

2nd Annual Brazilian Energy and Infrastructure Finance Forum

2º Fórum Anual Brasileiro de Financiamento de Energia e Infra-Estrutura

The forum to discuss opportunities for project financings as Brazil prepares for a bright future

As oportunidades para financiamentos de projetos enquanto o Brasil se prepara para um futuro brilhante

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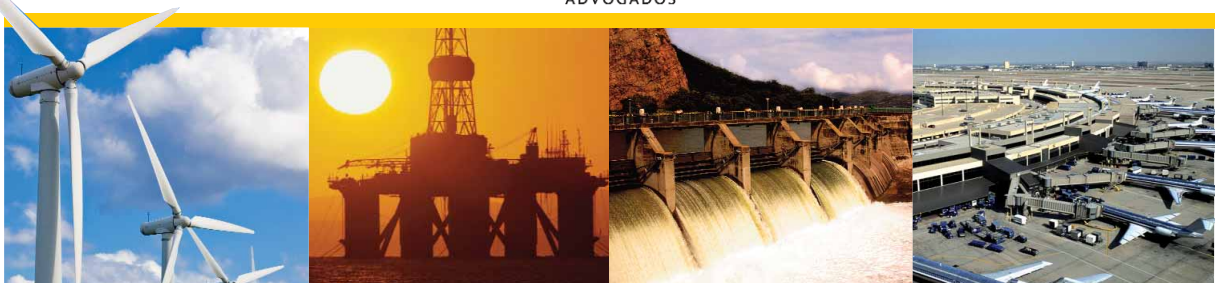
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Key topics to be covered include:

- The state of Brazil's energy and infrastructure sectors as Brazil pulls out of the recession
- Emerging expectations and opportunities for wind power in Brazil
- The appetite of major energy companies to enter or increase their profiles in the renewable energy sector
- Gearing up for the airport auctions
- Looking towards the renewable energy auctions: Changing the landscape for Brazilian energy
- Tapping international sources of liquidity for Brazilian project financing: Cooperating with international ECAs

Expert speakers include:

- Edvaldo Santana, **ANEEL**
- Antonio Henrique Silveira, **Ministry of Finance**
- Nelson Siffert, **BNDES**
- Otávio Lazcano, **LLX**
- Marco Rabello, **Odebrecht Oil & Gas**
- Rudolph Ihns, **MPX Energia**
- José Antonio de Almeida Filippo, **CPFL Energia**
- Felipe Montoro Jens, **Odebrecht**
- Mark Argar, **Pacific Hydro**
- Gerardo Mato, **HSBC**
- José Antonio Simas Bulcão, **Furnas**
- Isaac Pinto Averbuch, **Ministry of Planning**
- Cesar Vaz de Melo Fernandes, **Cemig**
- Will Rathvon, **HSBC**
- Otavio Castello Branco, **Patria Investimentos and Energias Renováveis (ERSA)**
- Duncan Caird, **HSBC**
- Claudio Lampert, **LLX**
- Flavio Bertolossi, **SACE**
- Mauricio Portugal Ribiero, **IFC**
- Horacio Carvalho, **HLC Environmental Holdings Ltd and Aeolus Wind Ltd**
- Marcelo Marangon, **HSBC**
- Luis E. Pescarmona, **Impsa Wind**
- Guilherme Forbes, **Souza, Cescon, Barrieu & Flesch**
- Carlos Correa, **ABVCAP**
- Christiane Ache, **Alstom**
- Nadia Scharen, **Banco Calyon Brasil**
- Fernanda Custodio, **EDC**
- Rodrigo Ferreira M. Silva, **Elektro Eletricidade e Serviços**
- Ryo Minami, **NEXI**
- Silvana Bianco, **Banco Société Générale Brasil**
- Alexandre de Barros, **National Civil Aviation Agency, Brazil**
- Sérgio Monaro, **HSBC**
- Alan Fernandes, **BES Investimento**
- Arthur Piotto, **CCR**
- Takahiro Hosojima, **JBIC**
- Jorge Antonio Bagdeve de Oliveira, **Banco do Nordeste do Brasil**
- Robson Barreto, **Veirano Advogados**
- Bastien Simeon, **KPMG Corporate Finance**
- Jair Steola, **CNAA - Cia. Nacional de Açúcar e Alcool**
- William Stevens, **HSBC**
- Alexandre de Barros, **National Civil Aviation Agency, Brazil**
- Rafael Cardenas, **Citi**
- Eduardo Klingelhofer de Sá, **BNDES**

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2nd Annual Brazilian Energy

Day one: Wednesday, November 18th

08:15

Registration and refreshments

09:00

Chairperson's welcoming remarks

Will Rathvon, Global Head of Resources and Energy Group, **HSBC**

Duncan Caird, Head of Project and Export Finance Americas, **HSBC**

09:15

Keynote address: The state of Brazil's energy and infrastructure sectors as Brazil pulls out of the recession: An overview of where we are and what to expect

- Macroeconomic overview of the Brazilian economy
- The key to rapid recovery? Promoting investment in infrastructure and energy by both the public and private sectors
- Evaluating the success of the PAC programme in Brazil
- Successes, delays and plans for infrastructure development
- Planning for the future: Understanding the long-term vision for Brazilian energy and infrastructure

Antonio Henrique Silveira, Head of PPP, **Ministry of Finance**

09:45

Keynote address: The role of BNDES in developing Brazilian energy and infrastructure

- How is BNDES responding to increased project finance demand?

- Project selection criteria: How does BNDES evaluate the projects it chooses to finance?
- BNDES and the private sector: achieving Brazil's ambitious PAC programme goals cooperatively

Nelson Siffert, Deputy Managing Director of Infrastructure Division, **BNDES**

10:15

Tapping international sources of liquidity for Brazilian project financing: Working with international ECAs and multilateral development finance institutions

- Under what circumstances will international lenders have a chance to participate in the Brazilian market?
- Which development banks and export agencies will be most active?
- Are Asian ECAs playing a more prominent role in Brazil?
- What opportunities exist for cooperation with commercial banks?

Takahiro Hosojima, Representante-chefe no Rio de Janeiro, **JBIC**

Ryo Minami, Chief Representative, **NEXI**

Flavio Bertolossi, Head of Sace SpA Brazil, **SACE**

Fernanda Custodio, Regional Manager, Brazil, **EDC**

Christiane Ache, Project and Export Finance Director, Latin America, **Alstom**

Geoffrey Tan, Senior Investment Officer, **OPIC**

Sérgio Monaro, Head of Project Finance Brazil, **HSBC**, *moderator*

11:00

Morning refreshments and networking break

STREAM A: Energy and Power Finance

11:45

Looking towards the renewable energy auctions: Changing the landscape for Brazilian energy

- What to expect from the auctions
- Which new players will become involved in Brazilian renewable energy projects?
- Review of Proinfra successes to date and how the programme will continue to support renewable energy projects
- Which alternatives are most attractive to supplement hydropower and reduce risks in supply in periods of rain shortage?
- Comparing the costs and benefits of various power alternatives
- Do the complementary seasons for wind and hydro power make wind power generation the most practical option?
- Nuclear power: Angra III

Edvaldo Santana, Director, **ANEEL**

12:15

Evaluating the appetite of project developers to enter or increase their profiles in the renewable energy sector?

- As the big energy companies become involved, how will this impact the market for Brazilian renewables?
- Evaluating the potential for joint ventures between smaller or local players
- Does it make sense for private investors to get involved?
- What opportunities for project financing are available in these alternatives to hydro power?
- Increasing equity demands: The impact on appetite

Mark Argar, Director General, **Pacific Hydro**

José Antonio de Almeida Filippo, Chief Financial Officer and Investor Relations, **CPFL Energia**

STREAM B: PPP and Infrastructure Finance

11:45

The real potential of PPP in Brazil

- Does the success of the first pure PPP in Brazil – for the Sao Paulo Metro – look set to spur greater use of the structure?
- Latest financing structures in PPP – what is the position of BNDES?
- Will roads and transport be the best candidates or might social infrastructure benefit?
- Developments in PPP laws: What has changed and what does it mean for PPP projects?

Mauricio Portugal Ribiero, Head of Infra Advisory Services for Brazil, **IFC**

12:15

Brazilian ports: Development, trends and financing opportunities

- What developments have brought the surge in interest in ports?
- Review of new regulations for port development and renovation: Are regulations helping to attract investment?
- Have short-term trends in global trade patterns hampered the process?
- Will strategic investors have a greater chance of closing deals than financial sponsors and start-ups?
- Case study: Santos port project

Otávio Lazcano, Chief Executive Officer, **LLX**

Claudio Lampert, General Counsel, **LLX**

Senior representative, **DPW**

Duncan Caird, Head of Project and Export Finance Americas, **HSBC**

“Excellent opportunity to be updated on financing issues”

Eduardo Faria, **Baosteel CSV**

“A great chance to explore the opportunities brought by Project Finance and the infrastructure sector”

Ana Carolina Dias Higunes, **Deutsche Bank**

and Infrastructure Finance

13:00 Lunch

14:30

Emerging expectations and opportunities for wind power in Brazil

- How will the wind auctions be different from previous auctions?
- The scale and timeframes of projects under consideration
- Evaluating financing structures specific to wind farms
- Will there be changes to national content laws and how will this effect construction processes and partners for wind farms?

Horacio Carvalho, Chairman of **HLC Environmental Holdings Ltd** and Chief Executive Officer of **Aeolus Wind Ltd**

Luis E. Pescarmona, Diretor Geral, **Impsa Wind**

Monica Neves Cordeiro, Superintendente de Novos Negócios, **Cemig**

15:15

The outlook for Brazilian hydropower and the Belo Monte project

- Update on developments in government surveys and the potential for the project to get underway
- PCH projects in Brazil and winning BNDES financing for ultra-large projects
- Detailed case study: What is the Belo Monte hydroelectric project?
- How important is Belo Monte Hydroelectric to the country?
- What are the available sources of financing to Belo Monte?
- Understanding the environmental concerns of the project
- What are the possible guaranties to the Project Finance?

Cesar Vaz de Melo Fernandes, Superintendente, **Cemig**

José Antonio Simas Bulcão, Médico do Departamento de

Prestação de Serviços de Recursos Humanos, **Furnas**

Felipe Montoro Jens, Head of Investment in Infrastructure, **Odebrecht**

16:00

Two birds with one stone: Power and ethanol co-generation

- The motivation and potential for ethanol producers to generate power from sugarcane bagasse for powering operations and for sale
- The costs and process of modifying plants: Is it worth it?
- Should these features be included as standard as new plants are built?

Jair Steola, Chief Financial Officer,

CNAA - Cia. Nacional de Açúcar e Alcool

14:30

How is government promoting economic recovery through infrastructure?

- Discussion of potential high-profile projects: Which are the favorites?
- The impact of the upcoming elections on the government's willingness to commit to PPP projects
- Is the private financing model becoming more widely accepted as pressures for rapid infrastructure development increase?

Isaac Pinto Averbuch, Head of PPP Programme, **Ministry of Planning**

15:15

Countdown to take off: Gearing up for the impending airport auctions

- What to expect as the government plans for the first ever airport auctions - where's the equity appetite?
- Investment in smaller airports: Will privatization mean profit?
- What is the role of the private sector in new airport projects, renovations and operation?
- Tourism demand: Making renovation of Brazil's airports a government priority
- Potential and criteria for BNDES loans for airport projects
- Regulatory review

Alexandre de Barros, Director, Airport Infrastructure, **National Civil Aviation Agency, Brazil**

Guilherme Forbes, Partner, **Souza, Cescon, Barrieu & Flesch**

16:00

Satisfying Brazil's water and sanitation requirements through PPP

- Reviewing the experience of using a PPP model for water and sanitation
- Discussion of the Jaguaribe underwater pipeline and sewage treatment system
- Is PPP proving effective in filling the infrastructure gap in the sanitation sector?

Bastien Simeon, Global Head of Water, **KPMG Corporate Finance**

16:30 Afternoon refreshments and networking break

17:00

Addressing transmission and distribution challenges

- Demand and financing opportunities for transmission and distribution infrastructure as new power sources are developed and constructed
- Reaching into rural areas: Evaluating the requirements of transporting energy produced in areas with limited transmission infrastructure and delivering power to rural customers in remote locations
- Financing challenges for modernization and expansion of transmission and distribution lines
- Public sector response to increased transmission infrastructure demands from private sector producers
- Technological innovation and the power distribution sector economic regulation

Rodrigo Ferreira M. Silva, Diretor Executivo Financeiro e de Relações com Investidores, **Elektro Eletricidade e Serviços S.A.**

17:30

Pecém coal-fired thermoelectric power plant at Ceara

- Case study review of the first coal-fired plant in Brazil
- Coal's role in meeting Brazil's increasing energy demands
- Planning for future regulation: why modifications to achieve reduced emissions beyond current Brazilian requirements makes sense
- What are the costs of these modifications and are the outweighed by the benefits?
- The costs of operating a coal-fired plant: planning for future environmental impacts and the associated costs

Rudolph Ihns, Chief Financial Officer, **MPX Energia**

17:00

Northeast Brazil - Opportunities for investment in infrastructure and energy: The financial support of Banco do Nordeste do Brasil (BNB)

- Tourism and infrastructure: What infrastructure development and renovation will be required over the next few years?
- Are regional development banks cooperating with national or international development institutions?
- How are project financiers assisting development in the region?

Jorge Antonio Bagdeve de Oliveira, Superintendent of Corporate Area, **Banco do Nordeste**

17:30

Road concessions review

- Review of new highway concessions and how these projects are likely to progress
- Case study review of the partial Sao Paulo Beltway project
- The link between an improving economy and highway demand
- Returning revenues to Sao Paulo state's infrastructure projects

Arthur Pianto, Chief Financial Officer, **CCR**

18:00 Chairperson's summary remarks followed by evening cocktail reception

Day two: Thursday, November 19th

08:30

Morning refreshments

09:00

Chairperson's opening remarks

Gerardo Mato, Co-Head of Global Banking, Head of Global Capital Markets and Liability Solutions- Americas, **HSBC**

Marcelo Marangon, Head of Global Banking Brazil, **HSBC**

09:15

Project Finance banks panel: Evaluating developments and strategies in Brazilian Project Finance

- Overview of the current state of Brazil's debt market
- What is the appetite of the private sector in Brazilian energy and infrastructure at present?
- Exploring co-financing opportunities with BNDES, international ECAs and development finance institutions
- The increasing role of domestic banks: How have their roles changed over the past year and what to expect going forward

Duncan Caird, Head of Project and Export Finance Americas, **HSBC**

Cassio Schmitt, Director, Project Finance and Acquisition Finance, **Santander**

Nadia Scharen, Head of Natural Resources, Infrastructure and Power, **Banco Calyon Brasil S.A.**

Alan Fernandes, Senior Managing Director and Head of Project Finance Brazil, **BES Investimento**

Rafael Cardenas, Director Agency and Trust, **Citi**

Robert Kartheiser, Head of U.S. Projects, Energy and Infrastructure Practice, **Allen & Overy LLP**, *moderator*

10:15

Current perceived challenges to investment and financing in oil and gas

- Impact of the credit crunch on the ability to raise upstream finance
- The need for dollars: Where are the opportunities?
- How to make these opportunities "bankable"
- Strategies for success in raising financing

William Stevens, Head of Upstream Oil and Gas, **HSBC**

10:45

Morning refreshments and networking break

11:30

Off-shore oil platforms: What projects are out there and who is in the game?

- Review of the project financing opportunities associated with the pre-salt fields
- Assessing the importance of project finance versus debt capital markets in a time of insufficient liquidity
- How have off-shore platforms been financed in the past and what changes, if any, are we seeing now?
- Delays to the pipeline of financings: Is the pressure now easing?
- Case study review: Norbe VIII e IX

Marco Rabello, Chief Financial Officer, **Odebrecht Oil & Gas**

Silvana Bianco, Head of Project Finance Infrastructure and Asset Based Finance, **Banco Société Générale Brasil S.A**

Sandrine Bergeroo-Campagne, Senior Relationship Manager, **Banco BNP Paribas Brasil**

12:15

World Cup fever: The boom in infrastructure demand as Brazil prepares for 2014

- Review of the infrastructure required to meet the demands of a major international sporting event
- Which high-profile projects is the government likely to approve in preparation for the Cup?
- Tourism and infrastructure: To what degree does tourism provide investment incentive? Can budget be maintained? Will it ultimately pay off?
- Financing requirements as Brazil readies for the World Cup: Is BNDES capable of providing sufficient coverage?
- How much funding will be sought from the private sector?

Rafael Cardenas, Director Agency and Trust, **Citi**

Robson Goulart Barreto, Partner, **Veirano Advogados**

13:00

Time to step up: The potential of private equity infrastructure funds for financing energy and infrastructure in Brazil

- Evaluating the willingness of funds to invest in infrastructure in Brazil: Weighing up the risks
- Discussion of collateral for long term financing
- The role of infrastructure private equity funds in the development of projects in Brazil: Overcoming the challenges to participation
- New funds being set up to finance infrastructure, both private and with development bank sponsorship

Eduardo Klingelhofer de Sá, Head of the Funds Department, **BNDES**

Carlos Correa, Infrastructure Committee Chairman, **ABVCAP Fund Manager**

Otavio Castello Branco, Partner, **Patria Investimentos**, and Chairman, **Energias Renovaveis S.A. (ERSA)**

Jose Guilherme Souza, Diretor, **Banco UBS Pactual (FIP Brasil Energia)**

13:45

Chairperson's closing remarks followed by networking lunch

"An excellent event - up to the usual high standards of Euromoney/Project Finance Magazine"

James Vickers, Mayer Brown LLP

"A very good event with high level presentations and discussions"

Katia Heydenceica, Banco WestLB do Brasil

"Unique opportunity to exchange ideas and debate issues with different approaches"

Rui Gomes Da Silva Jr, Bradesco BBI



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present the

2nd Annual Brazilian Energy and Infrastructure Finance Forum

November 18th & 19th, 2009
The Sofitel, Sao Paulo

As Brazil emerges ahead of other countries from the economic crisis, the energy and infrastructure sectors are still reeling from a shortage of liquidity. Projects have been delayed or cancelled as international banks retreat to domestic markets and emphasis on risk aversion makes it more difficult to approve project financing. There is, however a great deal of support for infrastructure development from the government through the growth acceleration program (PAC) and in preparation for the 2014 World Cup, which will require a considerable amount of development in infrastructure, especially ports, roads and airports. In order to move beyond the economic crisis and fulfil the potential of this rapidly developing country, industry players must gather to debate the challenges and solutions to realizing these projects.

Euromoney Seminars and *Project Finance Magazine* will facilitate this discussion at the **2nd Annual Brazilian Energy and Infrastructure Finance Forum**. Industry experts will discuss the outlook for the renewable energy auctions and the potential of wind and other alternative power sources to reduce the nation's

dependence on hydropower. Key decision makers will share their views on the expected airport developments and the potential of high-profile infrastructure projects. Forum participants will also learn about strategies and financing required to maximize the potential of Brazil's 'pre-salt' fields. In an effort to finance these projects the energy and infrastructure sectors in Brazil are witnessing an increasing emphasis on alternative sources of liquidity, such as export credit agencies, development banks and pension funds. This event will provide clarity about the intentions of these organizations.

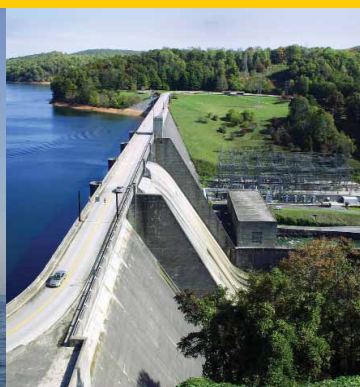
The **2nd Annual Brazilian Energy and Infrastructure Finance Forum** brings key industry experts under one roof to debate these questions and explore the opportunities that will present themselves over the coming year. This is an unrivalled opportunity to network with international and domestic financiers, construction firms, concessionaires, operators and government and state officials. Register today to be part of building Brazil's future.

Enquanto o Brasil supera a crise econômica antes de outros países, os setores de energia e infra-estrutura ainda estão se recuperando de uma falta de liquidez. Muitos projetos sofreram atrasos ou foram cancelados porque os bancos internacionais se concentraram nos mercados domésticos a aversão ao risco generalizada torna mais difícil aprovar o financiamento de projetos. No entanto, o governo oferece um grande incentivo ao desenvolvimento da infra-estrutura através do programa de aceleração do crescimento (PAC) e da preparação para a copa do mundo de 2014, que exigirá um desenvolvimento acentuado da infra-estrutura, especialmente nos portos, estradas e aeroportos. Para superar a crise econômica e realizar o potencial desse país em franco progresso, os profissionais do setor devem se reunir para debater os desafios e soluções para a execução desses projetos.

A *Euromoney Seminars* e a *Project Finance Magazine* vão promover esse debate no **2º Fórum Anual Brasileiro de Financiamento de Energia e Infra-Estrutura**. Os especialistas do setor vão debater a previsão para os leilões de energias renováveis e o potencial de energia eólica e outras fontes

alternativas de energia para reduzir a dependência do país da energia hidroelétrica. Os principais responsáveis pelas decisões vão compartilhar suas opiniões sobre as ampliações esperadas nos aeroportos e o potencial de projetos de infra-estrutura de grande envergadura. Também vamos saber mais sobre as estratégias e financiamentos necessários para maximizar os campos de pré-sal do Brasil. No financiamento desses projetos notamos uma importância cada vez maior das fontes alternativas de liquidez, como agências de crédito de exportação, bancos de desenvolvimento e fundos de pensão. Nesse evento, vamos receber esclarecimentos sobre as intenções dessas organizações.

O **2º Fórum Anual Brasileiro de Financiamento de Energia e Infra-Estrutura** reúne os principais especialistas do setor em um mesmo espaço para debater essas questões e explorar as oportunidades que surgirão no ano que vem. Essa é uma oportunidade imperdível para fazer networking com financistas nacionais e internacionais, operadores e funcionários de alto escalão do governo. Faça sua inscrição hoje para ser parte da construção do Brasil do futuro.



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Registration fee: The registration fee includes participation in the summit, lunches and documentation material, which will be available in electronic format the night before the event. Please use your username and passwords in order to access them. All bookings are considered binding on receipt of the booking form.

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