

CIFI Corporate Profile

Capital & Shareholders

CIFI's authorized shareholders equity is US\$85 million, with an initial committed capital of US\$50.5 million. Its shareholders are as follows:

Private Banking Institutions (64%)

Caja Madrid [Spain]
Unibanco-Uniao de bancos Brasileiros [Brazil]
Banco de Galicia y Buenos Aires [Argentina]
Primer Banco del Istmo [Panama]
Caixa Banco de Investimento [Portugal]
Banco del Pichincha [Ecuador]
Republic Finance and Merchant Bank [Trinidad & Tobago]

Multilateral Institutions (36%)

Inter-American Investment Corporation
Central American Bank for Economic for Integration
Caribbean Development Bank

Mission

CIFI's corporate mission is to promote and finance infrastructure projects and related services throughout Latin American and the Caribbean. CIFI provides long term debt financing and advisory services to infrastructure projects sponsored and/or operated by private sector clients.

Business Model

In developing its activities CIFI works closely with its shareholders and with selected strategic partners in all aspects of the project cycle: active origination, collaborative evaluation and structuring of transactions, tight portfolio risk control, and effective supervision of its investments.

Projects Financed

CIFI seeks to provide financing and investment banking services to companies and projects in the following sub sectors: transportation and logistics, telecommunications, energy, water and sanitation, environment, social, tourism, and infrastructure related services. CIFI generally targets projects with total investment costs of up to US\$ 100 million, but may finance any size project.

Products and Services

- Long-term senior loans
- Subordinated loans as a form of mezzanine financing
- Credit guarantees and enhancements
- Leasing transactions
- Underwriting on a best efforts basis of corporate debt and quasi-equity instruments.
- Advisory services / arranger

The terms and conditions of CIFI's loans to a particular company will depend on the risk/ reward profile of the proposed project.

Lending Guidelines

Location : Projects must be located in one of the following Latin American or Caribbean **countries**. Country limits and exclusions will be determined based on ongoing sovereign risk analysis.

Enterprise Eligibility: CIFI's clients will be private sector sponsors of private or public sector infrastructure projects in energy, transportation and logistics, telecommunications, water and sanitation, environment, social, tourism, and infrastructure related services.

Single Company Exposure: CIFI's direct exposure to any single client and to any single group of related companies should not exceed 20% of CIFI's committed capital. In addition, CIFI can act as arranger for larger amounts of financing from its shareholders and other sources.

Financial Plan Limit: Generally, CIFI's own financing amount will not exceed 25% of the total investment cost of a greenfield project; or 40% of the total investment cost of an expansion and / or rehabilitation project.

Tenure: Loans will generally have maturities of between 5 and 15 years.

Environmental Guidelines: Projects must comply with CIFI's environmental guidelines.

Management Team

CIFI's investment team consists of three groups:

Group 1: Permanent core staff at head office (Washington, DC) with over 60 years of combined experience in international project finance and corporate banking.

Group 2: Assigned team members at shareholder banks.

Group 3: Strategic partners and agents in non-shareholder markets.