

SINOLATIN CAPITAL

ENERGY: WHY CHINA AND LATIN AMERICA?

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I BACKGROUND



HISTORICAL CONTEXT

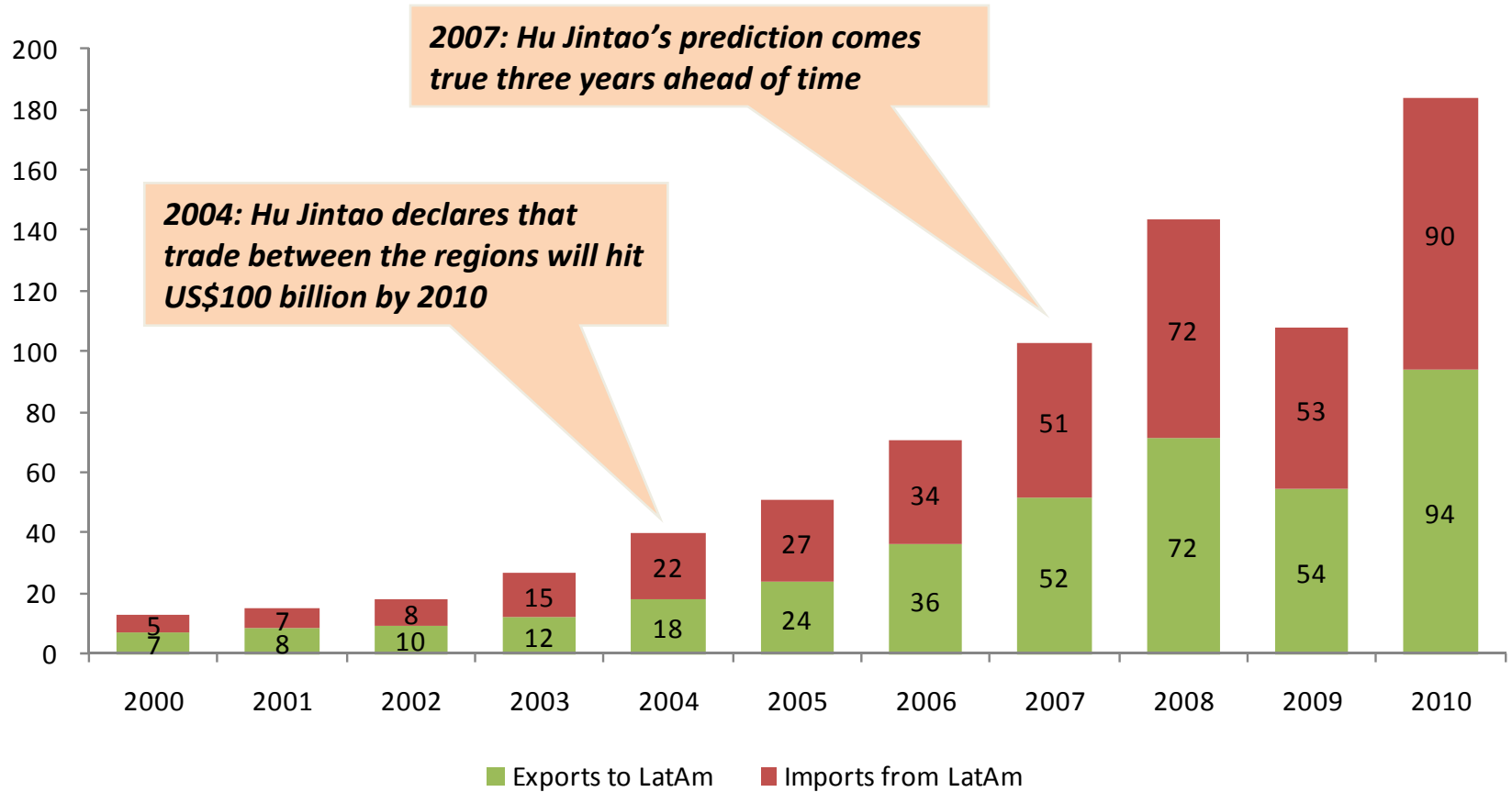
- Jesuit missionaries came to China in the 1500's, and some even became Ming Dynasty officials
- From the 17th century to roughly the 1940's China used silver coins (such as the one below) minted in Mexico and Peru called "columnarias" as a unit of currency. The coin below is dated 1795 and has Chinese "chop" marks that attest to its legitimacy
- Trade between the regions has a long history, but after the communist revolution the relationship virtually disappeared.



Matteo Ricci (1552-1610) was one of the first Jesuit missionaries to China. His map of the new world, printed in 1602 was the first to ever depict the Americas in Chinese script. The map above shows the Gulf of Mexico.

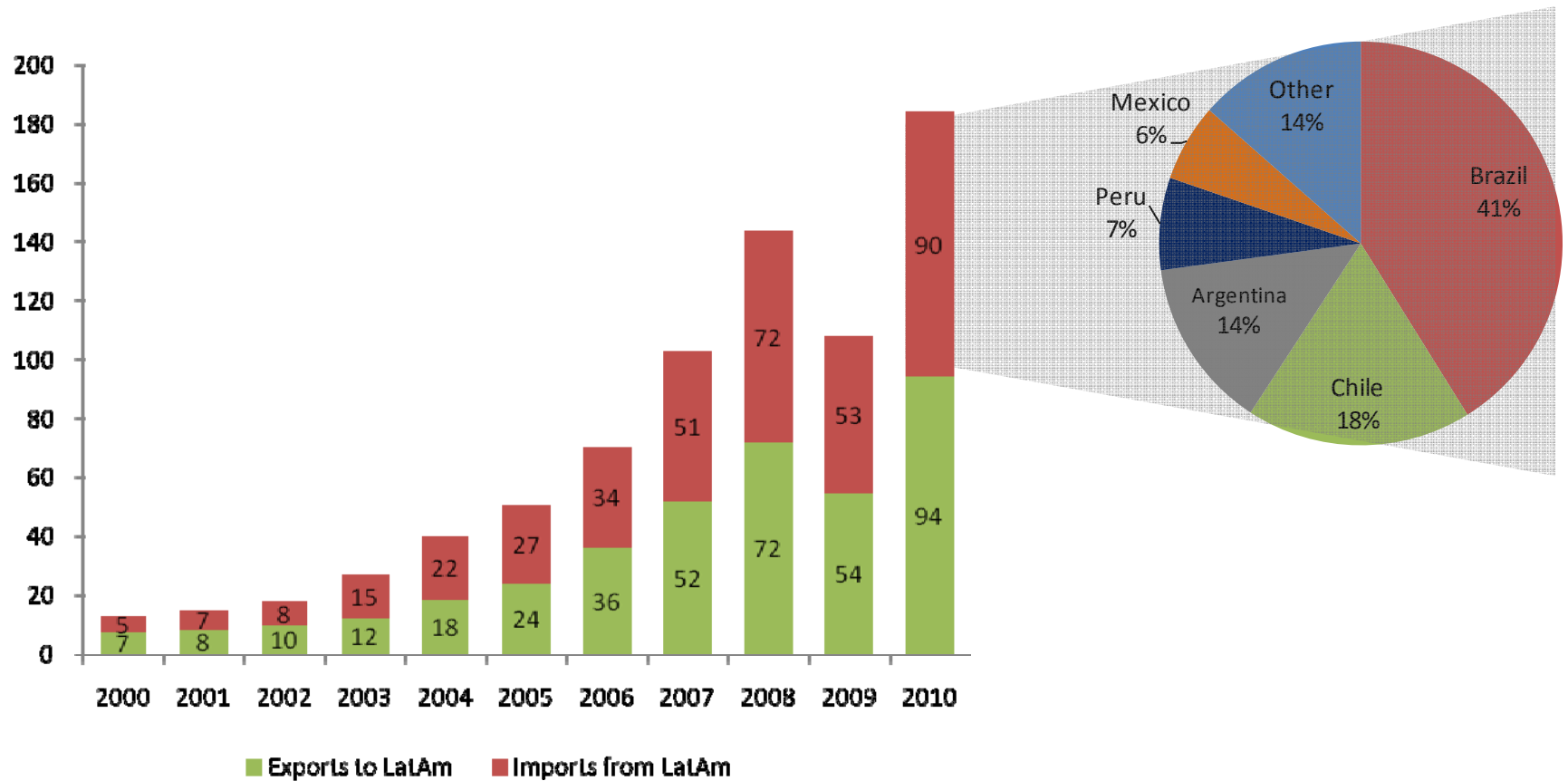
WHERE WE ARE TODAY

China Trade with Latin America (US\$ billions)



WHICH LATIN AMERICAN COUNTRIES IMPORT TO CHINA?

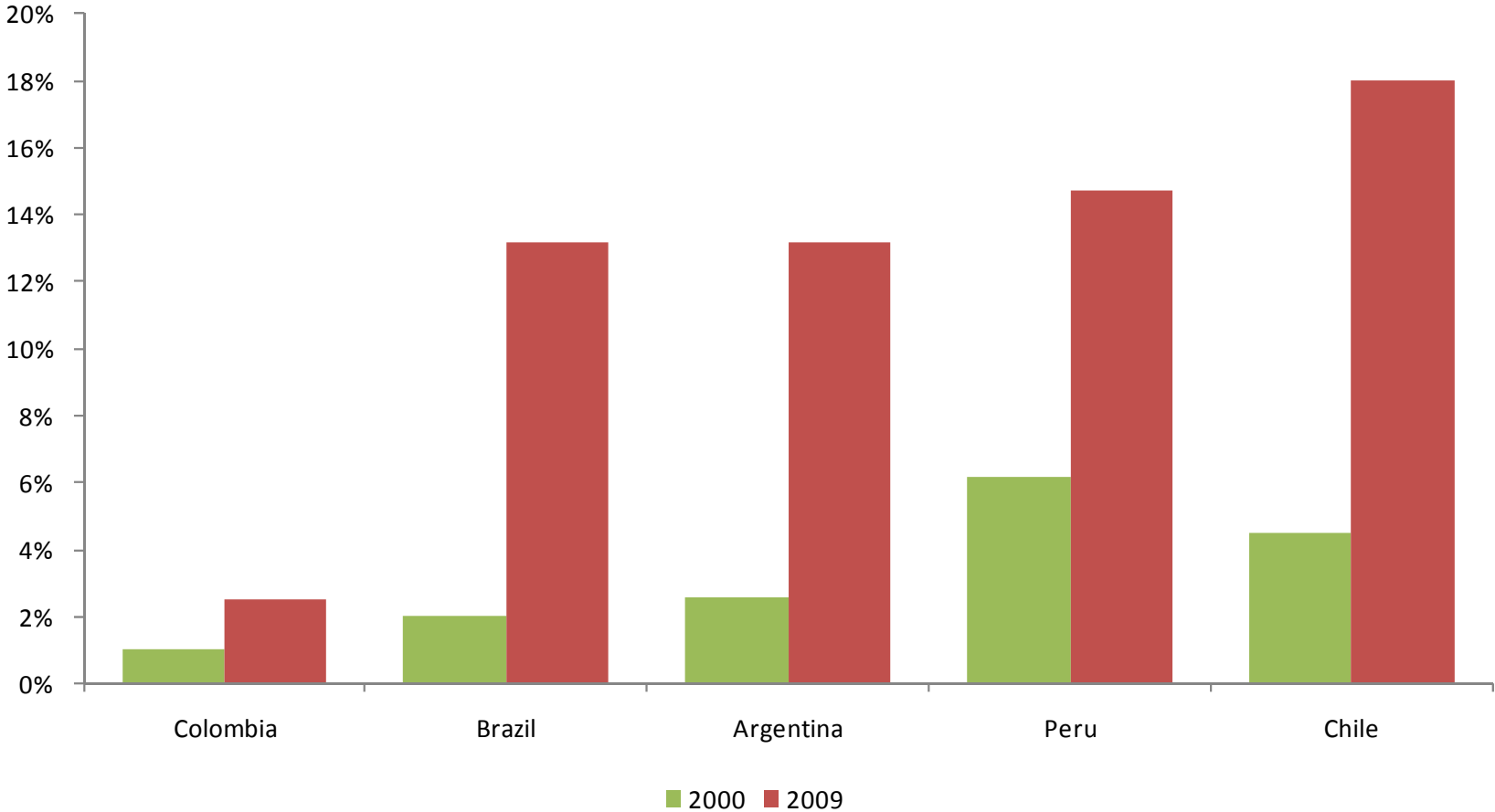
Bilateral Trade from China to Latin America (US\$ billions)



EXPORT GROWTH FROM LATIN AMERICA TO CHINA

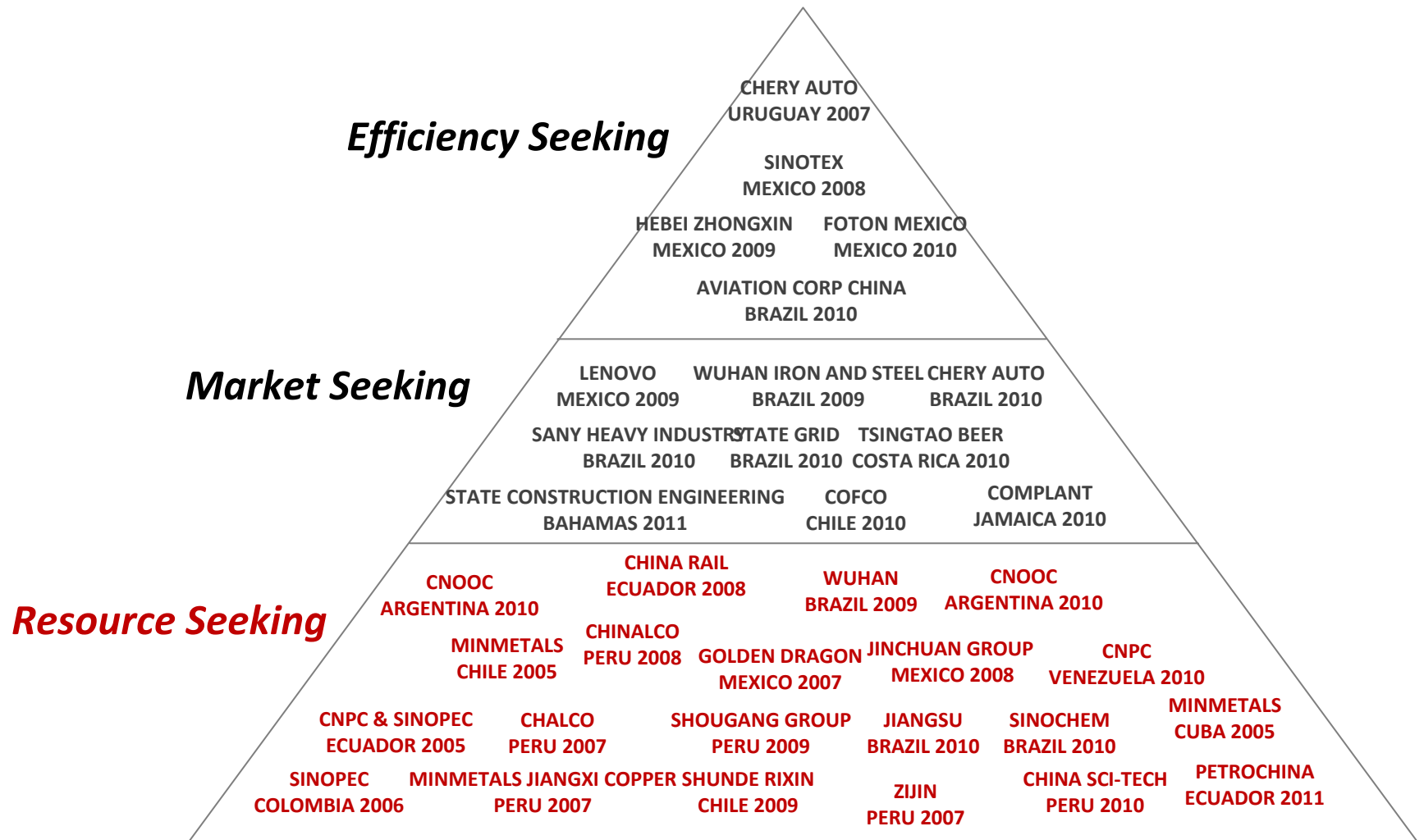
China is the #1 trade partner for Chile, Peru and Brazil

China's Share of Latin American Countries' Total Exports (2009)



WHY IS CHINA INVESTING IN LATIN AMERICA?

The bulk of Chinese investments & contracts in Latin America is to secure commodity supply



Source: SinoLatin Capital Analysis with the Federicks Pardee Center



II BIG PICTURE DRIVERS



WHAT ARE THE GROWTH DRIVERS BEHIND CHINA OUTBOUND M&A?

Urbanization

- 30+ cities with over 10 million people by 2020
- Urbanization means huge infrastructure requirements
- China does not have sufficient natural resources
- And China continues to urbanize and grow
- Raw material scarcity makes Beijing very concerned
- Chinese companies have been told to go outbound

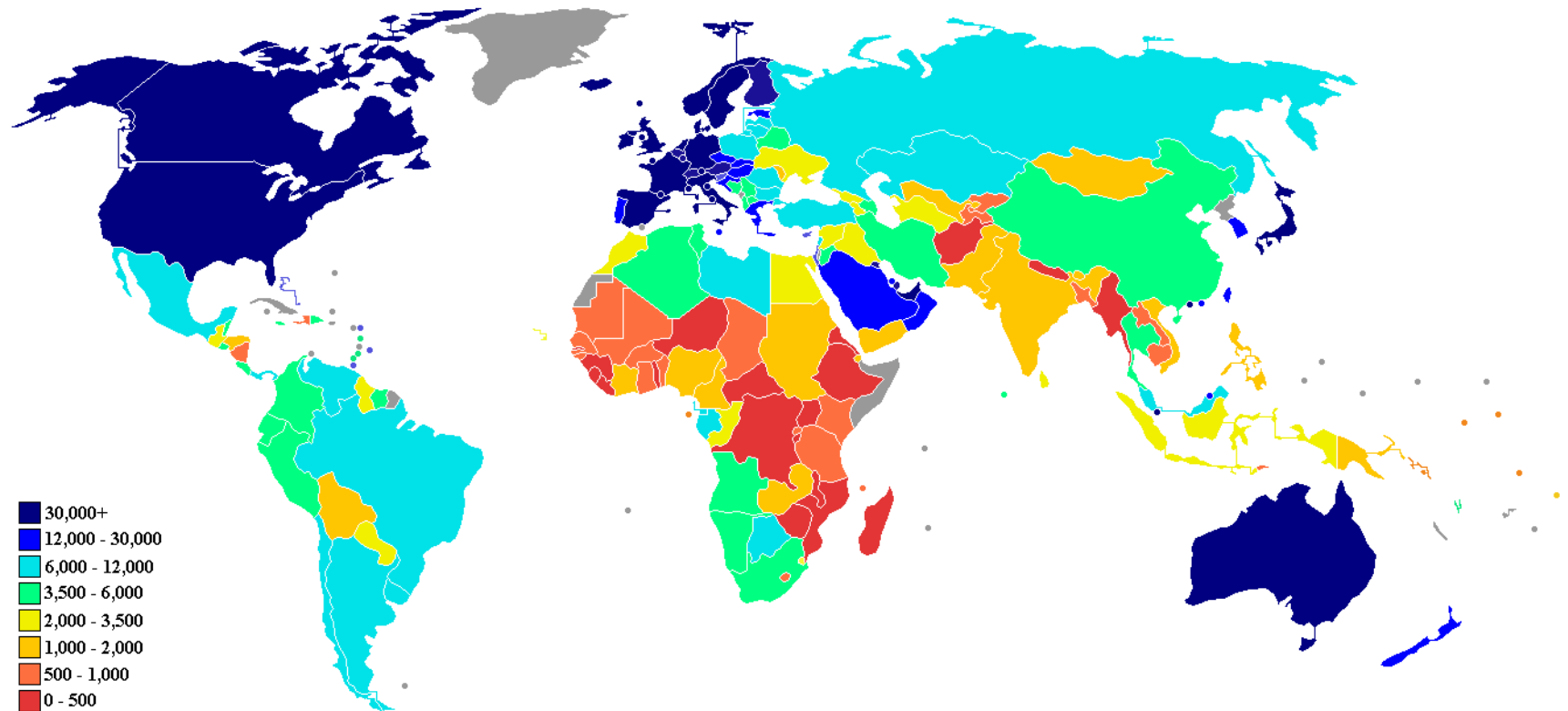
China Outbound

Industry Consolidation

- Within China many industries are consolidating
- Fewer companies but much more efficient
- And with more bargaining power
- Less environmentally damaging
- Larger, more sophisticated firms will go overseas
- Chinese companies have been told to go outbound

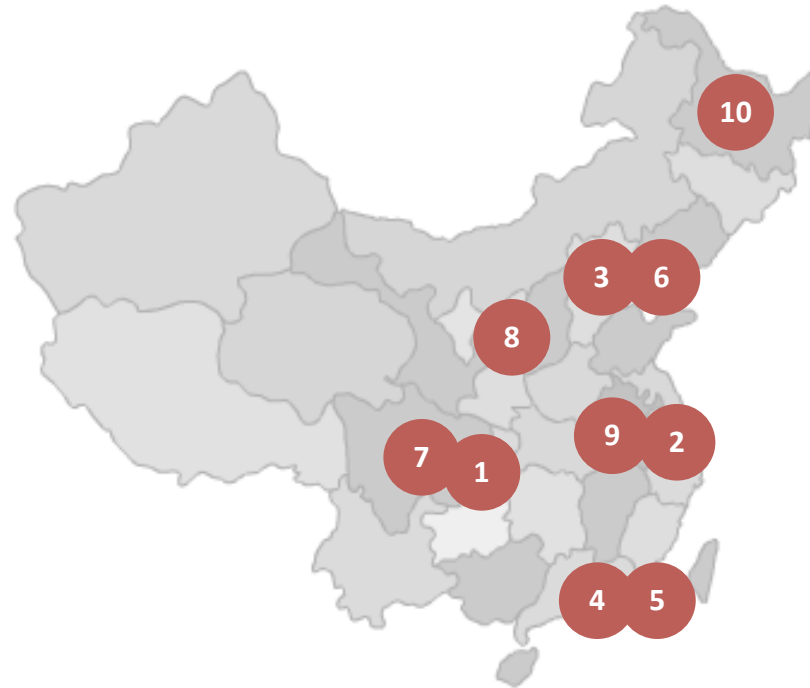
CHINA HAS A RELATIVELY LOW GDP/CAPITA

Countries by 2009 GDP (nominal) per capita (*April 2010 estimate*)



CHINA HAS AN ENORMOUS POPULATION BUT STILL VERY RURAL

China Top 10 Cities (mm)	
1.	Chongqing 32.4
2.	Shanghai 18.8
3.	Beijing 17.3
4.	Guangzhou 15.0
5.	Shenzhen 13.3
6.	Tianjin 11.9
7.	Chengdu 11.3
8.	Xi'an 10.5
9.	Hefei 10.1
10.	Harbin 9.8
Total 150.5	
47% population urban	



USA Top 10 Cities (mm)	
1.	New York 8.4
2.	Los Angeles 3.8
3.	Chicago 2.9
4.	Houston 2.3
5.	Phoenix 1.6
6.	Philadelphia 1.5
7.	San Antonio 1.4
8.	Dallas 1.3
9.	San Diego 1.3
10.	San Jose 1.0
Total 25.5	
82% population urban	

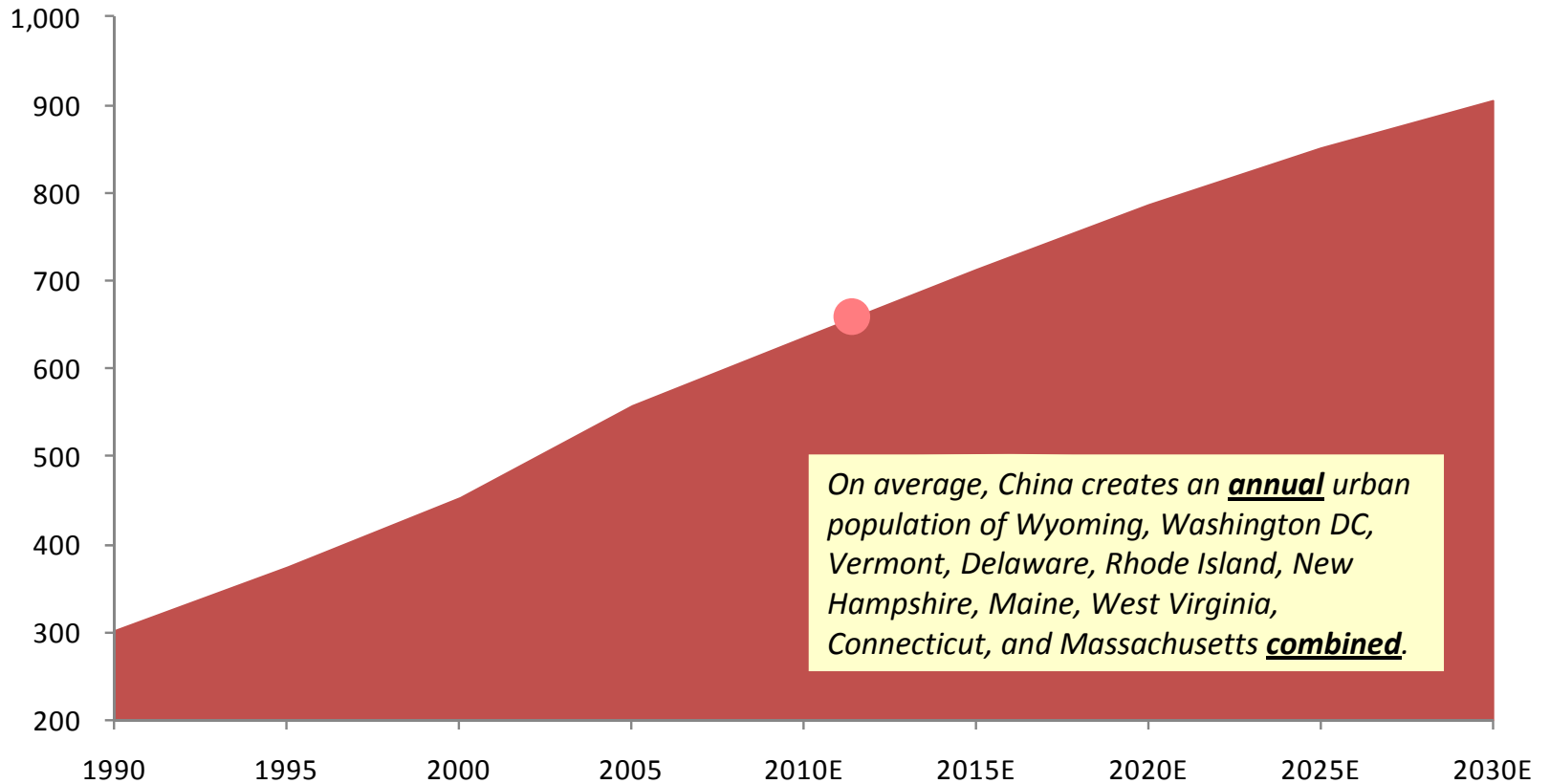
Despite the vast difference in population size, The US is mostly urban, while China is mostly rural

CHINA IS URBANIZING HUNDREDS OF MILLIONS EVERY

DECADE

Today, China still has ~ 700 million living in poor, rural areas. Beijing wants “only” 150MM in countryside

China Urban Population (millions)



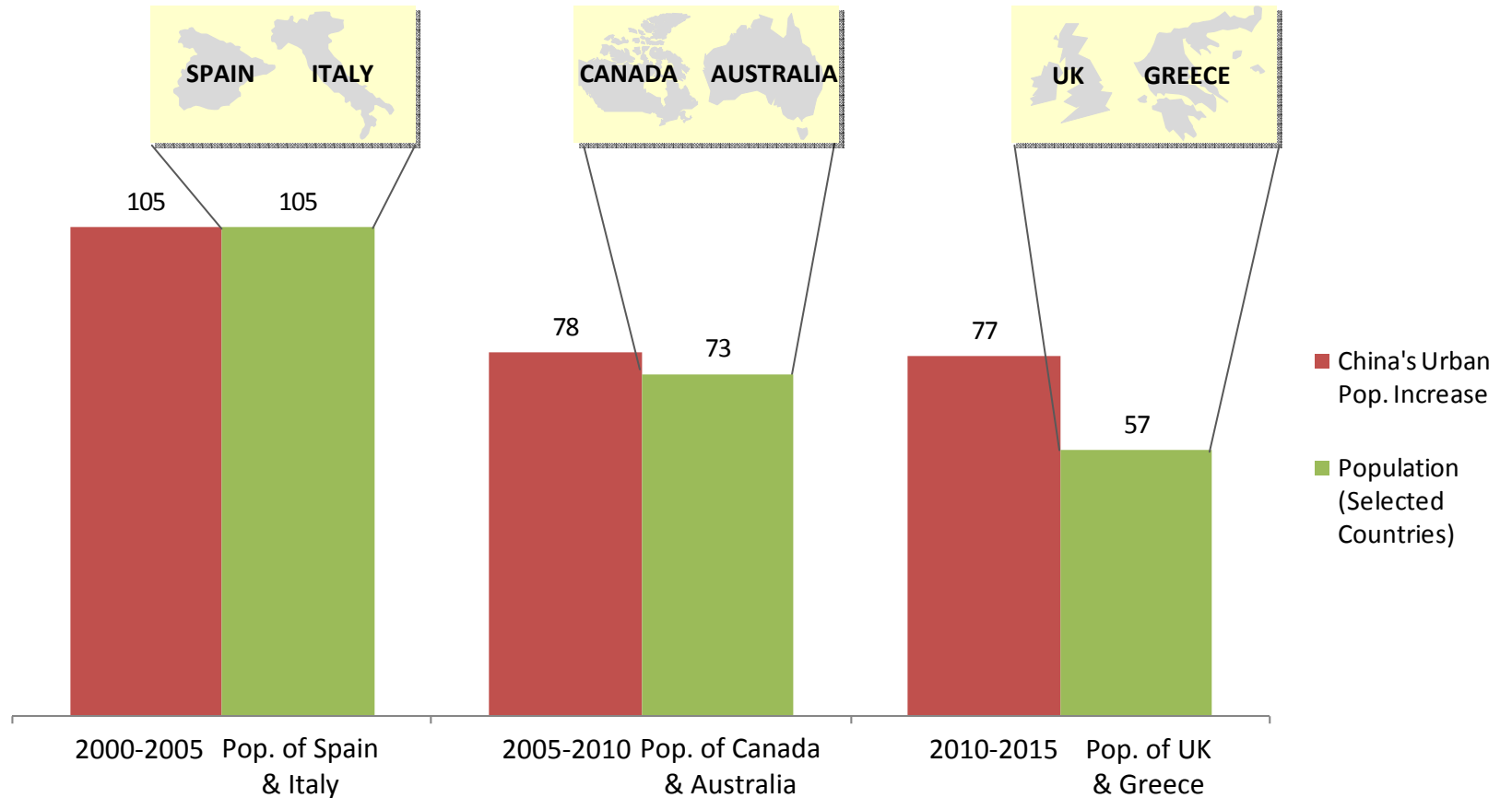
Source: UN Population Division.

CHINA IS URBANIZING HUNDREDS OF MILLIONS EVERY

DECADE

Every 5 years, China's urban population increases by over 70 million people, more than the population of entire countries

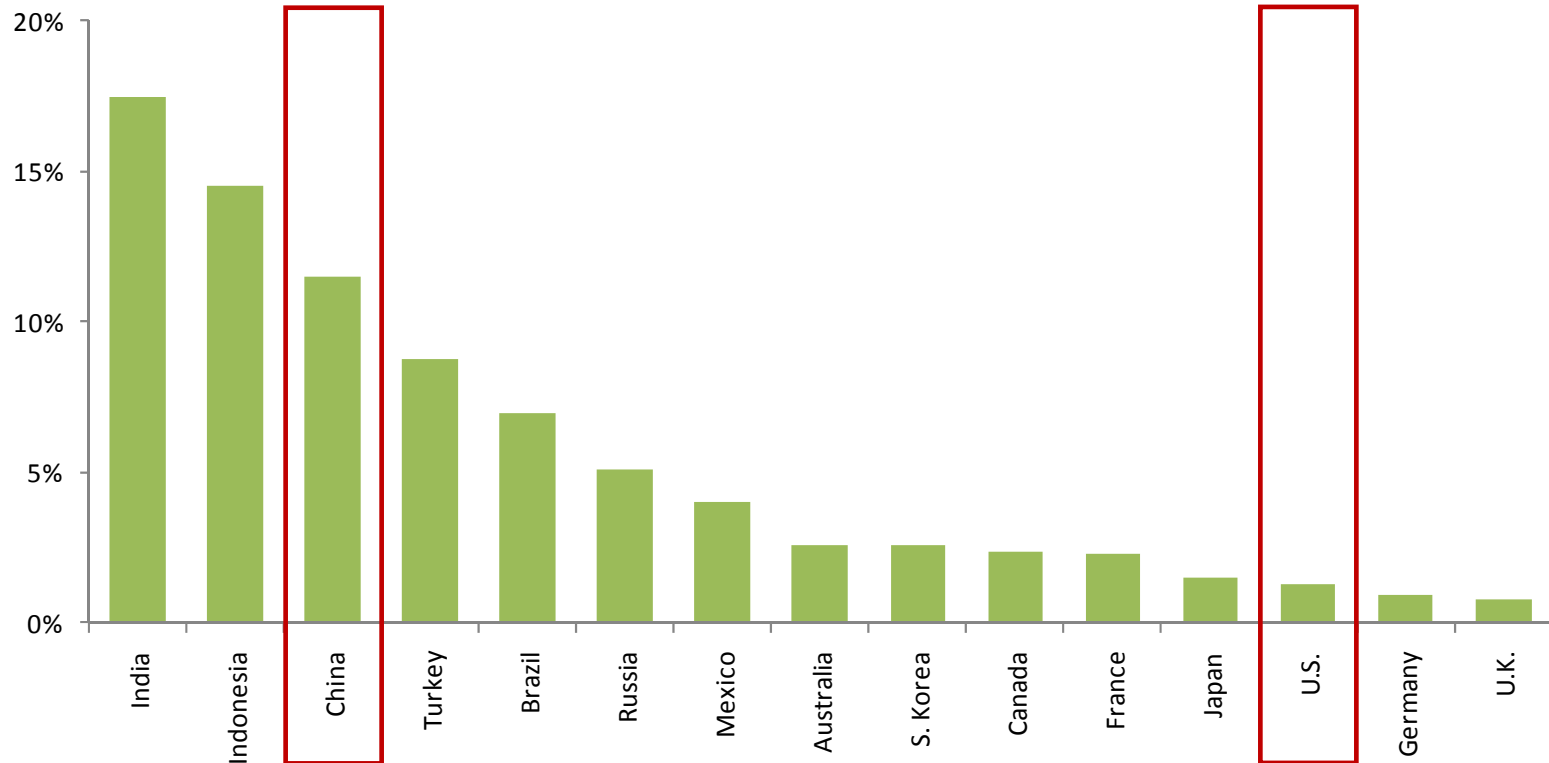
Urban Population Increase in China (millions)



WHY IS CHINA PUSHING FOR URBANIZATION?

Advanced economies have a low % of output linked to agriculture

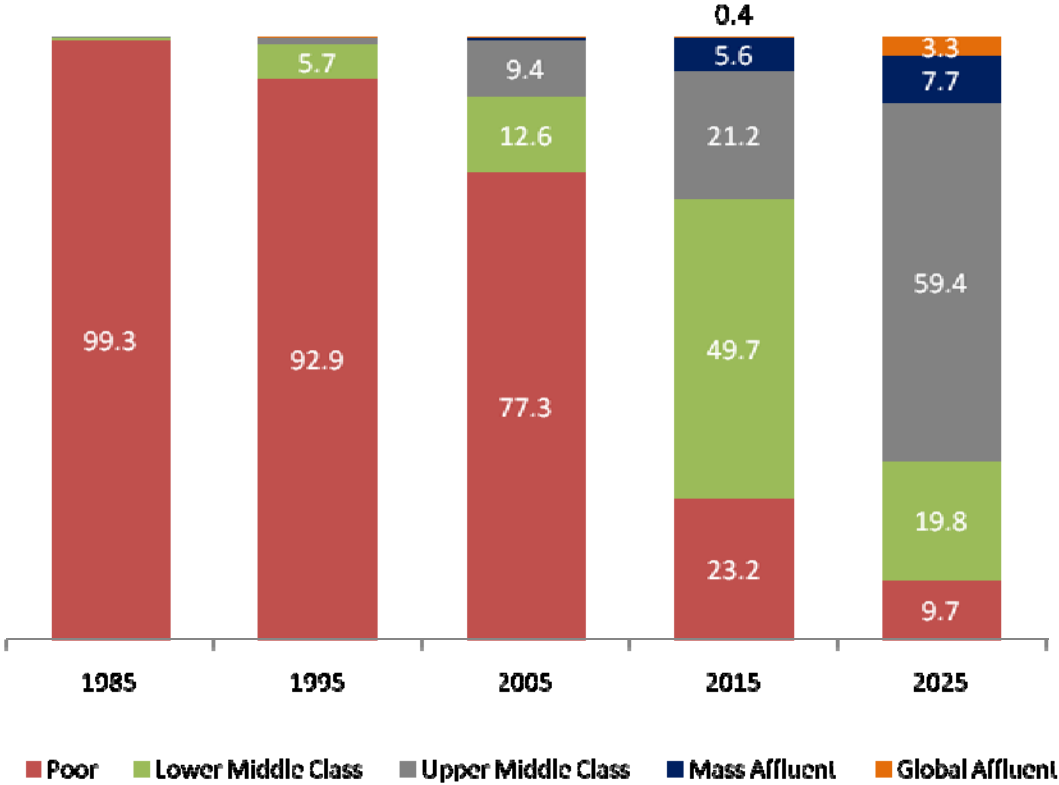
Agricultural Output as % of GDP



URBANIZATION LEADS TO AN EMERGING MIDDLE CLASS

When people move to the cities in China their income improves

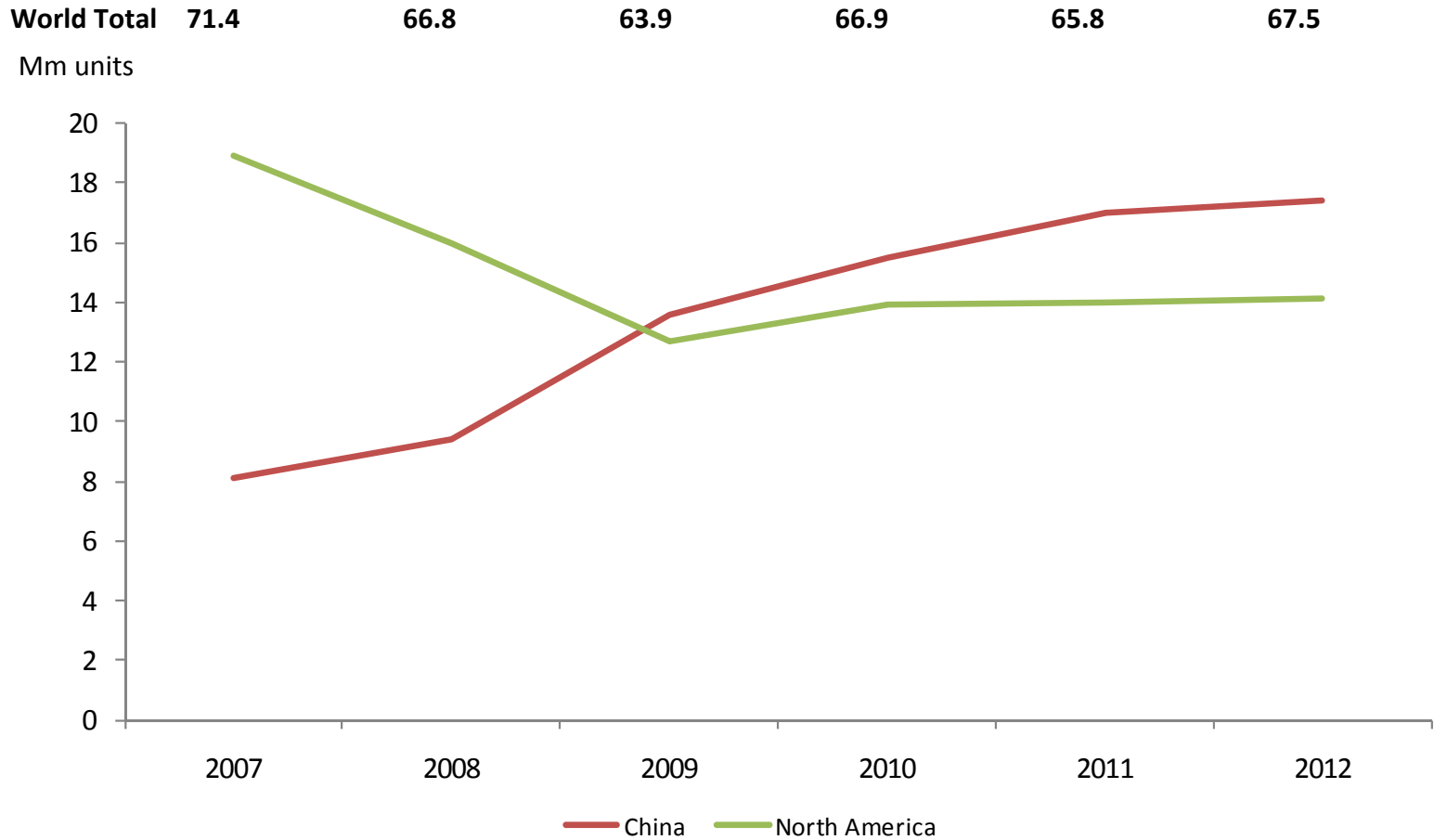
China's Emerging Middle Class (percentage)



MIDDLE CLASS HAS CONSUMPTION PATTERNS SIMILAR TO GLOBAL PEERS

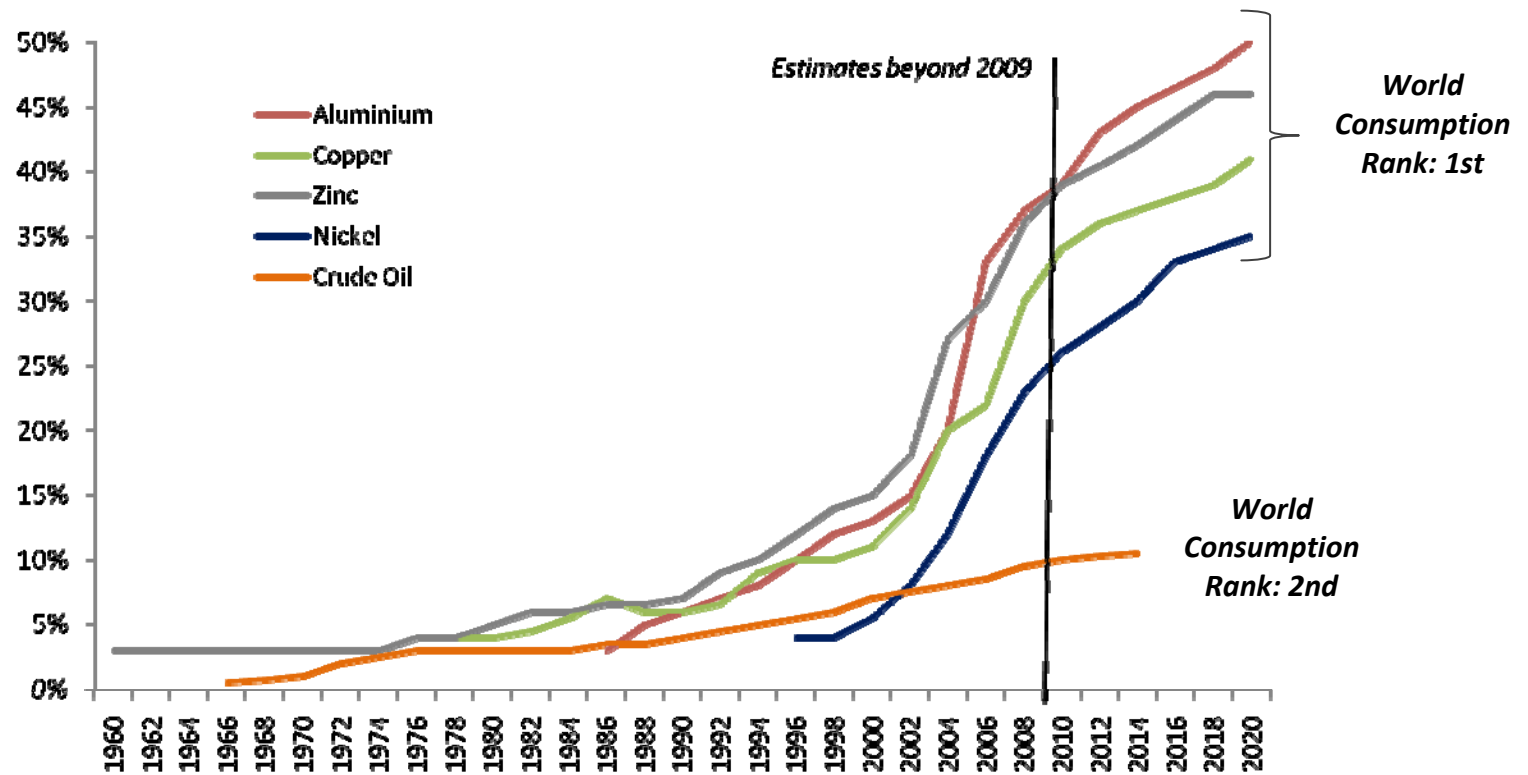
People with higher incomes in China buy houses, white goods and cars

Annual Vehicle Sales in U.S. vs. China (million units)



THOSE PURCHASES AFFECT COMMODITIES

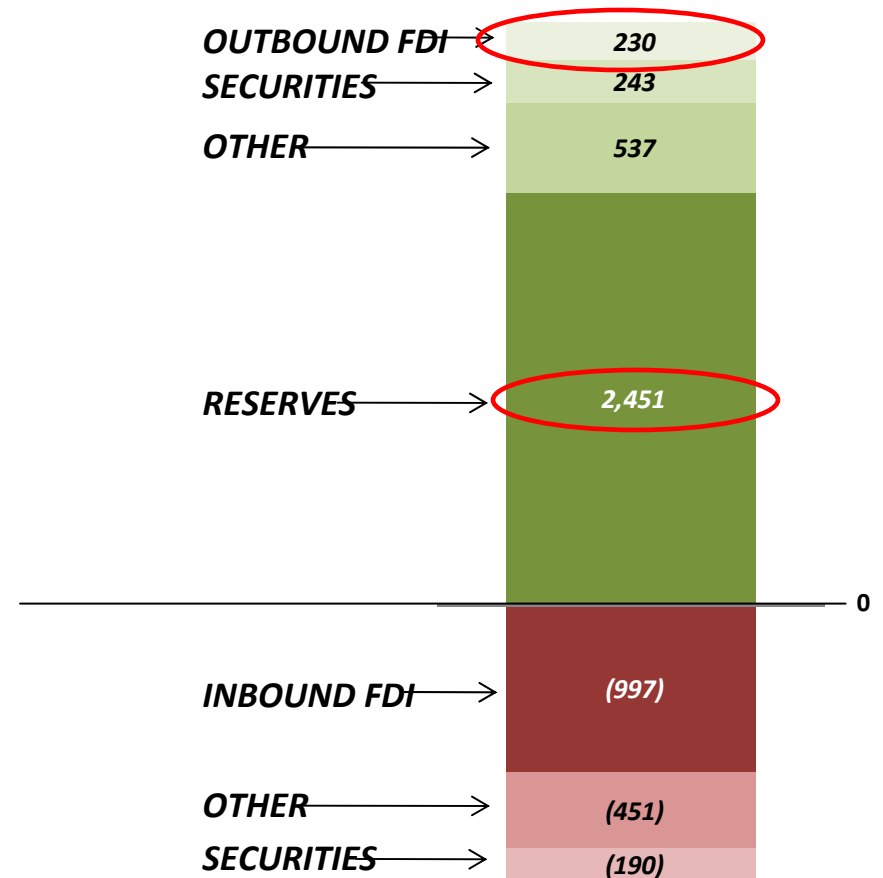
China's Share of the World Commodity Usage (%)



CHINA HAS AN ENORMOUS WAR CHEST

- To date, relatively small overseas foreign investment (outbound FDI)
- Huge foreign currency reserves (as of May 2011 > \$2.9 trillion). Mainly in US\$ denominated UST's
- Serious concerns about US\$ devaluation so China seeking to buy hard assets
- Perception that commodities will hold their value

China's International Investment Position 2009

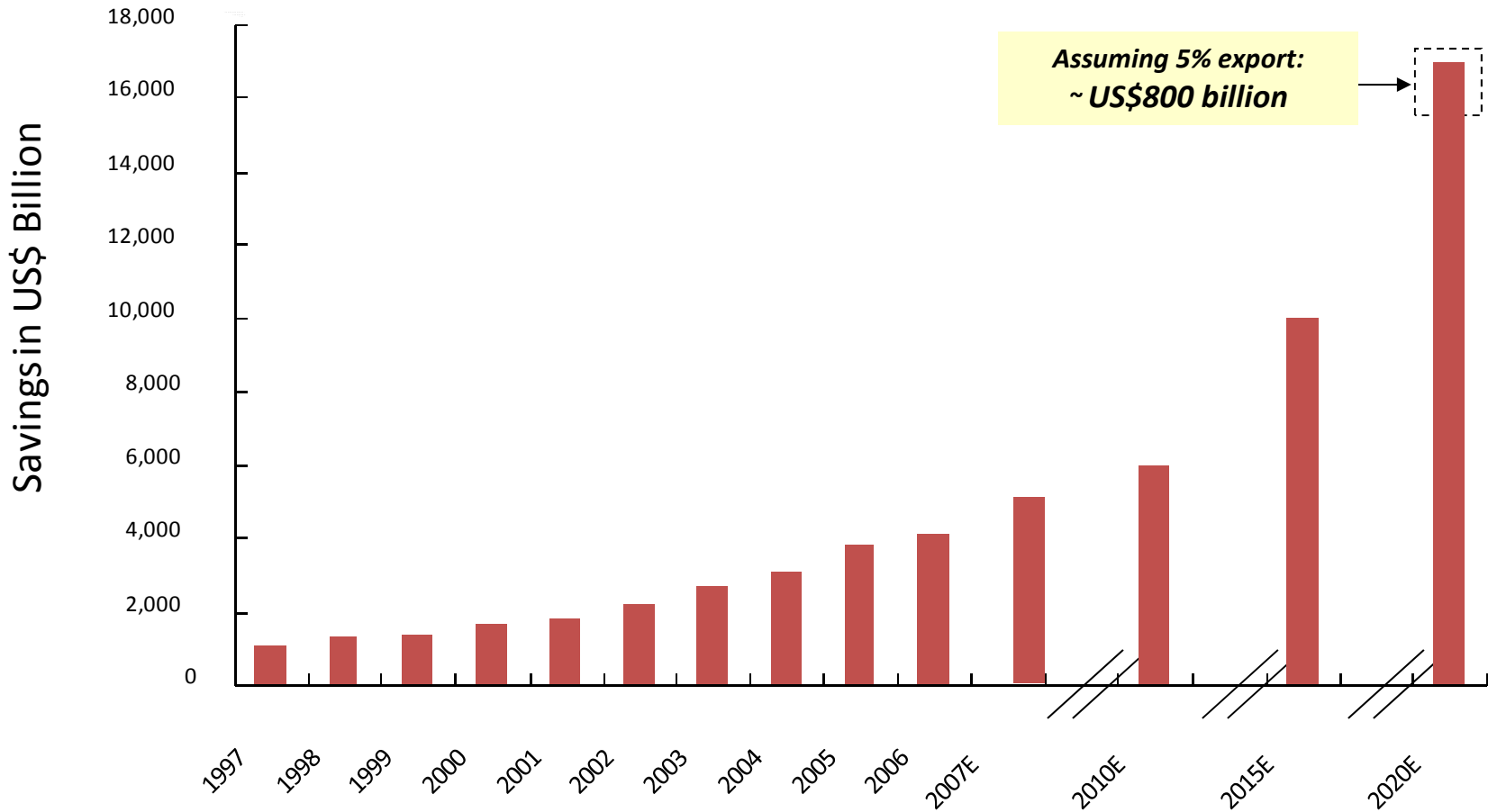


CHINA WILL EXPORT MASSIVE AMOUNTS OF

CASH

If China uses just 5% of its savings to purchase assets overseas, it will have over \$800 billion to spend annually

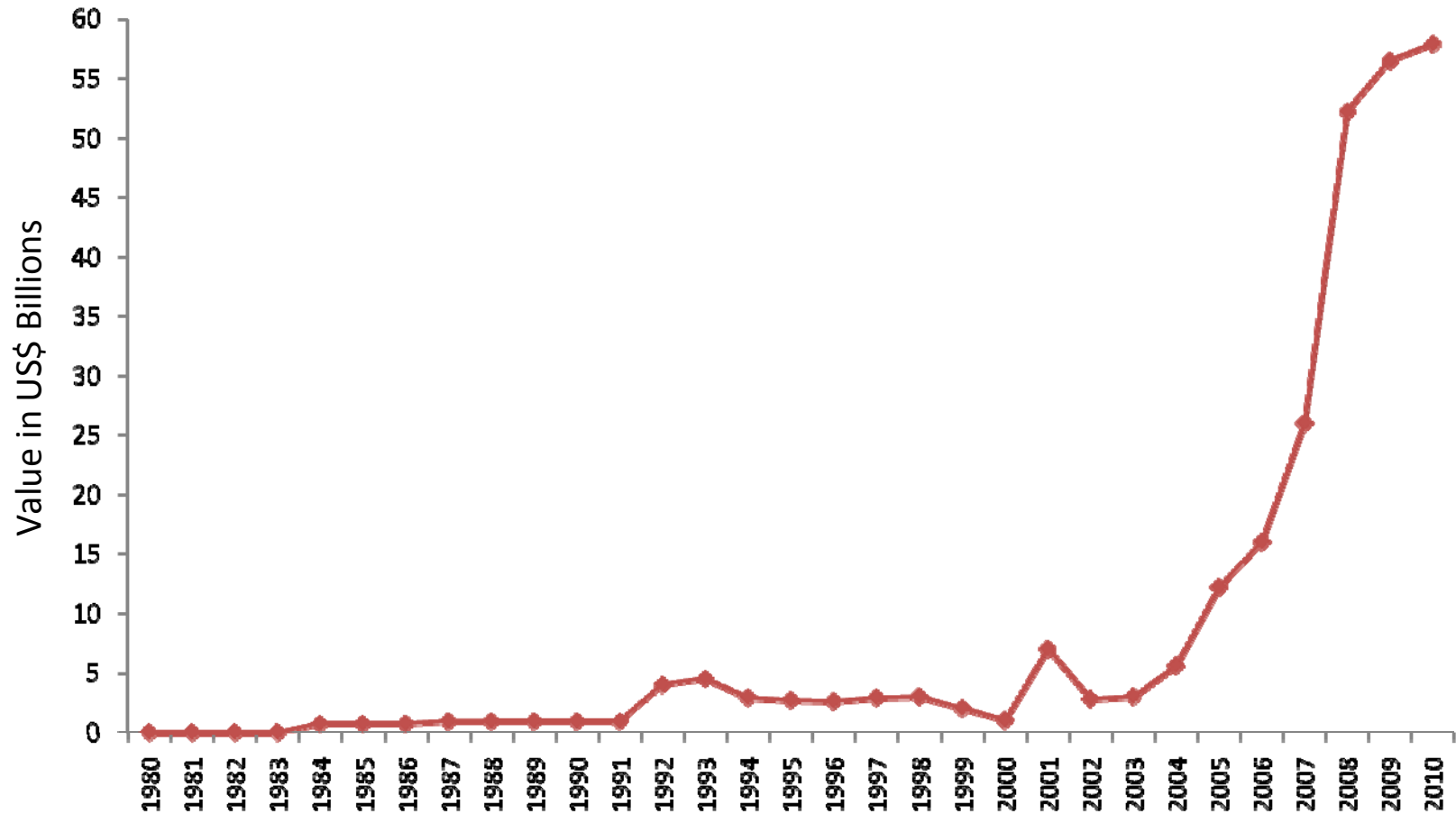
China's Domestic Savings (1997-2020E)



Source: JP Morgan, China Statistics Bureau, SLC estimates.

AND THIS IS JUST THE BEGINNING OF OVERSEAS M&A BOOM

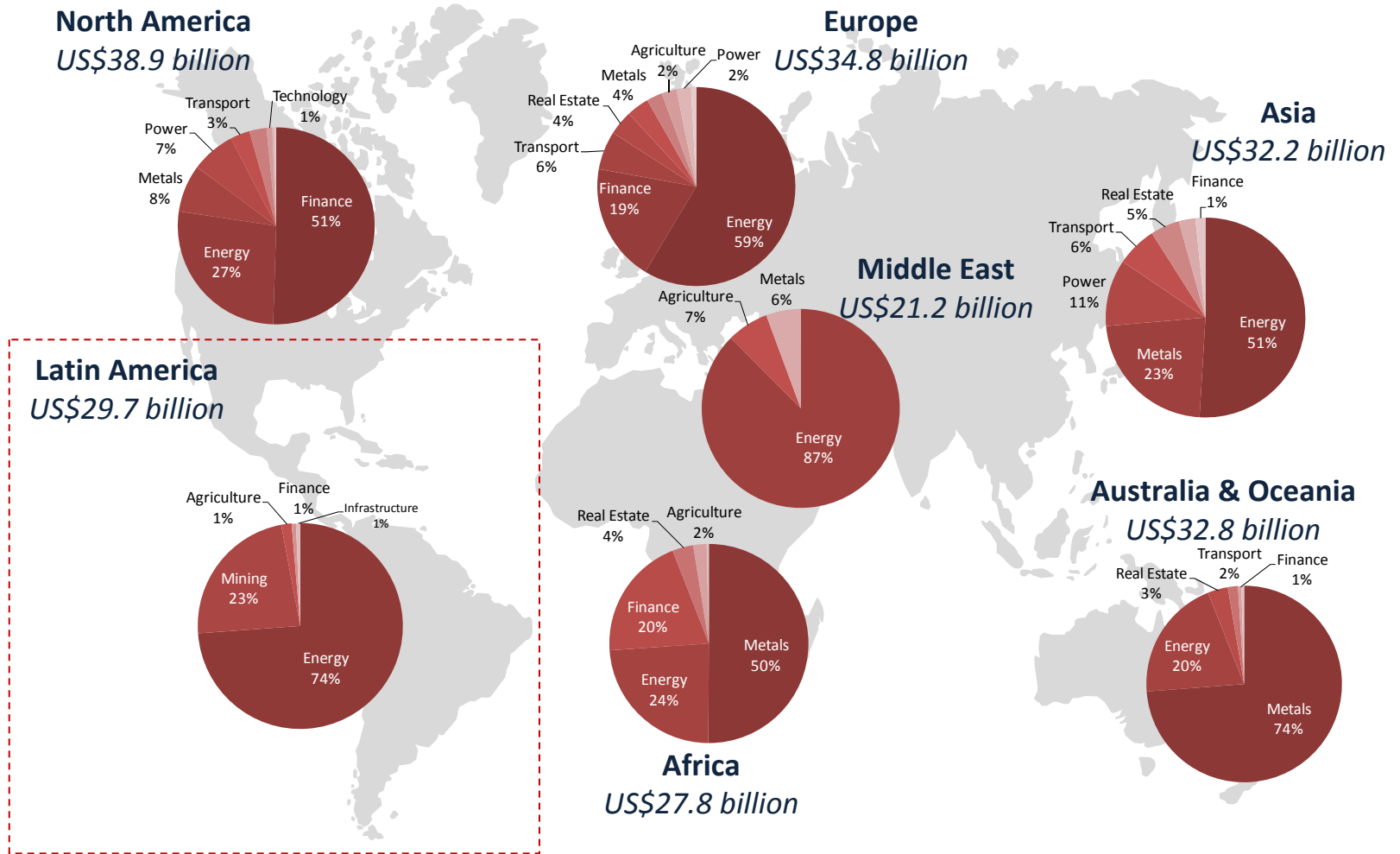
China Annual Outbound FDI 1980 – 2010 (US\$ billions)



Source: MOFCOM, Various News Sources.

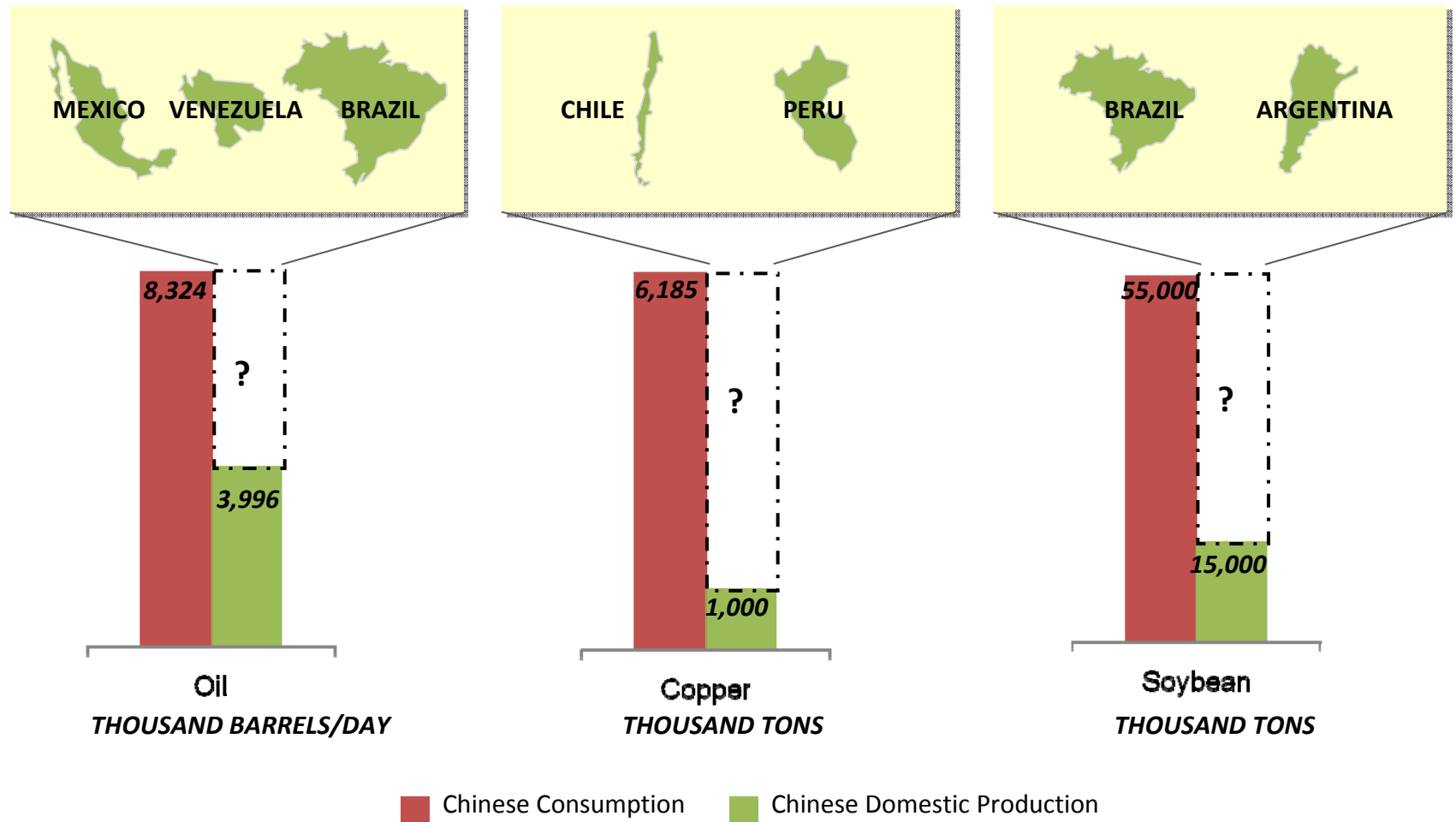
CHINA HAS INVESTED IN EVERY CONTINENT

China FDI 2005-2010¹ (by region and industry)



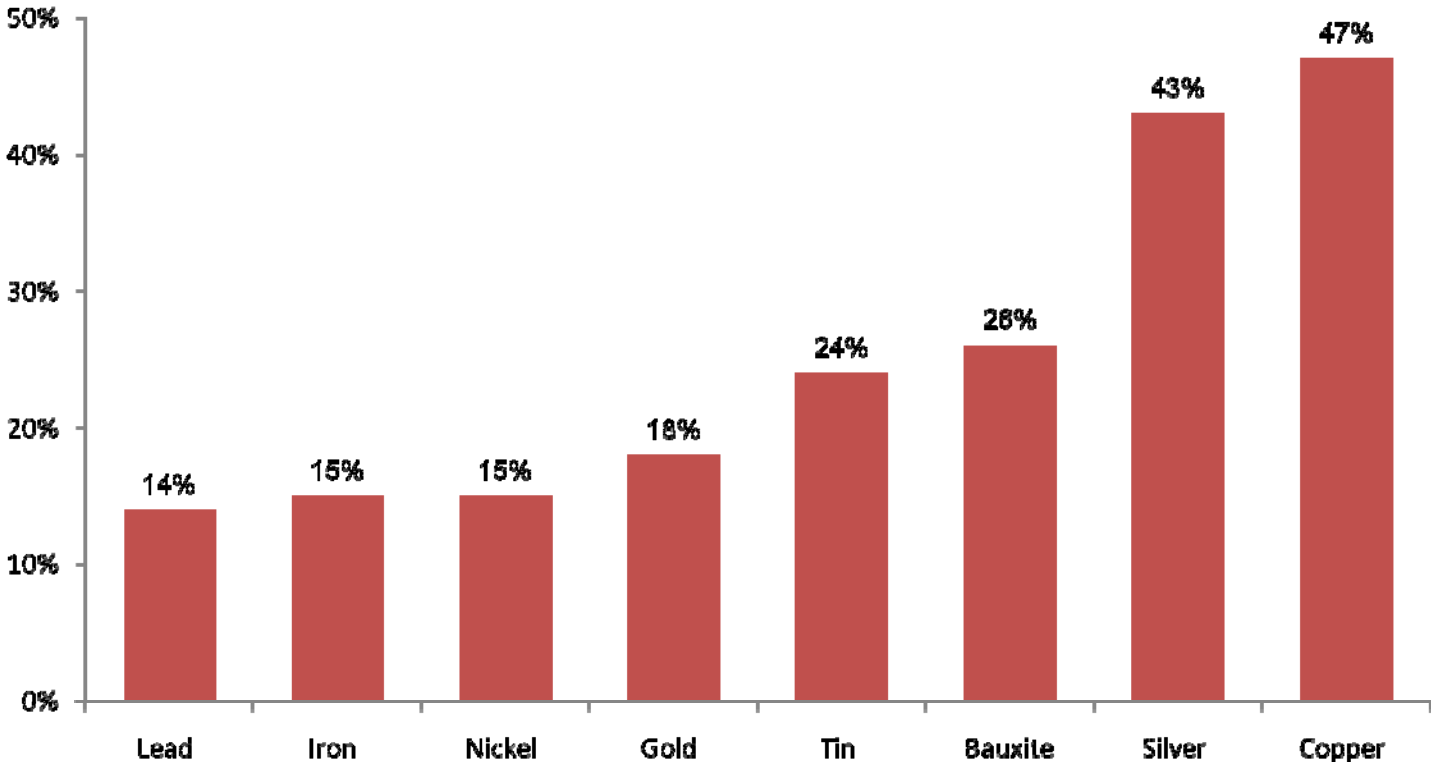
CHINA'S GAP BETWEEN CONSUMPTION AND PRODUCTION IS BIG

Can Latin America fill the gap between consumption and production?



LATIN AMERICA CAN FILL THE GAP

Latin America Share of World Total Production (%)



LATIN AMERICA CAN FILL THE GAP

Latin America is #1 Producer or Exporter



Soybeans



Fishmeal



Coffee



Sugar



Beef ⁽¹⁾



Avocados



Papayas



Bananas ⁽¹⁾

Latin America is Top 3 Producer or Exporter



Table Grapes



Pineapples

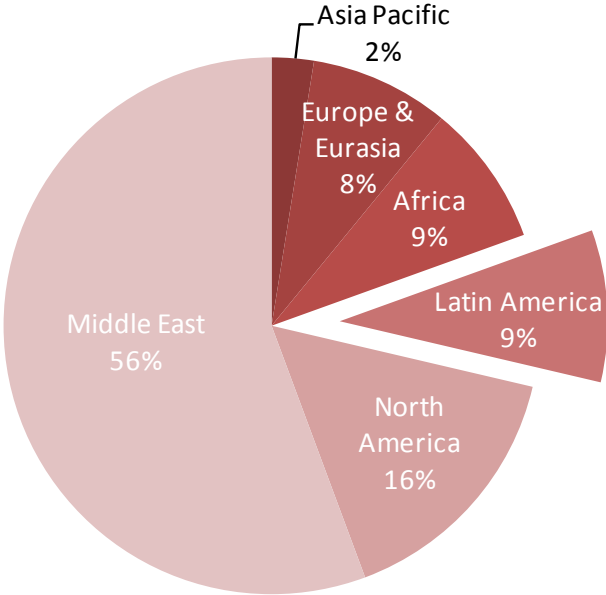


Lemons & Limes

LATIN AMERICA CAN FILL THE GAP

Global Oil Reserves

(world total 1.34 trillion barrels)



SELECTED CHINESE DEALS IN LATIN AMERICA

<p>2010</p>  <p>JV WITH (50%)</p>  <p>Oil: US\$3.1 billion BRAZIL</p>	<p>2010</p>  <p>China Sci-Tech</p> <p>70% interest in 2 projects</p>  <p>Copper: US\$255 million PERU</p>	<p>2009</p>  <p>JV WITH (40%)</p>  <p>Oil Exploration: US\$1 billion ECUADOR</p>	<p>2009</p>  <p>People's Bank of China</p> <p>LOAN TO</p>  <p>Oil & Gas: US\$60 million BOLIVIA</p>	<p>2009</p>  <p>Wuhan Iron & Steel</p> <p>OFF-TAKE AGREEMENT</p>  <p>CORPORACION VENEZOLANA DE GUAYANA</p> <p>Long Term Iron Ore Supply VENEZUELA</p>	<p>2009</p>  <p>Hebei Zhongxing</p> <p>INVESTED IN (70%)</p>  <p>Autos: US\$400 million MEXICO</p>
<p>2009</p>  <p>ACQUIRED 15% STAKE</p>  <p>Agriculture: US\$850 million LATAM</p>	<p>2009</p>  <p>LOAN TO</p>  <p>PETROBRAS</p> <p>Oil: US\$10 billion BRAZIL</p>	<p>2009</p>  <p>SIGNED AGREEMENT WITH</p>  <p>Oil Exploration: US\$16 billion VENEZUELA</p>	<p>2009</p> <p>Shunde Rixin</p> <p>INVESTED IN (70%)</p>  <p>Iron: US\$1.9 billion CHILE</p>	<p>2009</p>  <p>Wuhan Iron & Steel</p> <p>ACQUIRED 22% OF</p>  <p>MMX Mineracao</p> <p>Iron: US\$400 million BRAZIL</p>	<p>2009</p>  <p>INVESTED IN</p>  <p>Hydro Energy: US\$559 million ECUADOR</p>
<p>2009</p> <p>Shougang Group</p> <p>AGREEMENT TO INVEST IN</p>  <p>Iron: US\$1 billion PERU</p>	<p>2007</p>  <p>ACQUIRED 100% OF</p> <p>Peru Copper Inc.</p> <p>Copper Mines: US\$860 million PERU</p>	<p>2006</p>   <p>JV (50/50) TO ACQUIRED</p>  <p>Omimex</p> <p>Oil: US\$850 million COLOMBIA</p>	<p>2006</p>  <p>JV (50/50) & OFF TAKE AGREEMENT</p>  <p>Mining: US\$550 million CHILE</p>	<p>2006</p>    <p>ACQUIRED</p>  <p>Oil: US\$1.42 billion ECUADOR</p>	<p>2006</p>  <p>AGREEMENT TO INVEST</p>  <p>PETROBRAS</p> <p>NG Pipeline: US\$240 million BRAZIL</p>



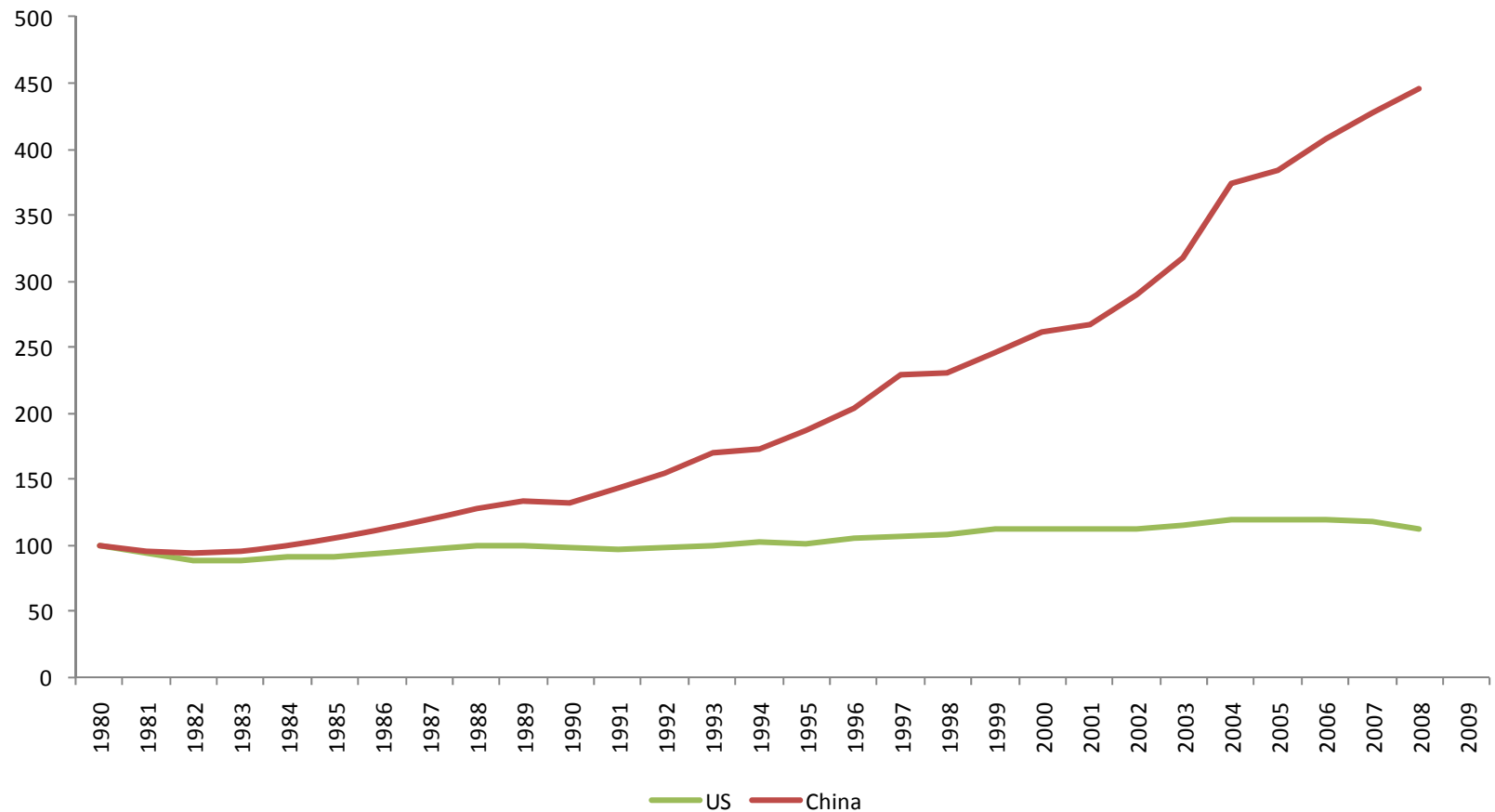
III THE ENERGY SECTOR



CHINA CONSUMES LARGER AMOUNTS OF OIL

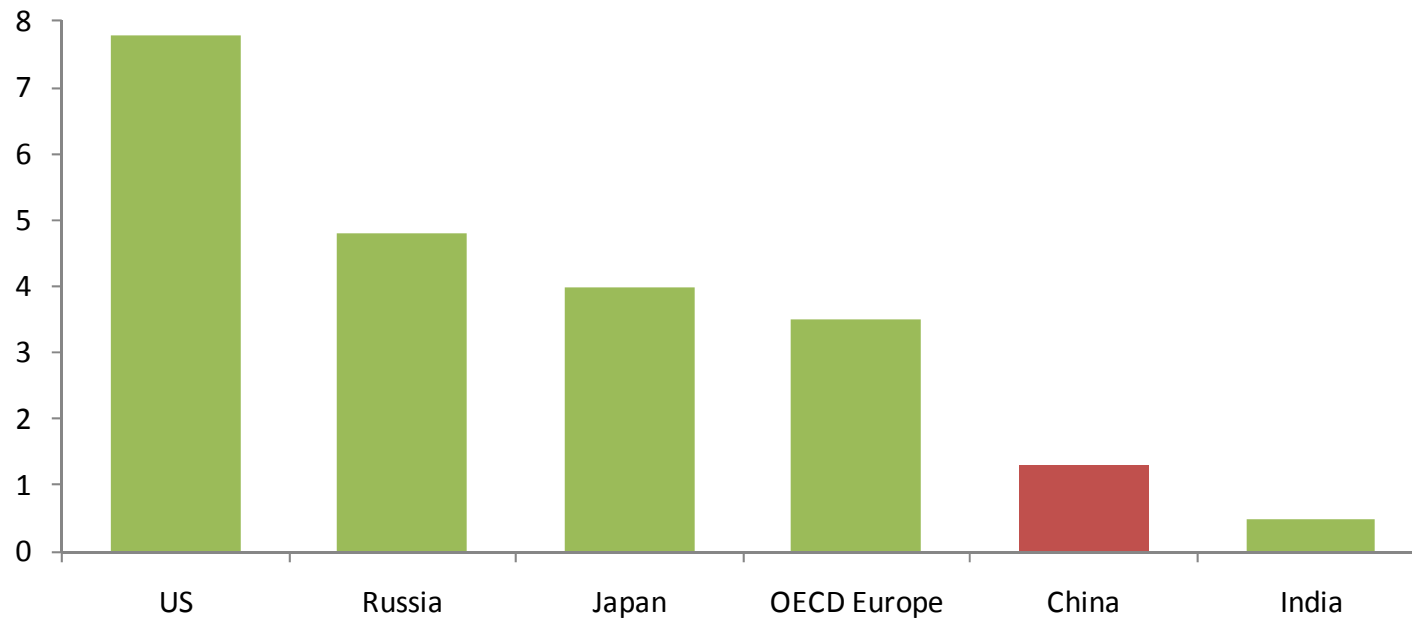
China's oil consumption growth significantly higher than the U.S.

Barrels of Oil Consumption Index: 1980-2009 (Year 1980= 100)



BUT THERE IS STILL A LONG WAY TO GO (UPSIDE)

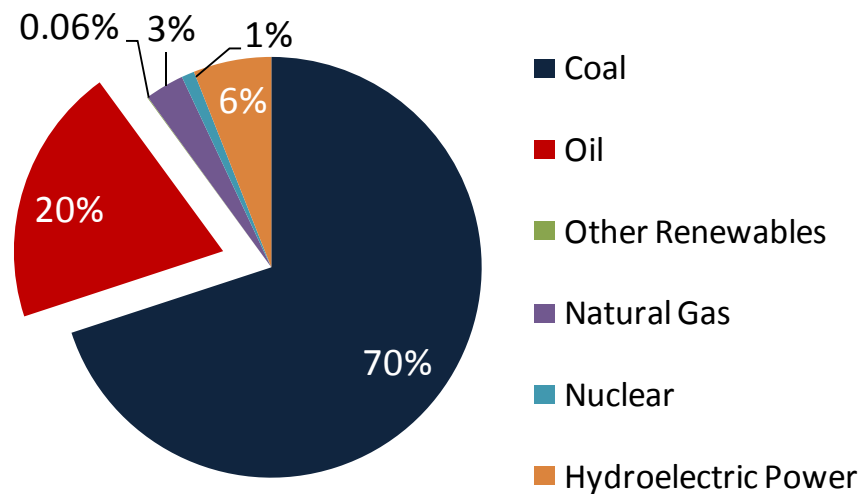
Energy Consumption (tons of oil equivalent per capita)



CHINA ENERGY BIG PICTURE

- Coal is main source of energy with 70% of total consumption
- Has 115 billion tons of recoverable coal reserves (14% of world)
- Oil represents 20% of total consumption, but is expected to reach 27% in the near future
- Only 20 billion barrels of reserves

Energy Consumption in China



DOES CHINA HAVE AN ENERGY PROBLEM?

Factors Driving Energy Consumption

Population

In 1990, China's population was around 1.1 billion. By 2018 the total population will reach almost 1.5 billion

Automobile Industry

The number of cars in China increased by 400% since 2002. By 2020 China will have more cars India, Brazil, and Russia combined

Construction Industry

In 1999, there were about 1.5 billion m² of building construction. Last year this figure reached 15.9 billion (laid flat this = the size of the entire country of Jamaica)

Consumer Spending

Food Consumption per capita in 2000 was US\$ 58. In 2007 this figure rose to US\$97 and is expected to reach US\$243 by 2013



Limited Energy Resources

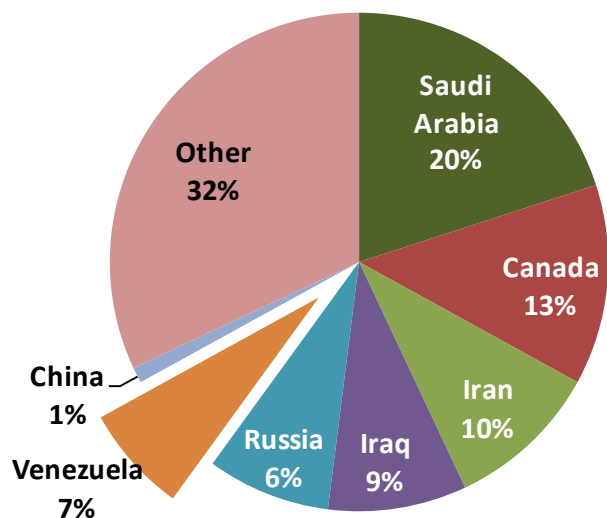


High Dependence on Imports

CHINA OIL FACTS

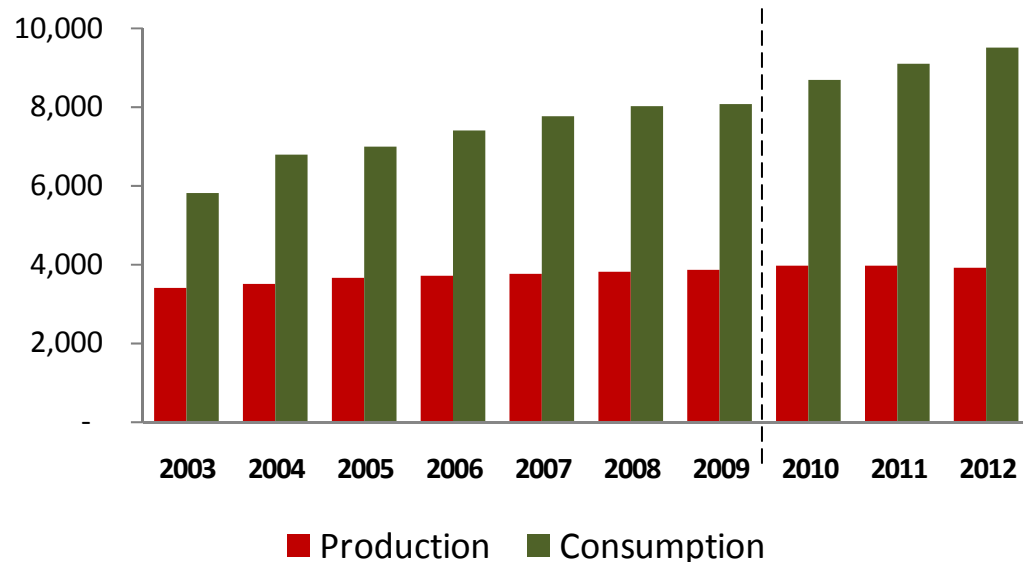
World Proven Oil Reserves

(billion barrels)



Oil Consumption vs. Production

(millions of barrels per day)



- China consumed 8.31 million bbl per day in 2010
- World's second-largest consumer of oil behind the United States
- Third-largest net importer after the US and Japan with almost 4 million barrels per day
- However China only represents 1% of the total world proven oil reserves

CHINA OIL STATISTICS

2009 Consumption and Production

Rank	Country	million barrels/day
<u>Production</u>		
1	Russia	9.93
2	Saudi Arabia	9.76
3	United States	9.06
4	Iran	4.17
5	China	4.00
9	Venezuela	2.47
<u>Consumption</u>		
1	United States	18.6
2	China	8.31
3	Japan	4.36
4	India	2.94
5	Russia	2.91

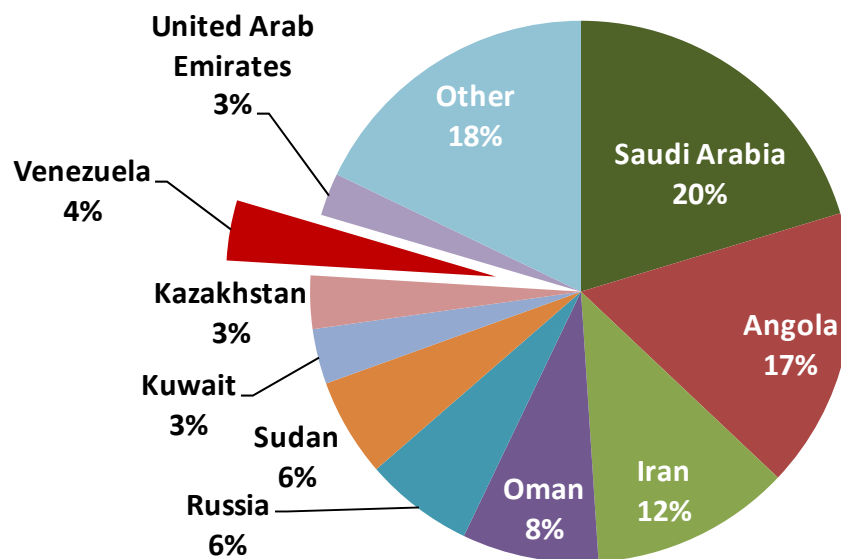
2009 Imports and Exports

Rank	Country	million barrels/day
<u>Imports</u>		
1	United States	9.78
2	Japan	3.97
3	China	3.88
4	South Korea	2.33
5	Germany	2.12
<u>Exports</u>		
1	Saudi Arabia	7.24
2	Russia	5.12
3	Iran	2.56
4	United Arab Emirates	2.23
5	Nigeria	2.03
8	Venezuela	1.36

CHINA OIL IMPORTS

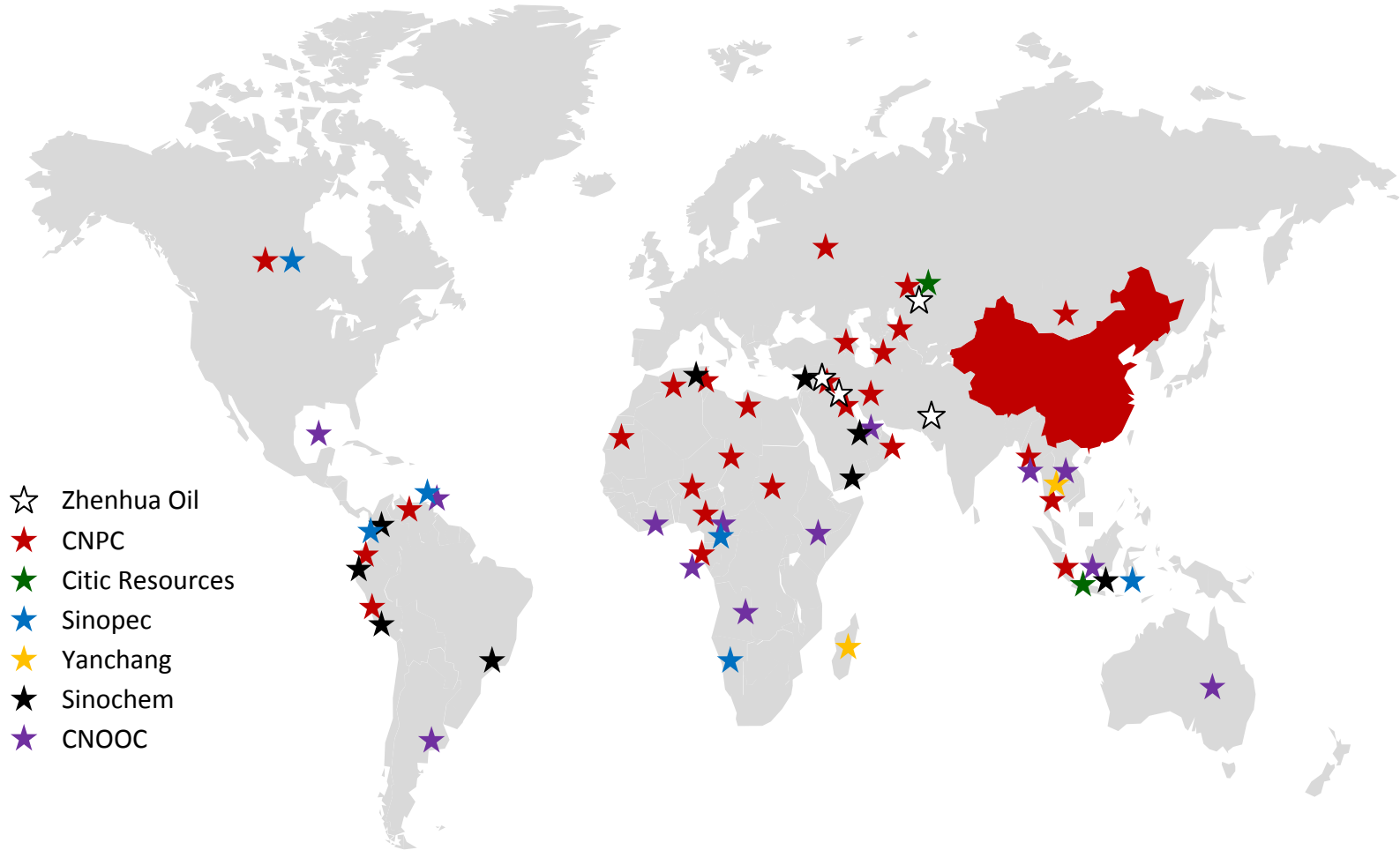
- In 1993, China became a net importer of oil after decades of exporting oil to Asian countries
- Production will remain at 4 million barrels per day
- Consumption will grow 4% per year
- In 2009, China imported over half of its oil consumption
- Roughly 50% of China's oil imports come from Saudi Arabia, Angola and Iran

China Oil Imports By Country



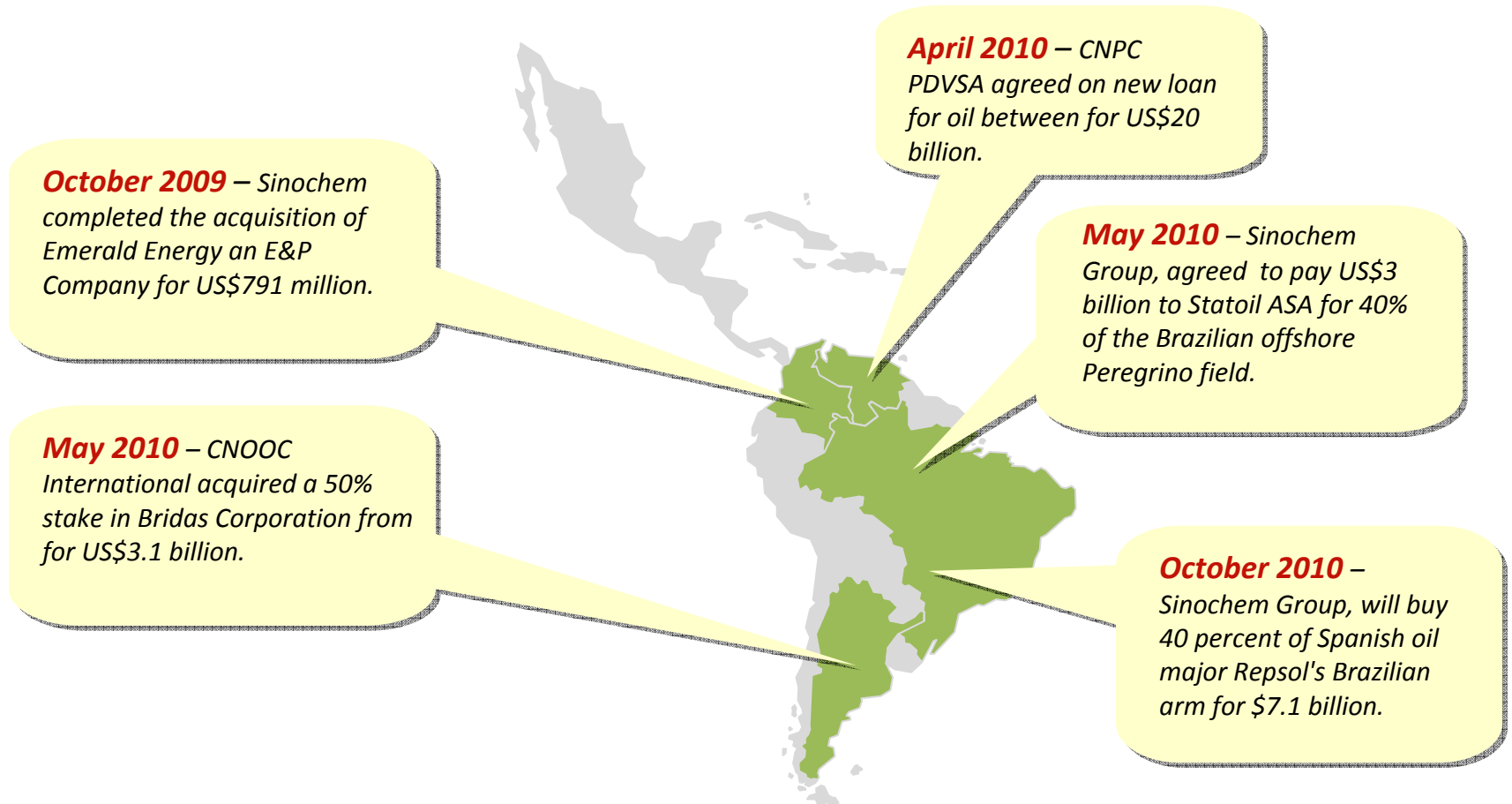
CHINA OIL COMPANIES OVERSEAS

CNPC, Sinopec, CNOOC and Sinochem have projects all over the world. Zhenhua mainly focuses on medium size exploration and production assets.



SINO-LATIN ENERGY AGREEMENTS

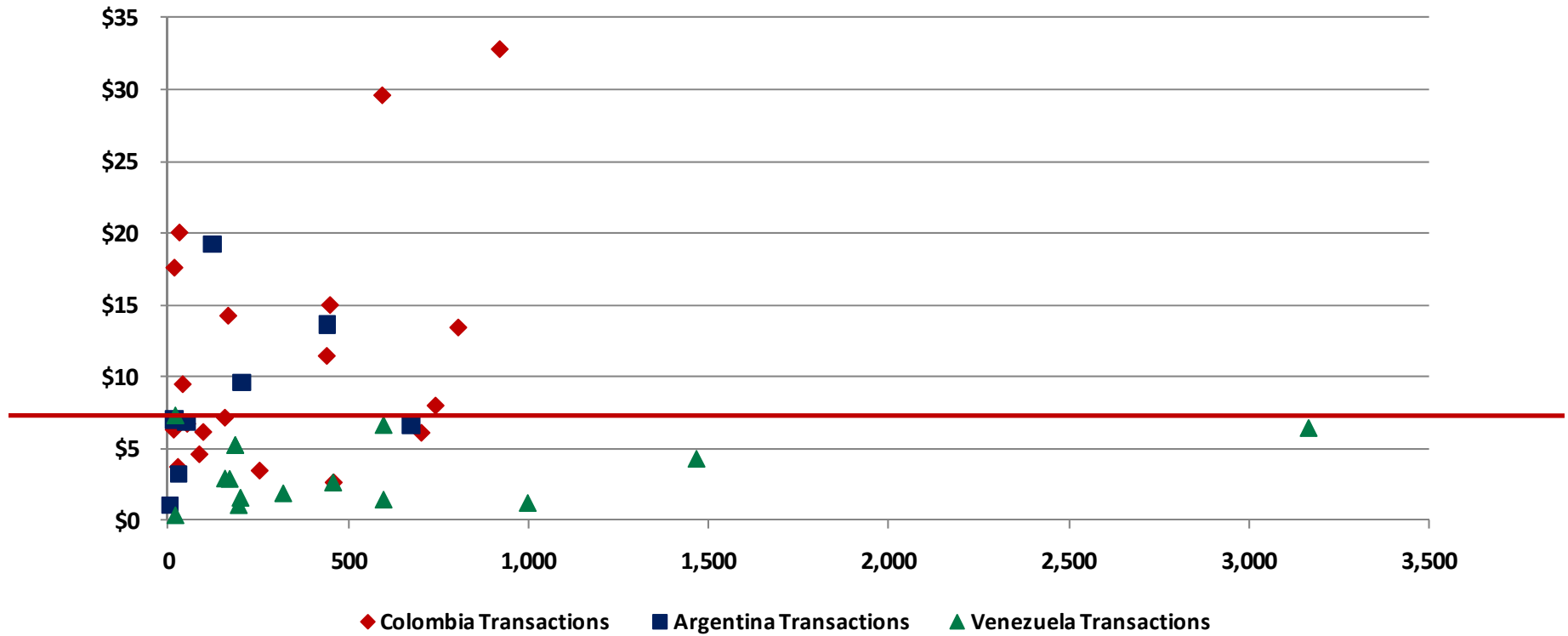
In the last 12 months, China has signed half a dozen oil agreements to secure long-term energy supplies.



OIL TRANSACTIONS IN LATIN AMERICA

The average price paid by global investors in the Latin American oil/gas sector is US\$6.50 per 2P reserves

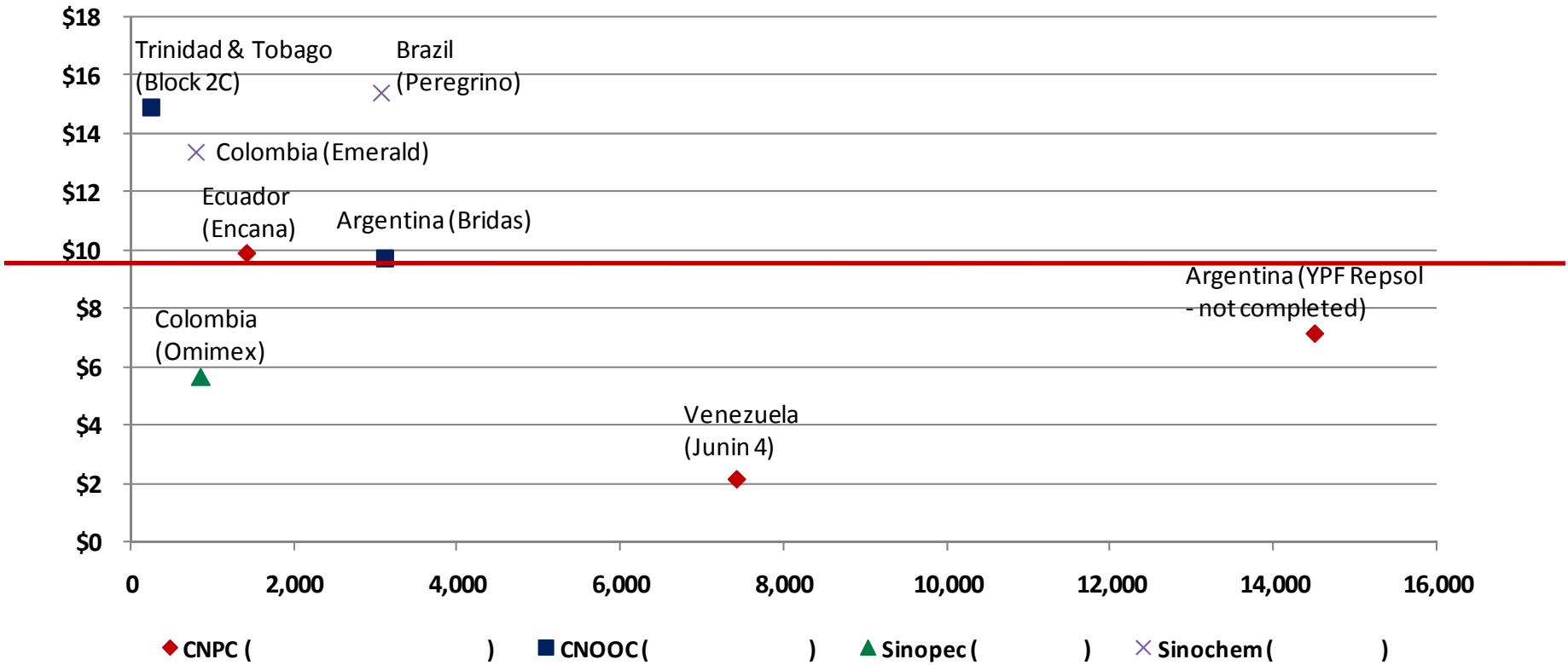
US\$/2P BOE vs. Price Paid in mm US\$







CHINESE DEALS IN LATIN AMERICA

But Chinese companies paid closer to US\$9 per 2P reserves





US\$/2P BOE vs. Price Paid in mm US\$







WHO ARE THE CHINESE OIL COMPANIES

Company	Description	Comments
 <p>China National Petroleum Corporation (CNPC)</p>	<p>China National Petroleum Corporation, is a state owned energy company founded in 1988 headquartered in Beijing, China</p>	<p>The company has operations in Africa, Middle East, Southeast Asia and South America including Venezuela and Peru . The company acquired a 45% stake in Block 1-AB and Block 8 in Peru from Pluspetrol S.A. for \$200 million in December 2004</p>
 <p>PetroChina</p>	<p>Together with its subsidiaries, Petrochina engages in petroleum and natural gas related activities. The company was founded in 1988 and is headquartered in Beijing. PetroChina Company Limited is a subsidiary of state owned CNPC</p>	<p>It has a joint venture agreement with PDVSA Petroleo, S.A. for the exploration and development of oil</p>
 <p>China National Offshore Oil Corporation (CNOOC)</p>	<p>The state owned company engages in the production, development, exploration, and marketing of oil and gas. It was founded in 1982 and is based in Beijing, China</p>	<p>CNOOC International Limited, is the 100% subsidiary of CNOOC Ltd who is in charge of all overseas activities such as M&A and operation. As of December 31, 2006, the company's principal overseas oil and gas properties under production or development are in Australia, Indonesia and Nigeria</p>
 <p>振华石油 ZhenHuaOil</p>	<p>The company engages in oil and gas exploration and production. It also involves in the import and trade of crude oil, fuel oil, and other petrochemical products. The company was founded in 2003 and is based in Beijing, China</p>	<p>The company has projects in Iraq, Pakistan, Kazakhstan, and Syria, and has additional offices and affiliates in the Russian Federation, France, Egypt, Syria, USE, Iran, Pakistan, Kazakhstan, South Africa, Venezuela, Thailand, and Hong Kong</p>

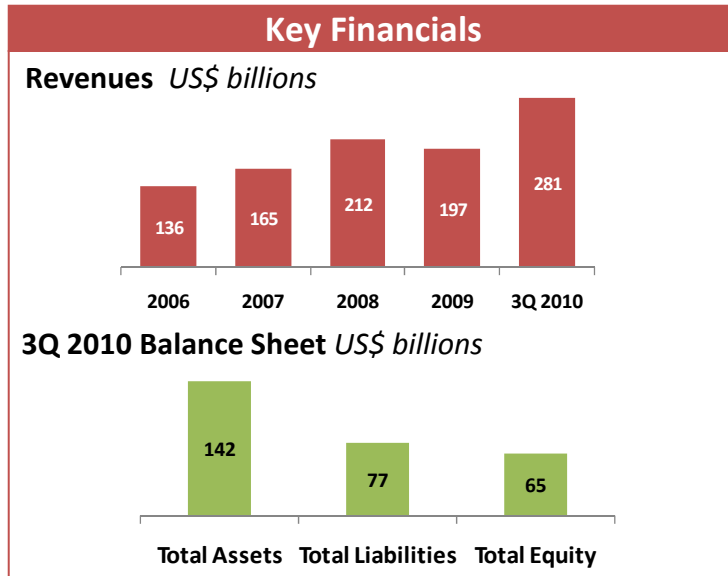
WHO ARE THE CHINESE OIL COMPANIES

Company	Description	Comments
	<p>Sinochem</p> <p>Incorporated in 1950, state owned Sinochem has five business segments including agricultural, energy, chemical, real estate and finance. It is China's biggest integrated agricultural company with fertilizer, pesticide and seed product</p>	<p>Sinochem offered to buy UK-based Emerald Energy Plc. for US\$875 million. The move is set to boost Sinochem's oil and gas revenue fourfold by tapping Emerald's wells in Colombia and Syria</p>
	<p>China Petroleum & Chemical Corporation (Sinopec)</p> <p>Through its subsidiaries the company operates as an integrated oil and gas, and chemical company in China and Hong Kong. The company was founded in 2000 and is based in Beijing. It is a subsidiary of state owned China Petrochemical Corporation</p>	<p>Most of Sinopec's oil and gas blocks are located in the eastern, western and southern parts of China, covering 0.965 million km² with 334 exploration licenses, and 190 exploitation licenses covering 18105 km²</p>
	<p>Lanzhou Lanshi Group Co., Ltd.</p> <p>The Company designs, develops and manufactures complete drilling rigs and work over rigs, as well as equipment components</p>	<p>Some products have been exported to USA, Canada, India, Arabic countries and Turkmenistan and other regions worldwide</p>
	<p>Yanchang Oilfields Co. Ltd.</p> <p>Yanchang Oilfields Co. Ltd. owns and operates an oilfield in China. It was established in 1905</p>	<p>The company is one of four qualified enterprises for oil and gas exploration in China. Businesses include exploration, exploitation, pipeline transportation and sales of oil and gas; chemical engineering of oil, oil and gas research and development, among other</p>

WHO ARE THE CHINESE OIL COMPANIES

Company	Description	Comments	
	Hong Hua Co., Ltd.	A HK listed Company, engaged in drilling and other oil field development equipment business	The Company exports to North and South America, Russia, Middle East, Africa, Southeast Asia and Europe
	SJ Petroleum Machinery	SJ Petroleum Machinery Co., is a leading petroleum drilling and production equipment company	SJ has local and international customers
	Shengli Oil Field Highland Petroleum Equipment Co., Ltd.	Develops, manufactures, and sells petroleum equipment. It also provides oilfield services, such as top drive, drilling, and parts machining	Its products have been sold to almost all domestic oilfields of SINOPEC, CNPC and CNOOC, and exported to more than 30 countries and regions in Europe, America, Asia and Africa, such as the USA, Russia, Kazakhstan, Sudan, and Indonesia
	Yuhong Petroleum & Chemical Engineering	Yuhong Petroleum & Chemical Engineering manufactures and sells petroleum and chemical machinery equipment, as well as spare parts	The Company has occupied some important market share in Mid-Asia, Middle East, Southeast Asia and America, particularly in countries like Turkmenistan

WHO IS SINOPEM?



- ### Development Strategy
- **Strategic Goal:** Create integrated international energy and petrochemical company
 - **Resources:** Sinopec owns the second largest oil production base in China, Shengli, which is concentrated in one giant field, offering potential opportunities for cost control and improved technology
 - Gas position for the long-term is supported by participation in the Xihu Trough project in the East China Sea and the Tarim Basin
 - Historically strong production replacement performance suggests likely continued stability in production

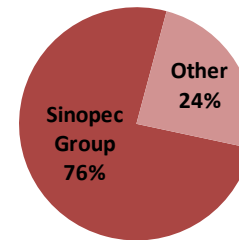
Background

- China's largest producer and marketer of oil products; largest supplier of major petrochemical products; and the 2nd largest crude oil producer
- Listed in NYSE, HKSE and London Stock Exchange in 2000; listed in Shanghai Stock Exchange in 2001

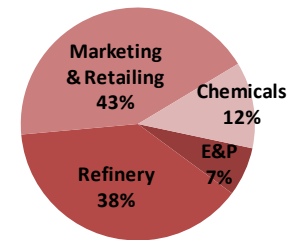
Business Scope

- Exploration, development, and production of crude oil and natural gas
- Refining, transportation, storage, and marketing of crude oil and petroleum products
- Production and sale of chemicals
- Owns and operates oil depots and service stations

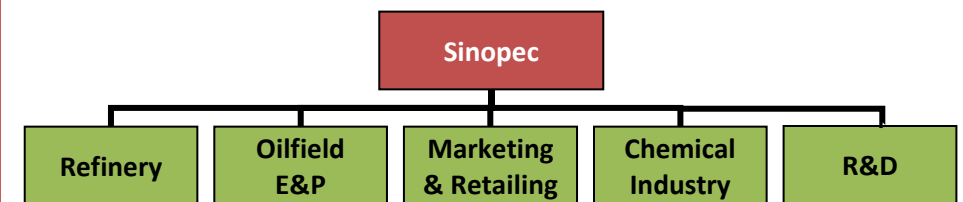
Ownership %



Revenues by segment 2009 %



Organizational structure - business units



- Plus ~80 subsidiaries

SINOCEM AND REPSOL BRAZIL

Seller / Target

- **Repsol Brasil, S.A** is a private subsidiary of Repsol YPF S.A., an oil and gas company founded in 1986 and headquartered in Madrid, Spain
- **Advisor:** Latham & Watkins LLP (Legal Advisor)
- **Target:**
 - 40% of Repsol Brasil which will give access to the oil-rich pre-salt Santos basin, specially the Guara and Carioca fields
- Repsol had said that bringing its Brazilian subsalt oil finds into production could cost between US\$10 - 18 billion

Acquirer

- China Petroleum & Chemical Corp. (SEHK:386)
- **Advisors:** Scotia Waterous (Financial Advisor); Machado, Meyer, Sendacz e Opice (Legal Advisor); Vinson & Elkins (Legal)

Deal Details

- Sinopec paid US\$7.11 billion to acquire 40% of Repsol Brasil
- Post-money valuation of US\$17.8 B
- Slightly smaller than Sinopec's US\$7.2 B acquisition of Addax Petroleum Corp. in 2009
- **Deal timeline:**
 - Aug. 2010: rumors about Sinopec buying stakes in OGX
 - Oct. 1, 2010 : deal announced
 - Dec. 28, 2010: deal closed

Sinopec Transaction Rationale

- Sinopec is going overseas aggressively because it currently buys some 70% of the product it refines
- With the deal, Sinopec obtained a piece of one of Latin America's largest foreign-controlled energy ventures
- Sinopec also got a stronger foothold on Brazil's oil assets after China Development Bank's US\$10B loan to Petrobras to supply Sinopec with oil for 10 years

Repsol YPF Transaction Rationale

- The deal guarantees Repsol the funding to explore its oil fields off Brazil, and eliminates the need for an IPO
- It also frees up Repsol to allocate more exploration resources elsewhere in the world, such as in Western Africa
- With oil demand flat or declining in Europe, teaming up with Sinopec provides access to the biggest energy market in the world, where oil demand is expected to continue to soar

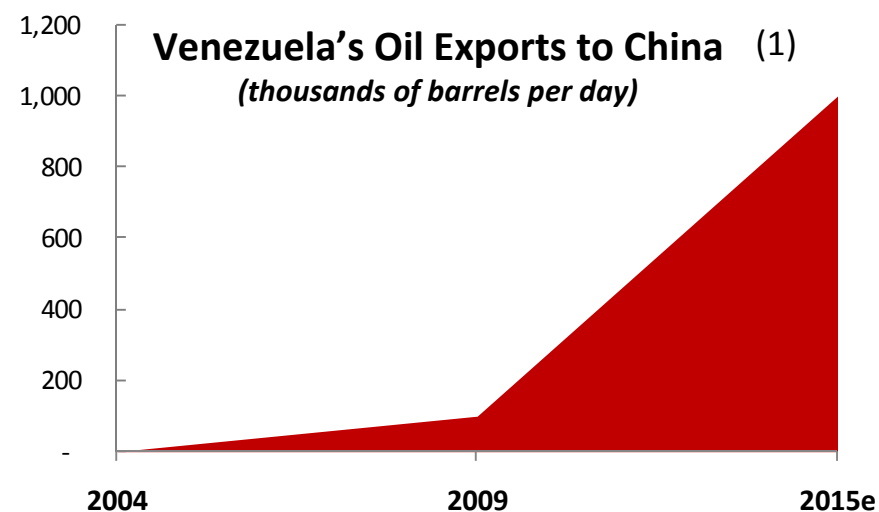
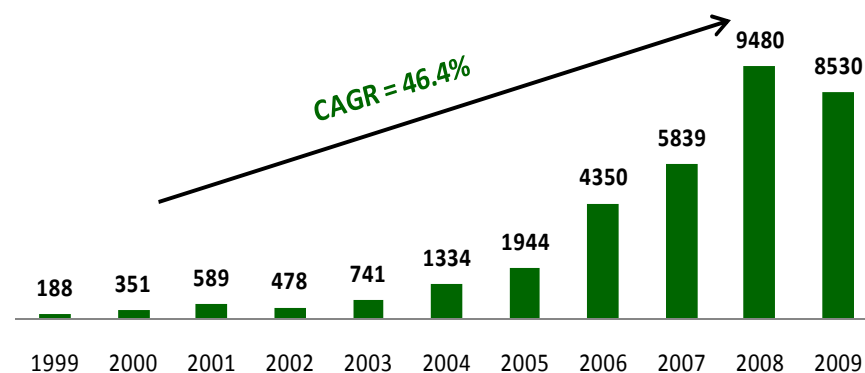
Key Takeaways

- **Minority Stake:** Sinopec plans to make overseas investments more palatable by taking minority stakes with partners that have better long-term relations with the host country
- **Valuation:** Analysts at Banco BPI said the deal gives a "surprisingly high valuation" to Repsol's Brazilian assets, pricing them at 19% above the bank's valuation

CHINA AND VENEZUELA

- Trade grew to US\$9.5 billion in a decade
- China is second largest trading partner
- Cooperation includes energy, military, and satellite communications sectors
- Venezuela sees China as a strategic ally to diversify its oil export markets
 - Exports to China rose from 0 to > 100,000 bpd over the past five years
 - Oil accounts for 98.3% of Venezuela's total exports to China

Trade Between Venezuela and China
(millions US\$)



Source: *Venezuelaanalysis*

(1) According to Chávez announcement.

CHINA AND VENEZUELA

- In November 2007, 14 agreements were signed between Venezuela and China at the VI Meeting of the Venezuelan-Chinese Joint Committee, including:
 - PDVSA and Sinopec for the quantification and certification study of the existing oil fields in the Junin 8 Block of the Orinoco Oil Belt
 - PDVSA and China National United Oil Corporation, to supply fuel oil to the Chinese market
 - Alliance agreement to Transport Crude and Products between PDV Marina and Petrochina International Company
- Other agreements signed:
 - Quantification and certification of 36 billion barrels of heavy oil in situ in the Junin 4 Block of the Orinoco Oil Belt
 - Trade agreement between CNPC and PDVSA to purchase 13 well drilling rigs
 - Construction of ships between PDVSA and the Chinese company Rongshen Shipyards
 - The historical US\$6 billion agreement to finance development projects in Venezuela. Started with US\$4 billion contribution from China, and US\$2 billion from Venezuela. In August 2009, the fund had reached US\$12 billion, generated by advance oil payments by China for future oil exports from Venezuela to China

CHINA AND VENEZUELA

- April 2010, the China Development Bank approved a US\$20 billion financing agreement
- April 2010, China and Venezuela reaffirmed their commitment to jointly exploit the oil rich Junin 4 block of the Orinoco Belt
 - Junin 4 is expected to produce around 400,000 bpd once it is fully operational
 - Investment is estimated at US\$16 billion
- September 2009, Venezuela announced that China will invest US\$16 billion in the Eastern Orinoco Oil Belt
- In March 2009, CNPC and PDVSA agreed on a joint venture to build 3 oil refineries in China. The first one is to be built in Guangdong Province



WIND TURBINES



- Worldwide capacity 196Gw
- 38Gw of new capacity added last year (globally)
- China installed 18Gw
- Which is 50% of the world's market for new wind turbines
- How many are actually connected to the power grid? UHV lines?
- Latin America was 1.2% of the new installations
- WWEA sees capacity getting to 600Gw by 2015

LATIN AMERICA WIND TURBINE OPPORTUNITIES



- Do you have a PPA?
- How far away is the grid?
- Chinese equipment smaller
- And a lot cheaper
- Financing from CDB and Exim

CHINA SOLAR



- China is 40% of the world market
- In 2005 they had 0%
- Lowest cost provider \$1.4/watt
- Environmental issues
- Silicon tetrachloride



IV WHO IS SLC



SUMMARY

- SinoLatin Capital is the first advisory and principal investments firm focusing exclusively on transactions between Latin America & China
- Industry emphasis is on natural resources and infrastructure (specifically mining, energy and agribusiness)
- Team of Latin American & Chinese professionals with a track record of investing in both regions and strong institutional relationships
- Strategic / sourcing partners in Latin America (leading investment banks, PE and law firms, among other) with local execution capabilities
- Strong relationships with sources of capital in China including strategic and financial buyers, policy banks, and commercial lenders
- Headquartered in Shanghai, China with offices in New York and Lima, Peru



OUR PARTNERS

US Naval Academy Annapolis	Morgan Stanley & Co Latin America I-Banking	Wharton MBA	JP Morgan Private Equity	Compass Point Capital Private Equity	ChinaVest Ltd I-Banking and Private Equity	SinoLatin Capital	Erik Bethel
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Universidad Catolica - Chile	Ministry of Finance Peru	Wharton MBA	Deutsche Bank I-Banking	UBS I-Banking	SinoLatin Capital	Jorge Barreda
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Tecnologico de Monterrey	Purina Agribrands	Los Olivos Alimentos Agribusiness Mex.	Corporacion Gomez Cobo Agribusiness PE *	CEIBS - China EMBA	GOXCO China PE	SinoLatin Capital	Luis Gomez
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Shanghai University of Finance and Economics	China Audit Bureau SOE Auditing	China Ministry of Commerce Foreign Trade Policy	China Jin Mao Group	CEIBS - China EMBA	China Jin Mao Group	Shanghai Financial Sector Investment Fund PE	SinoLatin Capital	Lu Mei
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* SLC has a staff of ~ 20 in Shanghai, New York, and Lima, Peru

WHAT WE BRING TO THE TABLE

Relationships

Solid relationships in both regions build over decades...

Sector Knowledge

Focused on mining, forestry, agribusiness, and energy sectors...

Experience

Combined track record of US\$26+ billion of transactions in Latin America and China...

Expertise

Experience in cross-border M&A and private equity...



Communication

Can overcome language and cultural barriers in China and Latin America...

Deal Sourcing

Extensive deal sourcing network in Latin America and relationships with investors in China...

Background

UBS Investment Bank, JP Morgan, Morgan Stanley, Merrill Lynch, ChinaVest, Wharton, Columbia, CEIBS ...

Partners

Latin American and Chinese professionals understand how to do business in both regions...

FOCUSED

	China	Latin America	Rest of World
M&A Advisory			
Private Equity			
Tailored Research			

Mining



Agribusiness



Energy



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