

Featured Commentators

Ariel Muslera
Regional Advisor, LAVCA
@bluelabel

Ariel Muslera joined CAP Ventures as a partner in 2011, where his main investment focus is on technology-related investments, particularly Web 2.0, New and Digital Media, Mobile Apps and SaaS companies. He currently manages seven portfolio companies for the fund. Prior to CAP, he was Director of Strategy and Product Development at LAVCA. Where he is now a Regional Advisor. Prior to LAVCA, Mr. Muslera was a lead Partner at NetStrategies, a US-based boutique advisory firm where he co-led capital raising and strategy engagements for multiple technology start-up companies in the New Media industry. In 2013, Mr. Muslera was focused on launching a new investment platform called Eastpoint Ventures, which will create or develop tech startups operating in specific industry verticals. Mr. Muslera holds an MBA with Honors from Columbia Business School, has a BA in Economics from Universidad Torcuato Di Tella.

Andy Tsao
Managing Director, SVB Global Private Equity
@ahtsao

Andy Tsao is a Managing Director with SVB Global Private Equity Services, working with SVB's international private equity and venture capital clients. In addition, Andy leads SVB's Global Gateway, which assists innovation companies with their international market expansion. He brings more than 20 years of experience banking dynamic companies in technology industries worldwide. In his roles, Andy manages SVB's relationships with venture capital and private equity firms outside the US, and also helps international companies as they seek US market entry and US companies as they seek to expand abroad. Previously, Andy led and helped found SVB's UK-based operation, SVB Financial UK Ltd, which was established in 2004. For six years, he was responsible for building senior debt relationships with high-growth technology, life sciences and clean technology companies in the UK and Europe. Prior to joining Silicon Valley Bank in 1997, he was a technology lender at BankBoston, and BayBank in Burlington, Mass. He began his banking career with USTrust in Boston in 1988. Andy earned a bachelor's degree from Colgate University and an MBA from Boston University.

AGENDA

1.00 pm Check in and Networking

1.30 pm **Welcome and Update on Latin American Venture Activity**
Cate Ambrose, President & Executive Director, LAVCA

1.40 pm **Accelerators & Venture Funds**
Juan Lopez Salaberry, Partner, 500 Startups Mexico
Eric Perez-Grovas, Co-Founder & General Partner, Jaguar Ventures
Andy Tsao, Managing Director, Silicon Valley Bank

DISCUSSION TOPICS:

1. How is the growing number of accelerators affecting deal flow and entrepreneurs' expectations?
2. Do accelerators work? Can accelerators and venture funds work together?

2.30 pm **The Role of the Government**
Rafael de la Guia, Investments, Omidyar Network
Pedro Arboleda, Director, Monitor Deloitte
Federico Antoni, Co-Founder & Managing Partner, Venture Partners

DISCUSSION TOPICS:

1. Report Findings: Public Policy and Entrepreneurship in Mexico
2. What role are INADEM and other Mexican public entities playing?

3.20 pm Networking Break

Agenda continued...

- 3.40 pm** **Negotiating and Structuring Deals**
Arturo Pérez-Estrada, Shareholder, Greenberg Traurig
Andres Chico, Associate, Riverwood
Andy Tsao, Managing Director, Silicon Valley Bank

DISCUSSION TOPICS:

1. Practical and legal content on deal negotiation and structuring in the Mexican market.

- 4.30 pm** **What's Next for the Mexican Venture Market?**
Alex Rossi, Managing Partner, Latin Idea Ventures
Alonso Diaz, Managing Partner, Gerbera Capital
Andy Tsao, Managing Director, Silicon Valley Bank

DISCUSSION TOPICS:

1. What is the opportunity for Mexico within the pan-regional VC market?
2. What model will the Mexican venture market adopt? Will it build local companies or regional/global companies?

- 5.20 pm** **Closing Remarks**

- 5:30 pm Cocktail

Mexico Venture Investors Peer Exchange

Mexico City

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Hotel Condesa DF
Av. Veracruz N.102
Col. Condesa
Mexico City, DF 06700
Mexico


Latin American Private Equity &
Venture Capital Association