



Latin American Private Equity & Venture Capital Association

2017

# LAVCA Industry Data & Analysis

Update on Latin American Private Equity & Venture Capital

## ABOUT THE DATA

**2017 LAVCA Industry Data & Analysis** summarizes the results of the Latin American Private Equity & Venture Capital Association's ninth annual survey of fund management firms active in Latin America and the Caribbean. The survey was conducted in December 2016 and January/February 2017. It also includes historical data on fundraising and investments drawn from available sources.

Nearly 250 firms participated in the ninth annual survey, from large international firms investing through global emerging market funds to early stage and VC firms doing deals in local Latin American markets. Approximately 26% of the respondents were firms headquartered in Brazil, followed by Mexico and Colombia (14% and 8% respectively). This year, 68% of transactions were confirmed with primary sources. Also, 98% of the deals provided financial details for the transactions (or a range of the investment size). Half of respondents were non-LAVCA member firms. Survey responses were carefully compared against a range of indices and data sources.

LAVCA Industry Data represents the most comprehensive and accurate source of regional industry data on private equity and venture capital investment available to date and has been designed for use in investor presentations, media reports, and conferences.

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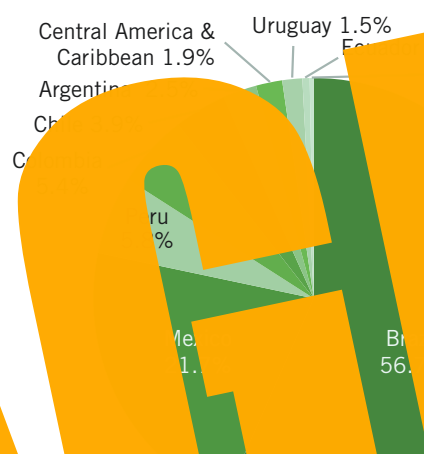
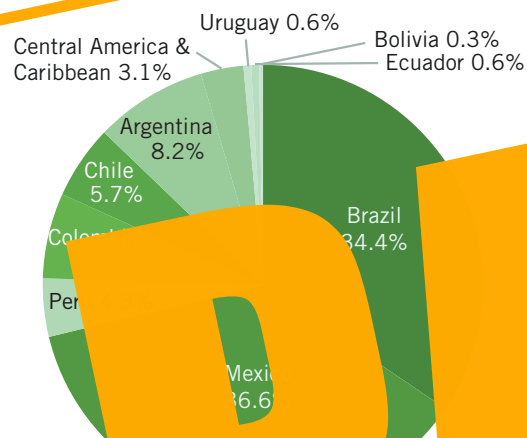
**PEVC INVESTMENTS**

**Investments by Country**

COUNTRY BREAKDOWNS	2016		2015		2014		2013		2012	
	Amount (\$)	% of Total	Amount (\$)	% of Total	Amount (\$)	% of Total	Amount (\$)	% of Total	Amount (\$)	% of Total
Colombia	\$1,166	14.4%	\$2,268	28.1%	\$378	4.8%	\$415	5.3%	\$178	2.3%
Brazil	\$2,268	28.1%	\$378	4.8%	\$415	5.3%	\$178	2.3%	\$178	2.3%
Argentina	\$415	5.3%	\$178	2.3%	\$41	0.5%	\$19	0.2%	\$19	0.2%
Chile	\$178	2.3%	\$41	0.5%	\$19	0.2%	\$19	0.2%	\$19	0.2%
Central America & Caribbean	\$19	0.2%	\$19	0.2%	\$19	0.2%	\$19	0.2%	\$19	0.2%
Uruguay	\$3	0.0%	\$3	0.0%	\$3	0.0%	\$3	0.0%	\$3	0.0%
Ecuador	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Bolivia	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
<b>Total</b>	<b>\$8,324</b>	<b>100%</b>	<b>\$8,324</b>	<b>100%</b>	<b>\$8,324</b>	<b>100%</b>	<b>\$8,324</b>	<b>100%</b>	<b>\$8,324</b>	<b>100%</b>

**2016 Investments by Country (# of Deals)**

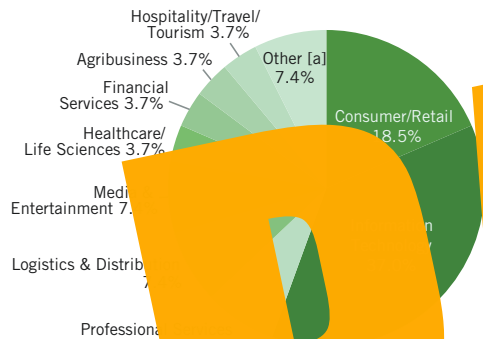
**2016 Investments by Country (US\$ Million)**



Exits by Sector

EXITS BY SECTOR	2016 Exits				2015 Exits				2014 Exits	
	# Exits	US\$ Mil	%	Dist	# Exits	US\$ Mil	%	Dist	# Exits	%
Consumer/Retail	5	\$185	18.5%	42.0%	5	\$185	18.5%	42.0%	5	25.0%
Technology	10	\$172	17.4%	62.6%	10	\$172	17.4%	62.6%	10	42.9%
Healthcare/Life Sciences	2	\$74	7.4%	N/A	2	\$74	7.4%	N/A	2	N/A
Media & Entertainment	2	\$74	7.4%	N/A	2	\$74	7.4%	N/A	2	N/A
Educational Services	2	\$74	7.4%	N/A	2	\$74	7.4%	N/A	2	N/A
Professional Services	2	\$74	7.4%	N/A	2	\$74	7.4%	N/A	2	N/A
Other	2	\$512	7.4%	42.0%	3	\$988	12.0%	62.6%	3	-33.3%
<b>Total</b>	<b>27</b>	<b>\$1,220</b>	<b>100%</b>	<b>100%</b>	<b>25</b>	<b>\$1,579</b>	<b>100%</b>	<b>100%</b>	<b>8</b>	<b>-23%</b>

2016 Exits by Sector (# of Deals)



2016 Exits by Sector (US\$ Mil)



Notes

"Other" includes exits in Real Estate or the Financial Services sector. Exits in the "Other" category are not disclosed due to confidentiality issues.