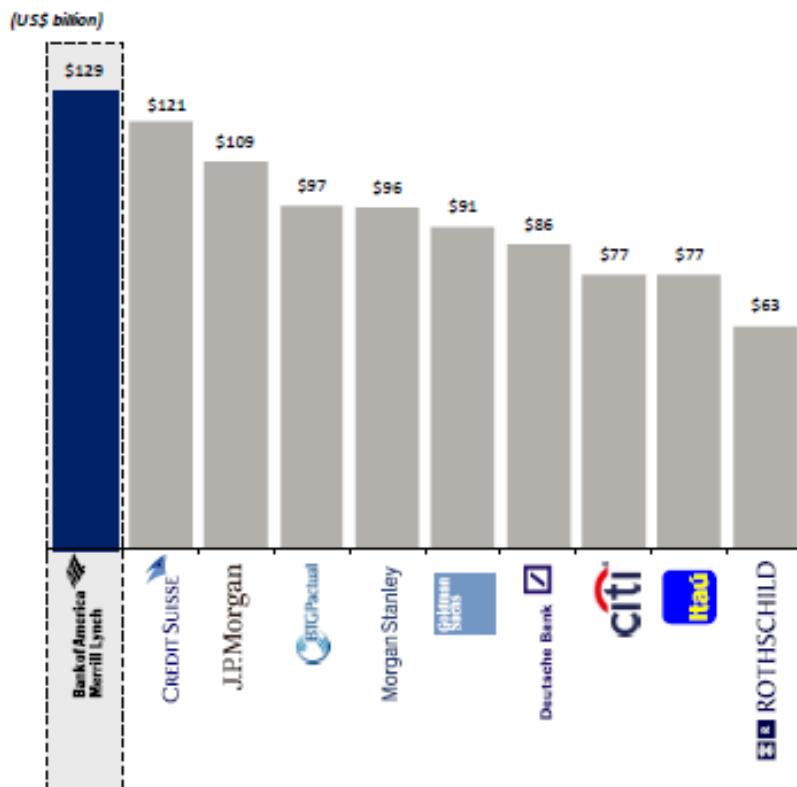


# Leading M&A Advisory Platform in Latin America

## 2012-2015 LatAm M&A League Tables<sup>(1)</sup>

Market Share: 26.7%, 24.9%, 22.6%, 19.9%, 19.5%, 18.7%, 17.8%, 15.9%, 15.9%, 13.0%



Consistent track-record as a leading strategic advisor in the region

## Recent BofAML Key Deals

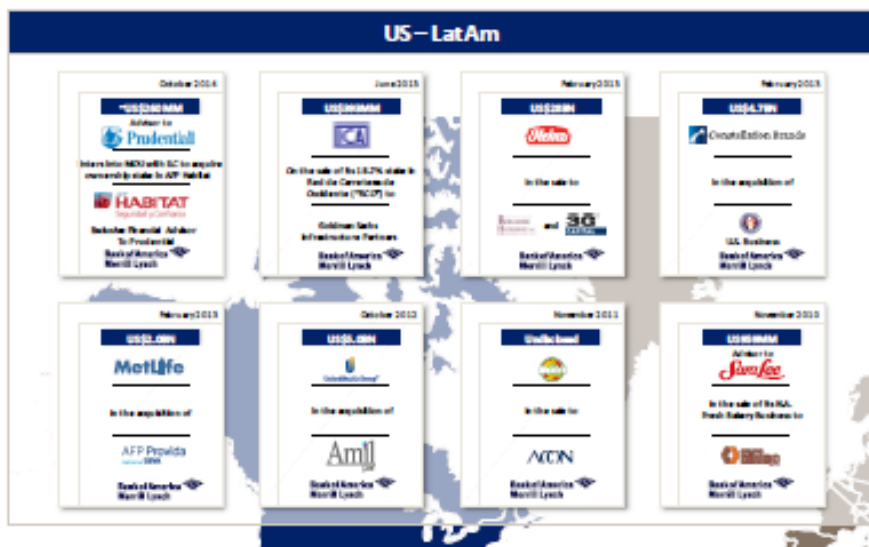


Wealth of experience as advisor in the most relevant deals in the region

Source: Dealogic, Company filings.

1 (1) Source: Dealogic, for announced deals over US\$50mm for the period from January 1, 2012 to June 30, 2015.

# Selected Cross Border LatAm M&A Credentials



Source: Company filings and Dealogic

2 (1) Includes the equity purchase of 53.5% of DIFA

# Selected Colombia M&A Advisory Credentials

1

**EUROMONEY**  
AWARDS FOR EXCELLENCE  
2014

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**Best Global  
Investment Bank**

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Bank of America  
Merrill Lynch

1

**EUROMONEY**  
AWARDS FOR EXCELLENCE  
2013

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**Best Investment  
Bank in Colombia**

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Bank of America  
Merrill Lynch

December, 2014

**US\$320MM**

Advisor to  
**Pacific**

---

Has agreed to  
sell 43% to

**RIFC**  
And a  
Consortium  
of Investors

Bank of America  
Merrill Lynch

January, 2014

**Undisclosed**

Advisor to  
**CORBANCA**

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Has Agreed to Merge with

**Hao**

Leading Financial Advisor  
to Corbanca

Bank of America  
Merrill Lynch

September, 2013

**US\$1.5BN**

Advisor to  
**Pacific**

---

In the acquisition of a 100%  
interest in

**WATERLOO**

Exclusive Advisor

Bank of America  
Merrill Lynch

September, 2012

**US\$250MM**

Advisor to  
**Pacific**

---

In the acquisition of a 35% interest  
in the Karoon blocks in Brazil from  
Karoon Gas Australia

Exclusive Advisor

Bank of America  
Merrill Lynch

April, 2012

**US\$335MM**

Advisor to  
**Pacific**

---

In the acquisition of a 40% interest  
to explore and develop an offshore  
block in Peru from BPZ Resources

Exclusive Advisor

Bank of America  
Merrill Lynch

March 2012

**US\$4,700MM**

Advisor to  
**Telefónica**

---

Write merger in Colombia of  
**Telefónica**  
and the acquisition by the  
Colombian Government of 49% of  
the shares of **Perpet**

Exclusive Self-Side Advisor

Bank of America  
Merrill Lynch

December, 2011

**US\$1,225MM**

Advisor to  
**Santander**

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Santander Colombia

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in the sale of Banco  
Santander Colombia

Exclusive Self-Side Advisor

Bank of America  
Merrill Lynch

September, 2011

**US\$1.80MM**

Advisor to  
**North Cove Partners**

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North Cove Partners

---

In the sale of Convermax  
to Convejal Empaques

Exclusive Self-Side Advisor

Bank of America  
Merrill Lynch

July, 2011

**US\$1,500MM**

Advisor to  
**ITOCU**

---

in the  
sale of 20% stake to Itochu

Exclusive Self-Side Advisor

Bank of America  
Merrill Lynch

September, 2010

**Undisclosed**

Advisor to  
**TELEFONIA**

---

in the minority Stake Sell

Exclusive Self-Side Advisor

Bank of America  
Merrill Lynch

February, 2010

**US\$3,000MM**

Advisor to  
**TACA**

---

in its merger with

**Avianca**

Co-Advisor

Bank of America  
Merrill Lynch

July, 2005

**US\$7,800MM**

Advisor to  
**SAB**

---

in the acquisition of

**IB**

Exclusive Advisor

Bank of America  
Merrill Lynch

Unparalleled track record of M&A advisory in Colombia