

IF – Investidor Institucional

Setembro 2016



IF Timeline

2002 - 2008

IF iniciou operações no Brasil e EUA

Transações de Fundraising, Turnaround, Venda de Portfolios

Principais transações:

Fundraising > Pré-Pagamento de Exportações, empréstimos locais, Private Placements e Derivativos.

Turnaround (GDK S.A – Infraestrutura/Oil&Gas)

2009 - 2010

Crise "Real Estate" nos EUA

Iniciou IFConsultant Asset Management

Principais Transações:
Reestruturações e M&A t

2011 up to now

Crescimento de Reestruturações e Ativos em "Distress"

Principais transações:


Fundraising, Reestruturações, Ativos em Distressed e M&A

CASES:

1) Negociação > OppenheimerFunds vs Dour/JBS

2) Hotelaria > exposição fundos de pensão através de Fundos de Terceiros

CASE 1 – Oppenheimer/IF vs Doux/JBS




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Oppenheimer to Sell Slaughterhouse in Brazil

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Chip Stepping Changes


Oppenheimer to Sell Slaughterhouse in Brazil

Poultry Company JBS Could Lose Right to Use the Facility

By LUCIANA MAGALHAES
Sept. 19, 2013 4:46 p.m. ET

SÃO PAULO—JBS SA of Brazil might lose the right to use one of its poultry slaughterhouses, which is caught in a dispute between the former owner, French poultry producer Doux SA, and U.S.-based OppenheimerFunds Inc.

Oppenheimer has been awarded ownership of the plant in Poço Fundo in southern Brazil.



MENU **G1** **GLOBO RURAL**

Set 19, 2013

09/2013 18h00

JBS pode perder direito em unidade arrendada da Doux Frangosul

ESTÁDIO

PUBLICIDADE

Clai
Smartphone de

G1 - JBS PODE PERDER DIREITO EM UNIDADE ARRENDADA DA DOUX FRANGOSUL

São Paulo, 19 - A JBS pode perder o direito de utilizar as instalações

CASE 2 – Hotel Estudantes

- **Projeto** > 2 torres de hotel, mais de 100 qts
- **Localização** > cidade universitária interior de São Paulo
- **Estágio em 2011** > 95% completado
- **Financiador** > banco médio, que colocava o papel em seus FIDCs

- **Resumo** > travou por falta de financiamento para completar obra e capital de giro. Na discussão de garantias ficou evidente que não haviam sido devidamente formalizadas e que o fundo detentor do CCB, que tinha como cotistas os Fundos de Pensão, não tinha interesse em resolver o problema. IF conseguiu recursos para finalizar a obra, mas não conseguiu negociar com o fundo.
- **Situação recente** > continua fechado.

IF Team

Fund Manager: Eurico D'Amorim

- Mr. D'Amorim started his career in the Oil & Gas industry in 1993 at Exxon. In 1997 Mr. D'Amorim left Exxon to pursue an MBA in the US. Mr. D'Amorim joined Citibank São Paulo in 1999 covering the Telecommunications & Media sector. In June 2002 Mr. D'Amorim joined GDK Engenharia as CFO and to set-up an Oil&Gas Project Finance Business platform for the Company and In September 2002 Mr. D'Amorim founded IFConsultant focused on Project Finance (Oil& Gas and Telecom), Alternative Fundraising, exposure management and financial arbitrage.
- Under IF's mandates, Mr. D'Amorim acted as Board Member to companies in turnaround phases.
- He holds a BS in Mechanical Engineering from UFRJ, Universidade Federal do Rio de Janeiro, an MBA in Finance from Columbia Business School at Columbia University, New York and he is authorized by CVM to act as Portfolio Manager in Brazil.

IF Team

José Zanus

- Mr. Jose Zanus joined Citibank in 1985 in Porto Alegre/RS focusing mainly on regional conglomerates. In May 1992 Mr. Zanus joined ING Barings with responsibility for the Corporate Bank South Region. Mr. Jose Zanus returned to Citicorp in 1996 leading the Brazilian Conglomerates division. In April 2003 Jose Zanus joined IFConsultant to focus on advisory services for restructurings, acquisitions, exposure management, derivatives and fundraising.
- Mr Zanus has a B.A. Agronomic Engineering from Universidade Federal do Rio Grande do Sul and attended various courses in business and finance in Brazil and abroad sponsored by Citibank and ING Barings.

IF Team

Sven Olsson

- Mr. Olsson joined Citibank in 1990 as a management associate in New York. In 1991 he joined the corporate bank in Brazil. In May 1999 Mr. Olsson returned to Citibank, after spending 8 months at BankBoston, to set up and run the Telecom and Media Team in the corporate bank in Brazil. In March 2003 Sven Olsson joined IFConsultant to focus on advisory services for equity and debt fundraising.
- Mr. Olsson holds a BS in Accountancy from Bentley College and an MBA/MA from Wharton/University of Pennsylvania.