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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Meet senior decision-makers from Mexico’s leading regional and international borrowers, investors, bankers, policy makers and market practitioners to share knowledge; debate; network; and move your business forward in the current economic climate without having to travel.

**AUDIENCE BREAKDOWN BY SECTOR**

- **300+ Attendees**
  - 39% Corporates, Borrowers & Issuers
  - 22% International & Regional Banks
  - 19% Investors
  - 10% Governments, DFIs & ECAs
- **300+ SENIOR ATTENDEES**
  - Access top market practitioners from across the globe who are active in the Mexican markets, including: senior borrowers, investors, bankers & government representatives. Network to build on existing relationships and create new opportunities in the current economic climate.

**JOB TITLE/SENIORITY BREAKDOWN**

- **25+ WORLD CLASS SPEAKERS**
  - Industry leading speakers will share “on-the-ground” market intelligence and updates on Mexico’s economic backdrop. Gain actionable insights and practical solutions to move your business forward.
- **100+ CORPORATES, BORROWERS & ISSUERS**
  - Hear first-hand how local and international industry leaders are navigating Mexico’s current economic climate/what they expect in the future.
- **20% INVESTORS**
  - Leverage our concierge meeting service to engage with global and local investors and host non-deal roadshow meetings.

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- CKD Infraestructura Mexico
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- Deutsche Bank
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- Dish
- DLA Piper
- DMR Kapital
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- Earth Justice
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- Edilar
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- El Cid
- Elementa
- Enel
- Enel Green Power
- Engenium Capital
- Enge
- Enlight (Engie Group)
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- Ericsson
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- FINEP/S. A. de C. V.
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- Finsa
- FIRA
- Fisterra Energy
- Fitch Learning
- Fitch Ratings
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- Ford Credit De Mexico
- Ford Mexico
- Fundacion Jose Cuervo
- Gas Natural
- GBBM Grupo Bursatil Mexicano
- General Electric (GE)
- Genomma Lab
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- Gerdau
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AGENDA: THURSDAY 20TH MAY 2021

0925 Opening remarks

0930 Fiscal policies and sovereign debt strategies: Supporting the post-COVID economy
• Mexico and big fiscal: How will stimulus fuel growth?
• How much more funding is needed to deliver on their economic plans?
• Is there a threat of inflation?

10.00 Mexico’s macro-economic outlook: Overcoming challenges to maintain fiscal stability in a post-COVID economy
• What strategies can be employed to grow the Mexican economy in line with expected 5% in 2022? How likely is a downgrade, and how could this impact growth?
• How does the Federal Reserve’s low interest rate interplay with Mexico’s FX and interest rates?
• How could continued low rates impact Mexico’s economic recovery?
• Does the central bank have reserve buffers to deliver fiscal stability into 2022?
- Jorge Unda, Chief Investment Officer, BBVA USA
- Eduardo Suarez, Head of Research, Mexico, Scotiabank
- Alejandro Padilla, Executive Director, Economic Research and Financial Markets Strategy, Banorte
- Mark Capstick, Investment Officer, Colchester Global Investors
- Senior Executive, Moody’s Investor Service

10.45 How are deals being priced for borrowers negotiating and renegotiating debt?
• Assessing the Mexican yield curve: How will the wall of maturities affect market liquidity for Q4 2021? Who can borrow and at what price?
• Cost of funding: How has the pandemic affected spreads? Is it preferable for borrowers to access peso or dollar funding, depending on the tenor?
• Bonds vs. loans: Where are international banks seeing more appetite to renegotiate debt?
• How does the pricing compare in the market for maturing loans? How early should companies start to negotiate 2022 maturity terms with banks?
- Monica Macia, Head of Syndicated Loans, Americas, HSBC
- Patrick Cassereau, Managing Director, Head of Fixed Income Capital Markets, Latin America, Morgan Stanley
- Jack Deino, Portfolio Manager, Head of Emerging Market Corporate Fixed Income, BlackRock
- Anne Milne, Managing Director, Emerging Markets Corporate Research, Bank of America Merrill Lynch

11.30 Transitioning finance: How are banks, investors and rating agencies supporting Mexican issuers on their journey to sustainability?
• What products are available under the sustainable umbrella? How do they price in comparison to vanilla instruments?
• The importance of “S”: How can investors and Mexican companies pivot their ESG strategies to encompass more social aspects into their transactions?
• What do banks and investors expect from commodity-driven companies in relation to their approach to ESG?
- Giulia Pellegrini, Senior Portfolio Manager, Emerging Markets Debt and ESG Investing, Allianz Global Investors
- Yamur Muñoz, Director, Head of Debt and Equity Capital Markets Origination, Mexico, HSBC
- Senior Executive, Fitch Ratings
- Moderated by: Jhon Rojano, Director, Latin America Issuer Services, Citi

12.15 Driving syndicated loan activity forward into 2022: Who is lending, at what price and on what terms?
- Underwriting syndications vs club deals: Which structures are banks favouring as loan activity picks up in Q3 and 4?
- Assessing market liquidity: How do local and international banks’ appetite for offering favourable loan pricing and tenor vary?
- To what extent are international banks willing to lend on long-term projects, if there is a potential rating downgrade on the horizon?
- Jaime Frontera, Managing Director, Loan Syndications Group – Head of Latin America, Credit Agricol

13.00 What steps need to be taken to secure continued local and international development of Mexico’s energy sector?
• Assessing the viability of Mexico’s energy production: What are the renewed challenges in reducing emissions by 2026? How does this goal align with the US/Mexico relationship, and the Paris Agreement framework?
• What are investors’ expectations for development of the Mexican public energy sector in 2021/22?
• What opportunities are available for the private renewable energy sector to attract new investment? How does the change in tariff pricing affect production?
- Senior Executive, Fitch Ratings
- Francisco Valdes, Partner, Sainz Abogados
- Jose Antonio Aguilar, Principal and Chairman, Vive Energia
- Victor Luque, Partner, Atik Capital

13.45 Fibras, CKDs, CERPIS and SPACs: Assessing how these investment vehicles can drive depth and growth in the local market
• Bonds vs. loans vs. equity: Which products are favourable when wanting to access the local market?
• Assessing the value of investing directly into CKDs, Fibras, CERPIS and SPACs – is the demand amongst local buyers matched with the return on investment?
• Can firms with peso dominated cashflows use SPACs as a vehicle to raise money locally?
- Enrique Lavin, Managing Director, Head of Mexico, PGIM
- Arturo Hanono, Senior Advisor, Mexico, Alpine Capital Advisors

14.30 Closing remarks and close of conference

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