

Tapping the opportunities in Latam



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October 25, 2016: HMC Capital is a Latin American investment and financial advisory firm with offices in Chile, Brazil, Peru, Colombia and United States. With \$5 billion under distribution (third party funds) and \$1 billion under management, HMC provides investment opportunities to institutional and HNW clients. More than 60 professionals with local experience and market knowledge are spread out in its Latam offices, working on a day to day basis managing portfolios and looking for opportunities in the region.

With almost eight years of history as an independent company and five fully dedicated Partners coming from different financial institutions with more than 100 years of aggregate experience, HMC has developed a complete platform of third party products and strategies, and proprietary Latam products maximising the risk/return for its clients in the region and structuring ideas for niche investment opportunities in Latam markets.



Ricardo Morales, Partner and Chairman of HMC Capital

Its main businesses are Third Party Distribution, Asset Management, Private Banking and advisory & Placement.

Claudio Guglielmetti, Partner and Head of Private Banking at HMC Capital, says, "There are tremendous opportunities in Latam capital markets. HMC has found some opportunities in this arena on the equity and credit side, contributing for example to develop the debt capital markets financing medium size companies and industries through its regional credit platform."

HMC's vision for Latam markets involves the creation of solutions for investors, and contribution in the development and scalability of asset classes in the alternatives investment spectrum. In essence, HMC believes in innovating and generating value added strategies, which requires in-depth knowledge of the local markets and understanding investor's portfolio needs and restrictions.

It has been able to quickly identify emerging opportunities for their clients arising from their changing macro-environment, not only economic and financial but regulatory and legal, to which they are subject.



**Claudio Guglielmetti,
Partner and Head of
Private Banking**

"It has developed attractive investment strategies on a risk-return adjusted basis, focusing in areas where traditional sources of capital have not played a significant role. Despite a challenging environment in the region, there are significant opportunities in the development of capital markets, improvement of access to financing, and connecting investor's capital to different segments of the economy," says Daniel Dancourt, Partner and Head of Asset Management at HMC Capital.



**Daniel Dancourt,
Partner and Head of
Asset Management**



**Francisco Dianderas,
Partner and CFO**

Francisco Dianderas, Partner and CFO of HMC, says, "Besides the fact that HMC has a team of competent professionals with extensive experience in the financial industry and the real sector. HMC allows their professionals to increase their opportunities of growing. This unique combination has allowed HMC to become one of the regional leaders in the development and supply of products for investors."

Felipe Held, Partner and CEO of HMC Capital, says, "Latin America has been very challenging these past few years for investors. A lot of uncertainties around micro, macroeconomics and politics, have affected economic growth and expectations, and therefore have had an impact in markets' performance. As we know, Latam economies are dependent on commodities such as metals, oil & gas and others, which have suffered due to the slowdown in the global economy, and particularly from China. Besides the fact that we have lived in a low growth scenario, we have also experienced low borrowing costs and great liquidity for a while creating a challenging environment for investors looking for returns and yields. We expect that this scenario to continue in the mid-long run."

Ricardo Morales, Partner and Chairman of HMC Capital, adds, "HMC Capital has been unique in its focus, providing the best investment ideas and products to their clients in the alternative investments arena, which means mainly credit, real estate and private equity."



**Felipe Held, Partner and
CEO of HMC Capital**