



**GLOBAL** INSIGHT

**ROMEROHICKS**  
**& GALINDO**  
ABOGADOS

## A Consulting Collaboration





## Are Now Affiliated

---

- ▶ Our partnership comes in direct response to the growing need for economic consulting and legal counsel in the United States and Mexico.
- ▶ The joint venture between Global Insight and RomeroHicks & Galindo will open new market opportunities for each partner.

## Our Collaboration

---

### Global Insight

#### Worldwide Experience in:

- Modeling: macro, micro, product
- Forecasts of the business environment
- Consulting

### RomeroHicks & Galindo

#### Insight specific to Mexico:

- Mexico's markets, industries, and political environment
- Working experience with firms in Mexico that could benefit from our collaborative services



**RomeroHicks & Galindo** is recognized for their mediation skill in the complex arena of negotiations between top private sector corporations and governmental authorities in Mexico.

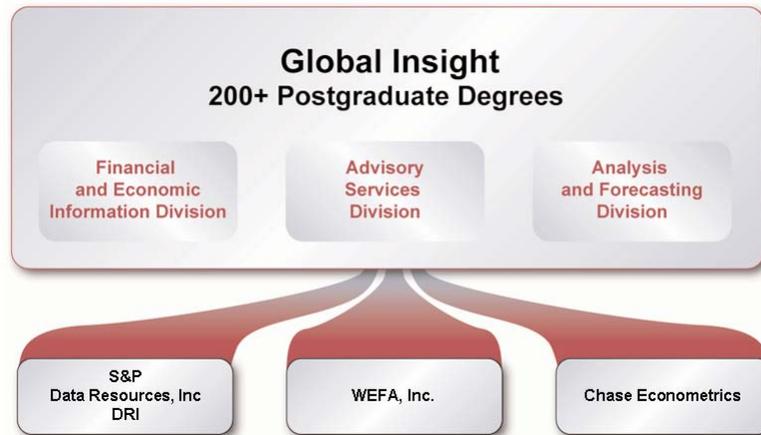
Their expertise includes a wide range of fields: law, finance, trade, management, public policy, and economic counseling.

**Global Insight** is a recognized leader in providing economic, financial and market intelligence, solutions and insights to corporations, financial institutions and governments around the globe.

We are committed to helping our clients build better plans and reach more informed decisions that will ultimately make them more successful in their marketplace.



## We Invented the Industry



Global Insight is a privately held company formed from the two most respected economic and financial information companies in the world, DRI (Data Resources, Inc.) and WEFA (Wharton Econometric Forecasting Associates).

With over 40 years of experience behind it, Global Insight provides the most comprehensive economic and financial coverage of countries, regions, industries, and markets available, using a unique combination of expertise, models, data, and software within a common analytical framework to support planning and decision making.

## Global Insight and Mexico

Global Insight's Mexican forecasting services derive from the distinguished history of The Center for Econometric Research on Mexico (CIEMEX), which was formed around the world's first forecasting model of a developing economy in 1969 at the University of Pennsylvania, and was a partner of Wharton Econometric Forecasting Associates (WEFA) until 2002, when it was acquired by Global Insight.

In Mexico, we maintain forecasting models of the macroeconomy, the automotive industry, and the maquiladora sector. These models incorporate the latest data and policies, as well as the latest structural changes taking place in Mexico and its trading partners. Our forecasts provide clients with a powerful tool for developing strategic plans and near-term business forecasts.

# Consulting Services for Mexico

Global Insight's Advisory Services Division tackles problems from policy analysis to market penetration. Besides developing macroeconomic forecasts and industry analyses, the firm's professional staff of more than 600 has provided market insight and strategy recommendations across a vast set of problem areas, providing solid solutions to clients.

## Trade & Transportation

- International trade policy analysis
- International competitiveness studies
- Railways, ports, airports—feasibility studies for expansion
- Land bridge analysis
- Developing strategies for sea ports
- International market analysis, forecasts
- Anti-dumping and countervailing duty analysis

## Energy Analysis

- Market projections (oil, gas, power)
- Analysis of prices, likely futures
- Energy sourcing
- Expansion of facilities—feasibility analysis

## Petrochemicals

- Analysis of industry expansions
- Market studies, forecasts
- Competition analysis: supply and future demand



## Steel Industry

- Market forecast of:
  - Production inventories
  - Sales
  - International shipments

## Agriculture

- Crop and livestock production forecasts matched against consumption

## Consumer Markets

- Country-specific analysis of demand
- Assistance in developing strategies for individual products
- Impact studies: "What economic benefits has McDonalds provided in country X?"
- Analysis of consumer survey results, and forecasts of trends based on economic developments and income projections
- Demographic studies

## Impact Analysis

- Economic importance of particular industries (e.g. aviation, steel, ports, etc.)
- Economic effects of proposed policies—domestic and international

## State Economic Analysis

- Forecasts
- Cluster development
- Policy analysis

## Thinking and Acting in a World of Opportunity

---

**Clients** Individuals, Governments, Corporations, Organizations

**Services** Legal Management, Project Development, Asset Management  
(including Real Estate), Organizational Development

RomeroHicks & Galindo is a multidisciplinary network of professionals who develop projects and provide counseling for our clients.

RomeroHicks & Galindo's counseling services help public and private sector clients in the Americas improve their strategies and business plans.

### Legal Division

- Business consulting
- Corporate law
- Property rights
- Governmental advisory services

### Economics & Trade

- Development of strategies for competitiveness
- Investment project analysis
- Consulting on international trade and NAFTA issues

### Real Estate

- Investment
- Financial services
- Real estate advising

### Business Administration

- Tax compliance
- Strategic planning
- Re-engineering and re-design of corporate practices
- Operational improvement
- Balanced scorecard
- Compliance with ISO quality standards

### Public Policy

- Project development for clients in the following disciplines:
  - Housing
  - Social development
  - Higher education
  - Tourism
  - Energy & environment

# Accuracy, Experience, and Insight



**THINK YOUR  
FORECASTS  
ARE ACCURATE?**

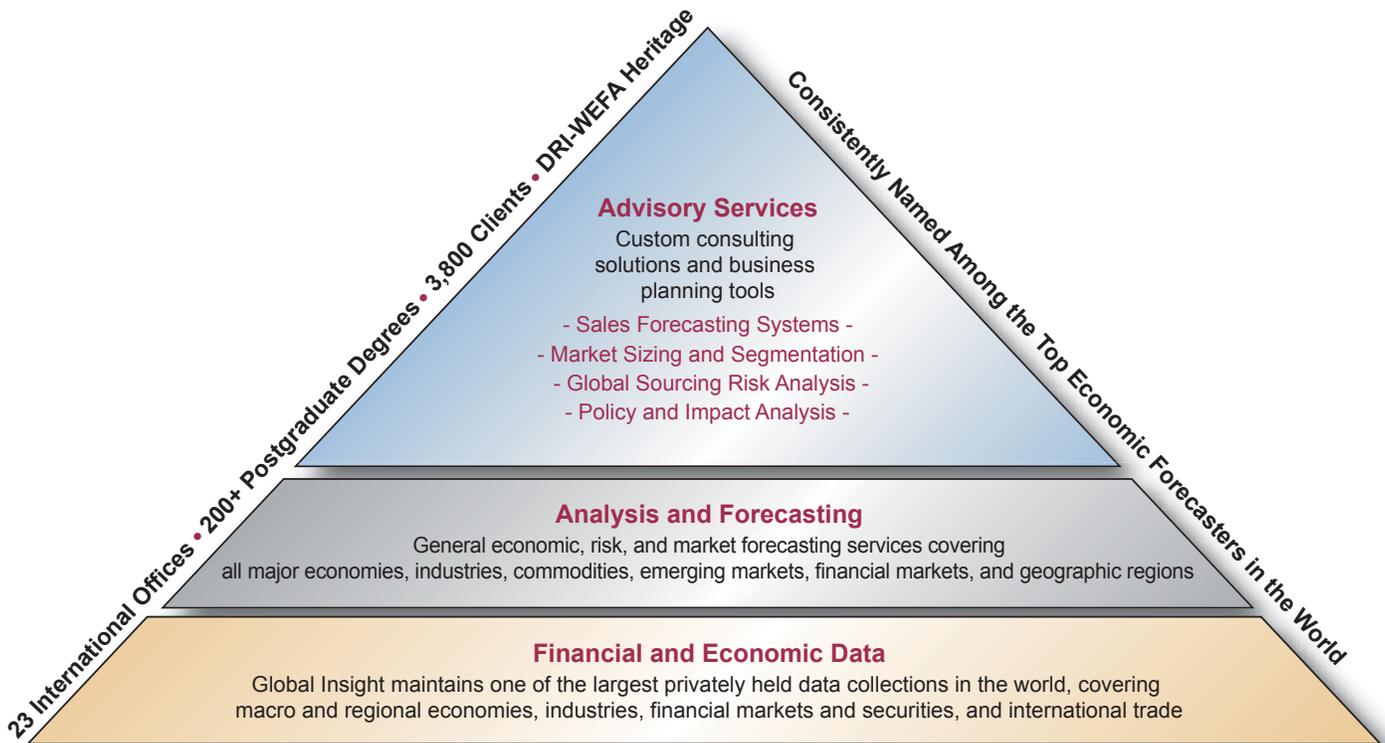
**Global Insight is proud to say  
that we **know** ours are.**

- > **USA Today**  
2004 Ranking of Top Economic Forecasters, Global Insight #1
- > **Reuters**  
2004 Survey of Major Currency Exchange Rate Forecasters, Global Insight #1 forecaster of euro, pound sterling, and yen exchange rates versus the U.S. dollar in 2004
- > **The Wall Street Journal**  
2003 and 2004 Ranking of 56 U.S. Forecasters, Global Insight #6 two years in a row: the only forecaster to rank in the top six for both 2003 and 2004
- > **Atlanta Federal Reserve**  
2002 Study of 47 U.S. Forecasters, Global Insight #7 covering 1988–2002
- > **Bank of Sweden**  
2001 Study of 37 U.S. Forecasters, Global Insight #2 covering 1990–2000
- > **The Sunday Times**  
David Smith's Annual Ranking of U.K. Forecasters 2000—Global Insight #1 in "Forecaster of Forecasters" seven-year survey, 2002—Global Insight #4



## Expertise Built Upon a Solid Foundation

---



# Best in the Business

---

## **Joseph E. Kasputys**

### **Chairman, President, & CEO**

Dr. Kasputys formed Global Insight, Inc. in March 2001 to join together the world's premier economic information and consulting firms, including DRI, WEFA, DAFSA and Decision Economics, headed by noted economist Dr. Allen Sinai.

Prior to his formation of Global Insight, Kasputys was with Primark Corporation from 1987 to 2000, where he served as Chairman, President, and CEO. In September 2000, Kasputys successfully completed the merger of Primark with Thomson Financial. He was chairman of Thomson Financial until his founding of Global Insight in early 2001.

Dr. Kasputys served several positions within the Department of Commerce in the Ford Administration. He also served as Deputy Director for the Federal Energy Administration as part of the Department of the Interior. He also served as Assistant Administrator of the U.S. Maritime Administration and Assistant to the Controller, Department of Defense. In addition, he served on President Reagan's "Grace Commission," as a trustee of the Committee on Economic Development, and is both an officer and board member of the Council for Excellence in Government. He is also a director of Lifeline Systems, Inc. and a trustee of the Logistics Management Institute. In November 1997, Kasputys was elected Chairman of the Hitachi Foundation, where he has served as a director since co-founding the Foundation with Elliot Richardson in 1985. Kasputys holds a Bachelor of Arts from Brooklyn College and earned his masters and doctorate degrees in business administration from Harvard Business School, where he was a Baker Scholar and a Warren G. Harding Aerospace Fellow.

## **Nariman Behravesh**

### **Chief Global Economist**

Dr. Nariman Behravesh is Chief Economist and Executive Vice President for Global Insight. Directing Global Insight's entire forecasting process, he is responsible for developing the economic outlook and risk analysis for the United States, Europe, Japan, and emerging markets. He oversees the work of over 200 professionals, located in North America and Europe, who cover economic, financial, and political developments in over 180 countries.

Behravesh and his team were designated #1 in *USA Today's* 2004 ranking of top economic forecasters, and in Reuters' 2004 survey of major currency exchange rate forecasters. In *The Wall Street Journal's* annual ranking of U.S. forecasters, Behravesh was the only forecaster to place in the top six for both 2003 and 2004.

## **Lawrence R. Klein**

### **Nobel Laureate**

Dr. Klein founded Wharton Econometric Forecasting Associates or WEFA, one of the predecessors of Global Insight. He is known for his work on the production of the world's first global economic model, linking models of many of the world's countries so that the effect of changes in the economy of one country are reflected in other countries.

Dr. Klein was awarded the **Alfred Nobel Memorial Prize in Economic Sciences in 1980**, for his work creating computer-run models to forecast economic trends and "their application to the analysis of economic fluctuations and economic policies."

# Best in the Business

---

## **Walter R. Arvin**

### **President, Advisory Services**

Mr. Arvin is President, Global Consulting at Global Insight. He is responsible for growing and managing the company's worldwide consulting activities. Prior to joining Global Insight in 2001, Mr. Arvin was the President of Standard & Poor's DRI, a division of the McGraw-Hill Companies. In this role he was responsible for the daily operations of this \$45 million economic forecasting and consulting concern. Prior to assuming this position, Mr. Arvin was Vice President, Content and Operations where he was responsible for all forecasting and consulting services, new product development, and marketing of the company's internationally recognized publications division.

Mr. Arvin joined DRI in the summer of 1998 after spending two years as President of a financial information services start-up and eight years with Standard & Poor's in various managerial and analytical roles. He also spent two years as an economist with The Conference Board where he was responsible for their capital spending survey and analysis group.

Mr. Arvin has a wide range of information services management experience from real-time news and analysis to analytical consulting and contract research. Most of his career has been in the area of helping companies better understand the business environment in which they operate, by providing information and analysis to improve their decision making.

## **Robert W. West**

### **Managing Director, Global Transportation**

Mr. West is Managing Director, Global Transportation, at Global Insight, specializing in trade and transportation and matters of economic development. He focuses on business development in Latin America and also works extensively with ports and railways in the region. His consulting experience spans 24 years. Mr. West has performed feasibility studies for new port facilities, developed financial models, and recommended financing options for various, large infrastructure development projects including ports and railways.

His consulting experience in Central America is extensive, including a market analysis for a trans-Nicaragua rail land bridge between Corinto and Monkey Point. He also has worked with the Panama Canal Commission for ten years forecasting transits, analyzing market potential, and estimating the effects of toll increases. He has worked in Mexico, Costa Rica, Guatemala, Honduras, Nicaragua, Colombia, Peru, and Brazil. He recently analyzed the land and sea cost structures of Guatemala's exports, in order to help make them more competitive in world markets. Mr. West also speaks Spanish.

As an expert in international trade and economics, he speaks frequently on economic and trade developments and their effects on future trade volumes between nations. Mr. West's experience includes work on freight transportation assignments across all modes (land, ocean, rail, and air).

# Best in the Business

---

## **José Luis Romero Hicks**

### **Managing Partner**

Mr. Romero Hicks is a private economic and financial consultant and Managing Partner of the Law Firm RomeroHicks & Galindo. He also serves as a member of several boards and committees, including: the Advisory Board of Lasalle University's School of Law, the Board of Trustees of the University of Guanajuato, and the Mexican Council on Foreign Affairs.

Prior to his work with RomeroHicks & Galindo, Mr. Romero Hicks served as President and CEO of the Mexican Bank for Foreign Trade—BANCOMEXT—and as Chairman of Ocean Garden and Seguros Bancomext. In Mexico's Federal Government, he was General Director for Housing Policy at the Ministry for Social Development and was a Board Member of Petróleos Mexicanos—PEMEX.

During President Fox's "transitional government," Mr. Romero Hicks co-chaired the National Housing Policy Committee. He also served as Finance Minister of Guanajuato State Government and was Economic Counselor to Mexico's Embassies in India and Japan.

At the University of Guanajuato, Mr. Romero Hicks was a professor of law and economics, a researcher, and Planning Division Head.

Mr. Romero Hicks has been decorated by the governments of Spain and Brazil and recognized as one of the 100 Best CEO's and the 300 Most Influential Leaders of Mexico in national publications.

## **Alfonso J. Galindo**

### **Partner**

Mr. Galindo is a private consultant and a partner of the firm Romero Hicks & Galindo. In the public sector, he has worked for the Office of the President of Mexico and the Ministry of Planning and Budget. In the private sector, he has been CEO of GH Maquinaria y Equipo and GB International Trade. Mr. Galindo is responsible for UCLA operations in Mexico. Besides being a professor of global studies at the University of Baja California, he is Vice-President of PROFMEX, the Worldwide Network for Research on Mexico. As Director of CILACE, a think-tank established to study and promote economic growth, he served as coordinator of President Fox's transition team on issues of land tenure and property reform.

Mr. Galindo holds a J.D. Degree from UNAM, a Masters of Latin American Studies from UCLA; a Masters of Public Policy from Berkeley; and a Masters of Law from Harvard Law School.