AGENDA

WEDNESDAY, SEPTEMBER 25, 2019

3.30 pm  Tech Growth Coalition Meeting

5.30 pm  VIP & Member Welcome Reception
Hosted by Silicon Valley Bank and the Tech Growth Coalition

THURSDAY, SEPTEMBER 26, 2019

8.30 am  Registration & Coffee

9.00 am  Brazil Breakfast
Hosted by ABVCAP

🔥 Fireside Chat
Eric Acher, Co-Founder & Managing Partner, monashees
Eric Santos, Co-Founder & CEO, Resultados Digitais

10.00 am  Welcome & Opening Remarks
Julie Ruvolo, Director of Venture Capital, LAVCA

🔥 Fireside Chat
Will Kohler, Partner, Lightspeed Venture Partners
Interviewed by: Scott Voss, Managing Director, HarbourVest Partners

10.40 am  Growth Capital: The Bigger the Better?
Saurabh Gupta, Managing Partner, DST Global
Martin Escobari, Managing Director, General Atlantic
Shu Nyatta, Managing Partner, SoftBank Latin America Fund
Interviewed by: Francisco Alvarez-Demalde, Co-Founder & Managing Partner, Riverwood Capital

11.15 am  Networking Break
11.45 am  **Fireside Chat**  
James Shen, Managing Director, **Qualcomm Ventures China**  
*Interviewed by:* Carlos Kokron, Managing Director, **Qualcomm Ventures Americas**

12.15 pm  **Beyond LatAm: Banking the Unbanked in Nigeria**  
Arjuna Costa, Managing Partner, **Flourish Ventures**  
Tayo Oviosu, Founder & CEO, **Paga**

12.35 pm  **Closing the Financing Gap: Credit and Debt Strategies**  
Esteban Velasco, Co-Founder & CEO, **Sempli**  
David Portiz, Co-Founder & Co-CEO, **Credijusto**  
Bill Cilluffo, Partner, **QED Investors**  
*Moderator:* Jackie Hyland, Partner, **A55**

1.10 pm  **Luncheon**

2.30 pm  **Breakouts**

### STARTUP MEETUP: CHALLENGES, FUNDING, OPPORTUNITIES
Susana Garcia-Robles, Chief Investment Officer and Gender Initiatives Coordinator, **IDB Lab**  
Romero Rodrigues, Managing Partner, **Redpoint Ventures**

### ANGEL/ACCELERATORS/SEED INVESTORS MEETUP
Eric Perez-Grovas, Co-Founder & General Partner, **Jaguar Ventures**  
Ariel Arrieta, Co-Founder & Managing Partner, **NXTP Labs**

### CVC/CO-INVESTING WITH CORPORATES
Federico Antoni, Managing Partner, **ALLVP**  
Miguel Arias, Global Entrepreneurship Director, **Telefonica**

### EXPANSION CAPITAL & GLOBAL GROWTH
Alex Anton, Partner, **Global Founders Capital**  
Angel Uribe, Partner, **TPG Growth**
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<tr>
<th>Time</th>
<th>Event</th>
<th>Interviewed by</th>
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<tbody>
<tr>
<td>3.30 pm</td>
<td><strong>Inside Amazon’s US$200m Alexa Fund</strong></td>
<td>Andy Tsao, Managing Director, Silicon Valley Bank</td>
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<td>Rodrigo Prudencio, Alexa Fund Manager, Business &amp; Corporate Development, Amazon</td>
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<td>4.00 pm</td>
<td><strong>Bleeding Edge Biotech</strong></td>
<td>Nina Tandon, Co-Founder&amp; CEO, EpiBone</td>
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<td>Matias Muchnick, Founder &amp; CEO, NotCo</td>
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<td>Alejandro Tocigl, Co-Founder &amp; CEO, Miroculus</td>
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<td>Carolina Reis, Co-Founder &amp; CEO, OneSkin</td>
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<td>Laura Mendoza, Co-Founder &amp; Chief Product Officer, Unima</td>
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<td>4.30 pm</td>
<td>Networking Break</td>
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<td>5.00 pm</td>
<td><strong>Sector Spotlight: Real Estate</strong></td>
<td>Nico Szekasy, Co-Founder &amp; Managing Partner, KaszeK Ventures</td>
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<td>Lucas Vargas, CEO, VivaReal-ZAP</td>
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<td>Jerónimo Uribe, Co-Founder &amp; CEO, La Haus</td>
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<td>Bernardo Cordero, Co-Founder, Flat</td>
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<td>5.30 pm</td>
<td><strong>Fireside Chat: Tech &amp; City Life</strong></td>
<td>Julie Ruvolo, Director of Venture Capital, LAVCA</td>
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<td>Adrian Fenty, General Partner, M Ventures; Former Mayor of Washington, DC</td>
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<td>6.00 pm</td>
<td><strong>VC/Tech Party</strong></td>
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<td>Hosted by Riverwood Capital</td>
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IDB Lab

IDB Lab is the innovation laboratory of the IDB Group. We mobilize financing, knowledge, and connections to catalyze innovation for inclusion in Latin America and the Caribbean. We believe innovation is a powerful tool that can transform our region, providing today unprecedented opportunities to populations that are vulnerable due to economic, social, or environmental factors.

Silicon Valley Bank

Banking the world’s most innovative companies and exclusive wineries, SVB’s diverse financial services, knowledge, global network, and world class service increase our clients’ probability of success. With $23 billion in assets and more than 1,600 employees, we provide commercial, international and private banking through 34 locations worldwide. Forbes Magazine ranks us among America’s Best Banks and Fortune considered SVB one of the best places to work. (Nasdaq: SIVB) www.svb.com. Silicon Valley Bank is the California bank subsidiary and the commercial banking operation of SVB Financial Group. Banking services are provided by Silicon Valley Bank, a member of the FDIC and the Federal Reserve System. SVB Financial Group is also a member of the Federal Reserve System.
AMAZON WEB SERVICES, INC.

Amazon Web Services, Inc. provides a highly reliable, scalable, low-cost infrastructure platform in the cloud that powers hundreds of thousands of businesses in 190 countries around the world. Customers across all industries have access to data center locations in the U.S., Europe, Brazil, Singapore, Japan, and Australia.

FACEBOOK

Founded in 2004, Facebook’s mission is to give people the power to build community and bring the world closer together. People use Facebook to stay connected with friends and family, to discover what’s going on in the world, and to share and express what matters to them. Globally, there are more than 2.7B people using Facebook, WhatsApp, Instagram or Messenger each month.

GOOGLE

Google’s mission is to organise the world’s information and make it universally accessible and useful.
Microsoft

MICROSOFT

You build the next big thing, we’ll help you scale. Build on our cloud and let us help you open doors across the globe. Leverage our cloud marketplace, our enterprise sales team, and rapidly growing partner ecosystem to reach customers globally.

SoftBank

SOFTBANK

The SoftBank Latin America Fund, launched in March 2019, is focused exclusively on the fast-growing Latin American technology market and is the largest technology-focused fund in Latin American history. SBGI is also forming the SoftBank Tech Hub based in Miami which will be responsible for introducing and scaling SoftBank’s global portfolio into Latin America.
TELEFONICA OPENINNOVATION

Telefónica is one of the largest telecommunications companies in the world by market capitalization and number of customers with a comprehensive offering and quality of connectivity that is delivered over world class fixed, mobile and broadband networks. As a growing company it prides itself on providing a differential experience based both on its corporate values and a public position that defends customer interests. The company has a significant presence in 15 countries and over 352 million accesses around the world. Telefónica has a strong presence in Spain, Europe and Latin America, where the company focuses an important part of its growth strategy. Telefónica is a 100% listed company and its shares are traded on the Spanish Stock Market and on those in New York and Lima. Telefónica Open Innovation includes 4 initiatives: Wayra (the world’s most global, connected, and technological open innovation hub with a presence in 10 countries), Open Future (with more than 50 hubs around the world accelerating public/private partnerships), Innovation Founds and Telefónica Ventures. Telefónica Open Innovation operates in 16 countries and has a portfolio of over 500 active startups, more than 20 percent of them are doing business with Telefónica.

Riverwood Capital is a private equity firm that invests in high growth technology companies in need of financial and intellectual capital on a global scale. With offices in Menlo Park, New York and São Paulo, Riverwood focuses on companies that possess compelling technology, a proven concept, and a disruptive product satisfying a large market need but require additional skill sets to successfully scale and operate a growing business on a regional or global basis.

Visa is a global payments technology company that connects consumers, businesses, financial institutions, and governments in more than 200 countries and territories to fast, secure and reliable electronic payments.
Founded in 2000, ABVCAP is a non-profit organization that represents the private equity and venture capital industry and promotes the development of long-term investments. In its 18 years of existence, ABVCAP has helped to improve industry conditions, advance understanding about the industry and promote best practices that are aligned with international industry standard.
ABOUT LAVCA

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. Members include over 190 firms, from leading global investment firms active in the region and local fund managers to family offices, global sovereign wealth funds, corporate investors, and international pension plans. Member firms control assets in excess of US$65b, directed at capitalizing and growing Latin American businesses. LAVCA’s mission – to spur regional economic growth by advancing private capital investment – is accomplished through programs of research, networking forums, education and advocacy of sound public policy. Visit www.lavca.org for more information.

LAVCA PRODUCTS

**LatAm Venture Bulletin**
A must-read roundup of startup deals and news on emerging technologies in Latin America, delivered to over 4,000+ investors, entrepreneurs, and corporates bi-weekly.

**LAVCA Industry Data & Analysis**
Represents the most comprehensive and accurate source of regional industry data on PE/VC investments available to date.

**LAVCA’s Annual Review of Tech Investment in Latin America**
Based on LAVCA Industry Data, this 8-page report maps tech and VC investment activity, launched annually at Riverwood’s LTF.

**LAVCA Scorecard**
Produced in collaboration with the EIU the LAVCA Scorecard ranks the environment for private capital investment for 12 countries in Latin America.
Mapping: Global Investors in Latin American Startups
Mapping of global investors committing capital to startups in LatAm with breakouts for Asia, corporates, US, and European investors.

Latin American Startup Directory
Tracks over 250 early stage companies that have received US$1m+ in funding.

Impact Reports
Access LAVCA's latest impact investing data, including Impact+Tech/VC Investing and the Impact Investing Landscape in Latin America, a report created by LAVCA and ANDE.

LAVCA Fund Manager Directory & Annual VC Members Update
Directory of fund managers active in Latin America.

Top Women Investing in Latin American Tech + Women to Watch
Short list of women actively investing in LatAm including individuals from VCs, accelerators, IIs, DFIs, Family Offices.

Latin America Unicorn Leaderboard
Tracks Latin American tech unicorns, privately held tech companies with post-money valuations of US$1b+ based on their last disclosed valuation event.

Inaugural Survey of Latin American Startups
Captures key insights from 227 startups, with 88% of responses coming from Founders and C-level executives. The majority of responding startups have raised US$500k to US$100m+ in funding.
Latin American Tech Growth Coalition members are leading global and Latin American tech companies and investors with a common goal of advancing high growth startups in Latin America. The Tech Growth Coalition was inaugurated in 2018 during a record-breaking year of investment in Latin American startups, alongside the expansion of key global players in the region and the emergence of tech unicorns.