

Institutional Presentation and Credentials

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A Local Firm With Global Understanding

Our Firm

A wide banner image showing a person standing on the peak of a large, dark rock. The person is silhouetted against a bright blue sky with scattered white clouds. The rock is rugged and textured. The overall mood is one of achievement and reaching a goal.

We Achieve Our Goals

[Prime Capital Advisors](#) is an investment banking firm focused on providing Advisory to national and international clients. Our capabilities include transactions in Mergers and Acquisitions, Debt Structuring and Restructuring, Valuations, Business Development and Advisory for the Financing of Infrastructure Projects.

We choose to work with companies whose projects have a positive impact on society, that clearly promote corporate governance practices and that act with sincere social and business responsibility for the benefit of the community where they carry out their activities.

Our partners have extensive experience in the financial and business fields, enjoying recognized prestige in the national and international financial community. This allows us to develop our advisory practice and serve our clients with independence, leadership and at the same time in a personalized way, maintaining an international quality of work in all the transactions that they require. We participate in the origination, design, structuring, negotiation and closing of complex transactions, where expert knowledge, attention to details and creativity to pose various scenarios, allow us to comprehensively advise leading national and international companies, fully complying with the objectives of the advisory and the success of our clients.

Our Firm



What Set us Apart

Local Firm With Global Understanding

Our team has been trained in the best universities in America and Europe, working professionally with international firms, which allows us to advise clients of various nationalities and maintain a global network of contacts that facilitates the successful execution of our mandates.

Comprehensive Advisory

We advise our clients in an integral way through the development of solid and innovative structures, which consider not only the commercial aspects of a transaction or project, but also incorporate the best credit practices in the market, identifying risks in order to mitigate them appropriately.

Senior Advisory For Our Clients

Committed to the long-term development of our clients, the transactions and advisories are conducted exclusively and actively by the Partners of our firm who are fully involved contributing all their experience in each stage of the processes.

Integrity

We choose to work with clients who share our values and work philosophy, which allows us to execute our advisories under the highest standards of transparency and good practices.

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Our Capabilities

Our Capabilities



Company Advisors

Debt Structuring

- Capital markets
- Local financial system
- International financial institutions
- Funds

M&A

- Buy/Sell and mergers of ongoing businesses
- Targets identification
- Identification of strategic and financial partners
- Transaction arrangement, negotiation and closing

Project Finance

- Project financial analysis
- Assessment of bankability alternatives
- Advisory on the economic bid
- Advisory on the financing

Valuations

- Valuation of companies by discounted cash flow
- Valuation by comparable transactions and multiples
- Brand valuation
- Fairness opinion

Business Intelligence

- Development of new businesses
- Financial modelling
- Identification of business risks
- Designing strategies for businesses
- Performance matrices

3

Experience

Our Experience

16

Years of
Experience

104

Clientes
Corporativos

\$1,547m

50 Debt
Advisories

\$1,535m

71 M&A
Advisories

\$28,468m

79 Project Finance
Advisories

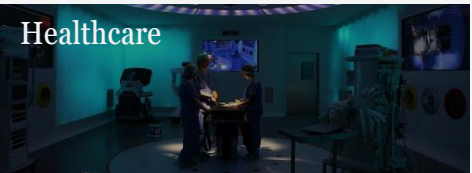
Our firm has been involved in the modelling, debt structuring and financial closings for companies and projects, and in M&A transactions for +USD3Billion (value of executed transactions) in LATAM.

Together, our partners have participated in the structuring of financial debt and in M&A operations for +USD6Billion in their different professional activities before and with Prime Capital Advisors, which allows us to execute our advisories in time and quality, achieving our clients' goals.

Our experience and expertise allows us to identify the drivers of success and the main risks of various industries, providing detailed advisory, serving various mandates and providing recommendations to Shareholders, Directors and Managers for their decision-making processes in a rapidly-changing and increasingly complex world, which has position us as one of the most recognized investment banking firms in Peru.



Covered Industries



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Our Team

Our Team

RAMESH AGRAWAL

Partner

+28y experience

Economist - Universidad del Pacífico

Masters in Finance - London Business School

ramesh.agrawal@prime-capital.co

Founding member of the firm.

Corporate finance and financial advisory professional, with experience in M&A transactions, debt-structuring and debt-restructuring transactions and in the assessment and financing of infrastructure projects for domestic and foreign corporations for over US3Bn in transactions in Peru and other Latam countries.

He has been CFO of Olmos Concessions; Corporate Finance Manager of Ernst & Young; Corporate Finance Senior Associate of Arthur Andersen; financial advisor for Comexperú and Chief of economic research at 1/2 De Cambio consulting company.

Vice-President of INCHAM (India-Peru Chamber of Commerce) until 2015.

Languages: Spanish, English, Portuguese

RAFAEL DERTEANO

Partner

+24y experience

Economist – Pontificia Universidad Católica del Perú

MBA – INCAE / Universidad Adolfo Ibañez

rafael.derteano@prime-capital.co

Member since 2017.

Professional with experience in banking, corporate and project financing for leading global and regional banks, in transactions for +USD3.5Bn.

For 6 years, he was a founding member and Senior Banker of ITAU BBA Bank in Peru. Previous to that, he was founding member and Regional Relationship Manager for HSBC for over 4 years, as well as Manager in different divisions for Citibank in Peru for over 7 years.

He is a finance lecturer in financial risk analysis for Pontificia Universidad Católica del Perú.

Languages: Spanish, English, Portuguese

ALVARO GARCÍA

Analista

+3 años de experiencia

Ingeniería Industrial - Universidad de Ingeniería y Tecnología (UTEC)

alvaro.garcia@prime-capital.co

Analyst since 2024.

He previously worked at Banco Santander as a Corporate and Investment Banking Intern and as a Corporate Banking Intern (Factoring).

He has completed an internship at the Mexican investment banking firm Dadoo & Asociados.

Languages: Spanish and English

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Contact Us

Contact Us

We are based in Lima, the financial and political center of Peru, one of the fastest growing economies in the South American region.

Ramesh Agrawal

ramesh.agrawal@prime-capital.co

+51 987 989 620

Rafael Derteano

rafael.derteano@prime-capital.co

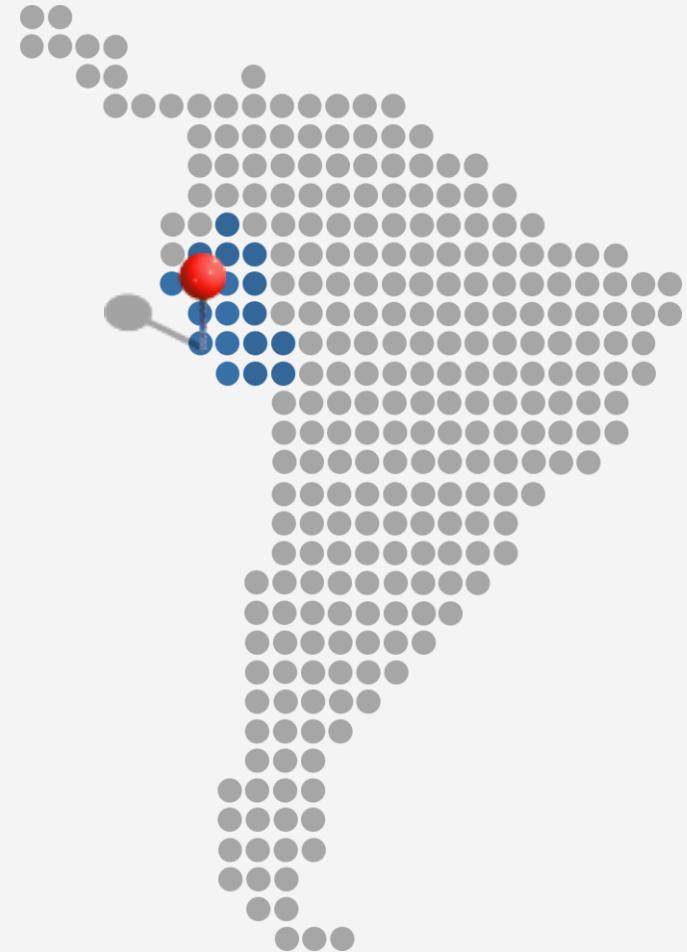
+51 987 911 013

Alvaro García

alvaro.garcía@prime-capital.co

+51 934 916 993

www.prime-capital.co



Contact Us

We keep close contact with our stakeholders through different platforms



www.prime-capital.co



www.linkedin.com/company/prime-capital-advisors

