

2014 LAVCA Summit & Investor Roundtable

September 29 – October 1

The Metropolitan Club, New York

Monday, September 29

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

Tuesday, September 30

7.30 am Registration

8.00 am **Special Breakfast for LAVCA Members and LPs**
Coller Capital/LAVCA Third Annual LP Survey on Latin America Private Equity
Presentation of Research Findings
Hosted by Coller Capital

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

9.15 am **War Stories: Lessons Learned from Good Deals and Bad**
Moderator: Cate Ambrose, President & Executive Director, LAVCA
Fernando Borges, Managing Director, The Carlyle Group
Martín Díaz Plata, Managing Partner, Capital Group Private Markets
Christopher Meyn, Partner, Gávea Investimentos
Luis Harvey MacKissack, Senior Managing Director, Nexxus Capital

10.00 am **Different Strategies for Building Market Leaders**
Moderator: Scott Voss, Managing Director, HarbourVest Partners
Carlos Garcia, Co-Managing Partner & Chairman, Victoria Capital Partners
Patrice Etlin, Managing Partner, Advent International
Saúl Villa, Partner, KPMG Mexico
David Seinjet, CEO, Credivalores

10.45 am Networking Break

Sector Highlights

11.15 am **Healthcare, Technology, Media, and Infrastructure**

Moderator: Juan Savino, Director of Research, LAVCA
Camilo Villaveces, President & CEO, Ashmore Colombia
Francisco Alvarez-Demalde, Founder & Partner, Riverwood Capital
Chris Gordon, Managing Director, Bain Capital
Cesar Pérez Barnés, Partner, Southern Cross Group

12.00 noon **Energy, Alternative Energy, and Power Investing**

Moderator: Andrea Kramer, Managing Director, Hamilton Lane Advisors
Victor Muñoz, Managing Director, Denham Capital Management
Jorge Dickens, Managing Partner, ACON Investments

12.25 pm **Mexico Keynote Luncheon**

Hosted by AMEXCAP

Introduction: Antonio Ruiz Galindo, President, AMEXCAP

Keynote Interview: Alex Navab, Head of Americas Private Equity, KKR

1.50 pm **Perspectives on Mexico: Local Pension Funds and GPs Weigh In**

Moderator: Steven Costabile, Managing Director & Head of Private Funds Group, PineBridge Investments
Alfredo Alfaro, Managing Director, Northgate Mexico
Alex Rossi, Managing Partner & Co-Founder, Latin Idea Ventures
Eduardo Espino, PE Fund Investments, Afore XX-Banorte
Pablo Odriozola, Managing Director, Arzentia
Juan Carlos Calderon Guzman, Head of Risk Management, Invercap

2.35 pm **Restructuring, Credit, and Secondaries: Other Ways to Access the Market**

Robert Stark, Partner, Brown Rudnick
Amaury Fonseca Junior, Founding Partner and CIO, Vision Brazil
Jose Sosa del Valle, Principal, Lexington Partners

3.00 pm **Family Offices: Market Makers and Deal Partners**

Moderator: Carlos Héneiné, Co-head, Quilvest
Joel Schwartz, Managing Director, Partners Group
Nicolas Bañados, Managing Director, Megeve
Flavia Buarque de Almeida, Managing Director, Península Participações
Juan Carlos Garcia, Managing Director, Quadrant Capital Advisors

3.35 pm Networking Break

3.50 pm **Beyond the Main Markets: Opportunities in the Broader Region**

Moderator: Duncan Littlejohn, Partner, StepStone
Gustavo Eiben, Managing Director, The Rohatyn Group
Roberto Velarde, Managing Director, Darby Private Equity
Michael Penfold, Director, CAF

4.25 pm **Minimizing Environmental, Social, and Governance Risks**

Moderator: Maureen Downey, Principal, Pantheon Ventures
Susana García-Robles, Principal Investment Officer, MIF/FOMIN
Carlos de la Fuente, Director & Head of APAG, Abraaj
Scott Swensen, Chairman, Conduit Capital Partners

5.00 pm **Key Considerations for Exiting via an IPO**

Moderator: Chris Bruneau, Managing Director, 57 Stars
Enrique Beltranena, CEO, Volaris
Tim Purcell, Managing Partner & Co-Founder, Linzor Capital Partners
Álvaro Gonçalves, Founding Partner & CEO, Stratus Group

5.35 pm **Cocktail Reception**

Hosted by Vector Casa de Bolsa

Wednesday, October 1

8.30 am **Brazil Keynote Breakfast**

Hosted by ABVCAP

Introduction: Fernando Borges, President, ABVCAP

Keynote Interview

Charles Kaye, Co-Founder & Co-CEO, Warburg Pincus

Interviewed by: Laura Kreutzer Assistant Managing Editor, Dow Jones & Company

9.30 am **Country Focus: Brazil**

Moderator: Robert Linton, Investor Relations, ABVCAP
Cesar Collier, Managing Director, Siguler Guff
Eduardo Alcalay, Managing Director, GP Investimentos
Sebastian Popik, Managing Partner, Aqua Capital

10.15 am Networking Break

Investor Roundtable Program

10.45 am **Market Overview**

Will Advanced Economies' Recovery Translate into Low Growth in Latin America?

Liliana Rojas-Suarez, Senior Fellow, Center for Global Development

11.15 am **Institutional Investor Perspectives**

Allocating to Emerging Markets throughout Market Cycles

Moderator: Ksenija Jovanovic, Director of Business Development & Strategy, LAVCA
Claudio Demontis, Vice President, ATP PEP
Michael Warren, Board Member, DC Retirement Board/Managing Principal, Albright Stonebridge
Jesús Argüelles, Portfolio Manager, OTPP

12.00 noon **Manager Showcase**

Moderator: Tim Cunningham, President, Touchstone Capital
Martin Poulsen, Partner, Moringa Partnership
Doug Hewson, Partner, Portland Private Equity
Alexander Chalmers, Managing Director, Avenida Capital
Hector Cateriano, Founder & CEO, MAS Equity Partners
Charlie Conner, Principal, Arlon
Lisa Rhoads, Managing Director, Moore Healthcare/Easton Capital

1.00 pm Networking Luncheon

Training and Professional Development Program (GP Only Session)

2.30 pm **Fundraising Master Class**

Presented by

Peter Brown, Managing Director, UBS Private Funds Group

3.30 pm **Legal and Structuring Strategies for Fundraising**

Presented by

Niamh A. Curry, Partner, Baker & McKenzie LLP

4.00 pm **What Does it Take to Secure a Commitment?**

Moderator: Ksenija Jovanovic, Director of Business Development & Strategy, LAVCA
Felipe Vilá Gonzalez, Director General, Fondo de Fondos
Bill Pearce, Head of Investment Funds, OPIC
Umberto Pisoni, Global Portfolio Head, IFC

4.45 pm **Cocktail Reception**