



Latin American Private Equity & Venture Capital Association

2012 LAVCA Summit and Investor Roundtable

September 11th-13th

The University Club, New York City

Tuesday, September 11th

6.00 - LAVCA Member and Investor Reception
8.00 pm Hosted by Advent International

Wednesday, September 12th

7.30 am Conference Registration

8.00 am **Special Breakfast for LAVCA Members and LPs**
Coller Capital/LAVCA LP Survey on Latin America Private Equity
Presentation of research findings

Private Equity Program

9.00 am **Opening Remarks**
Patrice Etlin, Chairman, LAVCA
Cate Ambrose, President, LAVCA

9.20 am **Industry Overview 2012: What Does it Take to Do Deals When Capital is a Commodity?**

Moderator: Steve Costabile, Managing Director, PineBridge Investments
Patrice Etlin, Managing Partner, Advent International
Carlos García, Co-Managing Partner & Chairman, Victoria Capital Partners
Luca Molinari, Managing Director, Warburg Pincus
Arturo Saval, Co-Chairman and Senior Managing Director, Nexxus Capital

10.10 am **The Role of Strategic Investors: Competitors, Co-Investors, or Potential Buyers?**

Moderator: Matt Cole, Managing Partner, North Bay Equity Partners
Mark Adams, Chief Development Officer, Equinix
Christopher Meyn, Partner, Gávea Investimentos
Juan Pablo del Valle, Chairman, Mexichem
Saúl Villa, Partner, KPMG Mexico

- 11.00 am **Networking Break**
- 11.20 am **Models for Investing in Agribusiness, Natural Resources and Logistics**
Moderator: Cate Ambrose, President, LAVCA
Eduardo Elejalde, Founding Partner, Latin America Enterprise Fund Managers
Amaury Junior, Co-Founder & CIO, Vision Brazil
Luiz Maia, Managing Partner, Brookfield Asset Management
Alejandro Quentin, Founder & CEO, Pampa Capital
- 12.10 pm **Mexican PE/VC: Today's Challenges, Tomorrow's Opportunities**
Moderator: Jaime Salinas, Managing Director, Darby Overseas Investments
Joaquín Ávila, Co-founder, EMX Capital
Scott McDonough, Managing Director, Alta Growth Capital
Alexander Rossi, Managing Partner, Latin Idea Ventures
Cipriano Santisteban, Partner, Linzor Capital
- 1.00 pm **Mexico Keynote Luncheon**
Hosted by AMEXCAP
- Beyond 2012: What's Next for Mexico?**
Alejandro Werner, Managing Director, BBVA Bancomer
Interviewed by: Matthew Bishop, US Business Editor, The Economist
- 2.30 pm **The Integration of Andean Markets**
Moderator: Inés Andrade, Managing Partner, Altamar Investments
Diego Acevedo, Partner, Southern Cross Group
Darío Durán, Co-founder & Managing Director, Altra Investments
Erik Peterson, Senior Partner-Latin America, Aureos Capital
Andres Trivelli, Managing Director, LarrainVial
- 3.20 pm **Latin America's Frontier Markets**
Moderator: David Papadopoulos, Latin America Markets Team Leader, Bloomberg News
Susan Segal, President & CEO, Americas Society/Council of the Americas
Scott Swensen, Chairman, Conduit Capital Partners
Carlos Murillo, Director of Operations- LatAm, Pfizer
- 4.00 pm **Networking Break**
- 4.20 pm **What is the Right Formula for Closing Mid-market Deals?**
Moderator: Maureen Downey, Principal, Pantheon Ventures
Francisco Alvarez-Demalde, Founding Partner, Riverwood Capital
Andre Bhatia, Partner, Acon Investments
Ettore Biagioni, Managing Partner & Founder, Alothon Group
Marcelo Di Lorenzo, Partner & Managing Director, 3i

5.10 pm **Exit Market Update**
Moderator: Peter von Lehe, Managing Director, Neuberger Berman
Dirk Donath, Senior Managing Director & Partner, Eton Park
Felipe Irigorri, Partner, Tribeca Asset Management
Guilherme Lins, Managing Partner, Capital International
Fernando Pinto, Director, The Carlyle Group

6.00 pm **Remarks**
Tom Speechley, CEO, Aureos Capital

6.15pm Cocktail Reception
Hosted by Abraaj Capital

Thursday, September 13

8.15 am **Brazil Keynote Breakfast**
Hosted by ABVCAP

Introduction: Clovis Meurer, President, ABVCAP

8.30 am **Keynote: Financing Private Sector Growth in Brazil**
Henrique Meirelles, Former President of Brazil's Central Bank; Chairman of JBS

9.00 am **Panel: Brazilian PE/VC: Stages, Sectors, Strategies**
Moderator: Robert Linton, IR, ABVCAP
Robert Chefitz, Partner, Performa Investimentos
Paulo Guedes, CEO & Founder, BR Investimentos
Renato Mazzola, Director, BTG Pactual

9.45 am Networking Break

Investor Roundtable Program

10.00 am **Market Overview: Can Latin America Thrive in a Slow-Growing World?**
Liliana Rojas-Suarez, Senior Fellow, Center for Global Development

10.45 am **LP Perspectives: Asset Allocation in a World of Low Returns**
Michael Warren, Board Member, OPIC; Board Member, DC Retirement Fund
Luiz Felipe Andrade, Partner, Pragma Patrimônio
Juan Carlos Garcia, Managing Director, Quadrant Capital Advisors
Joncarlo Mark, Founder, Upwelling Capital Group
Sandra Gomez, CIO, BBVA Horizonte

11.45 am **Manager Showcase**
Moderator: Timothy W. Cunningham, President, Touchstone Group
Charlie Conner, Vice President, Arlon Capital Partners
João Marcelo Eboli, Partner, CRP
Luiz Eugenio Junqueira Figueiredo, COO & Partner, Rio Bravo Investimentos
John Paul Moscarella, Managing Director, Emerging Energy & Environment
Sebastian Popik, Managing Partner, Aqua Capital Partners
Ignacio Sarria, CEO, Arcano Group
Andres Small, Principal, Graycliff Partners

12.45 pm Networking Luncheon

Venture Capital Program

2.00 pm **A Conversation on Innovation, Entrepreneurship, Value Added Capital and Liquidity in Latin America**
Susana Garcia-Robles, Principal Investment Officer, FOMIN
Scott Voss, Managing Director, HarbourVest

2.30 pm **Is the Accelerator Model Working in Latin America?**
Moderator: Joanne Wilson, Angel Investor, Gotham Gal Ventures
Gonzalo Costa, Founding Partner, NXP Labs
Frederico Lacerda, Founding Partner, 21212
César Salazar, Venture Partner, 500 Startups

3.20 pm Networking break

3.35 pm **What is the Model for Profitable Tech Investing in Latin America?**
Moderator: Juan Pablo Cappello, Co-Founder, Idea.me & Sauber Energy
Yann de Vries, Managing Director, Redpoint e.ventures
Ariel Muslera, Partner, CAP Ventures
Andres Moreno, Founder & CEO, Open English
David Velez, Partner, Sequoia Capital

4.25 pm **Where/When to Look for Exits?**
Moderator: Simon Olson, New Business Development, Google
Gonzalo Miranda, Founding Partner, Austral Capital
Nnamdi Okike, Vice President, Insight Venture Partners
Thiago Rached, General Partner, Monashees Capital
Rogelio de los Santos, Managing Director, Alta Ventures

5.15 pm Cocktail Reception

