

AGENDA

08h30 Welcome Coffee and Registration

09h30 Opening Remarks

09h45 Opening Keynote

10h00 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.

Moderated by: Julie Ruvolo, Director, Venture Capital, LAVCA
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
Tom Terbell, Partner, Rise Capital

10h45 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.

Moderated by: Eric Save, Partner, K&L Gates
Daniel Ibri, Co-founder and Partner, Mindset Ventures
Jackie Hyland, Director, Silicon Valley Bank
Piero Contezini, CEO, ASAAS
Vilmar Gruttner, Head, BB Digital Labs

11h40 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

(more)

- 12h15** **Lunch**
- 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.
- Moderated by: Flavio Feferman, Lecturer and Distinguished Teaching Fellow, UC Berkeley, Haas School of Business
Leopoldo Schipmann, Investment Director, C-ventures
Marcel Malczewski, Founding Partner, M3 Investimentos
Reinaldo Coelho, Founding Partner, Triaxis Capital
Rodrigo Borges, Managing Partner and Co-founder, Domo Invest
- 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?
- Moderated by: Robert Linton, IR, ABVCAP
Vinicius David, Senior Director of Product and Business Management, HP
Brian Feinstein, Partner, Bessemer Venture Partners
Antoine Colaco, Partner, Valor Capital Group
Pat Burtis, Partner, Amadeus
- 15h00** **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: Rodrigo Menezes, Partner, Derraik & Menezes Advogados
Patrick Arippol, Director, DGF Investimentos
Anderson Thees, Managing Partner, Redpoint e.ventures
Eric Acher, Co-Founder and Managing Partner, Monashees
Robert Binder, Founding Partner, Antera
- 15h45** **Closing Keynote: Quinn Li, Vice President & Global Head, Qualcomm Ventures**
- 16h30** **Adjournment**