and reporting

- What taxonomy exists in Mexico to define the legal/regulatory concepts, metrics and disclosure obligations?
- Understanding the SEC ESG disclosure requirements and implications for Mexican issuers tapping the 144a market
- What principles are laid out in the UN Principles for Responsible Investment? What is mandatory and discretionary?
- To what extent are investors pushing for better ESG disclosures?
- To remain on the National Securities Registry, what must issuers report on an annual basis?
- Should reporting standards be centered around use of proceeds or KPIs?

- **Eduardo Atehortua**, Head of LATAM (ex-Brazil), **UNPRI**
- **Hugo Lopez-Coll**, Partner, **Sainz Abogados**
- **Janine Dow**, Senior Director, **Fitch Ratings**
- **Karen Mora**, Sustainability Director, **Fibra Uno**
- **Eusebio Garre**, Head of Funding, **IDB Invest**

### 11.15 Strategies for banks to optimize capital allocation and increase the supply of loan transactions

- Is there enough liquidity to refinance the wave of maturities approaching in 2022? What terms can be achieved?
- How are borrowers picking their relationship banks?
- How favorable are terms in the loan market relative to the local and international capital markets
- What ancillary products can banks offer to win mandates? How much liquidity is there for lower rated credits?
- To what extent is pricing levels reflecting the credit risk?

- **Sara Pizada**, Managing Director, Head of Loan Syndications, Americas, **SMBC**

## 12.00 Evaluating the economic and financial implications of the energy reform proposals

- Clarifying the time frames for voting, approval, key changes and grandfathering process
- What impact will the removal of CNH and CRE have on investor confidence and the sectors transparency and institutional framework?
- Examining the unintended consequences to the cost of electricity, operating transparency, economic impact and efficiency
- Gauging the impact on wider clean energy goals and other energy sectors
- To what extent will this deter FDI?

### 12.30 What is the outlook for project finance given the limited pipeline of projects and political uncertainty?

- How much pressure is political and offtake risk putting on the bankability of projects? How are project sponsors evaluating opportunities?
- How will Mexico meet its infrastructure needs?
- What lessons can be taken from Felipe Angeles International Airport and Maya Train financings with regards to documentation and due diligence to increase private participation?
- Will debt equity investors continue to support energy and infrastructure projects given the uncertain regulatory environment?
- Examining the future project pipeline and the role of the federal budget vs CKDs, Fibras and CERPIS

- **José Maria Zertuche**, Managing Director, Head – LatAm Infrastructure, **BlackRock**
- **Blanca Rodriguez**, Chief Financial Officer, **Marhnos Infraestructura**
- **Astra Castillo**, Senior Director, **Fitch Ratings**

### 13.15 Maturing the local capital markets for corporate credits: increasing liquidity and providing access for dollar funding

- With geopolitical tensions triggering wider pricing in the cross-border markets, what demand is there from Afores to provide dollar funding?
- What level of risk are local investors willing to take? What are they buying?
- To develop the secondary market, will local and international investors take more corporate risk? What is behind the rational to buy and hold?
- What scope is there for regulators to increase liquidity and widen access to credits rated below AA?
- How have investors reacted to recent restructurings?

## 14.00 Close of conference

“ It has been a privilege to participate in this year's Bonds & Loans virtual event. My panel brought together specialists from different areas to discuss the outlook of the energy industry in Mexico. I really enjoyed collaborating in presenting the opportunities of investments under the current legal framework and the financing structures available under present conditions. Thank you Bonds & Loans. ”

**Eduardo Barrera**, **Banco Sabadell**

# SPONSOR THE VIRTUAL EDITION OF MEXICO'S LEADING BANKING AND FINANCE EVENT

## VIRTUAL PRODUCT SHOWCASING



- **High-Impact Thought Leadership Opportunities:** take part in a panel to showcase your expertise to over 300 key Mexican clients and prospects
- **Exclusive Virtual Roundtables:** intimate closed-door discussions with 15 clients/prospects of your choice and co-moderated by GFC. We help you best highlight your leadership and expertise; structure the discussion; research with participants; and ensure that the attendees you select are present
- **Sponsor-Led Workshops:** demonstrate and communicate your expertise to the Mexican market via an interactive, private virtual workshop for up to 100 participants. You lead the discussion and have full control on admission
- **High-Quality Attendee Data:** track who engaged with your brand and ROI from your sponsorship

## GLOBAL NETWORKING OPPORTUNITIES WITHOUT HAVING TO TRAVEL



- **Connecting Recent Issuers With Mexican FIs & Government Bodies:** so that they are able to understand financing needs, identify new business opportunities and find suitable business partners
- **1-2-1 Meetings:** leverage our concierge 1-2-1 meeting service to efficiently connect and host meetings with senior borrower, investor and banker attendees of your choice
- **Generate Inbound Enquiries:** save time and money by having clients and prospects from relevant markets come to you
- **Know Your Audience:** obtain delegate lists outlining all registered attendees by name, company name and job title – find and contact senior decision-makers active in the Mexican financial markets in order to grow your business and facilitate transactions

## LEARN FROM LOCAL AND INTERNATIONAL INDUSTRY EXPERTS



- **Gain Practical Insights into the Latest Mexican Bond & Loan Market Developments:** via expert-led panel discussions
- **Understand the Key Macro Drivers:** which shape both sovereign and corporate debt strategies in Mexico for 2022/23
- **Bringing International & Local Investors Together With Mexican Issuers:** to define and analyse the roadmap for raising capital in 2022

## BENEFITS OF PARTICIPATING IN A VIRTUAL EVENT



- **Network With A Truly International Audience:** we are able to capture a wider audience as attendees participate from the comfort of their computer screens
- **Increased Client & Prospective Client Reach:** connect with an unlimited number of key clients from our global capital markets database at the click of a button all year round, and without the limitations of colleague count and time
- **No Need To Travel:** save on time and travel costs by joining thousands of borrowers, investors and bankers on our Bonds & Loans online platform (where the event will be hosted) to share knowledge, debate, network and move your business forward



# BONDS & LOANS LATIN AMERICA & CARIBBEAN

29th & 30th November 2022 | The Ritz-Carlton Coconut Grove, Miami

**JOIN US AT OUR UPCOMING  
IN-PERSON EVENT**



## THE WORLD'S LEADING PAN-LATIN AMERICAN & CARIBBEAN DEBT EVENT

**Bonds & Loans Latin America & Caribbean** is the region's largest corporate & investment banking event.

It is LatAm's only conference bringing together borrowers, investors and bankers and is the only event to combine discussions across bonds and loans, making it a "must attend" event for the region's leading CEOs, CFOs and Treasurers.

With over **40%** of the audience representing issuers and borrowers and over **87%** being director level or above, it is the place where live deals are discussed and mandates are won.

Save time and money by hosting invaluable business meetings with all of LatAm & Caribbean's key stakeholders in one location and walk away having moved transactions along, met high-yielding new contacts and with real, measurable ROI for your organisation..



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