



LAVCA MEMBERSHIP PACKAGE

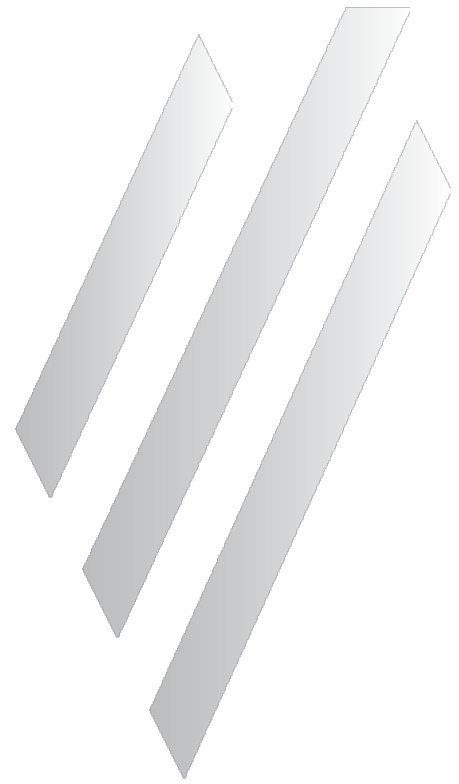
*The Association for Private Capital Investment in Latin America (LAVCA) is a **not-for-profit membership organization** dedicated to supporting the growth of private capital in Latin America and the Caribbean. LAVCA's membership is comprised of leading global investment firms active in the region, local fund managers, family offices, global sovereign wealth funds, corporate investors, and international pension plans.*

WELCOME TO LAVCA

LAVCA'S MISSION

LAVCA is a not-for-profit membership organization dedicated to supporting the growth of private capital in Latin America and the Caribbean. LAVCA's membership is comprised of nearly 200 firms, from leading global investment firms active in the region to local fund managers to family offices, global sovereign wealth funds, corporate investors, and international pension plans. Member firms control assets in excess of US\$65 billion, directed at capitalizing and growing Latin American businesses.

Founded in 2002, LAVCA has become the leading source of information for private capital investors interested or active in the region. LAVCA produces targeted research and proprietary industry data, with over 250 firms reporting annual fundraising, investments and exits. LAVCA's mission — to spur regional economic growth by advancing private capital investment — is accomplished through programs, research, networking forums, education, and advocacy.



WHY JOIN LAVCA?

LAVCA members are active private capital investors. They join LAVCA to keep abreast of the latest activity in the Latin American region and to connect with a global and regional network of like-minded peers.

LAVCA members gain a competitive edge through:

- Unparalleled platform linking managers, institutional investors and other industry players
- Access to proprietary industry data, information, and analysis
- Opportunities to raise their profile among local, regional, and global audiences
- Representation and participation in LAVCA's regional agenda for advocacy of sound public policy
- Privileged knowledge through access to LAVCA's board, membership, and staff

RESOURCES FOR MEMBERS

INDUSTRY DATA & DIRECTORIES

Since 2008, LAVCA has produced proprietary data on fundraising, investments and exits, gathered from a survey of over 250 fund managers, producing the most accurate and up-to-date data on Latin American private capital. LAVCA's market intelligence continues to expand with a growing dataset of VC and tech deals, and over 300 recorded LP commitments.



LAVCA Industry Data has been featured in The Financial Times, The Economist, Diario Financiero, The New York Times, Axios, CNN en Español, PEI, Bloomberg, Reuters, Valor Econômico, TechCrunch, and The Wall Street Journal, among others.

LAVCA members receive complimentary and exclusive access to:

- **Annual and Quarterly Industry Data & Analysis**
- **Special LAVCA Reports**
- **Comprehensive Excel Data Packs**
- **Research Help Desk for custom cuts and data requests**

A sample list of additional past surveys, reports, and directories published by LAVCA includes:

- **Trends in VC/Tech**
- **Fund Manager Directory**
- **Directory of Latin American Pension Funds**
- **Limited Partner Survey**
- **Latin American Startup Directory**

...and more

PROGRAMS & NETWORKING

Each year LAVCA organizes programs that bring member firms together with global investors. Convening 500+ private capital industry professionals, past keynotes at LAVCA events include luminaries such as President Bill Clinton, Howard Marks, Stephen Schwarzman, David Rubenstein, and Henry Kravis.

LAVCA events incorporate separate programs on private equity, VC/tech, family office investment, limited partner commitments, and real assets addressing the unique concerns of each group. LAVCA members receive discounts and access to network with attending LPs.

LAVCAWEEK 

October 11-14, 2022 — New York, NY

- **Family Office Program**
- **Member & LP Reception**
- **Venture Capital Day**
- **Curated and Capped Audience**
- **Unparalleled Networking**

LAVCA members also gain access to:

Member Programs: Throughout the year, LAVCA organizes a number of activities for its members including member-only receptions, webcasts, and educational workshops.

Other Industry Events: LAVCA negotiates special registration rates for its members at the industry's most important events.

“I appreciate the role LAVCA plays in providing visibility to the industry. LAVCA facilitates an excellent forum for discussion and networking and has done an outstanding job establishing a quality set of statistical information. LAVCA has grown to be an association that is highly recognized by managers, LPs and those interested in private capital in Latin America.”

*Enrique Bascur, Managing Partner,
Australis Partners*

DEAL BOOK & AWARD

Produced in response to demand from LPs for specific examples of private equity case studies that also have an environment, social and governance (ESG) component, the LAVCA Deal Book and Award helps illustrate to institutional investors, policy makers, business owners, and other stakeholders the value of private equity in Latin America.

Latin America Deal Cases: *New in 2020/2021:* LAVCA highlighted how select member firms were supporting portfolio companies and surrounding communities during the global pandemic as a way to showcase the importance of the private sector for a long-term recovery.



Latin American Private Capital Awards: The LAVCA Awards showcase outstanding private capital investments, specifically targeting environmental, social and gender diversity initiatives. Winners are selected from among deals submitted by LAVCA member firms through a rigorous evaluation process by a distinguished panel of institutional investors, and prominently featured on LAVCA platforms and in the press. Past winners include:



ACON Investments - Betterware
Actis - Zuma Energía
Advent International - CI&T



Alta Growth Capital - Fruehauf de México
Aqua Capital - Biotrop
Ashmore Colombia - Transambiental
Dalus Capital - Algramo



Lafise Investment Management - Paradise
Linzor Capital Partners - Farmashop
LIV Capital - Red IT
MAS Equity - Grupo IGA
Riverwood Capital - 99



Southern Cross Group - GasAtacama
The Carlyle Group - CVC Brasil Operadora e Agência de Viagens
Valor Capital Group - Dolado
Victoria Capital - Corona Industrial



LP INTELLIGENCE & OUTREACH

LAVCA engages with global investors on a regular basis, providing a strong network and insights for member firms.

LP Training: LAVCA works with key partners, including the ILPA institute to facilitate training for Latin American pensions funds and insurance companies

LP Relations: LAVCA hosts an ongoing series of live and virtual programs with complimentary access for both global and Latin American institutional investors. LAVCA leverages these programs and relationships on behalf of its member firms, providing opportunities to connect with potential investors for 1-1 meetings.

COMMUNICATION PLATFORMS

LAVCA communicates regularly with an audience of over 11,000 individuals active or interested in private investing in Latin America, including fund managers, sovereign wealth funds, pension funds, corporate investors, family offices, startup founders and operators, and other industry participants.



LatinAmericaPrivateCapitalUpdate: a bi-weekly email featuring industry news, research, events, and updates on investors from private equity, venture capital, real estate, infrastructure, and family offices.



LatAm Venture Bulletin: a bi-weekly newsletter of breaking deals, investor perspectives, research and curated news from the LatAm venture ecosystem.

"LAVCA has established itself as the voice and convener for the PE/VC community in Latin America and plays a central role in accelerating the development of the ecosystem, bringing together managers, investors, and thought leaders. We leverage the Industry Data and strong research that is put together by the organization."

*Scott Sobel, Managing Partner,
Valor Capital Group*

RATES FOR ASSOCIATE MEMBERS

Associate membership is open to firms actively working with private equity fund management firms and their portfolio companies. Associate members include:

- **Service providers;**
- **Official public sector institutions; and**
- **Trade associations.**

Membership fees cover all principals within the member firm. All members must be approved by LAVCA's Board of Directors, provide industry references, and be actively engaged in private equity or venture capital investing in Latin America or the Caribbean. Country specific tax not included.

New members, or members rejoining after a cancellation period are subject to a one-time entry fee.

Service Providers

Service providers include accounting firms, legal advisors, placement agents, and other service professionals. Discounted registration to LAVCA events is included for one representative from the firm per event.

Service Provider Membership Fee: \$5,500

(Entry Fee: \$1,000)

Official Institutions

Membership is extended to official institutions whose work affects the private equity and venture capital industry.

Official Institution Membership Fee: \$1,500

(Entry Fee Waived)

Industry Partners

Trade associations with whom LAVCA has active partnerships receive **limited access complimentary membership**.



GLOBALIZE YOUR MEMBERSHIP

For access to proprietary private capital data in markets outside of Latin America (including a transaction-level database) and invitations to programs with investors active in Africa, Asia, Emerging Europe, the Middle East, and more contact pportilla@lavca.org.

LAVCA FULL MEMBER APPLICATION

Application Date: _____

Applicant Name: _____

Applicant Email: _____

LAVCA membership runs on an annual cycle beginning April 1 – March 31. Those applying for membership between April 15 and July 1 will be invoiced for the current year on a pro-rated basis. After July 1, new memberships will be invoiced to include the annual fee for the next full membership year in addition to the remainder of the current membership year.

ORGANIZATION INFORMATION

Organization Name: _____

Organization Headquarter Address: _____

Other Office Locations: _____

Phone: _____

Organization Website: _____

Organization Description: _____

GENERAL INFORMATION

Year Founded: _____

Number of Full-Time Employees: _____

Total Assets Under Management: US\$ _____

Total Amount Invested in Private Capital via Fund Commitments or Portfolio [If Different from Above]: US\$ _____

Total Amount Invested into Latin America Private Capital [If Different from Above]: US\$ _____

INVESTMENT PREFERENCES

Sector Focus: _____

Geographic Focus [Please List All Countries Where Actively Investing]: _____

GPs ONLY: Investment Range: _____

LPs ONLY: Minimum Investment Size: _____

Fund Type Preference [Select All That Apply]:

- Buyout
- Microfinance
- Fund of Funds
- Growth
- Mezzanine

- Natural Resources
- Debt
- Diversified PE
- Special Situations
- VC

- Infrastructure
- Real Estate
- Other

FUND MANAGEMENT

GPs ONLY: List Your Organization's Current or Most Recently Active Funds:

Fund Name				
Fund Type Preference				
Fund Size	US\$	US\$	US\$	US\$
First Close Amount [For First-Time Fund Managers Only]	US\$	US\$	US\$	US\$
Years Active				
Fund Investors				
Sample Portfolio				

LPs ONLY: List A Sample of Your Organization's Active Fund Commitments:

Fund Name	Year	Amount Committed
		US\$
		US\$
		US\$
		US\$
		US\$
		US\$

RELATIONSHIP MANAGEMENT CONTACT INFORMATION

Key Contact/Decision Maker:

Name: _____

Job Title: _____

Email: _____

Phone: _____

Mailing Address: _____

Assistant Name: _____

Assistant Email: _____

Billing Contact [If Different from Above]:

Name: _____

Job Title: _____

Email: _____

Phone: _____

Billing Address: _____

EMPLOYEE CONTACT INFORMATION

LAVCA members have 24/7 access to an online member portal, which houses LAVCA data, special reports, listings of upcoming programs, recordings of past webcasts, industry news and more. Please enter contact information for those on your team you wish to receive communication about upcoming content and reports, meetings, and more.

First Name	Last Name	Job Title	Email	City	Subscribe to Newsletters?	
					Private Capital Update (bi-weekly)	LatAm Venture Bulletin (bi-weekly)
					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>
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					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>

PROFESSIONAL REFERENCES

Please provide two references, one of which must be from a current LAVCA member organization, whom we may contact regarding your organization.

Reference 1

Name: _____

Organization: _____

Email: _____

Phone: _____

Reference 2

Name: _____

Organization: _____

Email: _____

Phone: _____

LAVCA ASSOCIATE MEMBER APPLICATION

Application Date: _____

Applicant Name: _____

Applicant Email: _____

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ORGANIZATION INFORMATION

Organization Name: _____

Organization Headquarter Address: _____

Other Office Locations: _____

Phone: _____

Organization Website: _____

Organization Description: _____

GENERAL INFORMATION

Year Founded: _____

Number of Full-Time Employees: _____

Organization Type [Law Firm, Accounting Firm, Placement Agent, Public Sector Institution, Trade Association, etc.]: _____

RELATIONSHIP MANAGEMENT CONTACT INFORMATION

Key Contact/Decision Maker:

Name: _____

Job Title: _____

Email: _____

Phone: _____

Mailing Address: _____

Assistant Name: _____

Assistant Email: _____

Billing Contact [If Different from Above]:

Name: _____

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Email: _____

Phone: _____

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First Name	Last Name	Job Title	Email	City	Subscribe to Newsletters?	
					Private Capital Update (bi-weekly)	LatAm Venture Bulletin (bi-weekly)
					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>
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Reference 2

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Organization: _____

Email: _____

Phone: _____