

Hedge funds discover Brazil's appeal

Window on Wall Street

AZAM AHMED

NEW YORK Ten years ago, Goldman Sachs proclaimed that Brazil was among the new economic powerhouses. Now, it is the next frontier for hedge funds.

Looking to capitalize on fast-growing Latin American economies, global hedge fund managers have started to descend on Brazil. The industry's biggest players are wooing top talent, opening offices and buying local firms — all part of a broader effort to expand their investment reach.

Late last year, Highbridge Capital, a J.P. Morgan unit, purchased a majority stake in Gávea Investimentos, a top Brazilian hedge fund. Brevan Howard, one of Europe's largest hedge funds, has set up shop in São Paulo. The first Hedge Fund Brazil Forum, an industry conference held this week, drew hundreds of attendees, including representatives from major hedge funds like Paulson & Co. and S.A.C. Capital Advisors.

In all, hedge fund assets devoted to Latin America rose 75 percent in 2010, to \$21.4 billion, according to data from Hedge Fund Research.

"Latin America suffered because it was always believed that 'Brazil is the man of the future and always will be,'" said Marko Dimitrijevi, founder of Everest Capital, an emerging-market hedge fund based in Florida. "But it looks like the future is now."

The strategy follows a well-worn playbook for hedge funds. Just as firms moved into Hong Kong to gain entry to the lucrative mainland Chinese market a decade ago, they are using Brazil as a beachhead for the rest of Latin America. The Hedge Fund Association planted an official industry flag Wednesday, with the announcement that it was opening a regional chapter in the market.

The appeal is obvious. While many developed countries have sputtered amid weak economic growth, Brazil has continued to thrive, given its rich reserve of natural resources and growing middle class. Last year, the Brazilian gross domestic product increased 7.5 percent, helping to catapult Brazil ahead of Britain and France to become the fifth-largest economy in the world last year, after the United States, China, Japan and Germany.

Brazil is also a standout among developing countries. Money has poured into China and the rest of Asia, prompting fears that the region is a bubble



Oscar Decotelli of Vision Brazil Investments said Brazil's economic growth and opportunity for investment were still in their infancy.

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ready to burst. Asia accounts for half of hedge fund assets dedicated to emerging markets. By comparison, Latin America represents 11 percent.

"People were a lot more bullish on Asian markets over the last two to three years because everything seemed to be going one way," said Anurag Bhardwaj, head of strategic consulting at Barclays Capital, which is set to publish a survey on investor sentiment this month. "Investors are looking to other markets less correlated but with good fundamentals, and Brazil definitely falls into that category."

Economic growth in Latin America faces potential obstacles. While Brazil has been strong coming out of the global economic crisis, analysts are becoming increasingly concerned about inflation. Goldman Sachs recently cut its Brazilian growth forecasts for 2011 and 2012.

There are also worries of crowding in the market, as more investors pile into the region. With more money on the

hunt, opportunities for great returns could shrink.

"What's the famous saying? 'If the taxi driver is talking about an investment, you know it's time to sell,'" said Oscar Decotelli, partner at Vision Brazil Investments, a firm based in São Paulo.

But Mr. Decotelli said he believed that Brazil's growth and opportunity were still in their infancy and that the new institutional players would help the market evolve.

"In the past five years, about 34 million Brazilians entered the middle class," he said. "This for a population of 200 million is very, very significant. Brazil is not just a commodity story, but a very strong domestic story."

Hedge funds are looking to well-placed executives to help them navigate the new territory. As in Asia, firms are tapping high-profile names to lead their efforts, giving them much-needed political and business contacts in the country.

When Highbridge purchased a majority stake in Gávea Investimentos last year, the deal came with the firm's marquee founder, Arminio Fraga, the former president of the Central Bank of Brazil. Brevan Howard hired Mario Mesquita, former deputy of the coun-

try's central bank, to run its new research operations in Brazil.

The expansion into the region is also about tapping into newfound wealth as a source of investor money. In April 2010, Morgan Stanley opened a hedge fund office for its Latin American clients in São Paulo.

In some ways, hedge funds are taking a more measured approach than in the past. After rushing into the Asian market, many funds had to fold their operations in Hong Kong and Singapore as returns slumped during the global financial crisis.

"Some people built too much too fast in Hong Kong, so as a general matter, they are going to approach Brazil with more of a 'Hey, let's try this out' rather than 'Let's put 16 people on the ground right away,'" said Daniel Hunter, a partner at the law firm Schulte Roth & Zabel.

"All I can tell you is that there is definitely a desire in parts of the hedge fund space to find out what's going on in Brazil and find out how to tap into it," he added.

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The price of punishing the creditors



James Saft

INSIDE THE MARKETS

It looks just about possible that creditors are going to be paying something like their share of the euro zone debt disaster after all.

This could be a little patch of justice in an unfair world, but like most justice it promises long-term benefits but short-term pain, both for those dispensing and receiving it.

First, people with money and a choice are already voting with their feet, choosing not to lend to the ailing governments on Europe's periphery.

Second, some of these creditors to Ireland, Greece and Portugal and their banks are very likely to find that their share of the damage exceeds their capital, an inconvenient reality for both the banks involved and the sovereign hosts who will have to pick up the pieces.

The E.U. summit meeting last week ended with a set of policies that told creditors that their heads would be on the block when the European Stability Mechanism, a bailout conduit, kicked in.

All European government bonds issued beginning in July 2013 will include a provision that makes buyers vulnerable to forced extensions of the bonds, reductions in interest rates and, ultimately, write-downs of principle in the event of a crisis.

Once the European Stability Mechanism takes effect, garden-variety lenders like banks and pension funds will be subordinated, meaning the government bailout fund gets its money back first. Countries that want access to the fund may require a debt restructuring, a polite term for a partial default.

While that may be just — and is politically expedient for the politicians trying to sell the bailout back in Berlin and Paris — it is also the equivalent of ringing a fire alarm in a crowded theater. Everyone is going to head for the exits. Standard & Poor's downgraded Portugal and Greece, citing the new rules, this week. There is every reason to expect that Ireland will not be far behind.

Credit spreads between countries

viewed as safe and those considered risky have widened in a self-reinforcing spiral that makes taking emergency help more likely, which in itself is cause for yet more selling of government bonds.

Don't get me wrong — people who lent money in an attempt to cash in on the moral hazard trade deserve their losses, as do earlier lenders who failed to do their due diligence. But I can't help feeling this will spin out of the orbit of burden-sharing and into something more chaotic. German taxpayers also seem to think this is looking like a "be-careful-what-you-wish-for" moment.

New stress test results released Thursday showed that four Irish banks needed to raise an additional €24 billion, or \$34 billion, to cover problem real estate loans, increasing the total bill for bailing out Ireland's lenders to about €70 billion.

That is a staggering amount, and given that austerity will only further erode the value of the assets Irish banks have lent against, there is no guarantee that that will be where it ends.

Ireland's new government appears to be taking a harder line about requiring lenders to Irish banks to take a portion of the losses. Subordinated creditors are sure to have their loans restructured, and senior creditors may well face losses, too.

To be clear, it is right that the banks that fed the Irish banking beast with easy loans take losses as a means of easing the hardships that are falling on the Irish people.

Ireland's banking system, like Iceland's and arguably Britain's, was way out of proportion to the size of its economy. This may be a negotiating ploy by the Irish government, as a substantial write-

down of Irish bank debts would spread losses — and, more important, fear — across Europe's banking system. A rescheduling by Ireland, Greece or Portugal would be highly disruptive for global markets, and you can bet that the European Central Bank and the European Union are under tremendous pressure to make sure it does not happen.

There is, though, a sense that there is no political will or capacity to bring about a solution that keeps Greece, Ireland and Portugal all on board and can also be sold to the German electorate. It has been a long first three months of the year. Egypt, Japan and Libya have distracted attention, while the long-running and procedural nature of the euro zone's problems make them a pleasure to ignore.

Things could move rapidly in the next week, and perhaps open widespread expectations of an E.C.B. interest rate increase April 7.

James Saft is a Reuters columnist.



Vodafone will buy Essar's stake for \$5 billion, raising its exposure in the thriving market.

Vodafone and Essar end dispute over India venture

PARIS

BY CHRIS V. NICHOLSON

Vodafone, the giant British mobile phone company, said Thursday that it would pay \$5 billion in cash for Essar Group's one-third stake of an Indian joint venture owned by the two companies.

The deal will increase Vodafone's exposure to one of its most important and fastest-growing markets.

"We're adding about three million customers a month," said Ben Padovan, a Vodafone spokesman. "India has a population of 1.2 billion, and penetration is about 60 percent, so there's a lot of market share to go for."

The deal resolves many months of conflict between the companies, as Essar, a conglomerate with interests in steel, power and shipping, has sought to determine the value of its interest in the venture, Vodafone Essar, and explored the possibility of an initial public offering for its shares.

This year, the companies quarreled over Essar's plans to reverse list its stake in the venture by merging some of its shares into India Securities, a public company — a deal that Vodafone argued would have inflated the value of its stake. A reverse listing is accomplished by putting all or part of a private company into a public one, thus bypassing an initial public offering.

Vodafone said it would exercise a call option on 11 percent of the joint venture, while Essar would exercise a comple-

mentary put for 22 percent of the shares.

The transaction is expected to be completed by November, but it will not affect Vodafone's recently published net debt figures, the company said.

Vodafone currently has a direct equity interest in 42 percent of the company, and the Essar deal will give it 75 percent, Mr. Padovan said.

The rest is in the hands of entities controlled by Indian partners.

Indian regulations prohibit foreign investors from owning more than 74 percent of domestic telecommunications companies, and Vodafone plans to reduce its stake by about 1.3 percent to remain within the law.

Vodafone has also been embroiled in a tax dispute regarding its initial stake in the joint venture, which it acquired in 2007 from the Hutchison Telecommunications International, controlled by the Hong Kong billionaire Li Ka-shing.

The case is to come before the Supreme Court of India in July and could leave the company on the hook for up to \$2.5 billion in capital gains, in a deal where, paradoxically, it was the buyer.

Last May, Vodafone took a \$3.5 billion write-down on the value of its Indian business, which has been battered by fierce competition from rivals like Bharti Airtel and Reliance Communications.

The Indian mobile telecommunications market is the second-largest in the world, after China's, and one of the fastest growing. But the sector is crowded, with more than a dozen companies vying for customers and driving down prices.

Sudden exit for an heir apparent at Berkshire

NEW YORK

Questions are raised about executive's stake in target of acquisition

BY BEN PROTESS AND SUSANNE CRAIG

David Sokol has abruptly resigned from Berkshire Hathaway, the company run by the billionaire Warren E. Buffett, raising major questions about the future stewardship of the conglomerate.

Mr. Sokol, 54, had long been considered a leading candidate to take over from Mr. Buffett, now 80. The question of succession has been a concern to Berkshire's investors and the many avid followers of Mr. Buffett, who has said he has no plans to step aside anytime soon. The company has given few clues about its plan other than to say it has identified four current Berkshire managers who could become the next chief executive. Now that game plan may have to be tweaked.

The resignation also raises deeper questions about Mr. Sokol's stake in a company that Berkshire is acquiring.

In a statement Wednesday announcing the departure, Mr. Buffett said that Mr. Sokol had bought thousands of shares in the company, Lubrizol, a maker of lubricants, two months before Berkshire announced a \$9 billion deal for the company. Shares of Lubrizol have risen 27 percent since the deal was announced two weeks ago.

Mr. Sokol had pitched the acquisition to Berkshire's board.

"Neither Dave nor I feel his Lubrizol purchases were in any way unlawful," Mr. Buffett said in the statement. "He has told me that they were not a factor in his decision to resign."

Yet the disclosure raises questions about the timing of Mr. Sokol's share purchases — and whether he may face any legal repercussions.

Mr. Sokol could not be reached for comment. But on Thursday he said on CNBC that if he had it all to do again, he



David Sokol's resignation was a surprise.

would have invested in Lubrizol for himself and not passed the recommendation on to Mr. Buffett, Reuters reported from New York. He said he did not expect Mr. Buffett to want to buy the company and was surprised at how quickly Mr. Buffett moved to make a deal. During the interview, Mr. Sokol insisted he never had any inside information on Lubrizol and that he bought the shares solely as a good investment for his family.

Rising inflation and Portugal's woes complicate European recovery

ECONOMY, FROM PAGE 14

Carsten Brzeski, an analyst in Brussels for ING, said the data "again illustrated the German economy's main dilemma: While the labor market remains the showcase of the recovery, private consumption is still sluggish."

The strong job market is only gradually lifting consumption because many of the positions created pay low wages, while higher energy prices have dampened spending, he said.

The latest data have solidified expectations that the European Central Bank next week will raise borrowing costs for the euro area, given that inflation is riding well above its comfort zone of just below 2 percent. Analysts at Barclays Capital said that there was also a grow-

ing expectation that such an increase might be repeated.

Chiara Corsa, an economist at UniCredit Bank in Milan, said euro zone inflation was likely to pick up throughout the summer, before starting to decline at the end of the year. UniCredit expects average inflation of 2.6 percent in 2011 and 2 percent next year.

In Lisbon, the national statistical office said that the Portuguese budget deficit last year was 8.6 percent of gross domestic product, well above the target of 7.3 percent. Fernando Teixeira dos Santos, the finance minister, said that the difference stemmed from new E.U. accounting rules, and not from unreported items, Reuters reported.

He added that the impact on public ac-

counts would be limited to 2010 and that the 2011 budget goal would not be at risk. He also said that the caretaker government would have enough funds to meet its obligations until a new government took office.

Yields on Portuguese government bonds pushed to fresh records as investors bet on a near-term bailout. The benchmark 10-year issue rose 0.3 percentage point, to 8.2 percent. The yield on the two-year note shot up 0.7 point, showing that high returns were being demanded for holding Portuguese paper of all maturities. Yields on Spanish and Irish debt also climbed.

And the French statistics agency reported Thursday that the country had a narrower budget deficit of 7 percent of

G.D.P. last year, down from 7.5 percent in 2009, a level that fell beneath the government's own target, which had initially stood at 8.5 percent.

President Nicolas Sarkozy, who was traveling in Asia, was quick to claim credit for the better-than-expected performance in France, which is likely to feature as a central theme in the 2012 presidential election. His office issued a statement saying that the data confirmed the effectiveness of a government strategy that was based on economic change and strict spending control.

The ratings agency Fitch was less optimistic. It cut its G.D.P. forecast for the euro zone by 0.4 percentage point to 1.2 percent for this year, and by 0.3 percentage point to 1.8 percent for 2012.