

# Company Profile

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December 2023



# ABOUT US



## *Introduction*

**Alamos Capital** is an **independent advisory** firm established in 2017. We help companies implement strategies, financial initiatives and commercial agreements that create value for their owners, suppliers and customers.

We operate in three service groups: **corporate finance, structured funds and business development.**

We offer advice on mergers and acquisitions, restructuring, capital raising and structured credit. We create financial solutions for companies and investors through credit, equity and real estate funds. We provide consulting and business development in international trade, technology (software) and insurance.

Our main sector of activity is **agribusiness**, where we have vast experience and a wide network. Other industries covered by our company are **oil and gas and renewable energy**. We provide personalized services through specialists with deep knowledge of the business and of the production chains.

We work in a **partnership system between experienced professionals** with complementary knowledge, allocated by project according to qualification, always in line with the client's needs and objectives.

Our **partners and investors** expand our capacity to serve clients and to offer options according to each one's needs, turning it into business opportunities and satisfaction for both.

# ABOUT US

## Leadership



**André Corsini** is a founding partner of Alamos Capital. He has over 20 years of experience in the financial market and agribusiness. André established the Brazilian subsidiary of Israeli ag-tech Agritask ([www.agritask.com](http://www.agritask.com)) and led the business between 2016 and 2021.

He worked for over 10 years at Santander bank in financial advisory and transaction structuring for large and medium-sized agribusiness companies (in the food and beverage, chemicals and fertilizers, machinery and equipment, sugar and ethanol, foreign trade, agriculture and livestock sectors), in investment advisory to high-net-worth individuals, and in wholesale and retail product management and development.

Before joining Santander, André had experience at commodities export company Agricole, where he was responsible for trade & structured finance. André worked at Mapfre Group for 4 years, where he developed the rural insurance, the credit and bond and the asset management business units. He started his career as an investment project analyst at Informa Economics FNP (currently IHS Markit, part of S&P Global).

André has a degree in Agricultural Engineering from the University of São Paulo (ESALQ-USP) and a post-graduate degree in Business Administration from Fundação Getúlio Vargas (EAESP-FGV). He has 2 years of international experience in Germany, where he studied Investment Banking in Frankfurt am Main.



# ABOUT US

## Strategic Partners



**Alamos Capital** works with strategic partners in Brazil and abroad. These partnerships expand our capacity to serve clients and offer options according to their needs, while generating business opportunities for investors and other partners.



**Business Agents:** independent agents, consultants, specialized brokers, technical service providers and wholesale distributors.



**Investors:** family-offices, asset managers, corporations and institutional investors in Brazil and Europe.



**Banks and Insurance Companies:** financial institutions in Brazil and Europe.



**Trading Companies:** companies that provide import and export services for goods, particularly commodities, in Brazil, the USA, Europe and the Middle East.



**Industries:** producers of commodities and manufacturers of agricultural, energy and metal products, such as grains, edible oils, sugars, coffee, meat, food and beverage, crude oil, natural gas, fuel, fertilizers, aluminum.

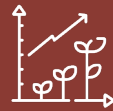


## Corporate Finance

*To help your business grow*

We provide strategic and financial advice to companies in:

- ❖ Mergers and acquisitions
- ❖ Restructurings
- ❖ Capital raising
- ❖ Structured credit



## Alternative Investment Funds

*Financial solutions for companies, opportunities for investors*

We create and operate alternative investment funds:

- ❖ Private credit funds
- ❖ Private equity funds
- ❖ Real estate funds
- ❖ Agribusiness funds



## Business Development

*Connecting customers and suppliers to make your business happen*

We perform consulting and business development in the sectors of:

- ❖ International trade
- ❖ Technology
- ❖ Insurance

### **Mergers and acquisitions**

We advise our clients in transactions of:

- ❖ Purchase and sale of companies
- ❖ Mergers, joint ventures and other partnerships
- ❖ Divestitures: sale of subsidiaries, business units or parts of the company
- ❖ Direct sale of fixed assets: rural and industrial properties, including related equipment

We develop strategies in order to capture the best market opportunity and maximize our clients' capital and assets. Our knowledge of the agribusiness market and our network allow us to access strategic and financial investors in several geographic locations, increasing the possibility of closing a deal and optimizing the transaction value.

### **Restructurings**

We diagnose the causes of our clients' financial imbalance, develop a consistent restructuring plan, and implement the reorganization and access to capital initiatives to get the company back to generating value for its partners or shareholders and stakeholders.

#### **❖ Financial Restructuring**

We act in the reorganization of the company's capital structure, generating stability and return of the business' growth capacity.

#### **❖ Corporate Turnaround**

We assist our clients in the execution of emergency actions to preserve cash, in the negotiation with creditors and suppliers, in the strategic repositioning of the business, in the improvement of corporate governance and operational processes, in the readjustment of the capital structure, in the access to sources of funding and in the adoption of other initiatives that provide conditions for the company to recover and become profitable again.

### **Capital Raising**

We recommend and seek the best capital alternatives according to the business needs and the company's strategy. We coordinate all the activities required to make capital raising possible for growing and mature companies.

#### **❖ Credit**

Obtaining working capital, receivables discounting lines and financing for expansion or for infrastructure projects through commercial banks, development banks or private credit funds.

#### **❖ Debt**

Raising funds by issuing debt in the capital markets or by private placement to qualified investors.

#### **❖ Equity**

Contribution of venture capital funds, private equity funds and institutional investors through the acquisition of quotas and shares of the partners or debt convertible into equity.



### **Structured Credit**

We develop differentiated credit solutions to meet the financing needs of established and growing companies in order to mitigate transaction risks and attract investor interest.

Debt issuance in the capital market, securitization of receivables, syndicated loans, barter financing programs, cash flow anticipation schemes, off-balance sheet transactions, and other mechanisms are taken into consideration to deliver customized solutions to our clients.

We analyze the situation, recommend alternatives, develop the financial modeling, structure the transaction, search for the most adequate lenders or funding sources, and coordinate the process until its closing.

## *Alternative Investment Funds*

**Alamos Capital** structures and operates alternative investment funds for companies and investors.

Structured funds, also known as alternative funds, are focused on real economy assets. They can be established for a company to meet certain capital needs, or by investors for differentiated returns or diversification. The main structured funds are:

- ❖ **Private Credit Funds (FIDC):** these are funds aimed at acquiring private credit securities, derived from a company's receivables. In this way, investors foster the flow of capital necessary for the company to grow by financing its purchases and sales on credit.
- ❖ **Private Equity Funds (FIP):** equity-focused funds seek to invest in promising companies for financial return with profit distribution or potential future sale. They can also be used by family companies for asset management or succession and tax planning. Foreigners can use equity funds as a strategy to acquire rural properties in Brazil.
- ❖ **Real Estate Funds (FII):** these types of funds have varied strategies, but are generally focused on acquiring or building property and obtaining financial gains through income from rental contracts (urban real estate) and leases (rural real estate) or profit from real estate appreciation when selling the property in the future.

## *Alternative Investment Funds*

**Alamos Capital** structures and operates alternative investment funds for companies and investors.

❖ **Agribusiness Funds (Fiagro):** these funds offer tax advantages and seek to attract resources from investors to invest in agribusiness assets, such as rural real estate or related to the sector's companies and production.

### **Project Horizon**

Alamos Capital is developing a project for financial promotion of strategic sectors of the economy by combining innovative software technologies and investor capital.

**Alamos Capital** advises clients in the negotiation and execution of strategic alliances, commercial agreements and operating partnerships in the following sectors:

### ❖ International Trade

#### **Agricultural Commodities**

We use our expertise and wide network of relationships in agribusiness to develop international trade agreements between Brazil and other countries. We develop partnerships with local trading companies interested in expanding their business abroad.

We support importers to establish an origination process for agricultural products and commodities in Brazil. We introduce producers, manufacturers and/or distributors and negotiate supply agreements.

We assist local companies in structuring their business to export agricultural commodities from Brazil. We add the financial and risk management structure to enable the business desired by our clients.

#### **Oil and Gas**

We have cooperation agreements with companies in South America, Europe, the Middle East and Africa for the supply of oil and natural gas products.

**Alamos Capital** advises clients in the negotiation and execution of strategic alliances, commercial agreements and operating partnerships in the following sectors:

### ❖ **Technology**

We support early-stage technology companies (startups) operating in agriculture and finance sectors (ag-techs and fin-techs) in the elaboration of a strategic plan, in the introduction and development of business with potential customers, in the building of strategic partnerships, and in the search for venture capital.

### ❖ **Insurance**

We support insurance companies in establishing strategic partnerships and distribution agreements, and in closing deals with major clients.

We assist companies in designing customized insurance solutions and in the negotiation terms and conditions with insurance companies.

# EXPERIENCE



2022 (ongoing)

## Project Florida

Sale of 100% of the Company and Assets

**Confidential**

Financial Adviser to the Seller

2022 (ongoing)

## Project Palmas

Sale of Distressed Assets

**R\$ 80.000.000**

Financial Adviser to the Seller

2021 (ongoing)

## Project Satis

Sale of Distressed Assets

**R\$ 300.000.000**

Financial Adviser to the Seller

2021 (ongoing)

## Project Siria

Sale of 100% of the Company and Assets

**US\$ 250.000.000**

Financial Adviser to the Seller

2021 (ongoing)

## Project Carolina

Divestment

**R\$ 105.000.000**

Financial Adviser to the Seller

2019

Capital Raising via Structured Credit

**Confidential**

Financial Adviser

2019

Sale of equity interest to venture capital funds Series A

**US\$ 7.600.000**

Financial Adviser

2018

Preparation of the company for the international market and raising of funds to finance exports

**US\$ 22.100.000**

Financial Adviser

2018

Export of live cattle to Turkey and raising of funds to finance the operation

**US\$ 9.229.868**

Financial Advisor and Operational Manager

2017 and 2016

Corporate Turnaround

**Confidential**

Financial Adviser

Note: to adequately represent the current purchasing power, the original values of the finalized transactions were monetarily updated for inflation as of July of each year until December 2021: values in BRL updated by the wholesale consumer price index (IPCA) published by the Brazilian Institute of Geography and Statistics (IBGE); values in USD updated by the consumer price index (CPI) published by the U.S. Bureau of Labor Statistics

# EXPERIENCE

2017 and 2014



Infrastructure Project Finance  
BNDES  
8 years

**R\$ 15.355.889**

Assessor Financeiro e Agente Repassador

2016



Infrastructure Project Finance  
BNDES  
10 years

**R\$ 16.600.278**

Assessor Financeiro e Agente Repassador

2015




Offshore Term Loan  
4 years  
Local Currency Term Loan  
1,5 years

**US\$ 5.840.000**  
**R\$ 14.200.000**

Financial Advisor and Lender

2015



Financial Restructuring  
Offshore Term Loan  
5 years

**US\$ 8.175.000**

Financial Advisor and Lender

2015




Indirect Export Financing



**US\$ 3.850.000**

Financial Advisor to the Exporter and Lender

2014



Offshore Term Loan  
3 years

**US\$ 41.500.000**

Financial Advisor and Lender

2014



Indirect Export Financing with Barter





**US\$ 12.050.000**

Financial Advisor, Structuring Agent and Lender

2014




Indirect Export Financing with Currency Hedge



**US\$ 7.000.000**

Financial Advisor to the Exporter and Lender

2014



Offshore Term Loan  
4 years

**US\$ 8.770.000**

Financial Advisor and Lender

2014



Export Prepayment  
1,5 years

**US\$ 6.500.000**

Financial Advisor and Lender

2014



Working Capital Financing

**R\$ 27.800.000**

Financial Advisor and Lender

2012

















Rural Product Bond issuance for purchase of animals for confinement

**R\$ 35.145.000**

Financial Advisor and Lender

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# EXPERIENCE

<p>2009</p>  <p>Agricultural finance with insurance protection</p>  <p><b>R\$ 2.062.645.800</b></p> <p>Structuring Agent and Lender</p>	<p>2008</p>  <p>Structured Sales Financing Program</p> <p><b>Confidencial</b></p> <p>Structuring Agent and Lender</p>	<p>2008</p>  <p>Supplier Financing Program</p> <p><b>R\$ 43.200.000</b></p> <p>Structuring Agent and Lender</p>	<p>2008</p>  <p>Structured Loan</p> <p><b>R\$ 216.170.000</b></p> <p>Structuring Agent and Lender</p>	<p>2007</p>  <p>Structured Loan</p> <p><b>R\$ 183.400.000</b></p> <p>Structuring Agent and Lender</p>	<p>2007</p>  <p>Structured Supplier Financing Program</p> <p><b>Confidencial</b></p> <p>Structuring Agent and Lender</p>
<p>2007</p>  <p>Supplier Financing</p> <p><b>R\$ 27.500.000</b></p> <p>Structuring Agent and Lender</p>	<p>2006</p>  <p>Structured Loan</p> <p><b>R\$ 237.700.000</b></p> <p>Structuring Agent and Lender</p>	<p>2006</p>  <p>Sales Financing Program</p> <p><b>R\$ 35.650.000</b></p> <p>Structuring Agent and Lender</p>	<p>2006</p>  <p>Supplier Financing</p> <p><b>R\$ 35.500.000</b></p> <p>Structuring Agent and Lender</p>	<p>2005</p>  <p>Supplier Financing Program</p> <p><b>R\$ 37.000.000</b></p> <p>Structuring Agent and Lender</p>	<p>2005</p>  <p>Structured financing to cooperative members with barter (exchange of inputs for outputs)</p> <p><b>R\$ 24.700.000</b></p> <p>Structuring Agent and Lender</p>

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# EXPERIENCE

2004



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 63.600.000**

Structuring Agent and Guarantor

2004



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 42.500.000**

Structuring Agent and Guarantor

2004



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 42.500.000**

Structuring Agent and Guarantor

2004



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 10.600.000**

Structuring Agent and Guarantor

2003



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 36.500.000**

Structuring Agent and Guarantor

2003



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 16.800.000**

Structuring Agent and Guarantor

2003




Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 14.000.000**

Structuring Agent and Guarantor

2003



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 12.660.000**

Structuring Agent and Guarantor

2003



Sales Financing with Barter  
(exchange of inputs for output)



**R\$ 10.700.000**

Structuring Agent and Guarantor

2003



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 14.000.000**

Structuring Agent and Guarantor

2003




Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 14.000.000**

Structuring Agent and Guarantor

2003



Sales Financing with Barter  
(exchange of inputs for output)

**R\$ 8.500.000**

Structuring Agent and Guarantor

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# EXPERIENCE

2021



Commercial Partnership



Business Development

2021




Commercial Partnership




Business Development

2021



We create chemistry

Commercial Partnership



Business Development

2021




Commercial Partnership




Business Development

2020



Operational and Commercial Partnership



Business Development

2019



Operational and Commercial Partnership



Business Development

2005 - 2002




Structured Financing with Insurance Guarantee




R\$ 45.217.248

Business Development

2005



Structured Financing with Insurance Guarantee



Confidential

Business Development

2005 - 2002




Offtake Agreement




Business Development

2004 - 2003




Offtake Agreement



Business Development

2004




We create chemistry

Barter Program




Business Development

2004

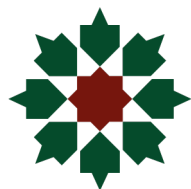


Business Partnership loyalty program with insurance guarantee



Business Development

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**C O N T A C T**

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