

# Latin America Private Equity & Venture Capital: A New Priority for Global Investors

Cate Ambrose  
President and Executive Director  
Latin American Venture Capital Association

New York  
December 14, 2010

## Mission

- To spur regional economic growth by advancing venture capital and private equity investment through programs of research, networking, investor education, the promotion of best investment practices, and the advocacy of sound public policy.

LAVCA is supported by:



## Members

- LAVCA's membership is comprised of **89 firms which control assets in excess of US\$25 billion**, directed at capitalizing and growing Latin American businesses.
- Some of the best known global and regional fund managers are members of LAVCA:



Citi Venture Capital International  
Citi Capital Advisors



Rohatyn Group



Partners Group



mercapital

ENFOCA INVERSIONES






- “Apax to Buy Tivit for \$1 Billion in First Brazil Deal” May 2010
- “Blackstone Agrees to Buy 40% Stake in Brazil’s Patria” September 2010



- “Burrill To Create Chile Life Sciences Venture Capital Fund” May 2010



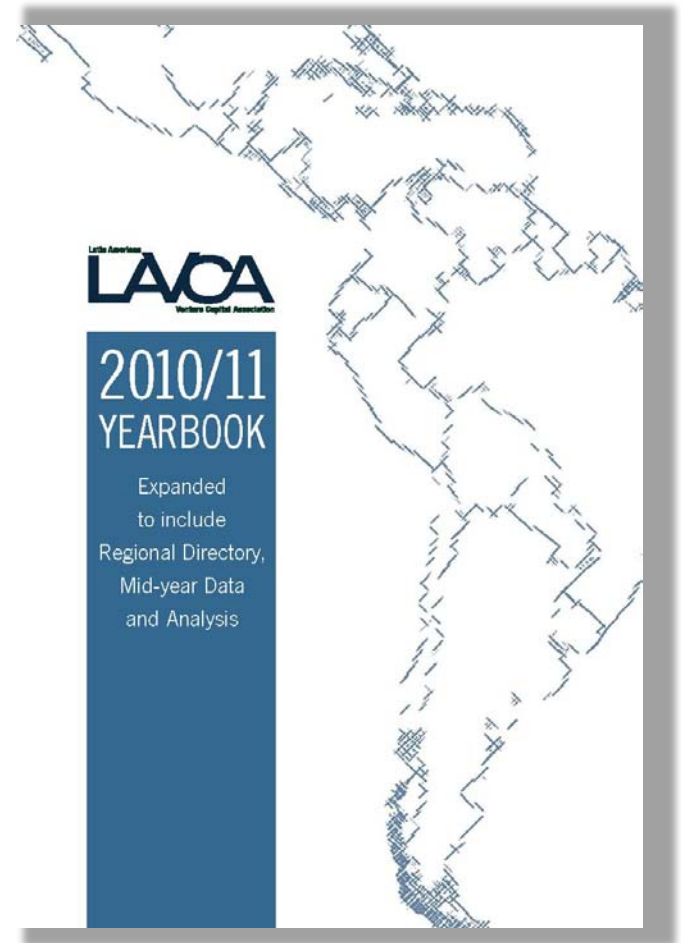
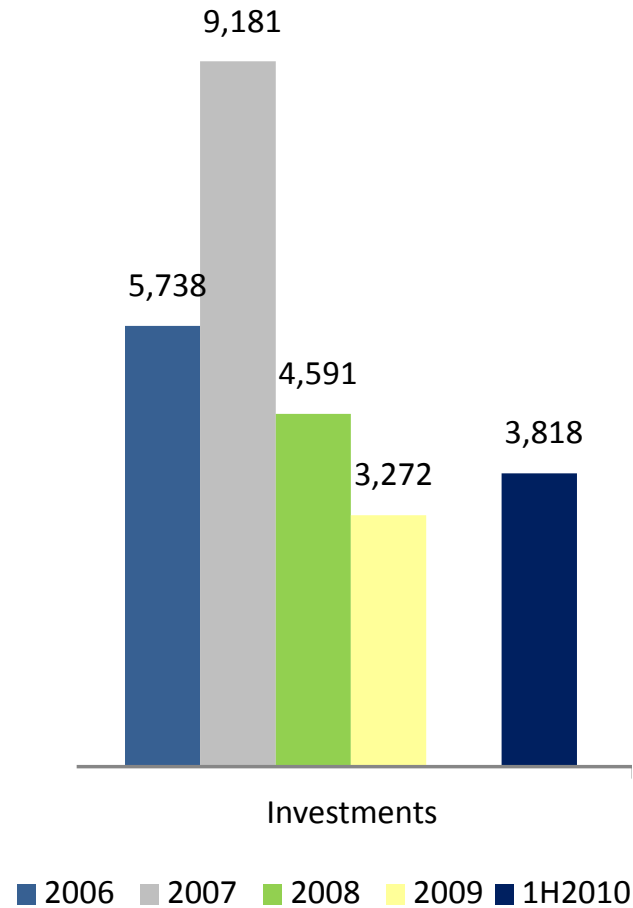
- “Carlyle Group Acquires Healthcare Firm Qualicorp in Brazil” July 2010



- “Mercapital Expands into Latin America” September 2010

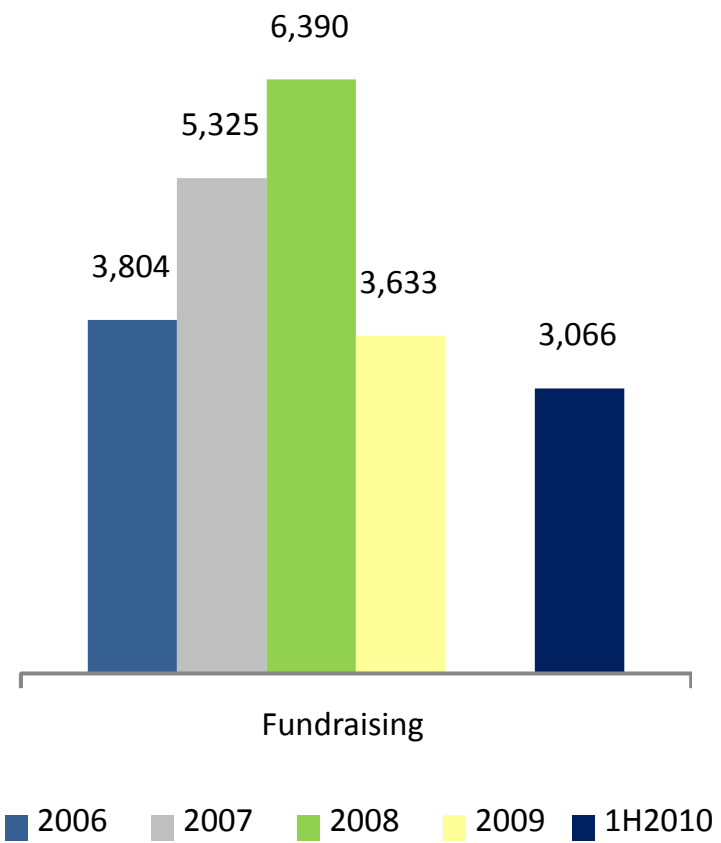
# PE/VC Investments in the Region

USD Million



# Fundraising Activity

USD Million



- In April, Advent International closed on \$1.65bn for Fifth Latin American Fund

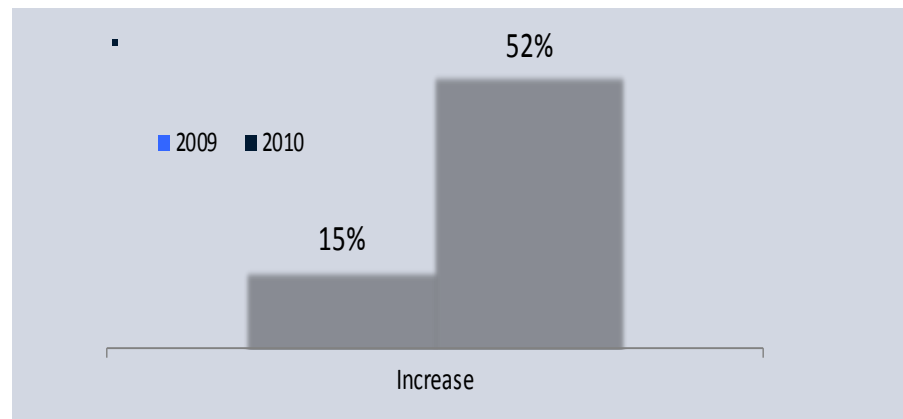


- Southern Cross raised \$1.68bn for its Fourth PE Fund, announced in September

# Global Investors Bullish on Latin America

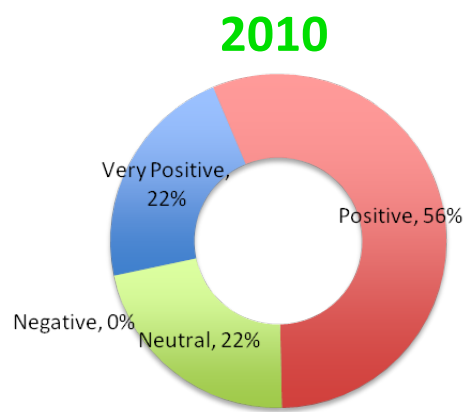
## LP survey results

How do you predict your portfolio allocation to Latin America GPs will change over the next 12 months?

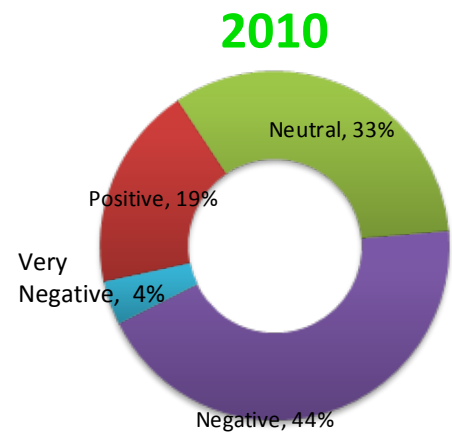


How would you qualify the following in terms of private capital markets in Latin America?

Deal flow opportunities



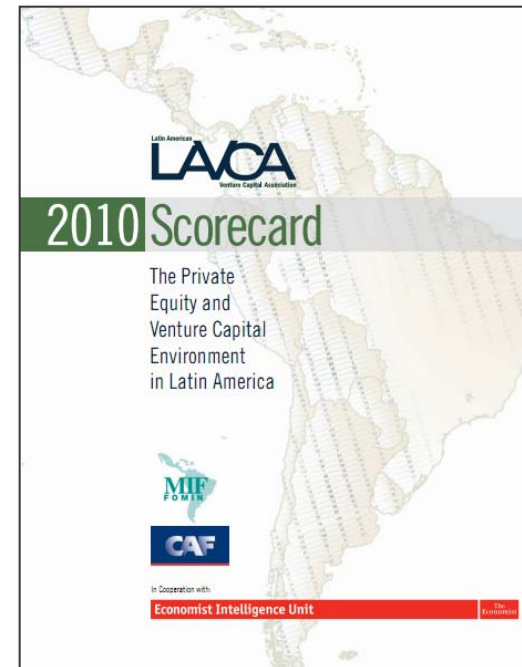
Political Risk



## Restrictions on institutional investors investing in VC/PE

Scored from 0-4 where 4=best

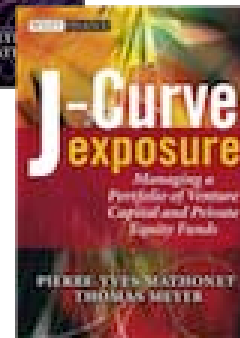
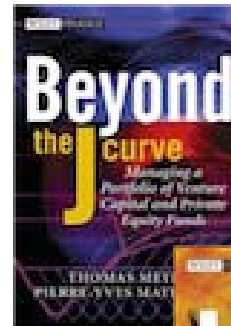
4	Brazil
	UK
3	Chile
	Colombia
	Israel
	Mexico
	Peru
	Spain
2	Panama
	Taiwan
	Trinidad & Tobago
	Uruguay
1	Costa Rica
	Dominican Republic
	El Salvador
0	Argentina



## Technical Seminars for Local Pension Funds

LAVCA partners with global expert, Pierre-Yves Mathonet, author of several books on private equity and permanent member of the private equity subcommittee of the Chartered Alternative Investment Analyst® (CAIA) Program to execute seminars for the region's most active pension funds in:

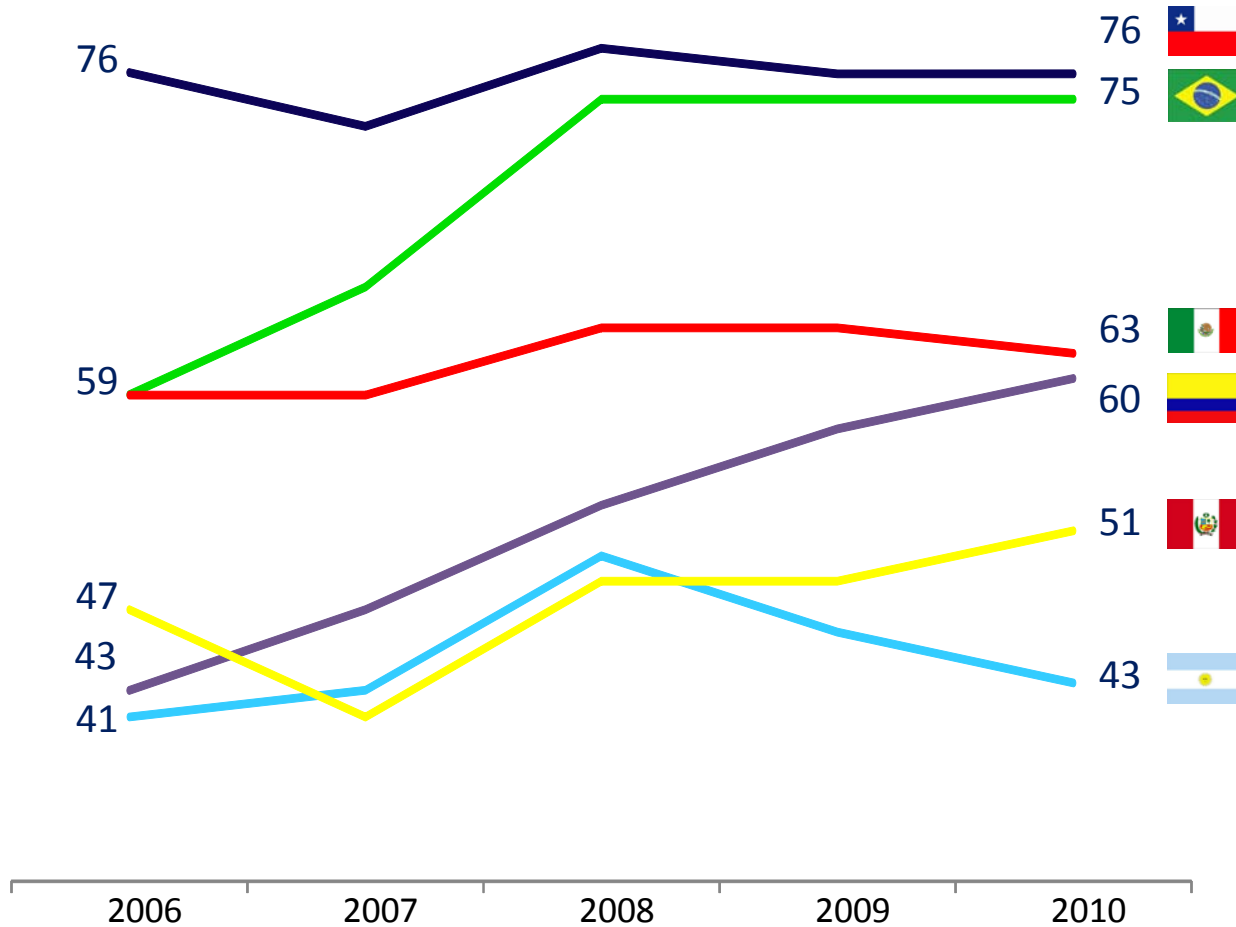
- **Colombia (November 2009)**
- **Brazil (March 2010)**
- **Mexico (November 2010)**
- **Peru (scheduled for March 2011)**





# LAVCA Scorecard 5-Year Trend Graph

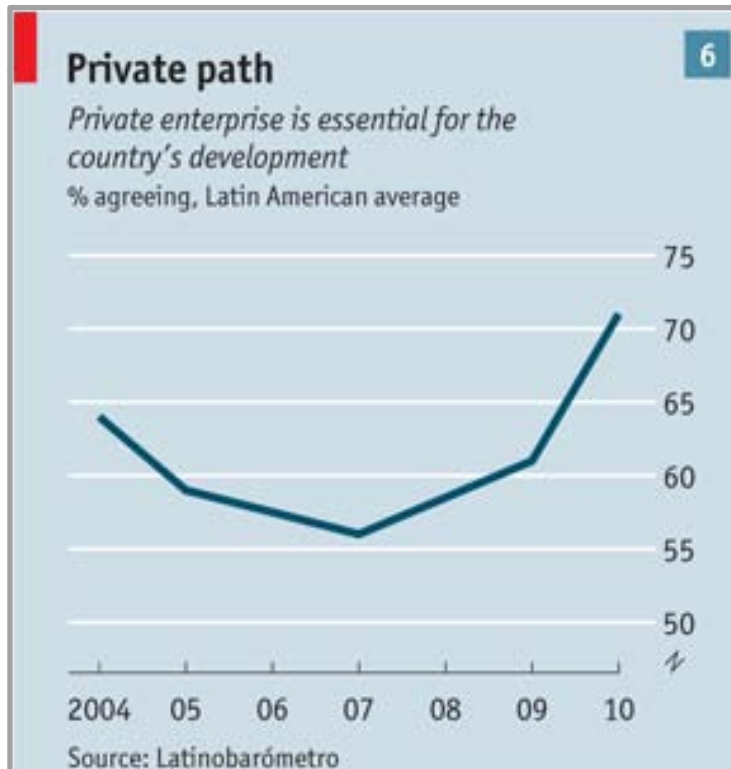
The regulatory and policy environment for PE/VC continues to improve in major LatAm economies



# Widespread Support of Private Enterprise

## The Latinobarómetro poll

The  
Economist



*A more robust economic performance is reflected in rising support for private enterprise and the market economy: some 71% of respondents across the region say that private enterprise is indispensable for development, up from 56% in 2007*



**Mr. Sebastián Piñera**  
Chile



**Mr. Juan Manuel Santos**  
Colombia



**Ms. Dilma Rousseff**  
Brazil

## New Leaders Elected in 2010

