


AGENDA

Monday, September 26th

6 – 8 pm LAVCA Member Reception
 Hosted by Advent International 

Tuesday, September 27th

8.00 am Registration

9.00 am Opening Remarks
 Cate Ambrose, President, LAVCA

9.15 am What is the best strategy for global firms looking to access investment opportunities in Latin America?
For global firms investing across emerging PE markets, is it necessary to staff a local office in order to do deals? How does a pan emerging markets strategy benefit investors going into Latin America?

Moderator: Cate Ambrose, President, LAVCA
 Enrique Bascur, Managing Director, CVCI
 Karen Bechtel, Managing Director, The Carlyle Group
 Gustavo Schwed, Managing Director, Providence Equity Partners

10.15 am Break

10.45 am Stones in the Path: Risks to Economic Expansion and PE Investing
How will Latin American PE investors manage human capital constraints, infrastructure bottlenecks, and currency, regulatory and political risk in 2011 and beyond?

Moderator: Bernard McGuire, Managing Director, 57 Stars
 Ettore Biagioni, Managing Partner and Founder, Alothon Group
 Martin Diaz Plata, Partner, Capital International Private Equity Funds
 Victor Esquivel, Partner, KPMG
 Hector Morales, Of Counsel, Baker & McKenzie
 Juan Pablo Zucchini, Managing Director, Advent International

11.45 am Market integration: Are Latin American businesses becoming more regional?
What are the costs and challenges in building companies that can compete across multiple Latin American markets? What are the exit options in this scenario? Is a single-country strategy more attractive?

Moderator: Peter Lipson, Managing Director, HarbourVest Partners, LLC
 Joaquin Avila, Senior Managing Director and Co-Founder, EMX Capital
 Dirk Donath, Senior Managing Director and Partner, Eton Park
 Felipe Ortiz-Monasterio, Partner, Aureos Capital
 J. Scott Swensen, Chairman, Conduit Capital Partners



12.45 pm

Mexico Luncheon

Hosted by Fondo de Fondos

Keynote Remarks

Francisco Gil Díaz, Executive President, Telefónica Mexico and Central America

2.30 pm

The Deal Environment: Competition, Valuations, Co-Investment

How is the influx of new investors affecting competition for deals, valuations, and deal terms? Is proprietary deal flow still possible? How will co-investing evolve?

Moderator:

Mani Saluja, Partner, Quilvest Group
Carlos García, Founding Partner and CEO, Victoria Capital Partners
Luiz Maia, Managing Partner, Brookfield Brazil Capital Partners
Piero Minardi, Partner, Gávea Investimentos
Jesus Zamora, Founder and Chairman, Enfoca Inversiones

3.30 pm

Break

4.00 pm

The Private Equity Ecosystem in Latin America: What is Missing?

As record fundraising and investment propel the development of a regional PE/VC industry, where are the weak links in the capital formation ecosystem?

Moderator:

Matthew Cole, Managing Partner, North Bay Equity Partners
Eduardo Elejalde, Founding Partner, Latin America Enterprise Fund Managers
Susana García-Robles, Principal Investment Officer, Multilateral Investment Fund
Amaury Junior, Founding Partner and CIO, Vision Brazil
Marcus Regueira, Founding Partner, FIR Capital

5.00 pm

Capital Markets: Is an IPO a Viable Exit Strategy in Latin America?

Will volatility on Brazil's Bovespa force managers to shun public market exits? Do other regional exchanges represent viable platforms for exits?

Moderator:

Steven Costabile, Managing Director, PineBridge Investments
Claudia Arango, Managing Director, The Rohatyn Group
Carlos Gómez, Partner, Linzor Capital
Álvaro Gonçalves, Founding Partner and CEO, Stratus Group
Luis Harvey, Co-Founder and Senior Managing Director, Nexus Capital

6.00 pm

Reception

Hosted by Citi Private Equity Services

Wednesday, September 28th

8.30 am

Brazil Breakfast*Hosted by ABVCAP***Introductory Remarks**

Sidney Chameh, Chairman, ABVCAP

Keynote Interview

Moderator:

Joseph Leahy, Brazil Bureau Chief, Financial Times
Glenn Hutchins, Co-Founder and Co-CEO, Silver Lake

9.45 am

Break

INVESTOR ROUNDTABLE PROGRAM

10.00 am

Market Overview: How will Latin America Fare Amidst Ongoing Turbulence in the Developed World?

Liliana Rojas-Suarez, Senior Fellow, The Center for Global Development

10.45 am

LP Panel: Setting Expectations for Latin America*What are investors' expectations for performance and risk/return in Latin America relative to other EM opportunities? How are LP demands evolving with regards to terms, fees and opportunities for co-investing?*

Moderator:

Maureen Downey, Principal, Pantheon
Lindel Eakman, Managing Director, UTIMCO
Rodney Lake, Senior Investment Officer, The George Washington University
Camilo Tobon, CFO, Seguros Bolivar
Juan Carlos Domínguez Poo, Global Alternative Investment Manager, BBVA

11.45 am

Manager Showcase*Leading managers active in Latin America present their firms, funds and strategies.*

Moderator:

Timothy W. Cunningham, President, Touchstone Group
Francisco Alvarez-Demalde, Founding Partner, Riverwood Capital
Russell Deakin, Managing Director, Rio Bravo Investimentos
Jorge Dickens, Partner, ACON Investments
Ramiro Lauzan, Managing Partner, Humus Capital
Eusebio Martín, Partner, Mercapital
Miguel Perrotti, Founder and Managing Director, Invest Tech
Miguel De Pombo, CFO, Tribeca Asset Management
Alejandro Quentin, Founder and CEO, Pampa Capital

12.45 pm

Networking Luncheon



VENTURE CAPITAL AND ENTREPRENEURSHIP PROGRAM

- 2.00 pm** **How Does Venture Investing in Latin America Compare to other Emerging and Developed VC Markets?**
What are US VCs encountering as they aim to source their first deals in Latin America? How does the entrepreneurial ecosystem and deal pipeline compare to other EM, particularly for tech investors? What links are developing between US and LatAm investors?
- Moderator: Paul Maeder, Founder and General Partner, Highland Capital, Chairman, NVCA
Eric Acher, Founder and Managing Partner, Monashees Capital
Hernán Fernandez, Co-Founder and Managing Director, Angel Ventures Mexico
Patrick Kerins, General Partner, New Enterprise Associates, Inc.
Ashton Newhall, Founding Partner, Greenspring Associates
- 3.00 pm** **Update on Argentina**
Susan Segal, President and CEO, Americas Society/Council of the Americas
Dr. Carlos Lerner, Director, National Ministry of Science and Technology
- 3.10 pm** **The End Game: Exiting Early Stage Deals**
What factors have allowed Latin American startups to ultimately achieve a successful exit? In today's heated environment for early stage investing, what types of ventures will evolve into sustainable businesses?
- Moderator: Susan Segal, President and CEO, Americas Society/Council of the Americas
Hernan Kazah, Co-Founder and Managing Partner, Kaszek Ventures
Alberto Yépez, Managing Director, Trident Capital
David Thomas, Managing Director, Intel Capital
- 4.10 pm** **Impact Investing: Backing Start Ups that Target the Base of Pyramid**
How are investors tapping into pent up demand from BOP consumers that seek access to housing, healthcare, education, and financial services? How can new technologies help reach those consumers? How do institutions backing impact investment funds measure success?
- Moderator: Ariel Muslera, Regional Advisor, LAVCA
Amy Bell, Vice-President, J.P. Morgan
Brinda Ganguly, Associate Director, Rockefeller Foundation
Susana García-Robles, Principal Investment Officer, Multilateral Investment Fund
Daniel Izzo, Partner and Co-Founder, Vox Capital
- 5.10 pm Closing Remarks
- 5.15 pm** **Reception**
Hosted by: Undersecretariat for Investment Development, Ministry of Foreign Affairs, International Trade and Worship, Argentina

