

Private Equity & Venture Capital **in** Brazil

Connecting Global LPs

with Local GPs

About us



Brazilian Private Equity &
Venture Capital Association

Founded in 2000, ABVCAP is a non-profit organization that represents more than 200 financial professionals active in the Brazilian private equity and venture capital industry. ABVCAP promotes the development of long-term investment strategies by improving industry conditions, advancing understanding of the industry and fostering best practices that are aligned with international industry standards.



The Brazilian Trade and Investment Promotion Agency (Apex-Brasil) promotes Brazilian products and services abroad and attracts foreign investments to strategic sectors of the Brazilian economy. Apex-Brasil coordinates the actions related to foreign direct investment (FDI) into Brazil, seeking to allocate resources in sectors of strategic relevance for the development of the competitiveness of Brazilian companies and of the country itself.



What we do

The Private Equity & Venture Capital inBrazil program operates as a joint initiative between the Brazilian Private Equity and Venture Capital Association (ABVCAP) and the Brazilian Trade and Investment Promotion Agency (Apex-Brasil), with the goal of informing and connecting international investors with Brazilian fund managers and portfolio companies.

The program continues to be free of charge for both investors and local GP participants, and does not represent any third-party groups except the Brazilian private equity and venture capital industry at large. Our aim is to inform and empower global investors in respect to the Brazilian PEVC environment and its many opportunities.



Since launched in late 2009, the program has:

- Organized and participated in more than 40 industry focused events in and outside of Brazil, including New York, London, Frankfurt, Abu Dhabi and San Francisco.
- Connected over 60 fund managers active in Brazil with more than 200 global Limited Partners institutional investor looking at investments in the region.
- Kept the international community up to date on Brazilian private equity and venture capital news and trends through reports, newsletters and webcasts.
- Provided customized service to international investors travelling to Brazil and offered insight into local markets and introductions to industry leaders.

Today, the Brazilian Private Equity and Venture Capital industry is made up of more than 120 active fund managers with over 250 domestic fund vehicles, employing thousands of qualified professionals and adding value to more than 550 Brazilian companies in their portfolios.

Benefits



Understanding the Industry from Local Experts and Tools

Customized helpdesk

The program has two dedicated professionals available to assist you with any questions you might have about the industry and its principals. The team can also assist in coordinating meetings with local fund managers during visits to Brazil.

Access to firm details

Qualified limited partners have access to ABVCAP's online directory for additional information about the industry, including data on fund managers, investors and service providers. They may also run queries based on different criteria such as investment vehicles, types and sectors.

Getting Acquainted with New Trends and Local Players: No Boarding Passes Necessary!

Webcasts

Access to topics that highlight updates and trends in the Brazilian private equity and venture capital industry, through live online sessions. Some of the themes have included sourcing and pricing, key legal issues in PE in Brazil, Brazil's VC scenario, Brazil's economic outlook and perspectives for the long-term.

Video Interviews

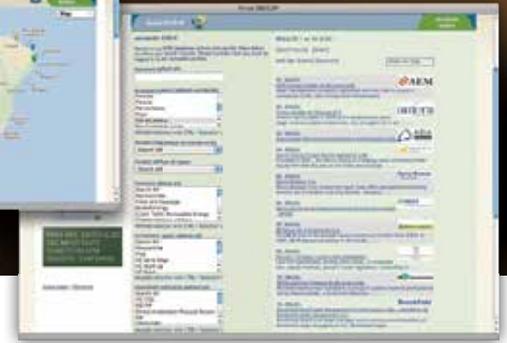
Listen to local fund managers and limited partners talk about industries and the nuances of investing in Brazil's private equity and venture capital asset class. (Provided by our partnership with Privcap.)

Newsletters

A monthly online update on Brazil's private equity and venture capital industry. The newsletter will bring industry news as well as a brief analysis of the latest trends, as well as changes in regulatory and investment scenarios.

Meeting Key Industry Contacts in Person

The program hosts a series of events abroad to connect interested limited partners with local fund managers. Each year the program visits New York, London and San Francisco. Events have also been held in Frankfurt, Madrid and Dubai.



Signature Global Events

[VC inBrazil Forum - San Francisco](#)

The event discusses the complexities and opportunities of the Brazilian venture capital environment today and brings together local and global fund managers, limited partners, angel investors, development agencies and entrepreneurs who are active members of the venture capital industry. The forum gathers more than 100 delegates, which in previous years has included Amadeus Capital, Atacama Ventures, AxVentures, Bessemer Ventures, Brazil Innovators, CRP, DGF, DFJ Global Network, e.Bricks, Estoks, FOMIN IDB, Garage, Horsley Bridge Partners, Industry Ventures, Microsoft Ventures, Nuuvem, Performa Investimentos, Qualcomm Ventures, Redpoint e.ventures, Siemens and Silicon Valley Bank.

[Brazil Breakfast in association with LAVCA `s Annual Summit & Investor Roundtable - New York](#)

The event is aimed at engaging the audience in a discussion about the current environment for PEVC investments in Brazil from the perspective of global fund managers active in Brazil as well as local GPs. In previous years, distinguished members of the global private equity and venture capital industry have participated as keynote speakers including Henrique Meirelles, former President of Brazil's Central Bank and Senior Advisor of KKR, Glenn Hutchins, Co-Founder & Co-CEO of Silver Lake and David Rubenstein, Co-Founder and Co-Chief Executive Officer of The Carlyle Group.

[PE inBrazil Forum - New York](#)

The Annual Private inBrazil Forum is an intimate dialogue with global and local players about new trends and updates in Brazil's private equity industry. The event was initiated as a way to provide international Limited Partners in and around New York and out-of-towners attending LAVCA's Annual Summit a chance to learn and get updates on the most relevant issues related to Brazil's PE industry.

[Private Equity & Venture Capital in Latin America - London](#)

The Forum has grown incrementally and General Partners from Brazil, Mexico, Colombia, Peru and Chile will travel over to speak on the opportunities and challenges of investing in the region. This morning forum provides an excellent opportunity for investors based in Europe both to gain more insight into the region and to meet GPs and fellow LPs focused on the region.



Ready to get on the ground?

Matching local opportunities with LP's interests

Exclusive, Closed-door Meetings with Local GPs

To minimize the difficulties of traveling from one meeting to another in either Rio de Janeiro or São Paulo, the program schedules a series of meetings with investors at a set location. Each investor has a private room where meetings with fund managers of their selection are held for about 45 minutes, each.

Fund Manager Showcase

Investors also have the opportunity to meet new fund managers through a 60-minute session where fund managers will make "elevator-pitch" presentations on their new fund strategies.

“The program and the assistance we were offered not only helped us in mapping the local private equity landscape in general, but was also very useful in identifying local fund managers that matched our pre-selection criteria.”

The LPGP Business Rounds have proven to be a very efficient way in meeting a pre-selected number of GPs, all in one location. The 45 minutes closed-door LPGP meetings enabled us to have a first in-depth discussion, which resulted in follow-up meetings with some of the managers we met. ”

Dimitri Herbosch
Partner, Buysse & Partners

“ABVCAP has been a great partner for us as we consider investment opportunities in Brazil. We have participated in the Fund Manager Showcase which was a great way to get exposures to many managers in one short session. Additionally, the ABVCAP has been very helpful in setting up one on one meetings with managers when we come to Brazil. They are continuously innovating and looking for ways to help international investors orient themselves. ”

Robert Sturgeon
Senior Investment Manager, Export Development Canada

“We were fortunate to partner with ABVCAP in 2012 to make an assessment of the VC Industry in Brazil and be able to select top Fund Managers for our commitment as LP Investor. As a Leader non-profit organization in Brazil, ABVCAP enabled us to have 60 meetings in one single week and helped us to accelerate our assessment cycle from 12 months to 5 months. ”

Amri Tarsis
Business Development, Cisco Latam



Save the date

ABVCAP conducts events throughout the year. Be sure to mark your calendars and join us.

APRIL

ABVCAP Annual Conference - the largest gathering of local and global players in Brazil's Private Equity and Venture Capital Industry - Rio de Janeiro

LPGP Business Rounds and Fund Manager Showcase - Rio de Janeiro and/or São Paulo

SEPTEMBER/OCTOBER

VC inBrazil Forum - San Francisco

Brazil Breakfast in association with LAVCA's Annual Summit & Investor Roundtable - New York

PE inBrazil Forum - New York

NOVEMBER

Private Equity in Brazil for Family Offices - London

Private Equity & Venture Capital in Latin America - London

DECEMBER

Export Venture Forum - Presentation of local companies that are internationalized or are looking to grow business outside of Brazil's borders - São Paulo



Contact us

If you are a Limited Partner interested in opportunities in Brazil's venture capital and private equity, please contact us.

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Visit us online for more information at www.abvcap.com.br/bpe