



## AGENDA

**08h30**      **Welcome Coffee and Registration**

**09h30**      **Opening Remarks**

**09h45**      **Opening Keynote**

**10h15**      **Unicorn or Rocky Mountain Goat? The perspectives of a billionaire exit coming from Latin America**

Several startups in Latin America are in the run for unicorn status. Examples are to be followed from Mercado Libre, TOTVS, Despegar, Globant to name a few. But is the Latin American path an express mythical ride or a slow and continuous journey to the top? Venture capitalists on the field will share their views.

Fernando Silva, Partner and Head, Venture Capital Investment, Bozano  
Luiz Bacalao, General Counsel, Khosla Ventures  
Carlos Kokron, Vice President and Managing Director, Qualcomm Ventures, Latam

**11h00**      **Paving the way: How pioneer VC firms have opened the way for others to invest with more confidence in the region**

The risks associated to venture capital investing are high regardless of the geography. Combine that with an ecosystem that, in spite of its fast growth and development, still struggles with bottlenecks which makes much harder doing business there than in other places. Fear not. Brazilian fund managers with their struggles and successes have opened the way and proved that venture investing in the country is worth it. Seasoned managers will share their stories on the difficulties and opportunities found along the way and their perspectives for the future.

Moderated by: Julie Ruvolo, Director, Venture Capital, LAVCA  
Patrick Arippol, Director, DGF Investimentos  
Anderson Thees, Managing Partner, Redpoint e.ventures  
Eric Acher, Co-Founder and Managing Partner, Monashees

**11h45**      **Interview: Impact Investing in Brazil**

In the past two decades Brazil has met the basic needs of its population lifting several out of poverty. But the crisis has placed new challenges for the country with the rising of social inequality and environment degradation. On the other side, impact investing has been following the global trend and has also been growing in the country. How are local impact investors securing returns and a more prosperous future for Brazil? Is impact investing the right tool to lead this way?

Moderated by: Alex Lazarow, Principal, Investments, Omidyar Network  
Daniel Izzo, Co-founder and Partner, Vox Capital  
Humberto Matsuda, Managing Partner, Performa

**12h15**      **Lunch**

**(more)**

- 13h30**      **Brazil's VC scenario going forward: current deal flow and returns**  
Active global and local fund managers share their experiences and perspectives on Brazilian deal flow and exit strategies today and where they see VC returns in this post-recession environment.
- Leopoldo Schipmann, Investment Director, C-ventures  
Marcel Malczewski, Founding Partner, M3 Investimentos  
Reinaldo Coelho, Founding Partner, Triaxis Capital
- 14h15**      **The Giant of the South – Is Brazil the best entry point to the region?**  
From products and services to investments how are global players looking to Latin America and what role does Brazil play in it?
- Vinicius David, Senior Director of Product and Business Management, HP  
Brian Feinstein, Partner, Bessemer Venture Partners  
Antoine Colaco, Partner, Valor Capital Group
- 15h00**      **Fintech in Brazil: How is this growing segment of technology disrupting traditional and concentrated financial institutions in the country?**  
With a banking system concentrated in the hands of four institutions, at least 40% of the population without a bank account, the revolution of Internet and social media and the increasing access to smartphones, Brazil has been a hotbed for the development of fintech companies. Entrepreneurs, fund managers and investors will help to explain the fintech scenario in Brazil.
- Daniel Ibri, Co-founder and Partner, Mindset Ventures  
Jackie Hyland, Director, Silicon Valley Bank  
Rodrigo Dantas, Founder and CEO, Vindi  
Piero Contezini, CEO, Assas
- 15h45**      **Closing Keynote: Quinn Li, Vice President & Global Head, Qualcomm Ventures**
- 16h30**      **Adjournment**