



# GREEN BOND CMPC

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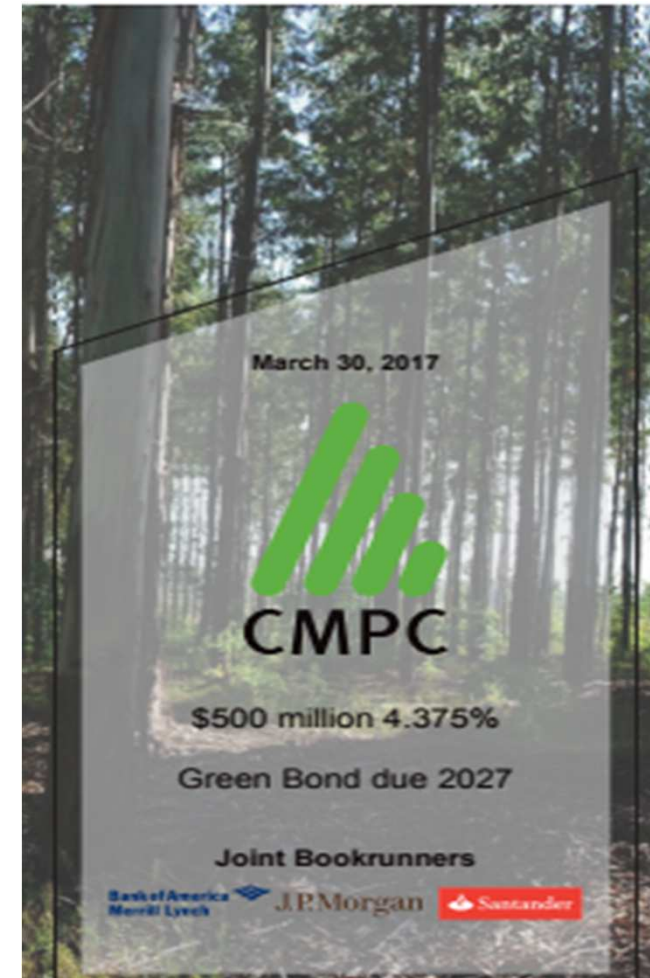
24 de Abril de 2018



# ¿Por qué emitir un Green Bond?



- 1.- La sostenibilidad es parte de la estrategia de CMPC.
- 2.- Porque cumplíamos con los requerimientos para emitir en los mercados internacionales.
- 3.- Costos y esfuerzo adicional no material.
- 4.- Tendencia relevante del Mercado de Capitales y de la Industria Forestal.
- 5.- Para ampliar y diversificar nuestra base de inversionistas.



# Estrategia de Sostenibilidad



Crear una solución innovadora, contribuyendo a una transformación positiva en los ambientes en que CMPC interactúa, comprometidos con una mirada de largo plazo de nuestro negocio.



# Clave: Uso de fondos.



## **1.- Sustainable Forestry:**

Expenditures related to sustainable forest management for eucalyptus and radiata pine plantations certified by FSC, CERTFOR (PEFC) or equivalent certification, such as the acquisition, planting and maintenance of seedlings up to harvest and the development of hybrids without genetic manipulation to improve the productivity of plantations while reducing water consumption and increasing CO2 capture;

## **2.- Sustainable Water Management:**

Expenditures related to sustainable water management projects, such as the reduction of water consumption in industrial processes, systems facilitating reuse of water in industrial processes and the development and installation of technologies and systems that improve the quality of treated water; reduction of organic content and volume of effluent;

## **3.- Preservation of Biodiversity and Restoration of High Conservation Value Forests:**

Expenditures related to the restoration and conservation of existing native forests, the protection and identification of endangered flora and fauna and the preservation and restoration of High Conservation Value Forests;

## **4.- Pollution Prevention and Control:**

Expenditures related to pollution and prevention control, such as liquid and solid waste prevention and control projects, and gas capture and incineration in production facilities; and

## **5.- Energy Efficiency:**

Expenditures related to projects that increase energy efficiency, such as projects that replace pulpwood truck transportation with more energy efficient barges

# Un caso concreto:



## Programa de Restauración de Bosques Nativos (compromisos FSC® y Certfor), de Forestal Mininco

Forestal Mininco adquirió un compromiso a través de la certificación FSC® de restaurar con vegetación nativa aquellas superficies sustituidas por plantaciones realizadas con posterioridad a 1994.

En 2016 se completaron las primeras mil hectáreas de restauración del plan que finaliza el año 2026 con 8.738 hectáreas definidas como superficie sustituida.

Los sectores priorizados a restaurar son: sectores con sustitución u otros que no corresponden a sustitución, pero poseen atributos de gran importancia para ser restaurados, como por ejemplo Áreas de Alto Valor de Conservación (AAVC), micro-cuencas que abastecen de agua a población aledaña, especies en categorías de conservación, etc.

### Medición de impacto

Avance de 2017:

288 hectáreas.



# ¿Cuál es la diferencia con un bono tradicional?



<b>Redemption and Credit</b>	==	Credit rated and ranked pari passu with the Issuer's senior debentures
<b>Amount</b>	==	Liquidity is increasingly important. Many investors ask for Green Bonds in the Issuer's usual benchmark size
<b>Currency</b>	==	USD, EUR, GBP, YEN, CAD, AUD have been issued so far in benchmark size; SEK, MXN, INR, CNY etc. have been issued in private placement format
<b>Tenor</b>	==	Primary tenors will be the same as vanilla IG issuance (i.e. 3yr, 5yr, 7yr, 10yr and 30yr). Not mandatory or necessary to tie the tenor to the life of the Green Projects
<b>Use of Proceeds</b>	→	<b>Proceeds applied to Eligible Green Projects</b>
<b>Validation of Green Bond Framework</b>	→	<b>It is suggested</b>

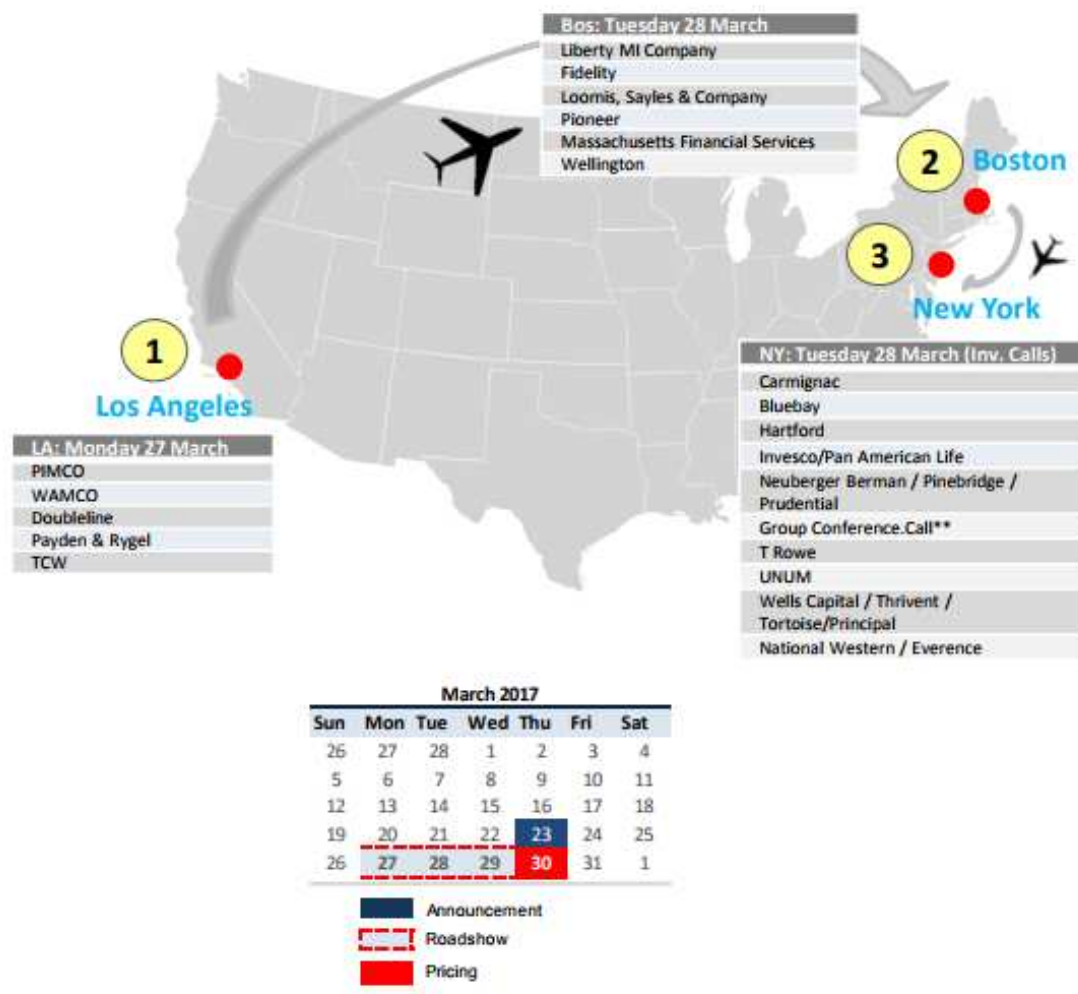
# Ejecución Green Bond



## Team I



## Team II



March 2017

Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1

■ Announcement  
■ Roadshow  
■ Pricing

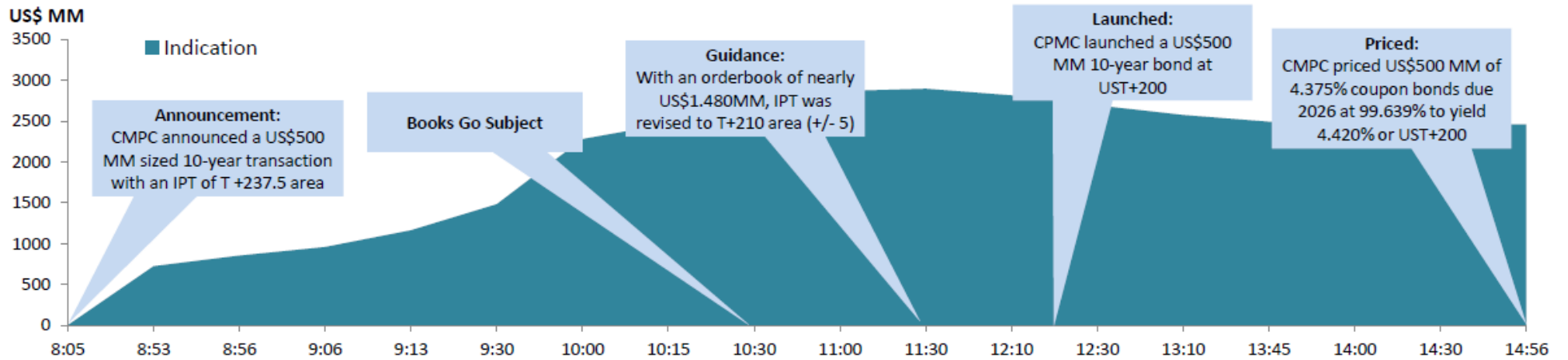
\*Affirmative IM, AVIVA, AXA IM, BMO, GIB, Henderson, Jupiter AM, KIC, Mainstreet Partners, Santander AM and TwentyFour AM.

\*\*Alliancebernstein, Calvert, Finantia, Nn Investment Partners, Pax World, Standish Mellon, United Church Of Christ.

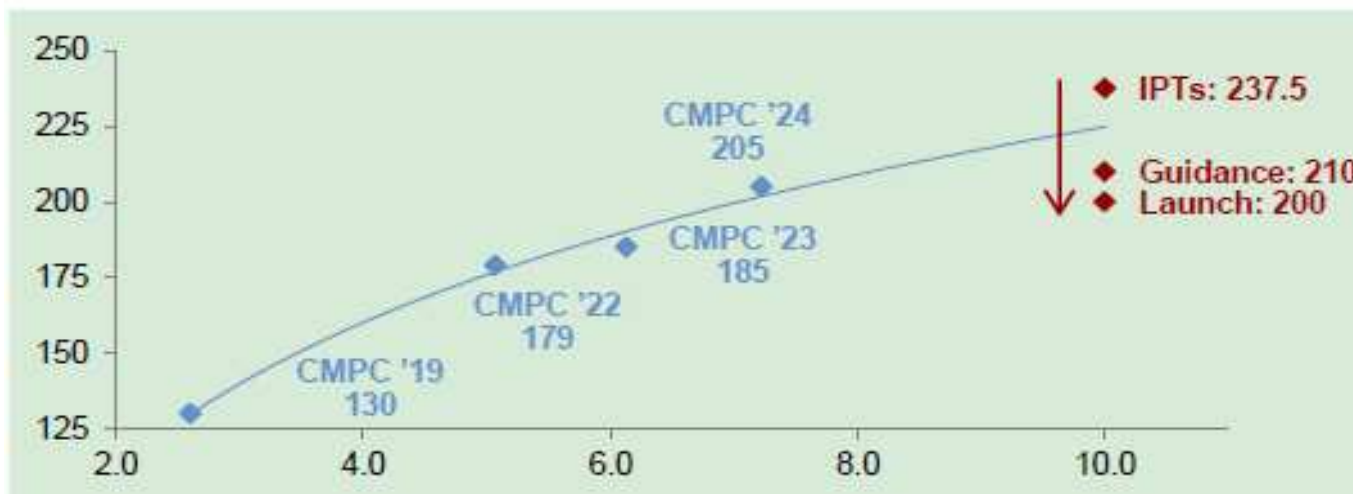
# Pricing



## Orderbook Evolution



## Distribution of Ticket Sizes





# Cierre de la Transacción

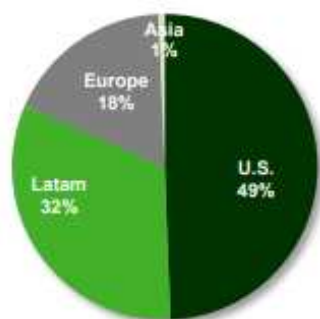


## Terms and Conditions

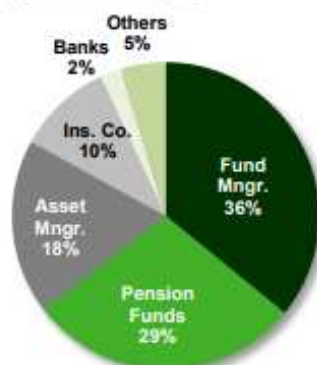
Issuer	Inversiones CMPC S.A.
Guarantor	Empresas CMPC S.A.
Rating (Moody's/S&P/Fitch)	Baa3 (Stable) / BBB- (Stable) / BBB+ (Negative)
Price Date	March 30, 2017
Settlement Date	April 4, 2017 (T+3)
Maturity	April 4, 2027
Amount Issued	US\$ 500 million
Coupon	4.375%
YTM	4.420%
Issue Price	99.639%
Benchmark UST	UST 2.25% due February 15, 2027
Spread over Benchmark	+200 bps
Governing Law	State of New York

## Demand Breakdown\*

### By Region



### By Investor Type



\*Demand breakdown by allocation..

## Transaction Highlights

- CMPC's US\$500 million return to the international bond market generated north of US\$2.8 billion in demand, pre-guidance, reaching a 5.6 times orderbook oversubscription
- The transaction marks the first Green Bond out of Chile
- CMPC's intensive marketing efforts, its scarcity value and solid credit story allowed it to price its bond at a curve-adjusted negative NIC of minus 20 bps, one of the highest negative NIC's out of Chile since 2015

## Transaction Overview

- As part of its comprehensive environmental policy, commitment and proven track record of sustainability, the Company sought to enter the market with a Green Bond issue, completing an extensive 2-team roadshow updating accounts in London, New York, Boston and the West Coast on its credit story
- On March 30th, 2017 the JB's in the syndicate launched a new US\$500 mm WNG 10-year Green Bond offering for the Company at IPT's of +237.5 bps over UST, quickly generating large, high quality demand from investors
- The US\$2.8 billion orderbook for CMPC's Green Bonds allowed Santander and the JB's to revise price guidance at +210 (+/- 5) bps
- The quality of the orderbook and the very minor drops allowed Santander and the JB's to launch the transaction at +200 bps
- CMPC successfully priced the US\$500 million of 144A/RegS 4.375% coupon bonds due 2027 at +200 bps over UST, yielding 4.42% for a one-day execution

# Conclusiones



- Una forma innovadora de reafirmar y comunicar nuestro compromiso con la sostenibilidad.
- Sin esfuerzo ni costos materiales adicionales a un bono *plain vanilla*.
- Transacción exitosa, tensión de precios, escasez de bonos verdes.
- Ser un actor líder con respecto a las tendencias del mercado internacional y de nuestra industria.
- Contribuir a generar dialogo sobre el tema en el mercado local.