



## FINAL AGENDA

Club el Nogal, Bogotá

16 November 2011

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8.00 am Registration

9.15 am **Opening Remarks**

Eduardo Elejalde, Chairman, LAVCA

Cate Ambrose, President, LAVCA

9.30 am **Case Studies of Successful Private Equity-Backed Businesses**

*How do PE managers and portfolio company executives align interests when negotiating an investment? What roles do PE investors play in board development, market and product expansion and other areas of value creation?*

Jakson Peters, CFO, Senior Solution

Alberto Camões, Founding Partner, Stratus Group

Monica de Greiff, President, Empresa de Energía de Bogotá

Enrique Bascur, Managing Director, CVCI

Kenneth Mendiwelson, President and Founder, Refinancia

Héctor Cateriano, CEO and Managing Partner, Access SEAF International

10.45 am Networking Break

11.15 am **The Deal Environment: Competition, Valuations, Co-Investment**

*Global PE firms, Colombian GPs and pension funds, and family offices are all targeting long-term investments in energy, power and natural resources. How are these players collaborating and competing for deals?*

Moderator: Sven Söderblom, Partner, Arcano Group

Alonso Angel, Vice-President, Porvenir

Nicolás Bañados, Vice-President, Megeve Investments  
Eyob Easwaran, Partner, Conduit Capital Partners  
Eduardo Elejalde, Founding Partner, LAEFM

12.15 pm Luncheon

1.30 pm **Colombia in the Context of Latin American Private Equity Markets**

*How is the influx of investors affecting seller's expectations in Colombia, and how do valuations compare with other regional markets? What returns are Colombian institutional investors seeking from local funds, and how does this compare with expectations at the regional or global level?*

Moderator: Carlos Héneiné, Partner, Quilvest  
Luis Carlos Bravo, Vice-President, Helm Banca de Inversión  
Juan Daniel Frías, Senior Portfolio Manager, Skandia  
Carlos Gómez, Partner, Linzor Capital  
Erik Peterson, Managing Partner, Aureos Capital

2.30 pm **Exit Markets: Selling to Global Firms Looking to Expand into Latin America**

*Colombian fund managers have now realized their first exits, in many cases selling to strategic buyers. What lessons can be learned from this first generation of exits?*

Moderator: Peter J. von Lehe, Managing Director, Neuberger Berman  
Mauricio Camargo, Founder and Director, Altra Investments  
Carlos Fradique, Partner, Brigard & Urrutia  
Luc Gerard, President, Tribeca Asset Management  
Francisco Mira, President, Promotora

3.30 pm Networking Break

4.00 pm **The Ecosystem for PE and VC in Colombia: What is Missing?**

*As record capital flows into Colombia, what are the weak links in the country's PE/VC ecosystem? How do different investors view the stock of investable companies? What is the environment for entrepreneurs seeking to launch and fund ventures?*

Moderator: Clare Fairfield, Managing Director, Concerto Advisors  
Susana García-Robles, Principal Investment Officer, MIF/FOMIN  
Andrés Hoyos, Partner, Gómez-Pinzón Zuleta Abogados  
Camilo Ospina, Partner and Chief Entrepreneur, Ubiquo Telemedicina  
Diego Serebrisky, Managing Director, Advent International

5.00 pm

**Backing Technology Start-Ups: What Works in Latin America?**

*What types of investors are backing technology startups across Latin America today?  
What business and revenue models are they targeting? Can Colombian entrepreneurs  
produce a pipeline of successful IT ventures?*

Moderator:

Ariel Muslera, Regional Advisor, LAVCA

Paul Ahlstrom, Managing Director and Co-Founder, Alta Group

Alan Colmenares, Colombia Director, The Founder Institute

Pablo Guerrero Carvajal, Founder and Managing Director, Positive ID

6.00 pm

Reception

*Hosted by DMGT*