



# PRESENTATION

2020

 Hichens,  
Harrison & Co  
Established 1803

# COMPANY HISTORY

- Hichens, Harrison & Co is a 215-year-old stockbroker that offers a range of traditional stockbroking services. It is engaged in four principal areas of activity, Corporate Broking, Institutional Broking and Sales, Private Client Stockbroking, and Contracts for Difference. Hichens was bought for £55m by Religare Enterprises, a financial services company based in New Delhi and backed by Malvinder and Shivinder Singh. The Singh brothers, both in their 30s, were ranked number 28 in the Forbes list of the 40 richest Indians with an estimated fortune of \$2.25bn. In 2008, the businessman Pedro A. Moreira Leite bought the Brazilian subsidiary of the Company. It develops investment operations and business development in Mercosur and in the United States of América.



# PETER A. LEITE (Pedro Alberto) President

- Pedro Alberto (Pete) holds an extensive and powerful corporate and political network, permeated by access to governments of countries in American, African, Asian and European continents, resulted from over 20 years of working worldwide. Besides a broad experience in International Trade and as Broker, Pete – as he is known – held various managing and financial posts both in the private as in the public sector. He was also the Owner and President of Hichens & Harrison, Pete has held several titles outside Hichens such VP of Finance British Chamber of Commerce, President Brazil Argentina Chamber of Commerce, Honorary Consul of Vietnam, VP of Flamengo Soccer Team, VP of Brazil Vietnam Chamber of Commerce.







# BACKGROUND and BUSINESS



# Chinese Consortium (CMC-CRRC - MP Trade)



# CHINESE CONSORTIUM (CMC-CRRC-MP TRADE)



**SUPERVIA S.A.** - In 2008, the Chinese Consortium was declared the winner of the International Tender financed by the World Bank for the purchase of 30 passenger trains totaling 120 cars. The contract was signed in 2009, in the Great Hall of the People in Beijing, China. In 2012, acting as the local representative of the Chinese Consortium, MP Trade's and HICHENS, HARRISON scored a major victory, winning another International Tender for the purchase of 60 trains of four car compositions, totaling 240 cars for the SUPERVIA SYSTEM.

**METRO RIO S.A.** - The Chinese Consortium has already delivered 34 compositions of Metro cars to the concessionaire company that operates passenger transportation services in Rio de Janeiro.





OPERATION IN BRAZIL – CRRC CMC MP TRADE HICHENS



# STRATEGIC COOPERATION

FOSUN 复星



国家电网公司  
STATE GRID  
CORPORATION OF CHINA





## **FOSUN business focus:**

- ✓ Investment in Insurance companies,
- ✓ Investment or acquisition of companies or funds of participation with services of Health Care;
- ✓ Acquisition of hospitals and medical service companies;
- ✓ Investment in funds with assets in the Health and entertainment sector
- ✓ Portals (top5 or 10 preferred) with significant active traffic in largest economies with large population like USA, such as E-commerce, on-line payment, on-line healthcare, on-line mother-baby care.

## **POWERCHINA business focus:**

- ✓ Expanding EPC (engineering – procurement – construction);
- ✓ Expanding EPC-F (engineering – procurement – construction – financing/funding);
- ✓ M&A business, focusing on the electric and renewable energy sectors in North America, focusing on the United States of America, and South America, focus in Brazil.



## **DATANG business focus:**

- ✓ Expanding EPC (engineering – procurement – construction);
- ✓ Expanding EPC-F (engineering – procurement – construction – financing/funding) business services.
- ✓ Asset acquisition operations, purchase of participation in Companies, purchase of quotas of Participation Funds, focusing on the Electric and Renewable Energy sectors in North America, focus on the United States of América, and South America, focus in Brazil.

**MORE INFORMATION** [www.hichenscapital.com](http://www.hichenscapital.com)



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**THANK YOU!**