



2016 LAVCA Venture Investors New York Summit

Thursday, September 29, 2016

Tribeca Rooftop, NYC

8:30am **Registration Opens**

9.00 am **Special Breakfast: Argentina, Open for Business**

Moderator: Ariel Muslera, Senior Advisor, LAVCA

Mariano Mayer, Secretary of Entrepreneurship and SMEs, Government of Argentina

Tomi Pierucci, President & Co-Founder, Bluesmart

9:40am Break

10.00am **Welcome**

10.10am **Building Track Records and an Ecosystem: What does it take to Succeed?**

Moderator: Julie Ruvolo, Director of Venture Capital Strategy, LAVCA

Eric Acher, Co-Founder & Managing Partner, Monashees+

Gonzalo Costa, Founding Partner, NXP Labs

Rogelio de los Santos, Managing Partner, Dalus Capital and Alta Ventures

10.40am **Fireside Chat**

Diego Dzodan, Vice President of Sales LATAM, Facebook

11.00am **Positioning Companies for Series B, C and Beyond**

Konfio Case Study

Bill Cilluffo, Partner, QED Investors

Eric Perez-Grovas, Co-Founder & General Partner, Jaguar Ventures

PSafe Case Study

Marco DeMello, CEO, PSafe Tecnologia

Ken Pelowski, Managing Partner, Pinnacle Ventures

- 11.30am **The Impact of Technology on Social Inclusion**
Susana Garcia-Robles, Team Leader, Venture Capital Funds, Manager on Innovation, Strategy & Client Relationships, Advisor Multilateral Investment Fund, FOMIN
Jalak Jobanputra, Founding Partner, Future\Perfect Ventures
- 11.50am Break
- 12.20pm **Building Bridges to Silicon Valley**
Moderator: Julie Ruvolo, Director of Venture Capital Strategy, LAVCA
Santiago Zavala, Partner, 500 Startups
Andy Tsao, Managing Director, Silicon Valley Bank
Pat Burtis, Partner, Amadeus Capital
- 12.50pm **Fireside Chat: Insights on Raising Capital for VC**
Kirsten Morin, Senior Investment Manager, Aberdeen Assset Management
Valentín Fernández García, Global Director of Business Development & Partnerships, Telefonica Open Future_
Interviewed by: Cate Ambrose, President, LAVCA
- 1.10pm Luncheon
- 2.10pm **The Evolution of eCommerce, Mobile and Payments**
Moderator: Jackie Hyland, Director, Latin America, Silicon Valley Bank
Federico Gomez Schumacher, General Director LATAM, PayPal
Hernan Kazah, Co-founder & Managing Partner, Kaszek Ventures
Carlos Kokron, Vice President & Managing Director, Qualcomm Ventures

- 2.40pm **Three Questions With...**
Fernando Lelo de Larrea, Managing Partner, ALLVP
Francisco Mira, CEO, Promotora
Interviewed by: Sean Petersen, Principal Investment Officer, Venture Capital, IFC
- 3.00pm **Scaling EdTech: What Business Models Work?**
Moderator: Eliza Erikson, Venture Partner, Omidyar Network
Michael Nicklas, Partner, Valor Capital Group
Claudio Sasaki, Founder & CEO, Geekie
Katelyn Donnelly, Managing Director, Pearson Affordable Education
- 3.40pm **Global Contexts for Innovation in Transportation & Logistics**
Oscar Salazar, Entrepreneur and Investor
Martín E. Díaz Plata, Managing Partner, Capital Group Private Markets
- 4.00pm Break
- 4.20pm **Fireside Chat**
Hein Brand, Investment Adviser, Naspers Limited
Interviewed by: Anderson Thees, Founding Partner, Redpoint e.Ventures
- 4.40pm **Three Questions With...**
Victor Aguilera, Managing Director, Aurus Capital
Diego Gonzalez Bravo, Managing Director, Cygnus Capital
- 5.00pm **Key Considerations to Selling to Strategic Acquirers**
Daniel Costello, Senior Vice President, Mergers & Acquisitions, News Corp
Ann Newman, Executive Vice President, WPP
Arthur O'Keefe, CFO, Mobile
Ignacio Estivariz, Head of Corporate Development, MercadoLibre



- 5.30pm **Fireside Chat**
Newton Neto, Head of Product Partnerships, Latin America, Google
- 5.50pm Cocktail

NOT FOR CIRCULATION