



**Andy Tsao, Managing Director, SVB Global Gateway, and SVB Global Private Equity Services, Silicon Valley Bank**

Andy Tsao is a Managing Director and leads SVB's Global Gateway, which assists innovation companies in the emerging markets with their US and international market expansion. In addition, Tsao leads SVB Global Private Equity Services, working with SVB's international private equity and venture capital clients, particularly those in the emerging markets. He brings more than 20 years of experience banking dynamic companies in technology industries worldwide. In his roles, Tsao manages SVB's relationships with venture capital and private equity firms outside the U.S., and also helps emerging market companies as they seek U.S. market entry and U.S. companies as they seek to expand abroad. In both capacities, Tsao provides these firms with strategic advice and banking services, including debt financing, based on a deep understanding of their needs. Previously, Tsao led and helped found SVB's U.K.-based operation, SVB Financial Group UK Ltd, which was established in 2004. Tsao is a TiE Silicon Valley Charter Member and Asia America MultiTechnology Association (AAMA) Silicon Valley Co-President and Charter Member, and serves on the West Coast Advisory Board for Colgate University. Tsao earned a bachelor's degree from Colgate University and an MBA from Boston University.



**Brian Graham, Partner, K&L Gates**

Brian Graham is a partner in the firm's Austin office where he concentrates his practice in corporate and investment-based immigration law and is a member of the labor, employment and workplace safety practice group. He is internationally recognized for his expertise in obtaining visas, permanent residency, and citizenship for athletes, entertainers, executives, healthcare professionals, investors, religious workers, information technology workers, professors, and researchers. Mr. Graham regularly advises corporations on immigration compliance issues and developing long-term immigration strategies. In addition, he counsels immigrant investors and developers on the EB-5 immigrant investor program. He works alongside tax and estate planning attorneys to counsel high net worth individuals on comprehensive immigration planning.



**Britt Anderson, Partner, K&L Gates**

Britt Anderson is an intellectual property litigator in the Palo Alto office. He represents clients in trademark, false advertising, copyright, rights of publicity, trade secret, domain name, licensing and related business tort and licensing matters before the U.S. Trademark Trial and Appeal Board and in various state and federal courts. These cases have frequently been at the forefront of Internet-related law, including trademark and copyright infringement arising from online activities, cybersquatting and domain name issues, rights of publicity, anonymously posted content, distribution of mobile content, privacy, and online advertising. Mr. Anderson has also assisted numerous clients in enforcing and defending their trademark and other intellectual property rights in non-U.S. jurisdictions before trademark authorities and in foreign civil infringement and anti-counterfeiting actions. In addition, Mr. Anderson's counseling practice involves all aspects of trademark, copyright, domain name, advertising and related commercial and intellectual property matters, including developing and implementing strategies for protection of trademarks, copyrights, publicity rights, and designs, and designing and negotiating intellectual property licenses, distribution and service agreements, assignments, work-for-hire, and joint development agreements. He has also assisted numerous clients in initiating or deepening global trademark protection programs in a multitude of non-U.S. jurisdictions.



**Cary Meer, Partner, K&L Gates**

Ms. Meer is a partner in K&L Gates' New York City and Washington, D.C. offices and a member of the Investment Management and Hedge Fund practice groups. Ms. Meer structures private funds as limited liability companies, limited partnerships, offshore corporations, common trust funds and business trusts, and prepares disclosure documents and organizational documents for such entities. She also advises investment advisers, private fund managers and investment companies on compliance issues, including under the Investment Advisers Act of 1940 and whether their commodity interest-related trading or advice would require them to register as commodity pool operators or commodity trading advisors.



**Eric Save, Partner, K&L Gates**

Eric Save is a corporate/M&A partner in the firm's San Francisco office and a member of the firm's Latin America practice. He has represented clients with respect to a broad range of matters in Mexico, Brazil and other parts of Latin America, including cross-border M&A transactions, joint ventures, venture capital investments, start-up company matters, investments in energy and mining projects, secured lending transactions, and the establishment or sourcing of operations in the region. He regularly drafts and negotiates agreements and other legal documents in Spanish and has collaborated with lawyers and business people throughout the region. He also represents Latin American founders, companies, funds and family offices with respect to their business ventures in the U.S. and in getting financing from U.S. or other international sources. In addition to this Latin American experience, Mr. Save has advised clients with respect to corporate and transactional matters in the U.S. and the other areas outside of Latin America, with a particular focus on private company M&A transactions and renewable energy projects, as well as licensing, manufacturing and other commercial transactions in the U.S. and abroad. He has handled transactions for clients in a variety of industries, including technology, financial services, venture capital, private equity, electrical power, oil & gas, infrastructure, commodities trading, consumer products, sports/entertainment, and wine & spirits.



**Guilherme Potenza, Senior Associate, Veirano Advogados**

Guilherme Potenza leads the venture capital practice of Veirano Advogados. He assists several national and foreign tech companies and venture capital funds. He worked at the American firm Fenwick & West LLP, in the Silicon Valley, and authors several articles and books on M&A and venture capital. He is member of the Entrepreneurship, Innovation and Seed Capital Committee of ABVCAP.



### **Humberto Matsuda, Partner, Performa Investimentos**

Humberto Matsuda is the managing partner for Early Stage investments at Performa Investimentos. Humberto holds a MBA degree in Finance, Marketing and Investor Relations from Fundação Instituto de Pesquisas Contábeis, Atuariais e Financeiras (FIPECAFI) and a bachelor degree in Law from the Sao Paulo Estate University (Faculdade de Direito do Largo Sao Francisco – USP). Currently, he is a Board Member at the ABVCAP (Brazilian Venture Capital Association) as well at other companies, and is a mentor at several acceleration programs in Brazil, other Latin American countries and also in the US. Since 2007 he focuses on managing Venture Capital investments, in special, in innovation driven businesses.



### **Jackie Hyland, Director, Silicon Valley Bank**

Jackie Hyland is a Director on Silicon Valley Bank's Global Gateway team, which was established to work with innovation companies and their investors in international and emerging technology-focused markets. Leveraging her years of experience in Latin America, Jackie handles business development and manages SVB client relationships with venture capital investors and entrepreneurs in the region. Jackie joined SVB after leading deal activity and portfolio engagement in Latin America as an investment associate with Accion Venture Lab. Jackie has also worked at Compass Group Asset Management in Mexico City where she was part of the real estate private equity team, and Angel Ventures Mexico as a Fulbright Binational Business Scholar, where she managed deal analysis and strategic entrepreneurial initiatives with the local entrepreneurial ecosystem. Jackie founded a women's entrepreneurial mentoring program in Panama in partnership with Vital Voices and the U.S. State Department's Pathways to Prosperity in the Americas initiative. Jackie holds a bachelor of arts in international relations and journalism from Baylor University and a graduate certificate in business from the Instituto Tecnológico Autónomo de México (ITAM).



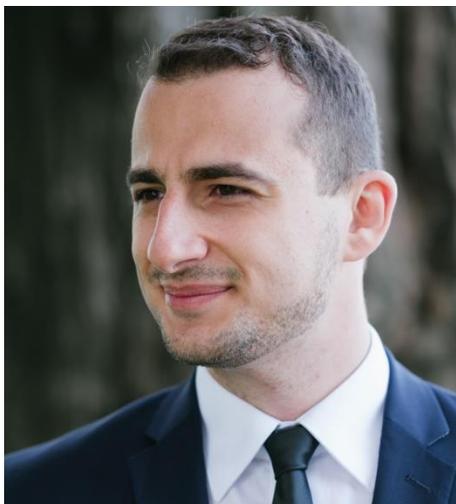
**Joel Ayala, Principal, Lumia Capital**

Joel Ayala is a Principal at Lumia Capital and is the firm's lead for marketplace and consumer investments globally. Joel sourced and/or led Lumia's investments in Cadre, Greenhouse, PagerDuty, Hired, Careem, Naked Labs, Quero Education, Trocafone, LeadGenius, EatStreet, Dice, InstaCarro, Meliuz, Shedul, Armory, and Finix. In 2016, he was named 30 Under 30 in Venture Capital by Forbes Magazine. Prior to Lumia, Joel worked in corporate development and international operations at YuMe (NYSE: YUME), a leading digital video advertising platform. At YuMe, Joel helped expand YuMe's global footprint both in Latin America, Europe, and Asia. In addition, Joel provided strategic analysis and valuation expertise to help the company expand after going public in 2013. Joel was also a founder of Mingleton, a company that pioneered the use of iBeacon to achieve hyperlocal networking and messaging for users. Previously, Joel was an investment banker with Jefferies' Global Technology, Media, and Telecom group. At Jefferies, Joel worked on various acquisitions, equity, and debt offerings with clients such as SingTel, Dell, TPG and Thoma Bravo. Joel holds a BA, magna cum laude with distinction, from Harvard University in Economics.



**Michel de Amorim, Partner, Drummond Advisors**

Michel is a licensed CPA in the state of New Hampshire and a Chartered Global Management Accountant. Michel joined our team at Drummond after working in Big 4 environment at E&Y. After leaving public accounting, Michael specialized in international accounting and tax consulting. Michel de Amorim has developed an expertise in procedures pertaining to financial processes, from evaluation and analysis, to controllership, to auditing, tracking data and communicating results and recommendations. Michel's experience includes accounting and tax due diligences, SEC registrations, Sarbanes Oxley review and procedures according with Brazilian GAAP and US GAAP, including for public filers. With more than 15 years of experience in the Brazilian and U.S. market, Michel has worked with clients in various industries such as technology, service, broadcasting, media and entertainment, construction, manufacturing, hospitality, airfreight and distribution. Michel is a committee member for the Brazilian-American Chamber of Commerce of Florida in Broward County, FL and active member of the American Institute of CPAs ("AICPA"). Native of Rio de Janeiro, Michel holds a bachelor's degree in Accounting from the Federal University of Rio de Janeiro.



**Pedro Sorrentino, Co-founder and Managing Director, ONE VC**

Pedro Sorrentino is the co-founder and managing director at ONE VC, a seed-stage firm focused on investing in first and second generation immigrant founders in Silicon Valley. Pedro started his career in VC as an associate at FundersClub. In 18 months, Pedro sourced nine deals with partnership support, co-investing with SoftTech VC, RedPoint, Andreessen Horowitz, Trinity Ventures, 500 Startups, YC and others, becoming the best performing associate in their history, sourcing wise. Since his initial investments, Sequoia, FoundersFund, DST, and YC-Continuity invested in startups he sourced. Before becoming an investor, Pedro was employee #11 at SendGrid, where he led partnerships, expanded the company to Latin America and, ultimately, led the Silicon Valley branch for their startup program, SendGrid Accelerate. SendGrid is a 2018 IPO candidate and has raised more than \$80M in venture capital. Before SendGrid, Pedro started two companies. Recomend.net (acquired by Buscape Company) and Slumdog Productions, a profitable events company that connected startups and investors. Pedro loves helping companies hire incredible, high-quality talent at an affordable price. He also enjoys heavy metal, formula 1 and meditation.



**Rodrigo Menezes, Founding Partner, Derrai & Menezes Advogados.**

Rodrigo is founding partner at Derrai & Menezes Advogados, chairman of the entrepreneurship and venture capital Committee of ABVCAP (Brazilian Venture Capital and Private equity association), board member of the Brazilian Social Task Force and of Anjos do Brasil. As an attorney, Rodrigo represents foreign and local VCs, corporate ventures, startups and entrepreneurs in several venture capital and impact investment deals. He is a professor in several universities in Brazil, such as FGV – Fundação Getúlio Vargas and INSPER, teaching legal aspects of venture capital and private equity investments for graduation and post-graduation programs. He is also a panelist in several conferences and seminars regarding legal aspects of venture capital and private equity investments from distinct schools and associations in Brazil and Internationally. He is author and contributor of several articles on venture capital and private equity, including the Guide - Venture Capital Chapter for Brazil, published by Practical Law Company (the "PLC Handbook"). Rodrigo holds a master in law from IE – Madrid and attended the Venture Capital Executive Program at Haas School of Business, UC- Berkeley.



### **Sasha Burstein, Partner, K&L Gates**

Sasha Burstein is a partner in the firm's San Francisco office, where she's a member of the investment management group. Ms. Burstein practices in the area of investment management, corporate and securities law. Ms. Burstein's practice focuses on structuring and organizing various types of private investment funds, including hedge funds, private equity funds, hybrid funds, and fund-of-funds. Ms. Burstein also counsels investment advisers on a wide variety of legal and regulatory matters, including their structure and organization, registration and operation, merger and acquisition transactions, and ongoing regulatory and compliance matters. In addition, Ms. Burstein represents institutional investors with respect to structuring, negotiating, and documenting alternative investments.