

Featured Commentators

Ariel Muslera
Regional Advisor, LAVCA
@bluelabel

Ariel Muslera is currently a Senior Advisor for LAVCA, as well as Founder of Tuk Tuk Lab (a soon-to-be-launched investment platform with focus on innovation and new product development in partnership with corporations), and a member of the Kaufmann Fellows Program. Prior to that he was a partner at CAP Ventures, an Argentina-based VC fund, where he led all the technology-related investments of the fund, including two successful exits. Prior to CAP, he was full-time at LAVCA as Director of Strategy and Product Development. Mr. Muslera has also held various other roles in the venture community including as 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, and as Founding Partner of Eastpoint Ventures, which developed tech startups operating in specific industry verticals. Mr. Muslera holds an MBA with Honors from Columbia Business School and 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**
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
Rafael de la Guia, Investments, Omidyar Network

DISCUSSION TOPIC:

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, LIV Capital
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

Wednesday, November 12, 2014

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


Latin American Private Equity &
Venture Capital Association