



*Asesorandes*

## **PARTNERS EXPERIENCE**

The Asesorandes Team has experience in the following sectors:

### **1. Energy/Hydrocarbons Sector**

- Participation in structuring US\$80 million in bonds for *Aguaytía* Energy (2003).
- Participation in structuring US\$80 million syndicated loan to Enersur (2002).
- Participation in structuring US\$50 million medium-term syndicated loan to *Aguaytia* Energy (2001).
- Participation in structuring US\$8 million medium-term loan to Olympic Gas (2001).
- Participation in Camisea project's finance structuring for the State for a total of US\$124 million (2001).
- Participation in structuring US\$100 million interim financing for PSEG GLOBAL for the purchase of *Electroandes* power generating assets (2001).
- Participation in structuring US\$22 million medium-term credit for Vatenfall for purchase of energy assets of *CementosPacasmayo* Group (2001).
- Participation in structuring \$20 million Interim Financing for *Transmantaro* Consortium and a complementary US\$80 million bridge loan (2000 and 2001).
- Participation in structuring US\$114 million medium-term syndicated loan for Pluspetrol for purchase of Occidental Perú's assets (2000).
- Participation in structuring the appraisal of *Electro Norte* and *Electro Centro*, within the framework of the privatization process of Unión Fenosa 1977.
- Participation in restructuring of companies in the sector in the US market from 1987-1989.

## 2. Mining Sector

- Participation in structuring trust fund that incorporates 51% of type “A” shares of VolcánCompañíaMinera. Structuring of US\$15 million medium-term loan. Participation in US\$110 million syndicated loan (1998-2002).
- Joint participation in syndication of US\$40 million in bonds required for the Public Acquisition Offer of *MineraAtacochaby CiaMineraMilpo*. Participation in US\$11 million loan structuring for Milpo (1996-2002).
- Participation in US\$15 million loan structuring for *Minera Ares* (1997).
- Participation in structuring US\$110 million syndicated loan for the expansion of the *Cerro Verde* copper mine (1997).
- Participation in structuring medium-term financing operations of *Carbocol Colombia* (1987-1990).

## 3. Real Estate/Construction Sector

- Participation in the largest private restructuring in the history of the Peruvian financial system for CentrosComerciales del Perú (Jockey Plaza Shopping Center). Restructuring of US\$120 million. At the same time, restructuring of US\$40 million loan (2000).
- Participation in structuring a US\$14.2 million syndicated loan to *Larcomar* for long-term re-financing of the company’s short and medium-term liabilities (2000).
- Participation in structuring a trust fund for *Graña y Montero* in order to issue US\$15 million in mortgage-backed bonds (2000).
- Planning and implementation of Strategic Planning, Advertising Campaigns, Promotions, Institutional Image, Public Relations for Jockey Plaza Shopping Center (2002 – 2003).
- Financial and Business Restructuring of *Plaza JesúsMaría* (2004).
- Participation in the founding of and in the strategic planning of the *Asociación de CentrosComerciales y de*

*Entretenimiento del Perú* (ACCEP) (Association of Shopping and Entertainment Centers of Peru) (2003-2004).

- Direct participation in bringing important brands to Peru, such as Starbucks, Cheeky and Imaginarium (2002).

#### **4. Fishing Sector**

- Participation in restructuring of *Sipesa's* financial debt (2003).
- Participation in restructuring of *Pesquera Austral* (1996-2001) that involved a total of US\$240 million. The operation concluded in 2001 and allowed the company to reorganize its finances after the damage suffered as a result of the El Niño phenomenon in 1998.
- Participation in restructuring of the liabilities of *Del Mar S.A.* for a total of US\$22 million, which included a capitalization of US\$5.6 million(1999-2004).
- Participation in the financial restructuring of *Pesquera Hayduk* within the bankruptcy process followed before *Indecopi*, thus taking responsibility for the implementation of the plan approved during that process.
- Participation in restructuring and placement of the first issue of SIPESA's bonds for a total of US\$50.9 million (1999).
- Participation in medium-term financial structuring of *Pesquera Diamante* 1998 for the construction of the "El *Diamante*" prime meal factory belonging to the Ribaudó Group. It was a joint operation with the Inter-American Investment Corporation and Rabo Bank. *El Diamante* was one of the first prime meal plants built in the country. The total amount of the operation was US\$10 million.

## 5. Infrastructure Sector

- Participation in an 8-year financial structuring for Perurail (2002) for US\$5 million earmarked for the company's expansion plans. In addition to that facility, a flexible credit line structure for US\$4 million was granted as working capital.
- *Ferrocarril Transandino* (TransAndean Railroad) (1999-2000). Participation in the privatization of railroads in the country's southeast. The operation included a faithful performance bond to the Peruvian State, guaranteeing investment commitments assumed. The total amount of the operation was US\$12 million.
- *LYONNAISE DES EAUX* (1994). Participation as the company's financial consultant for the appraisal and structuring of the economic bid for the concession of *Sedapal* (*Empresa de Servicios de Agua y Alcantarillado de Lima*) (Drinking Water and Sewage Company of Lima).
- Participation in credit structuring as buyer/exporter in Korea (Polysius), Malaysia (Polysius), Egypt (GTM), Arab Emirates (GTM) and Colombia and Peru (GTME) from 1979-1983.

## 6. Telecommunications Sector

- Participation in sale of Protelsa to International Wireless Communications (1996).
- Participation in financial advisory services to international operator France Telecom in privatization processes in Argentina, Mexico, Venezuela and Poland (1990-1991) and specific operation in Greece, Russia and Portugal.
- Participation in structuring buyers of export loans carried out by procurement suppliers specialized in the field (SAT and Sagem among others).

## **7. Manufacturing Sector**

- Participation in the preparation and negotiation of a Global Refinancing Agreement of SIDERPERU's debts. The GRA allowed the company to refinance US\$100 million, its entire long-term debt (2002).
- Participation in structuring a US\$40 million medium-term syndicated loan for Alicorp aimed at refinancing liabilities as well as in the appraisal for the preparation of a report for investors in the equities market (2001).
- Participation in structuring a US\$24 million medium-term syndicated loan to refinance Gloria S.A.'s liabilities (2001).
- Participation in the appraisal of BACKUS & JOHNSTON (2001) for the preparation of a report for investors in the equities market.

## **8. Agricultural Sector**

- Participation in structuring a US\$18.5 million medium-term loan with the goal of modernizing the sugar mill and recovering the fields of CARTAVIO's FACTORY FARMING COMPLEX (2001).
- Participation in the process of appraisal, structuring and financing and in the purchase of 51% of the stocks of CARTAVIO's FACTORY FARMING COMPLEX (1998) and restructuring its outstanding debts (2003).

## **9. Tourism Sector**

- Participation in the project of Concession, Investment and Operation of the POEH hotel chain, made up by Orient Express Hotels and Peru Hotel, which owns the *Monasterio* Hotel in Cusco and the Machu Picchu Sanctuary Lodge (1999).
- Participation in the creation of a Consortium that was awarded the Railroad Concession in southern Peru, Perurail (1999).

## 10. Financial Sector

- Participation in structuring the second portfolio account operation of *Banco Wiese Sudameris* (Diciembre-1999).
- Participation in structuring and placement of the first issue of US\$10 million in public promissory notes of *Lima Leasing* (1998). Likewise, participation in structuring and placement of the tenth and eleventh issue of Financial Leasing bonds for US\$10 million and US\$25 million.

## 11. Public Sector

- Participation in preparation of the appraisal of a 30% package of the state's shares in RELAPASA and their future placement in the local market commissioned by *Proinversión* (2003-2004).
- Participation in the appraisal of *Andahuasi S.A.A.* and *El Ingenio S.A.* sugar farming companies and for structuring the sale of shares owned by the state in the company also commissioned by *Proinversión* (2003).
- Participation in structuring and placement of issuance of Sovereign Bonds for a total of US\$700 million commissioned by the Republic of Peru (2001).
- Participation in the design and trust fund management of the financial leasing portfolio of the liquidated *Banco República* for a total of US\$33 million commissioned by the Superintendency of Banking and Insurance (SBS).