LAVCA | Latin American Private Equity & Venture Capital Association

Mission

- To spur regional economic growth by advancing venture capital and private equity investment through programs of research, networking, investor education, the promotion of best investment practices, and the advocacy of sound public policy.

Members

- LAVCA’s membership is comprised of over 180 firms which control assets in excess of US$65 billion, directed at capitalizing and growing Latin American businesses.

- Some of the best known global and regional VC/tech fund managers are members of LAVCA:

![List of members]

WHAT WE DO

- Education & Networking
- Research & Directories
- Advocacy & Public Policy
Silicon Valley venture firms made their first investments in Brazil five years ago in 2011…

Total LatAm VC Deals: 667 Deals/ US$2.1b
2016 VC Investment Trends

In 2016, VC firms deployed **US$500m through 197** transactions in Latin America, representing an 8% increase in number of deals and a 16% decrease in amount invested y-o-y.

![VC Investments in Latin America (in US$ million, 2011-2016)](chart)
In 2016, the Andean region (Colombia, Peru, and Chile) collected an aggregate US$67m via 29 VC transactions (15% of total deals) representing a significant year-on-year increase carried out by major global venture firms including Andreessen Horowitz and Redpoint.

Prior to 2016, LAVCA had not detected many venture investment in Peru. Last year we saw a surge with US$31m via 4 deals.

Other countries: 5 Deals/ $1m
Total LatAm VC Deals: 197 Deals/ $500m
2016 LatAm VC Investments Sectors

### 2016 VC Investments by Sector

(\# of Deals)

- **Information Technology**: 72.1%
- **Healthcare/Life Sciences**: 4.6%
- **Financial Services**: 5.6%
- **Consumer/Retail**: 2.5%
- **Logistics & Distribution**: 1.5%
- **Telecommunications**: 1.0%
- **Education/Educational Services**: 1.0%
- **Real Estate**: 1.0%
- **Agribusiness**: 1.5%
- **Media & Entertainment**: 1.0%
- **Clean Tech/Alternative/Renewable Energy**: 1.0%
- **Transportation**: 0.5%
- **Other [a]**: 6.6%

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### 2016 VC Deals in IT by Subsector

(\# of Deals, 2016)

- **Fintech**: 38
- **e-commerce**: 6
- **Marketplace**: 6
- **SaaS**: 10
- **AdTech & Marketing**: 11
- **AgTech**: 11
- **EdTech**: 22
- **Other**:

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### Key IT Sector Trends:

- In 2016, VC firms deployed **US$342m** in IT startups through **142** transactions.
- **Fintech** and **e-commerce** were the first and second most popular sectors by number of deals.
- **Fintech** captured $186m or 55% of total capital committed to IT investment.
- “Other” includes Consumer/Retail, Security, Logistics & Distribution, among other sectors.
Key Trends:

• In 2016, VC Fintech deal count increased 81% while value was up 31% from 2015.
• Consortiums of international and local VC investors participated in 26% of total number of deals.
Highlighted VC/Tech Deals 2016-2017YTD

Mexico

Richmond Global Ventures
Angels Ventures
Quona Capital
Jaguar Ventures
Auria Capital
CRUNCHFUND
Series A

CORE
RISE CAPITAL
Series A

kueski
konfnio
Series A

Cornershop
Series B

CREANDUM
JSV
ACCEL PARTNERS
ALLVP
Endeavor Catalyst
Series A

Mexico

Brazil

SEQUOIA
Ribbit Capital
Redpoint
TIGERGLOBAL
QED INVESTORS
DST
FOUNDERSFUND
Series D

NuBank

Ribbit Capital
Kaszek Ventures
IFC
QED INVESTORS
Series C

InstaCarro.com
GuiaBolso

FJ LABS
LUMIACAPITAL
Series A

ACCEL PARTNERS
Monashees
Series C

NeoWay

ACCEL PARTNERS
QMS Capital
Series C

ResultadosDigitais

Andressen Horowitz
MONASHEES
Redpoint e.ventures
Series A

Rappi

Brazil

Colombia

Foundation Capital
ANDREESSEN HOROWITZ
Seed

MONASHEES
Redpoint e.ventures
Series A

SEQUOIA
Rappi
Series A

Y Combinator

TPG Growth
Redpoint e.ventures
Growth

DGF
DiDi
Series C

99

Advent International
GLOBAL PRIVATE EQUITY
Growth

The Carlyle Group
Growth

Easyinvest
Highlighted VC/Tech Exits in 2016-2017YTD

Brazil
- Kaszek Ventures → LOVE MONDAYS
- ideias.net → moip
- FIR Capital → axado
- Confrar → Quick Lessons
- ASTELLA
- TA Ventures
- VARIV Capital
- itaro
- e.bricks Ventures
- AppProva
- STP

Chile
- EPG Partners → Nubox
- ACCION → clip

Mexico

Colombia
- OpenGate Capital → Getronics

Peru
- cinepapaya
- wayra
LAVCA VENTURE INVESTORS (lavca.org/ vc)

Driven by the LatAm Venture Bulletin **LAVCA.org/ vc** publishes breaking deals, investor perspectives, research, analysis & curated news from the Latin American VC ecosystem.

**THE LATAM VENTURE BULLETIN**

- **DEALS**
  - Rakuten, Sequoia, Ventures, and Angel all made a USD$10mn follow-on investment in Spanish ride-hailing app Cabify. Cabify competes with 99, Easy, and Uber in Latin America.
  - Accel led a USD$15mn Series B in Cornershop to expand into new Mexican cities, with participation from previous investors Altimeter, Jackson Square Ventures, and Canara.
  - Foro.ai, an innovation lab owned by Mexican financial industry group Contimex, has made a Series A in Alphere, a Propotheos Ventures portfolio company and financial services startup based in Colombia.
  - 5P Ventures continues to target early-stage startups in Mexico.
  - Amex Partners made an undisclosed investment in a software platform for grain cultivation with a loan from LRFAG and WESA.

**BREAKING DEALS & NEWS**

**VC DATA**

**ANALYSIS**

**INVESTOR EDUCATION & PROGRAMS**

**FEATURES + VIDEO**

**NEWS FEED**

*The LAVCA Venture Investors News Feed focuses on venture capital fundraising, investments, exits, and other industry news.*

- **PEGASUS AND AXON LEAD USD$6M RND IN COLOMBIAN STARTUP MERCADONI**
  - June 5, 2017
- **SEAYA VENTURES, VARYV CAPITAL, AND ENDORV CATALYST INVEST USD$6M IN YGOVME**
  - June 5, 2017
- **SYNDICATES INVEST IN CHILE’S KETERA, FARO TRAVEL, MONITOR & FLUEG (EN ESPAÑOL)**
  - June 5, 2017

**2017 Trend Watch: Latin American Venture Capital**

**Latin America Venture Capital—Five Year Trends**
Save the date!

LAVCA ANNUAL SUMMIT & INVESTOR ROUNDTABLE PRIVATE EQUITY PROGRAM
The Metropolitan Club - September 25-27 New York, NY

VENTURE INVESTORS PROGRAM
Tribeca Rooftop - September 28 New York, NY

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