

Fimecap
Investment Banking

The New Alternative in Investment Banking

Confidential Presentation

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About Us

About Us

We are an independent Investment Banking Firm devoted to creating lasting value for our clients, their companies, and society at large.

INDEPENDENCE

- The firm is founded on a strong partnership culture by a group of professionals with a commitment to exceptional performance and uncompromising integrity.
- Our independence allows us to serve our client interests first, and provide a distinctive perspective on value creation.

INTELLECTUAL CAPITAL

- Senior members of our Firm devote themselves to personally serving clients.
- On average, our team has 20 years experience at world-class Investment Banks.
- Exceptional insight into our clients' needs, and an intuitive grasp of the right strategic solutions and transaction structures.

INTERNATIONAL SCOPE

- The ability to tap into Fimecap's global network of corporations, governments and institutions gives us – and our clients – unsurpassed access to resources and relationships around the world.

LOCAL AND CROSS-BORDER CAPABILITIES

- Through our affiliated and associated companies, we can deliver deep execution capabilities across various markets to handle complex M&A, Restructuring, Capital Raising and Structured Finance engagements.

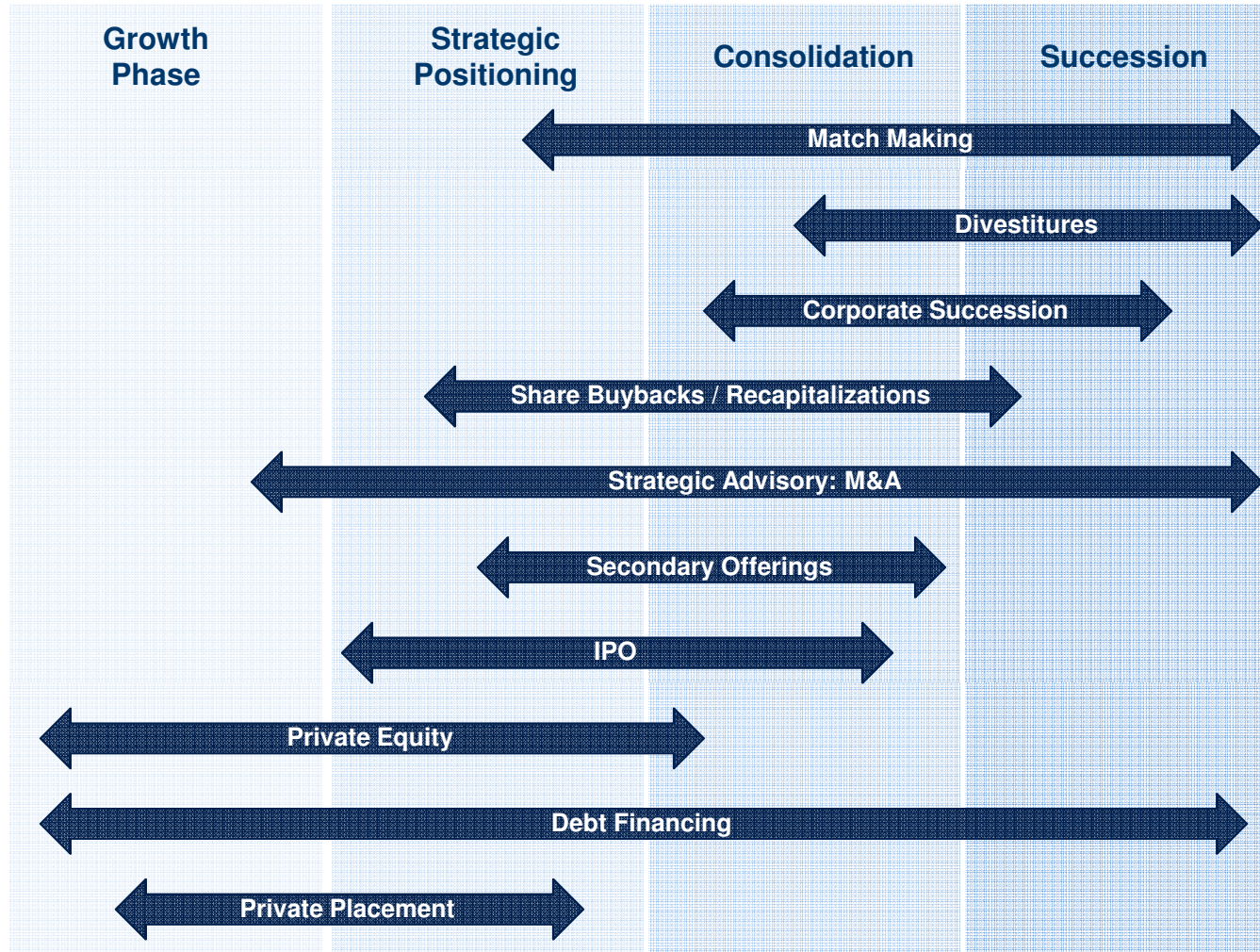
COMMITMENT TO EXCELLENCE

- Overriding dedication to excellence in all our transactions.
- Consistent pursue for the highest client satisfaction.
- Long-term view which builds trust and lasting relationships.

Business Solutions

Products and Services

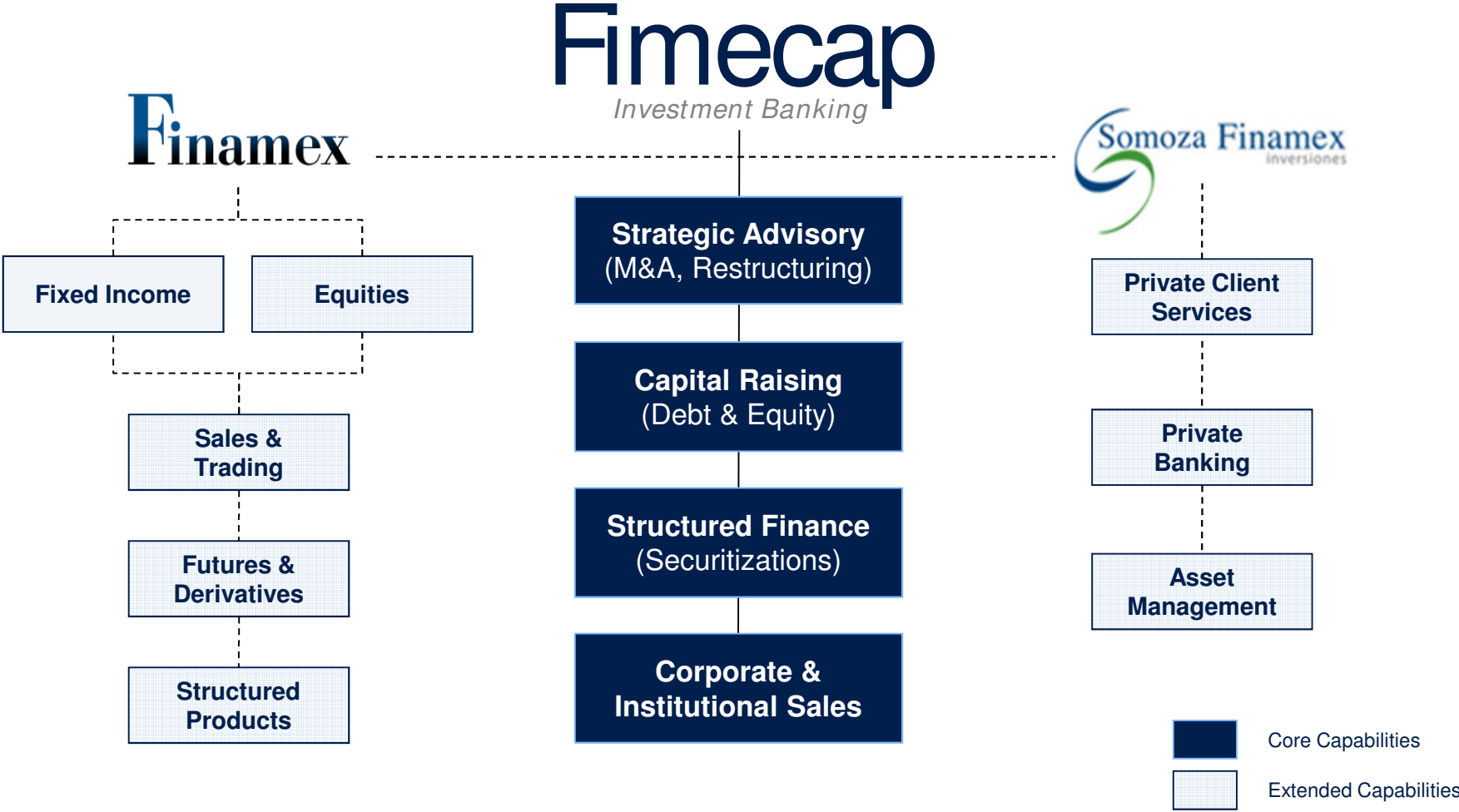
Fimecap delivers tailor-made solutions based on the life-cycle stage of our clients' companies.



Typically, we see the benefits of our products generating more value in the corresponding phases of Company Development.

Capabilities Beyond Expectations

Our extended capabilities, through our affiliates and associated companies, allow us to provide a comprehensive range of products and services to Institutional, Corporate, and Individual Clients.



Our Team

Our Team

We offer a unique combination of skills and experience to assist you in reaching your goals:

José Manuel González Sordo
Managing Partner
jgsordo@fimecap.mx

- Former Managing Director and Head of Investment Banking for Lehman Brothers' Mexico.
- 30+ years experience

Leopoldo Burillo
Managing Partner
lburillo@fimecap.mx

- Former Managing Director and Head of Corporate & Investment Banking for RBS/ABN AMRO Mexico.
- 30+ years experience

Enrique Osorio
Managing Director
eosorio@fimecap.mx

- Former CFO of Vitro SAB de CV and former CFO of Savia SA de CV
- 30+ years experience

Enrique Romo
Managing Partner
eromo@fimecap.mx

- Former Managing Director and Head of Corporate Finance for BBVA Bancomer
- 15+ years experience

Diego Granada
M&A Director
dgranada@fimecap.mx

- Former Senior Associate of Investment Banking at RBS/ABN AMRO
- 6+ years experience

Lorena Villalobos
Analyst
lvillalobos@fimecap.mx

- Former Analyst of Corporate Finance at Citibank-Banamex.
- 4+ years experience

Pedro Ambrosi
Analyst
pambrosi@fimecap.mx

- Former Consultant for Accenture
- 3+ years experience

Oscar Ávila
Capital Markets Director
oavila@fimecap.mx













- Former Senior Associate of Capital Markets at Citibank-Banamex
- 8+ years experience

Fimecap
Investment Banking

Our Track Record

Selected M&A Credentials


Extensive experience in domestic and cross-border landmark transactions.

| | | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Telmex</p>  <p>USD \$16,000 mm Completed its Spin-off of Telmex Internacional</p> <p>Financial Advisor</p> <p>2008 Mexico</p> | <p>Grupo SAN</p>  <p>USD \$850 mm Advised on agreed acquisition by Simec</p> <p>Financial Advisor</p> <p>2008 Mexico</p> | <p>Brown-Forman</p>  <p>USD \$760 mm Acquired Tequila Herradura</p> <p>Financial Advisor for Brown-Forman</p> <p>2007 Mexico</p> | <p>Henkel</p>  <p>Advised on acquisition of Resistol and Fester brands</p> <p>Financial Advisor</p> <p>2005 Mexico</p> |
| <p>Grupo Vendes</p>  <p>Advised on acquisition of Mas Color brand by Henkel</p> <p>Financial Advisor</p> <p>2004 Mexico</p> | <p>Grupo Pegaso</p>  <p>USD \$1,400 mm Sale of Pegaso Telecomunicaciones to Telefonica</p> <p>Financial Advisor to Grupo Pegaso</p> <p>2002 Mexico</p> | <p>Prudential Financial</p>  <p>Advise on acquisition of Operadora Finamex</p> <p>Financial Advisor</p> <p>2002 Mexico</p> | <p>Prudential Financial</p>  <p>Advise on acquisition of 50% stake of Afore XXI</p> <p>Financial Advisor</p> <p>2002 Mexico</p> |
| <p>Mekafon</p>  <p>Advisor to Grupo Pulsar in the sale of Merkafon to SR Teleperformance</p> <p>Financial Advisor</p> <p>2002 Mexico</p> | <p>SatMex</p>  <p>USD \$1,390 mm Advised SatMex on privatization and financing</p> <p>Financial Advisor</p> <p>2001 Mexico</p> | <p>Comercial America</p>  <p>USD \$2,800 mm Advisor to Comercial America in the acquisition by ING Group</p> <p>Financial Advisor</p> <p>2000 Mexico</p> | <p>Lo Jack</p>  <p>Advised on acquisition of minority stake by Lo Jack</p> <p>Financial Advisor</p> <p>1996 Mexico</p> |

Selected Capital Raising Credentials

Team's recent Capital Raising assignments include some of the largest and most high-profile transactions in Mexico.

Pemex



USD \$1,000 mm
5.75% Senior Notes due 2018
USD \$500 mm
6.625% Senior Notes due 2038

Joint Bookrunner

| | |
|------|--------|
| 2008 | Mexico |
|------|--------|

Grupo Kuo



USD 225 Million
Senior Unsecured Credit Facility

Joint Bookrunner & Lead Arranger

| | |
|------|--------|
| 2008 | Mexico |
|------|--------|

Ternium Hylsa



USD \$3,750 mm
Senior Unsecured Syndicated Facility for IMSA's Acquisition

Mandated Lead Arranger

| | |
|------|--------|
| 2007 | Mexico |
|------|--------|

America Movil



USD 2,000 Million
Amendment to Senior Credit Facility

Sole Bookrunner & Lead Arranger

| | |
|------|--------|
| 2007 | Mexico |
|------|--------|

Grupo Lamosa



USD \$635 mm
Senior Secured 7-year Syndicated Term Loan Facility

Joint Bookrunner

| | |
|------|--------|
| 2007 | Mexico |
|------|--------|

Mexichem



USD 595 Million
Corporate Reorganization

Joint Bookrunner & Lead Arranger

| | |
|------|--------|
| 2007 | Mexico |
|------|--------|

Pemex




USD \$100 mm
Bilateral Short Term Credit Facility

Sole Arranger

| | |
|------|--------|
| 2007 | Mexico |
|------|--------|

Grupo Papelero Scribe, S.A. de C.V.



USD 355 Million
Senior Secured Credit Facility

Joint Bookrunner & Lead Arranger

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|------|--------|
| 2007 | Mexico |
|------|--------|

Grupo Kuo



USD 200 Million
144A/Reg SNC5 Offering due 2017

Joint Lead Manager

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|------|--------|
| 2007 | Mexico |
|------|--------|

Nemak



USD \$640 mm
Senior Unsecured Term Loan Facility

Mandated Lead Arranger

| | |
|------|--------|
| 2007 | Mexico |
|------|--------|

Pemex



USD \$2,500 mm
Senior Unsecured Syndicated Revolving Credit Facility

Mandated Lead Arranger

| | |
|------|--------|
| 2007 | Mexico |
|------|--------|

Gruma




USD \$250 mm
Yankee Offering

Bookrunner

| | |
|------|--------|
| 1997 | Mexico |
|------|--------|

Selected Restructuring Credentials


Professionals at Fimecap have represented leading local and foreign companies in restructuring transactions.

| | |
|---------------------------------------------------------------------------------------------------------------------|----|
| Asarco | |
|  | |
| Debtor in Chapter 11 on DIP Debtor in Chapter 11 on DIP Financing, Creditor Strategy, and Strategic Exit Options | |
| Financial Advisor Ongoing | |
| 2005 | US |

| | |
|-------------------------------------------------------------------------------------------------------------------|--------|
| Sidek-Situr | |
|  | |
| USD \$2,010 mm Advised Grupo Sidek-Situr on the financial restructuring of the company's financial obligations | |
| Financial Advisor | |
| 1999 | Mexico |

| | |
|----------------------------------------------------------------------------------------------------------|--------|
| Simec | |
|  | |
| USD \$320 mm Advised Grupo Simecin the financial restructuring of the company's financial obligations | |
| Financial Advisor | |
| 1998 | Mexico |

| | |
|-------------------------------------------------------------------------------------------------------|--------|
| Protexa | |
|  | |
| USD \$400 mm Advised Protexa on the financial restructuring of the company's financial obligations | |
| Financial Advisor | |
| 1998 | Mexico |

| | |
|-----------------------------------------------------------------------------------------------------------------------|--------|
| Infomin | |
|  | |
| Advise Infomin the financial restructuring, resulting write-off represented a 35% deduction of its overall debt value | |
| Financial Advisor | |
| 1996 | Mexico |

Where to Find Us

Our Offices

Our Headquarters are located at The Mexican Stock Exchange Building (Bolsa Mexicana de Valores).

Additionally, we have offices in Monterrey, Guadalajara and the United States through our affiliate U.S. Broker-Dealer Valores Finamex International Inc.

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Col. Valle Oriente 64660, Monterrey, N.L.
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