Directory of Latin American Pension Funds

OVERVIEW AND ANALYSIS OF KEY MARKETS
About LAVCA

The Latin American Private Equity & Venture Capital Association (LAVCA) is a not-for-profit membership organization dedicated to supporting the growth of private equity and venture capital in Latin America and the Caribbean. LAVCA’s membership is comprised of over 170 firms, from leading global investment firms active in the region to local fund managers from Mexico to Argentina. Member firms control assets in excess of US$60b, directed at capitalizing and growing Latin American businesses.

LAVCA’s mission is accomplished through programs of research, networking forums, investor education seminars and advocacy of sound public policy.

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Published and edited by the Latin American Private Equity & Venture Capital Association.

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**Protección**

Protection is one of the largest pension fund administrators in Colombia. In 2011, Protección acquired 100% of AFP Crecer in El Salvador and became part of Sura Asset Management.

- **Headquarters:** Calle 49 No. 63-100 - Medellin, Colombia
- **Tel:** +57-1- 230-7500
- **Fax:** +57-1- 230-2666
- **Website:** www.proteccion.com
- **Email:** clientes@proteccion.com.co
- **Founded:** 1991
- **Number of Members:** 3,893,587 (As of August 2014)

**Key People**

- CIO
  - Juan Luis Escobar
- VP of Investment
  - Omar Rueda Galvis
- Private Equity Specialist
  - Juan Camilo Roldan

**AUM:** US$27.5b (As of December 2014)

**Asset Mix:**

- **Stocks** 21%
- **Securities** 36%
- **Other funds** 21%
- **Bonds** 6%
- **Term Deposit Certificates** 6%
- **Private Equity International** 4%
- **Private Equity Domestic** 2%
- **Deposits** 2%
- **Structured Products** 2%

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**Old Mutual (Skandia)**

Old Mutual (Skandia) is a unit of Old Mutual Group and it was founded in 1953 as an insurance company. Skandia, as it was called then, was acquired in 2006 by Old Mutual Group. It is the leader in voluntary pension funds.

- **Headquarters:** Av. 19 No. 109A-30 - Bogotá Colombia
- **Tel:** +57-1- 620-5566
- **Fax:** +57-1- 619-2939
- **Website:** www.skandia.com.co
- **Email:** cliente@skandia.com.co
- **Founded:** 1953
- **Number of Members:** 93,318 (As of August 2014)

**Key People**

- Investment Manager
  - Juan Daniel Frias
- Alternative Investment Manager
  - Pablo Medina

**AUM:** US$4.1b (As of December 2014)

**Asset Mix:**

- **Stocks** 21%
- **Securities** 41%
- **Other Funds** 18%
- **Bonds** 9%
- **Private Equity International** 3%
- **Private Equity Domestic** 3%
- **Deposits** 3%
- **Term Deposit Certificates** 2%
- **Other Funds** 18%
LAVCA Products

LAVCA Industry Data and Mid-Year Reports
Represents the most comprehensive and accurate source of regional industry data on private equity and venture capital investments available to date, and has been designed for use in investor presentations, media reports, and conferences.

LAVCABase
The Latin American Investor Network, is the only comprehensive online database of Latin America private equity and venture capital fund managers.

Coller Capital/LAVCA LP Survey
The first comprehensive survey of Latin American PE of its kind, providing a unique perspective of the issues and opportunities facing private equity investors in the region.

The Latin America PE VC Report
The Latin America PE VC Report is the official newsletter of the Latin American Venture Capital Association.

LAVCA Scorecard
Produced in collaboration with the EIU the LAVCA Scorecard ranks 12 countries based on 13 indicators.

The LAVCA Fund Manager Directory
The LAVCA Fund Manager Directory catalogs private equity and venture capital managers active in Latin America. Profiles detail investment strategies; AUM; preferred stages, sectors, and geographies; addresses; and key contacts.

The Latin American PE Deal Book & ESG Cases
The Latin American Private Equity Deal Book & ESG Cases is a 27 page report profiling 13 investments from leading private equity players in Latin America. Cases include information about deal execution, investment strategy, ESG, and IRR.

LAVCA’S Role
The Latin American Private Equity & Venture Capital Association (LAVCA) regularly meets with regulators in the main markets and has lobbied banking superintendents for the implementation and maintenance of PE best practices and international standards, including the regulation of institutional investor allocations domestically and internationally. LAVCA hosts live seminars, training programs, and webinars for pension funds and the appropriate governing bodies in each country, as well as a fundraising masterclass during LAVCA Week in New York City. LAVCA’s efforts are in collaboration with the organization's Public Policy and Global Standards Council and local associations including ABVCAP, AMEXCAP, ColCapital, and others.