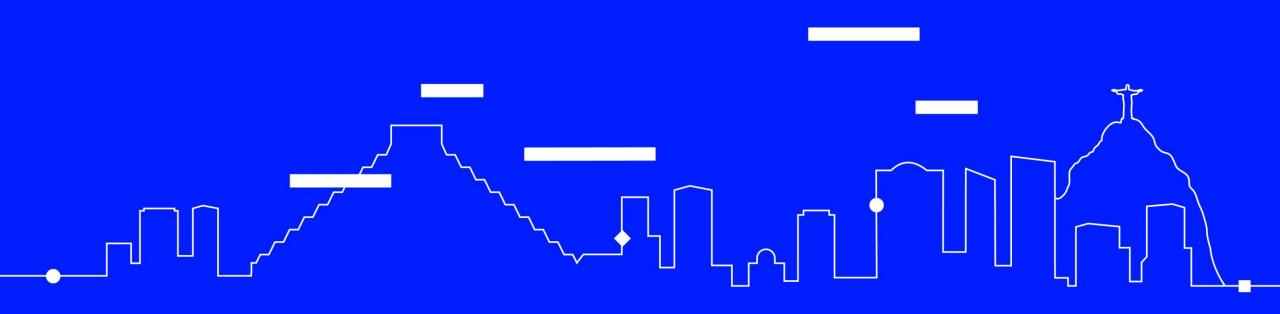
# Latin America Investment Banking Review First Half 2022

Refinitiv Deals Intelligence

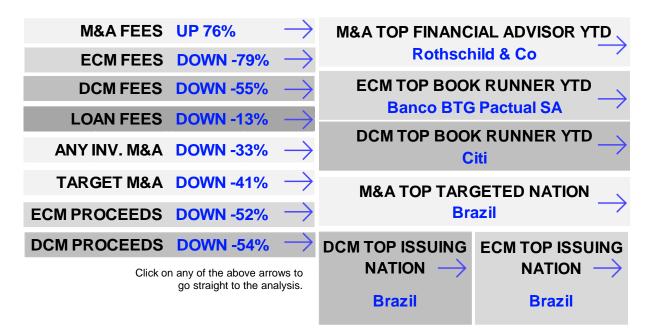




## **QUARTERLY HIGHLIGHTS**

#### LATAM INVESTMENT BANKING ACTIVITY

#### **HIGHLIGHTS**





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### REPORT **SUMMARY**

#### **INVESTMENT BANKING FEES**

Investment banking fees in Latin America (LATAM) earned a total of US\$1.2 billion in the first half of 2022, down 24% from the same period last year. Feed from completed mergers and acquisitions reached US\$763 million, up 76% from the same period last year and the highest first-half total on record. M&A fees in the LATAM region accounted for 63% of the overall investment banking fee pool, the highest proportion since records began in 2000. Equity underwriting fees recorded US\$135.5 million, a 79% decline and the lowest first-half total since 2016. Debt capital market fees declined 55% to US\$165 million year-to-date and made up just 14% of the overall investment banking fee pool, the lowest proportion since records began in 2000. Syndicated lending fell 13% in the first half of the year to US\$157 million, a two-year low. Brazil earned 36% of overall investment banking fees in LATAM earning US\$437 million in 2022. The financial sector earned one-third of overall fees earning US\$390 million. JP Morgan earned the most investment banking fees in the LATAM region with a total of US\$87.7 million or 7.2% market share.

#### **MERGERS & ACQUISITIONS**

Announced M&A with any LATAM involvement totalled US\$69.8 billion in the first half of 2022, down 33% from the same period last year. M&A with a LATAM target reached US\$46.2 billion, down 41% from 740 deals. Outbound M&A in LATAM reached US\$5.9 billion, down 37% from the same period last year while Inbound M&A fell 54% to US\$18.1 billion. Domestic M&A earned US\$28.1 billion, showing more activity taking place within the region despite falling 21% year on year. The largest any LATAM M&A deal so far in 2022 is UAE's telecommunications unit Atlas 2022 acquiring a stake in Vodafone worth US\$.4 billion in May. The financials industry had the most activity with US\$12.3 billion in deal volume, or 27% of LATAM's target M&A. Brazil was the most targeted nation in Latin America with 62% of M&A activity taking place in Brazil. Mid-market M&A volume totalled US\$16.8 billion in the first half of 2022, down 24% in deal value from the same period last year and a two-year low. Rothschild takes the top spot in the any LATAM involvement financial advisor rankings with advisory work on deals worth a combined US\$10.5 billion or 15% market share.

#### **EQUITY CAPITAL MARKETS**

Equity capital markets in LATAM reached US\$10.5 billion in the first half of 2022, down 52% from the same period last year and the slowest start to a year since 2016. Latin America's market was largely driven by follow-on offerings with 18 out of 21 ECM issuances being follow-ons. The IPO market raised just US\$242.6 million from 3 offerings, its lowest total in proceeds raised since 2003. The largest deal of the year was the follow-on offering from electric utility company Centrais Electricas Brasileiras raising US\$5.9 billion. Energy and Power had the most proceeds raised as an industry with US\$7.5 billion raised so far this year. Banco BTG Pactual takes the top spot in the Latin American ECM underwriting league table underwriting US\$1.4 billion in deals or a 14% market share.

#### **DEBT CAPITAL MARKETS**

Latin American debt capital markets raised a total of US\$55.8 billion from 201 issuances, falling 54% from the same period last year and the lowest first-half total since 2009. Investment Grade corporate debt raised US\$21.6 billion down 38% from the same period last year and the lowest first-half total in the region since 2008. High-yield corporate debt halved in value raised from the same period last year, with US\$1.4 billion raised in the region. Mexico's US\$5.7 billion bond offering was the largest debt issuance in the region so far this year. Brazil was the most active nation in the region with US\$15.4 billion raised in 2022. Citi takes the top spot in the Latin America debt capital markets league table rankings with a 12% share of the market followed by JP Morgan with an 11% market share.





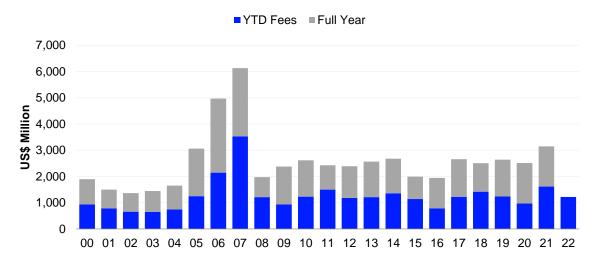




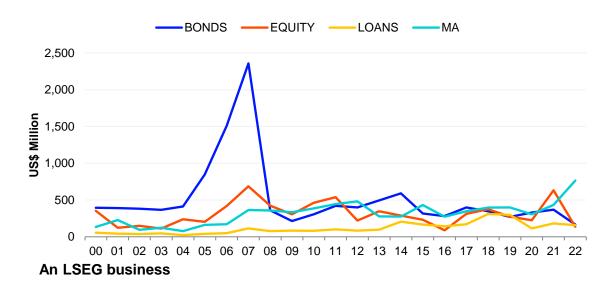
## **INVESTMENT BANKING FEES**

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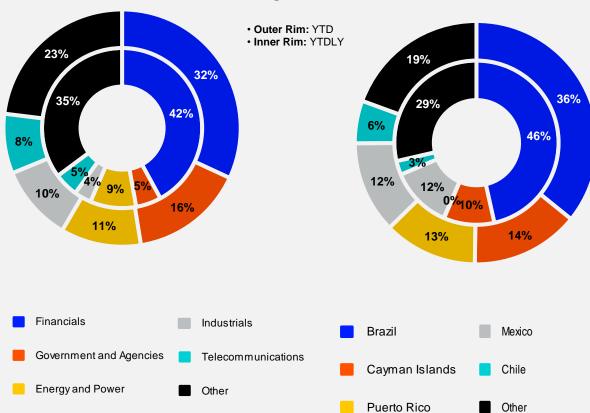
#### **INVESTMENT BANKING FEES VOLUMES**

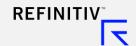


#### **INVESTMENT BANKING FEES BY ASSET CLASS**



#### TOP FEE PAYING INDUSTRIES TOP FEE PAYING COUNTRIES

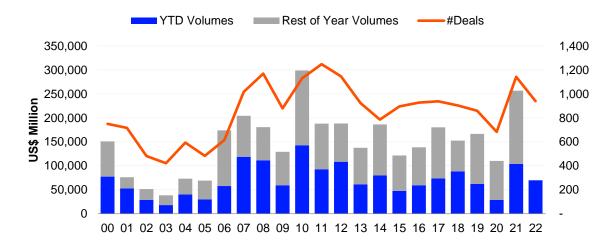




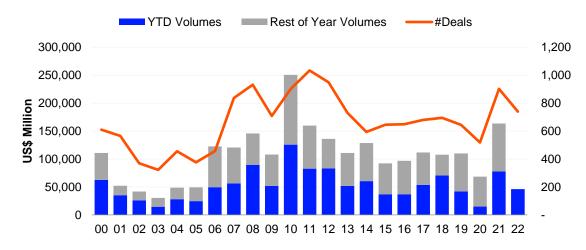
## MERGERS & ACQUISITIONS

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#### ANY INVOLVEMENT M&A VOLUMES & NUMBER OF DEALS



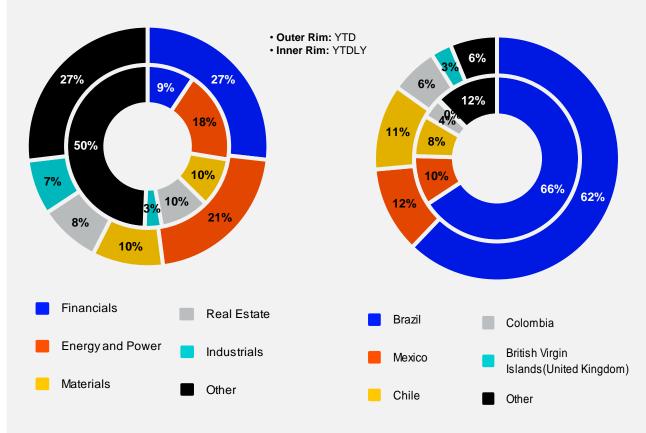
#### **TARGET M&A VOLUMES & NUMBER OF DEALS**



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#### TOP TARGETED INDUSTRIES TOP 1

#### **TOP TARGETED COUNTRIES**

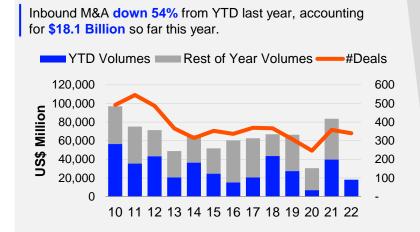




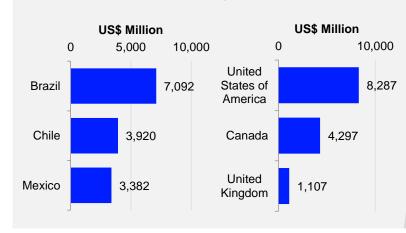
## MERGERS & ACQUISITIONS

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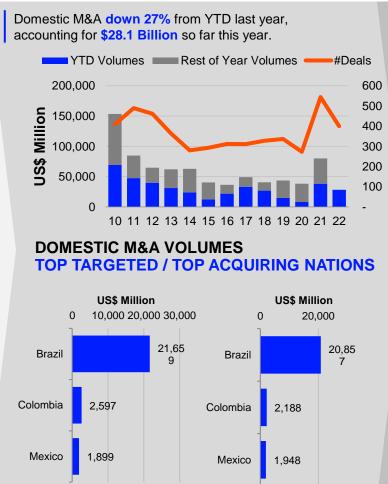
#### **INBOUND M&A**



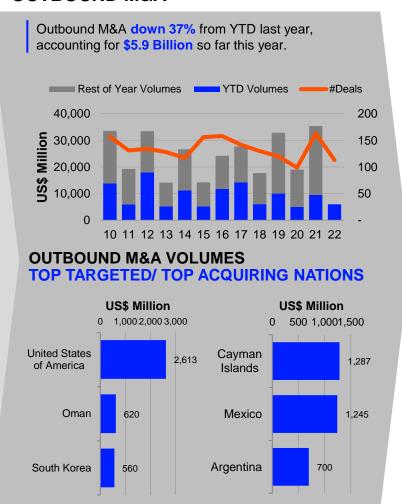
## INBOUND M&A VOLUMES TOP TARGETED / TOP ACQUIRING NATIONS



#### **DOMESTIC M&A**



#### **OUTBOUND M&A**

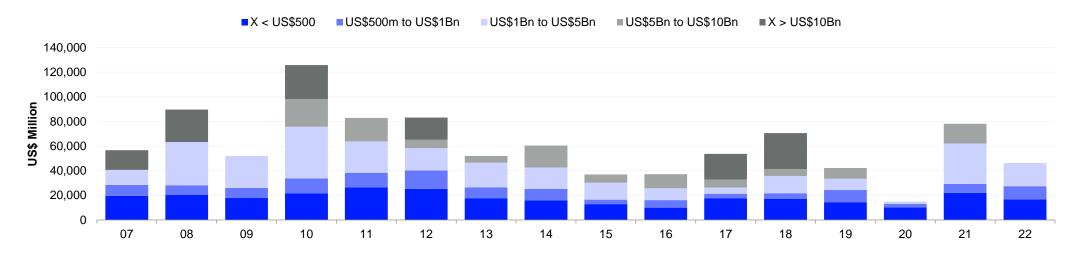




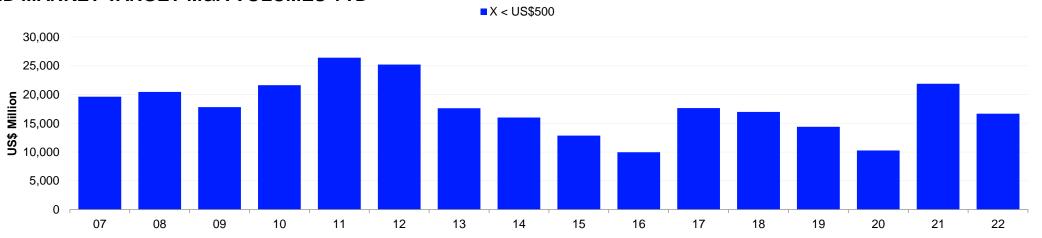
## LATAM MERGERS & ACQUISITIONS

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#### TARGET M&A VOLUMES BY DEAL SIZE



#### MID MARKET TARGET M&A VOLUMES YTD





## LATAM MERGERS & ACQUISITIONS

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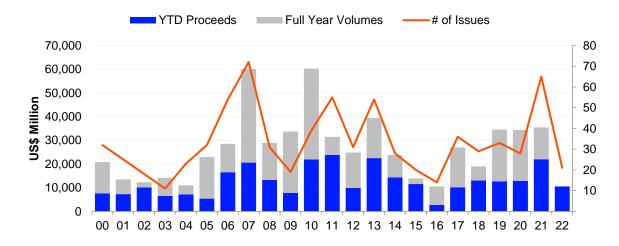
#### ANY INVOLVEMENT M&A TOP DEALS YTD

Ranking Value (\$Mil)	Status	Rank Date	Target Name	Target Nation	Target Industry	Target Advisors	Acquiror Name	Acquiror Nation	Acquiror Industry	Acquiror Advisors
4,400.0	Completed	13/05/2022	Vodafone Group PLC	United Kingdom	Telecommunicati ons	-	Atlas 2022 Hldg Ltd	Utd Arab Em	Financials	Citi
3,102.9	Pending	23/02/2022	Sul America SA	Brazil	Financials	Olimpia Partners Rothschild & Co Oaklins	Rede D'Or Sao Luiz SA	Brazil	Healthcare	Vinci Partners Banco BTG Pactual SA Banco Bradesco SA Banco Itau-BBA SA
2,228.2	Pending	28/06/2022	Playtika Holding Corp	Israel	High Technology	-	Joffre Palace Holdings Ltd	United States	Financials	UBS Investment Bank
2,200.1	Pending	27/04/2022	Petrobras-Albacora Leste	Brazil	Energy and Power	Rothschild & Co Scotiabank	Petro Rio Jaguar Petroleo Ltda	Brazil	Energy and Power	Morgan Stanley Banco Safra SA
2,184.0	Pending	14/01/2022	BR Malls Participacoes SA	Brazil	Real Estate	Banco Itau-BBA SA	Aliansce Sonae Shopping Center	Brazil	Real Estate	Banco BTG Pactual SA
2,146.2	Pending	31/05/2022	Celsepar Centrais Eletricas	Brazil	Energy and Power	Goldman Sachs & Co	Eneva SA	Brazil	Energy and Power	Lazard
2,000.0	Pending	20/05/2022	Denway Dvlp Ltd	Indonesia	Financials	-	Seroja Investments Ltd	Singapore	Industrials	
1,700.0	Completed	17/02/2022	Drawbridge Rlty Mgmt- Office	United States	Real Estate	-	Global Atlantic Finl Grp Ltd	United States	Financials	Duff & Phelps Corp
1,618.6	Completed	29/04/2022	XP Inc	Brazil	Financials	XP Investimentos	Itau Unibanco Holding SA	Brazil	Financials	Banco Itau-BBA SA
1,485.4	Completed	17/03/2022	Grupo Aeromexico SAB de CV	Mexico	Industrials	Rothschild & Co FTI Consulting Inc Moelis & Co Evercore Partners AlixPartners PJT Partners Inc Barclays	Creditors	Mexico	Financials	

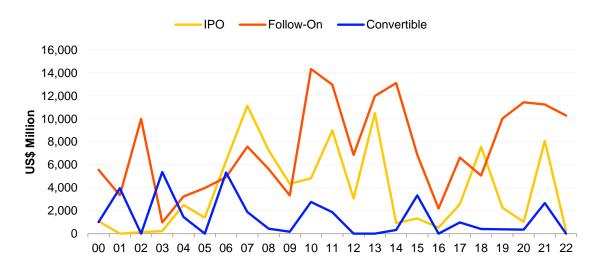
## EQUITY CAPITAL MARKETS

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#### **ECM PROCEEDS**

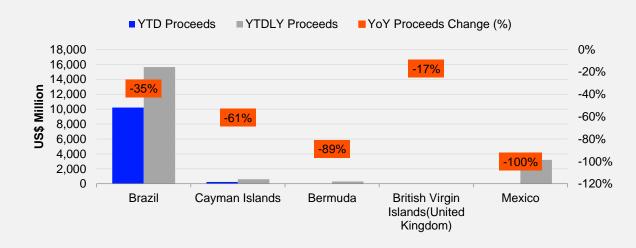


#### **ECM PROCEEDS BY ISSUE TYPE**

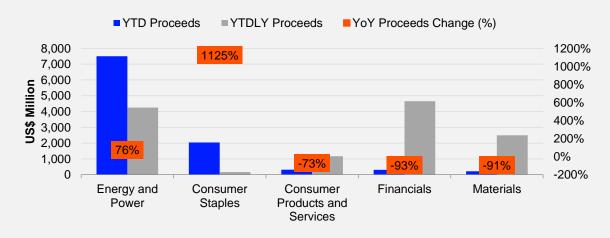


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#### **TOP ISSUING COUNTRIES**



#### **TOP ISSUING INDUSTRIES**

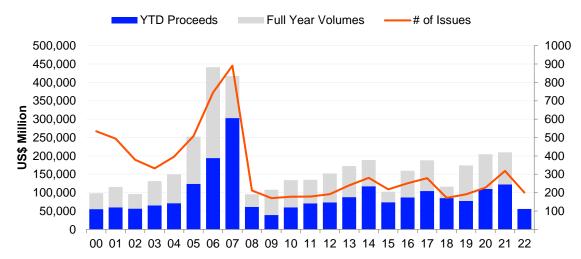




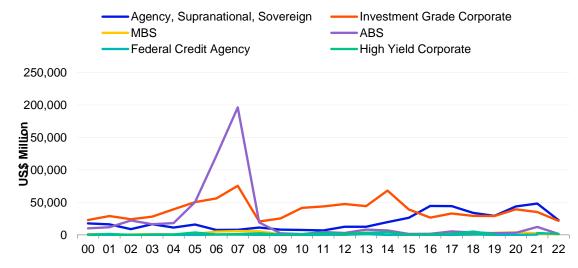
## DEBT CAPITAL MARKETS

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#### **DCM PROCEEDS**

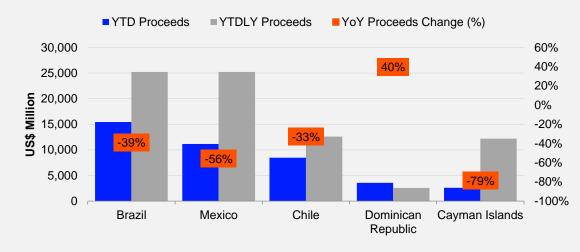


#### **DCM PROCEEDS BY ISSUE TYPE**

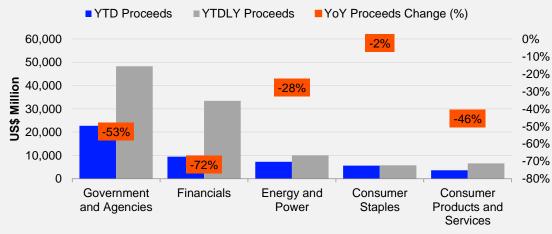


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#### **TOP ISSUING COUNTRIES**



#### **TOP ISSUING INDUSTRIES**





## **EQUITY & DEBT CAPITAL MARKETS TOP DEALS**



#### **ECM TOP DEALS YTD**

Issue Date	Proceeds (\$ mil)	Issue Type	Issuer	Nation	Industry	Mid Industry	Primary Exchange
09/06/2022	5,971.4	Follow-On	Centrais Eletricas Brasileiras	Brazil	Energy and Power	Power	PAOLO
01/02/2022	1,025.5	Follow-On	BRF SA	Brazil	Consumer Staples	Food and Beverage	PAOLO
24/06/2022	801.3	Follow-On	Eneva SA	Brazil	Energy and Power	Power	PAOLO
08/02/2022	529.0	Follow-On	Equatorial Energia SA	Brazil	Energy and Power	Power	BMFBO
22/02/2022	493.9	Follow-On	Alpargatas SA	Brazil	Consumer Staples	Textiles & Apparel	PAOLO

#### **DCM TOP DEALS YTD**

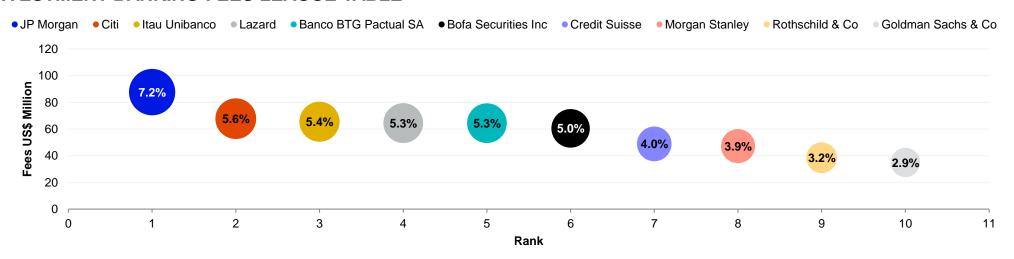
02/03/2022	1,998.4	Agency, Supranational, Sovereign	Chile	Chile	Government and Agencies	National Government	U.S. Dollar
08/02/2022	1,749.8	Emerging Market Corporate Investment Grade Corporate	CFE	Mexico	Energy and Power	Power	U.S. Dollar
19/01/2022	1,489.9	Emerging Market Corporate Investment Grade Corporate	Jbs Usa Lux S.A.	Luxembourg	Consumer Staples	Food and Beverage	U.S. Dollar
20/01/2022	1,091.9	Emerging Market Corporate	Central American Bottling Ass	Guatemala	Energy and Power	Water and Waste Management	U.S. Dollar
30/03/2022	1,000.0	Emerging Market Corporate	America Movil SAB de CV	Mexico	Telecommunications	Wireless	U.S. Dollar
07/02/2022	907.7	Agency, Supranational, Sovereign	Mexico	Mexico	Government and Agencies	National Government	EURO



### **INVESTMENT BANKING FEE LEAGUE TABLES**



#### INVESTMENT BANKING FEES LEAGUE TABLE



#### **INVESTMENT BANKING FEES LEAGUE TABLE (US\$MIL)**

2022	2021	BANK NAME	FEES JS\$Mil)	FEES YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	1	JP Morgan	\$ 87.7	-52.9%	7.2%	-4.4%	36	-59.1%
2	2	Citi	\$ 67.8	-47.5%	5.6%	-2.5%	39	-57.1%
3	4	ltau Unibanco	\$ 65.5	-32.5%	5.4%	-0.7%	81	-25.0%
4	31	Lazard	\$ 64.5	670.7%	5.3%	4.8%	6	50.0%
5	3	Banco BTG Pactual SA	\$ 64.4	-36.7%	5.3%	-1.0%	51	-46.9%
6	5	Bofa Securities Inc	\$ 60.6	-36.7%	5.0%	-1.0%	37	-41.3%
7	10	Credit Suisse	\$ 48.9	-6.3%	4.0%	0.8%	24	-22.6%
8	8	Morgan Stanley	\$ 47.3	-31.4%	3.9%	-0.4%	21	-56.3%
9	19	Rothschild & Co	\$ 38.5	100.0%	3.2%	2.0%	13	85.7%
10	6	Goldman Sachs & Co	\$ 35.0	-61.7%	2.9%	-2.8%	23	-53.1%
		TOTAL	\$ 1,221.5	-24.3%			600	-24.1%



### **INVESTMENT BANKING FEE LEAGUE TABLES**



#### M&A FEES LEAGUE TABLE (US\$MIL)

2022	2021	BANK NAME	(	FEES US\$Mil)	FEES YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	16	Lazard	\$	64.5	670.7%	8.4%	6.5%	6	50.0%
2	3	Banco BTG Pactual SA	\$	43.1	28.5%	5.6%	-2.1%	21	-34.4%
3	14	Morgan Stanley	\$	40.1	340.2%	5.3%	3.2%	7	40.0%
4	8	Itau Unibanco	\$	39.0	140.6%	5.1%	1.4%	19	46.2%
5	6	Rothschild & Co	\$	38.5	100.0%	5.0%	0.6%	13	85.7%
6	12	Citi	\$	36.4	212.8%	4.8%	2.1%	5	66.7%
7	1	JP Morgan	\$	35.0	-51.6%	4.6%	-12.1%	4	-66.7%
8	5	Moelis & Co	\$	32.3	64.8%	4.2%	-0.3%	4	0.0%
9	-	PJT Partners Inc	\$	30.8	-	4.0%	-	4	-
10	15	Credit Suisse	\$	29.3	228.0%	3.8%	1.8%	7	250.0%
		TOTAL	\$	763.8	75.9%			157	-25.6%

#### **ECM FEES LEAGUE TABLE (US\$MIL)**

2022	2021	BANK NAME	FEES (US\$Mil)	FEES YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	3	Banco BTG Pactual SA	\$ 15.9	-74.2%	11.7%	2.0%	14	-61.1%
2	4	Bofa Securities Inc	\$ 13.1	-76.9%	9.7%	0.7%	8	-46.7%
3	2	Itau Unibanco	\$ 11.6	-82.9%	8.6%	-2.1%	9	-70.0%
4	1	Citi	\$ 11.5	-86.1%	8.5%	-4.6%	7	-61.1%
5	10	Credit Suisse	\$ 11.0	-56.0%	8.1%	4.2%	4	-60.0%
6	8	Goldman Sachs & Co	\$ 9.7	-66.2%	7.1%	2.6%	4	-60.0%
7	7	UBS	\$ 8.2	-71.9%	6.0%	1.4%	6	-45.5%
8	5	JP Morgan	\$ 7.5	-86.2%	5.6%	-3.1%	5	-68.8%
9	11	Banco Bradesco SA	\$ 7.5	-68.0%	5.5%	1.8%	6	-53.8%
10	-	Nomura	\$ 4.6	-	3.4%	-	1	-
		TOTAL	\$ 135.5	-78.6%			32	-61.4%



### **INVESTMENT BANKING FEE LEAGUE TABLES**



#### DCM FEES LEAGUE TABLE (US\$MIL)

2022	2021	BANK NAME	EES S\$Mil)	FEES YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	1	JP Morgan	\$ 18.5	-55.2%	11.2%	-0.1%	21	-60.4%
2	2	Citi	\$ 12.4	-60.1%	7.5%	-1.0%	20	-67.7%
3	10	Itau Unibanco	\$ 12.2	-4.5%	7.4%	3.9%	53	-15.9%
4	3	Bofa Securities Inc	\$ 12.2	-57.4%	7.4%	-0.4%	17	-55.3%
5	9	Barclays	\$ 9.6	-32.8%	5.8%	1.9%	8	-33.3%
6	5	Santander Corp & Invest Bkg	\$ 7.5	-63.2%	4.5%	-1.0%	32	-59.0%
7	4	Goldman Sachs & Co	\$ 7.2	-71.7%	4.3%	-2.5%	13	-58.1%
8	-	Gulf Finance House EC	\$ 5.7	-	3.5%	-	1	-
9	15	Banco BTG Pactual SA	\$ 5.4	-17.4%	3.3%	1.5%	16	-42.9%
10	24	Scotiabank	\$ 5.0	57.5%	3.0%	2.2%	11	120.0%
		TOTAL	\$ 165.1	-55.0%			350	-11.8%

#### LOANS FEES LEAGUE TABLE (US\$MIL)

2022	2021	BANK NAME	FEES S\$Mil)	FEES YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	1	JP Morgan	\$ 26.6	48.3%	17.0%	7.0%	6	-14.3%
2	5	BBVA	\$ 16.2	96.7%	10.3%	5.7%	18	-14.3%
3	28	Inter-American Development Bk	\$ 12.0	624.5%	7.6%	6.7%	0	-
4	19	Bofa Securities Inc	\$ 8.5	176.9%	5.4%	3.7%	7	40.0%
5	17	Citi	\$ 7.5	113.4%	4.8%	2.8%	7	-12.5%
6	10	HSBC Holdings PLC	\$ 5.8	16.2%	3.7%	0.9%	9	28.6%
7	27	Bank of China Ltd	\$ 5.2	210.9%	3.3%	2.4%	1	-50.0%
8	20	Credit Suisse	\$ 5.0	<b>78.1%</b>	3.2%	1.6%	5	25.0%
9	3	Scotiabank	\$ 4.6	-59.4%	2.9%	-3.4%	8	-55.6%
10	12	United Overseas Bank Ltd	\$ 4.4	-9.0%	2.8%	0.1%	2	100.0%
		TOTAL	\$ 157.1	-12.9%			61	-38.4%



### **INVESTMENT BANKING LEAGUE TABLES**



#### ANY INVOLVEMENT M&A LEAGUE TABLE (US\$MIL)

2022	2021	BANK NAME	R	ANK VALUE (US\$ Mil)	RANK VALUE YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	12	Rothschild & Co	\$	10,538.9	24%	15%	84%	16	-16%
2	2	Banco BTG Pactual SA	\$	8,716.5	-66%	13%	<b>-50</b> %	39	-26%
3	3	Citi	\$	8,246.1	-60%	12%	-41%	8	-33%
4	6	Morgan Stanley	\$	5,544.2	-65%	8%	-49%	11	-8%
5	26	Scotiabank	\$	4,406.3	210%	6%	350%	8	60%
6	1	JP Morgan	\$	4,305.8	-87%	6%	-80%	11	-45%
7	5	Itau Unibanco	\$	3,933.1	-77%	6%	-66%	18	-25%
8	7	Lazard	\$	3,725.1	-71%	5%	-58%	11	-8%
9	8	BofA Securities Inc	\$	3,412.3	-72%	5%	-58%	7	-13%
10	53	Oaklins	\$	3,392.9	1538%	5%	2350%	5	-17%
		TOTAL	\$	69,897.2	-33%			940	-18%

#### TARGET M&A LEAGUE TABLE (US\$MIL)

2022	2021	BANK NAME	R	ANK VALUE (US\$ Mil)	RANK VALUE YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	12	Rothschild & Co	\$	10,538.9	57%	23%	165%	15	36%
2	2	Banco BTG Pactual SA	\$	8,716.5	-66%	19%	-44%	35	-30%
3	26	Scotiabank	\$	4,406.3	670%	10%	1257%	7	133%
4	3	Itau Unibanco	\$	3,933.1	-77%	9%	-61%	18	-25%
5	10	Morgan Stanley	\$	3,925.9	-54%	9%	-22%	7	-22%
6	4	Citi	\$	3,846.1	-75%	8%	-58%	7	-30%
7	32	Oaklins	\$	3,392.9	1538%	7%	2333%	4	-20%
8	46	Vinci Partners	\$	3,300.8	12125%	7%	-	6	-67%
9	49	Olimpia Partners	\$	3,102.9	25544%	7%	-	1	-67%
10	13	BofA Securities Inc	\$	2,970.9	-52%	6%	-20%	5	-17%
		TOTAL	\$	46,267.5	-41%			740	-18%



### **INVESTMENT BANKING LEAGUE TABLES**



#### **ECM LEAGUE TABLE (US\$MIL)**

2022	2021	BANK NAME	F	ROCEEDS (US\$Mil)	PROCEEDS YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	3	Banco BTG Pactual SA	\$	1,419.7	-42%	14%	21%	12	-68%
2	2	BofA Securities Inc	\$	998.3	-62%	10%	-20%	8	<b>-50</b> %
3	4	Citi	\$	962.8	-53%	9%	-1%	7	<b>-50</b> %
4	1	Itau Unibanco	\$	912.4	-66%	9%	-28%	9	-74%
5	10	Banco Bradesco SA	\$	851.7	-22%	8%	65%	6	<b>-67</b> %
6	5	JP Morgan	\$	818.6	-55%	8%	<b>-6%</b>	5	<b>-71%</b>
7	9	Goldman Sachs & Co	\$	753.5	-37%	7%	33%	4	-60%
8	13	Credit Suisse	\$	698.1	6%	7%	120%	3	<b>-70</b> %
9	7	XP Investimentos	\$	664.8	-46%	6%	11%	4	<b>-79</b> %
10	6	Morgan Stanley	\$	625.9	-60%	6%	-17%	3	-82%
		TOTAL	\$	10,522.0	-52%			21	-68%

#### DCM LEAGUE TABLE (US\$MIL)

2022	2021	BANK NAME	ROCEEDS (US\$Mil)	PROCEEDS YOY CHANGE (%)	SHARE (%)	SHARE YOY CHANGE (%)	#DEALS	#DEALS YOY CHANGE (%)
1	3	Citi	\$ 6,770.7	-38%	12%	34%	21	-61%
2	1	JP Morgan	\$ 5,841.8	-59%	11%	-10%	20	-64%
3	4	BofA Securities Inc	\$ 4,022.0	-62%	7%	-16%	16	-60%
4	8	Itau Unibanco	\$ 3,848.5	-31%	7%	<b>50%</b>	44	-32%
5	5	Santander Corp & Invest Bkg	\$ 3,626.9	-57%	7%	-6%	18	<b>-76</b> %
6	12	Barclays	\$ 2,925.3	6%	5%	126%	8	-11%
7	18	Scotiabank	\$ 2,481.3	<b>30%</b>	4%	175%	11	175%
8	16	Banco BTG Pactual SA	\$ 2,161.7	8%	4%	144%	16	-38%
9	10	BBVA	\$ 1,766.0	-60%	3%	-14%	7	<b>-83</b> %
10	2	Goldman Sachs & Co	\$ 1,693.3	-85%	3%	-67%	11	-65%
		TOTAL	\$ 55,858.2	-54%			201	-37%



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#### CONTACTS / GLOSSARY



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