Since 2016, LAVCA has conducted private capital awards to recognize fund managers with successful deal cases in Latin America, and to highlight the maturity of the region’s private capital industry.

The 2024 LAVCA ESG Deal Awards recognize tangible examples of how private capital investors are adding value to businesses, projects and startups in Latin America while securing strong returns for their investors. Case studies not only demonstrate operational growth and financial returns, but also illustrate how investors drive environmental, social and governance (ESG) improvements in their portfolio companies.

The LAVCA ESG Deal Awards are open exclusively to LAVCA Members. In addition, any firm that submits a case for award consideration will also be considered for publication in the [LAVCA Deal & ESG Cases platform](https://lavca.org/dealbook/). The winners will be determined by a select panel of institutional investors and the awards will be conferred at an online ceremony in Q2 of 2024.

# We will contact the firms selected for a conversation with the investment professional and the founder/CEO to discuss the deal in more detail. Please direct any questions and final submissions to Marcelo Pizzato at [mpizzato@lavca.org](mailto:mpizzato@lavca.org).

Criteria and Instructions:

* Firms may submit one portfolio company for consideration each year.
* The date of the initial investment in the portfolio company should be between 2016 to 2022.
  + Extraordinary examples of investments made outside of this window may be considered.
* All investments, assets and financial returns amounts have to portrayed in US Dollar only.
* The Deal Awards and Cases recognize ways in which fund managers are driving improvements, impact and growth in partnership with their portfolio’s company leadership.
* Submissions should emphasize transformations implemented by the fund manager and not just internal initiatives by the portfolio company.
* Please include as many details as possible in the following information request template.
* Partial submissions will not be considered, and separate documents or links will not be sent to the judges.
* Firms have the option to include confidential information that will be used in the judging process but will remain unpublished.
* Participating firms will have final approval of any published material.
* The deadline to submit a deal case is **Friday, 26 January 2024**.

# Contact Information of the person completing this form:

# First Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

# Last Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

# Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Award Categories:

Please select the categories for which you would like to be considered. There is no limit.

2024 Latin American Private Capital Deal of the Year Award

* Requires a partial or full exit to be completed by the submission deadline

2024 Latin American Environmental Responsibility ESG Award

* An exit is not mandatory

2024 Latin American Social Impact ESG Award

* An exit is not mandatory

2024 Latin American Gender and Diversity ESG Award

* An exit is not mandatory

2024 Latin American Innovation Award

* An exit is not mandatory

2024 Latin American Better Tech Award

* LAVCA has introduced a new award in recognition of high-growth technology companies that are having a measurably positive impact in Latin America.
* An exit is not mandatory

# Information Required for All Award Types

# Fund Manager's Information (required):

Fund Manager: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Total Assets Under Management (in USD): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Fund Name (specify fund(s) invested in the featured portfolio company): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Fund Size: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Fund Tenor/Term: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## Please describe your firm's ESG policy/framework (i.e., integration into the investment process, reporting, etc.):

*Please describe in 3-5 sentences.*

# Nominated Company & Investment Information (required):

Name of the Portfolio Company: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Website of Company: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date of Investment (DD/MM/YY): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Investment Amount: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Participation/Stake: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Industry/Sector: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company Headquarters: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Geographic Area of Operations: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Description of Company:

*Please describe the business and its main activities in approximately 250 words.*

Investment Thesis at Acquisition (required):

*Please describe the initial investment thesis in approximately 250 words.*

## Specific Information on Operational, Growth or other Transformation Initiatives (required):

Please describe these initiatives and clearly define what they strived to achieve and what has been accomplished to date.

**Please describe** **in** **approximately 200 to 250 words how you measured success and how these metrics have changed since the initial investment** (e.g., Revenue, EBITDA, CAGR).

## Challenges Faced During Holding Period and GP Countermeasures (required):

*Please describe any challenges that may have occurred during the holding period and the main measures your firm took to counteract these challenges.*

Governance Initiatives (required):

*Please describe any governance initiatives and what you put in place to strengthen the portfolio company.*

*Clearly define what the initiatives strived to achieve and what has been accomplished to date.*

***Please describe in approximately 200 to 250 words how you measured success and how these metrics have changed since the initial investment.***

## Measures taken to support this portfolio company during the global pandemic (optional):

*Please be specific.*

*If you exited the company before January 2020, disregard this question.*

Information Required for Specific Award Categories (see descriptions):

2024 Latin American Environmental Responsibility ESG Award – Environmental Initiatives

(Required for Environmental Award submissions, optional for all other submissions):

*Please describe any environmental initiatives and what you put in place to strengthen the portfolio company.*

*Clearly define what the initiatives strived to achieve and what has been accomplished to date.*

***Please describe in approximately 200 to 250 words how you measured success and how these metrics have changed since the initial investment.***

## 2024 Latin American Social Impact ESG Award - Social Initiatives, Workforce, and Communities

## (Required for Social Impact Award submissions, optional for all other submissions):

*Please describe any social impact initiatives and what you put in place to strengthen the portfolio company such as:*

*• Workforce: job creation, wage growth, benefits, training/human capital development, etc.*

*• Investment in community building-initiatives and local outreach*

*In addition, you may include information on the company’s direct impact on social challenges.*

***Please describe in approximately 200 to 250 words how you measured success and how these metrics have changed since the initial investment.***

2024 Latin American Gender and Diversity ESG Award - Gender/Diversity Initiatives

## (Required for Gender/Diversity Award submissions, optional for all other submissions):

*Please describe any Gender/Diversity initiatives and what you put in place to strengthen the portfolio company.*

*Clearly define what the initiatives strived to achieve and what has been accomplished to date.*

***Please describe in approximately 200 to 250 words how you measured success and how these metrics have changed since the initial investment.***

2024 Latin American Innovation Award - Innovation Initiatives

(Required for Innovation Award submissions, optional for all other submissions):

*Please describe how your firm has helped this business in developing new business models or deploying innovative solutions to meet the needs of customers and stakeholders.*

*Clearly define what the initiatives strived to achieve and what has been accomplished to date.*

***Please describe in approximately 200 to 250 words how you measured success and how these metrics have changed since the initial investment.***

2024 Latin American Better Tech Award

## (Required for Better Tech Award submissions, optional for all other submissions):

LAVCA has introduced a new reward in recognition of high-growth technology companies that are having a measurably positive impact in Latin America.

**To nominate a portfolio company for the Better Tech Award, please share your view on the following in 3-5 sentences:**

* The company’s growth/traction
* What is innovative about the company’s application of technology
* What metric(s) the company is tracking to measure its impact

# 2024 Latin American Private Capital Deal of the Year Award

# (Required for Deal of the Year submissions, optional for all other submissions):

Date of Exit (MM/YY): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Method of Exit: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Buyer (If applicable): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Financial Return (not required, but highly encouraged): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Distributions (in USD): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Returns Metrics: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

EBITDA growth: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

MOIC: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Net IRR: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

We understand this information may be confidential.

PLEASE INDICATE below if you would not like this published in the deal book:

This information is confidential; it can be used for judging the award, but should NOT be published in the deal book.

Lessons Learned from Transaction:

*Please mention any specific lessons learned through purchasing, owning, and exiting this transaction.*

Submission Instructions and Next Steps:

Thank you for completing the 2024 LAVCA ESG Deal Awards submission form. We appreciate your continued support of LAVCA and the private capital industry in Latin America.

Please email your final submission along with any questions to Marcelo Pizzato at [mpizzato@lavca.org](mailto:mpizzato@lavca.org)

by **Friday, 26 January 2024**.