



Latin America Timberlands Investment Conference August 25 - 26, 2014 - Rio de Janeiro, Brazil

April, 2014

Dear Delegate

Since our last newsletter in March, as a result of unprecedented interest in the meeting including requests for presentation slots, we have decided to extend this important Timberland Investment meeting on August 25-26 from 1 ½ days to 2 full days.

The meeting will be followed by a Field Trip to Curitiba, in Parana State, Southern Brazil on Wednesday, August 27 to visit Arauco Forest Plantations and also the Berneke Sawmilling Operations.

The conference will be held at the Sheraton Rio Hotel (Leblon area), under the “Two Brothers” mountains, and which also has its own private beach.



“Sheraton Rio Hotel”, close to Rio’s world famous “Leblon” beach

Note: We are holding a limited number of rooms only for delegates, so we would strongly encourage you to register early; to enjoy the early bird rate and to secure a room.

Conference fee discounts apply for multiple- delegates from the same company or organisation, and sponsorship packages can be seen on the website which is below. This will also be an excellent “networking” meeting.

This DANA Conference is fully supported by high profile Brazilian law firm Gasparini, De Cresci e Nogueira de Lima Advogados; and by Pöyry Management Consulting Latin America; and by several other Brazilian companies.

Of the 21 full speaker presentation slots, we now have 19 (90%) filled and expect the others to be confirmed shortly. There are still a few panelist places available for a **“Foreign Timberland Investor**

Forum - Why Brazil/Latin America: and Experiences" (those interested in being a panelist; please contact the administrator, Mariela Ferrari).

The present programme, can be opened from the website, or [click here](#)

In each newsletter we profile some confirmed speakers with their presentation titles. In our March newsletter we profiled confirmed speakers **Robert Flynn** of RISI, **Aldo de Cresci** of Gasparini, De Cresci e Nogueira de Lima & **Glenn Dunaway**, Partner Morris Manning and Martin Atlanta USA; **Jefferson Mendes**, CEO Pöyry Silviconsult; **Germano Vieira**, Forestry Director Eldorado Brazil and **Marco Tuoto**, Director of Tree Florestal.

Other confirmed speakers include:

- **Henrique Aretz**, CEO Vision/VBI Timberland who will be speaking on: ***"The Relative Returns from Timberland and Agriland Investment in Brazil"***.
- **Fernando Abucham**, Director COPA Investments. Fernando is a pioneer in the development of Brazilian Institutional and high net wealth timberland fund management. He was previously a partner in the fund management company Claritas Investments and was earlier an executive of Goldman Sachs in Brazil. Fernando formed COPA Investments in April 2012. Fernando's presentation will be on: ***"The Growth of Institutional Timberland Funds and Investors in Brazil"***.
- **Michael Cerchiaro**, Director of Forest Investment Associates (FIA). FIA is a major United States TIMO which until recently had invested clients funds only in the United States. However, it is now expanding out to invest internationally and has a special interest in Latin America. Michael will be talking on: ***"Foreign Institutional Investment in Brazilian/Latin American Timberland – Due Diligence and Required Returns"***.
- **Seth Palmer**, Associate Director Metlife Timberland Finance Group. United States based Metlife has been an important supplier of debt finance to timberland investors for decades. It is also moving into the international timberland investment arena and Seth's title will be: ***"Risk Consideration and Interest Rates for Leveraged Latin American Timberland Investments"***.
- **Professor Saulo Guerra**, who is an expert on Sao Paulo and Brazil wide use of biomass for energy generation including heat and electricity. Professor Guerra's presentation is entitled: ***"Specialist Wood Energy Plantations in Brazil: A case study"***.

And -- just as we were completing this newsletter, we received confirmation of two certain, and one probable speakers, including:

- **Steve Gretzinger** (Global Forestry Specialist for International Finance Corporation [IFC] based in Managua, Nicaragua) who will speak on: ***"Teak Plantations in Central America & Mexico"***; and who will also participate in a panel, describing a ***new IFC initiative in a major sustainable native forest concession investment in the Amazon.***
- **Elizabeth de Carvalhaes** (CEO Tree Brazil Industry (IFA -- recently formed with the merger of previous Industry Associations Bracelpa and Abraf), who will speak on: ***"The Impact of the New Major Brazilian Forestry and Forest Industry Association IFA"***.

- **Silvio Teixeira** (CEO of Brookfield Timber Brazil) may be available to speak or be panelist. Brookfield Brazil has been a long time investor in timberlands and land in Brazil; and recently closed on a huge 1.4 billion reis purchase transaction from plantation and pulp mill owner Fibria Celulose.

We will introduce other confirmed speakers in future newsletters. The speakers are also profiled on the website.

All [Field Trip](#) arrangements on 27 August have been finalised to visit Arauco's plantations near Curitiba and in the afternoon, a saw mill owned by Berneck SA Paineis e Serrados. Berneck started operations in 1952 and owns particleboard, HDF and MDF factories and a sawmill in Paraná State, together with almost 60,000 ha of pine plantations. It also owns 4,000 ha of teak plantations in the state of Mato Grosso. Berneck Sawmill has a capacity of over 200,000 m3 per year with equipment imported from Canada and Germany.

Please note that full simultaneous translation (English/Portuguese & Portuguese/English) will be available at the conference.

To open the website and to view all tabs covering Conference and Field Trip programs, a Accommodation, Registrations, Sponsorship Packages please click here:

<http://danariotimberland2014.com>,

Please do not hesitate to contact myself or the conference organiser, Dennis Neilson of DANA dana@dana.co.nz, Phone +64 7 349 2764; or skype: dennis.neilson, to further discuss any aspect of the Conference or Field Trip.

Looking forward to receiving your news soon!

With my best regards,

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