



THE PRIVATE MARKETS MEXICO MEETING

Sofitel Mexico City Reforma, Mexico City, MX

(Formula 1: Grand Prix Mexico Week)

Wednesday & Thursday - October 26th & 27th, 2022



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PRIVATE MARKETS MEXICO MEETING

SOFITEL MEXICO CITY REFORMA, MEXICO CITY, MX- OCTOBER 26 & 27, 2022

Dear Colleague,

It is with great pleasure that I invite you to join The Private Markets Mexico Meeting. This institutional conference precedes the annual Formula 1 race in Mexico City. With over 300 attendees confirmed, the event draws a mix of leading Private Equity Investors, Institutional allocators and family offices that are that actively investing across the Americas, Europe and Asia. The event strictly covers Private Markets and there will be discussions that represent investment perspectives across Private Equity Buyout, Real Estate, Infrastructure, Secondaries, Venture, Growth and Digital Assets. It is our intention that this event will connect the global private equity community with capital based in Mexico as well as introducing investment opportunities in Mexico to global allocators.

We look forward to hosting you in CDMX soon.

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



BY THE NUMBERS

- \$5+ Trillion AUM in attendance
- 250+ Total participants
- 125+ Institutional & Private Wealth Investors
- 125+ Investment Firms/ Funds
- 5 Industry Exclusive Panel Sessions
- 5 Hours of Networking/Speed Dating
- 2 Full day Conference
- 1 Pre-Event Networking Cocktail
- 7 Days of Slack networking tool access





IN ATTENDANCE

C-Level Executives

- Corporate Pension Funds
- Endowments
- Foundations
- Private Equity Funds, Venture Capital Firms, Real Estate Firms,
- Hedge Funds
- Public Pension Funds
- Fund of Funds
- Sovereign Wealth Funds
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers
- Private Debt Funds

INSTITUTIONAL PARTNER



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Founded in 2008, Atlantic Creek Real Estate Partners, LLC (“Atlantic Creek”) is a commercial real estate investment management firm with offices in New York, NY and Palm Beach, FL. Atlantic Creek targets “select opportunities” to acquire value-add or opportunistic, small and middle market multifamily, office, and other property types. The firm targets investments that exhibit a compelling basis with strong locational characteristics in high barrier-to-entry primary and secondary United States markets. Built on a foundation of commitment, discipline, and positive results, Atlantic Creek’s principals have in excess of 80 years of CRE experience and have contributed to over 250 CRE assignments totaling more than \$20 billion in estimated value, thereby gaining strong knowledge of a diversity of geographic locations, property types, and investment structures. By utilizing its network of relationships with owners, operators, and other capital market participants, Atlantic Creek pursues only those opportunities which are anticipated to provide the most attractive risk-adjusted returns.



Apollo is a global, high-growth alternative asset manager. In our asset management business, we seek to provide our clients excess return at every point along the risk-reward spectrum from investment grade to private equity with a focus on three business strategies: yield, hybrid, and equity. For more than three decades, our investing expertise across our fully integrated platform has served the financial return needs of our clients and provided businesses with innovative capital solutions for growth. Through Athene, our retirement services business, we specialize in helping clients achieve financial security by providing a suite of retirement savings products and acting as a solutions provider to institutions. Our patient, creative, and knowledgeable approach to investing aligns our clients, businesses we invest in, our employees, and the communities we impact, to expand opportunity and achieve positive outcomes. As of June 30, 2022, Apollo had approximately \$515 billion of assets under management. To learn more, please visit www.apollo.com.



ATX Venture Partners founded by tenured principal execs from large AUM funds to include Millennium, Virtus, Perry Capital in addition to having significant exits as technology founder/operators via IPO, acquisition, and PE. This gives us a unique skillset as operator-investors which is key to building a successful VC fund and producing compelling returns. The fund is based in the hotbed of Austin, Texas and primarily focuses on companies outside of the mature and overcapitalized markets of CA, NY & MA. We lead and co-lead rounds, build a concentrated portfolio with active board seats and offer co-invest to our LPs for later stage rounds, secondaries, and special situations. Our baseline target return profile is 5X MOIC & 25% IRR, we launch a new fund ever 2.5 years, and deliberately keep our AUM under \$125M in primary funds. 80% of our initial investments receive follow-on funding.



Black Creek Mexico is a leading private real estate investment management firm specializing in Mexican markets. Since 1996, BCM-affiliated investment platforms have developed or acquired and operated more than 175 industrial, retail, residential, and multifamily properties in Mexico, representing in excess of \$3 billion of aggregate transaction value. The firm seeks to generate attractive risk-adjusted returns for its investment partners through investments in scalable, secular strategies. With offices in Denver and Mexico City, BCM operates through a vertically integrated business model, combining direct local execution capabilities with an institutional investment management platform. Black Creek Mexico is actively pursuing opportunities in the multifamily, lodging, and industrial sectors in Mexico.

The Blackstone logo, consisting of the word 'Blackstone' in white serif font on a black rectangular background.

Blackstone is one of the world's leading investment firms. We seek to create positive economic impact and long-term value for our investors, the companies we invest in and the communities in which we work. We do this by using extraordinary people and flexible capital to help companies solve problems. Our asset management businesses include investment vehicles focused on private equity, real estate, public debt and equity, growth equity, opportunistic, non-investment grade credit, real assets and secondary funds, all on a global basis.

The Bridgepoint logo, featuring the word 'Bridgepoint' in white sans-serif font on a red rectangular background.

Bridgepoint Group plc is the world's leading quoted private assets growth investor focussed on the middle-market with over €37 billion AUM and a local presence in the US, Europe and China. It specialises in private equity and private credit and invests internationally in six principal sectors: Business Services, Consumer, Financial Services, Healthcare, Advanced Industrials, & Technology. Bridgepoint is currently investing four funds with distinct but complementary strategies: Bridgepoint Europe VI, a €5.8 billion fund which is focused on investing in market-leading businesses that are typically valued between €250 million and €1.5 billion; BDC IV, a £1.56 billion fund managed by our lower middle market and growth capital fund (Bridgepoint Development Capital), focused on high growth companies valued up to £200 million; Bridgepoint Growth I, a £108 million fund making growth capital investments seeking equity investment between £5 million and £20 million, with a focus on companies utilising digital technologies to achieve transformational growth in their end-markets. Bridgepoint Credit is a private credit platform investing in sponsor-backed, private, and public companies. Through its three complementary investment strategies, Bridgepoint Credit is a solutions-based investor targeting a wide range of situations and structures, including Syndicated Debt, Direct Lending and Credit Opportunities. Bridgepoint has offices in Amsterdam, Frankfurt, London, Luxembourg, Madrid, New York, Paris, San Francisco, Shanghai and Stockholm.

The Civitas logo, featuring the word 'civitas' in white lowercase sans-serif font on a red rectangular background.

Civitas Capital Group is a Dallas, Texas-based alternative asset firm that provides a range of products and services for institutional investors, family offices, and qualified individuals. The firm, which has more than \$1.9 billion of assets under management in 80 equity and debt transactions, focuses on compelling, niche investment strategies in U.S. real estate and lodging. Civitas was founded in 2009 by Daniel J. Healy and Rafael Anchia and has since attracted institutions and investors from 40+ countries. Civitas' core values, ever-deepening cultural competency, and sense of global citizenship define the firm's purpose: to create opportunities that enrich communities, investors, and employees alike. For more information, visit civitascapital.com.

The Cobra Carmo logo, featuring a stylized 'C' icon to the left of the text 'COBRA CARMO' in bold, uppercase sans-serif font.

Cobra Carmo Group is a vertically integrated, real estate development company delivering institutional quality, purpose-built residential rental communities within the four major metropolitan areas of Texas. Born in Mexico, Raised in Texas, Cobra Carmo is a joint venture between Mexico City based Cobra Development and New York based Carmo Companies. Together, the partners have developed and invested in over 5 million square feet of commercial and residential projects across North America.



SPONSORS



With a combined 60 years of professional experience across investing, technology, and cybersecurity, we create investment vehicles in the cryptocurrency space which seek to generate asymmetric risk-adjusted returns. Our mindset is focused on anti-fragility, meaning we like volatility. Markets are not linear; in our view, they're typically elastic. To us, these are opportunities, not challenges. Volatility is where we began since we started in crypto, so we're adapted to make the most of it. Our two live battle-tested funds are designed to generate consistent returns as much as possible, despite highly inconsistent markets. We are three friends, colleagues, and business partners who are passionate about and dedicated to being the best in the cryptocurrency space.



Contrarian is a US\$200 M real estate fund that invests in A & B enclosed shopping malls in the US. Its strategy focuses on 1) buying income generating properties at historically high cap rates, 2) improving their NOI through focused hands-on management; 3) distributing rental income to investors; 4) rezoning and subdividing excess land into individual plots that can be repurposed to new uses (multifamily, offices, hotel) and sold to developers; 5) selling rezoned plots in a relatively short time, and 6) selling the rent producing properties within 5 to 7 years. Contrarian is managed by Victor Mena, a successful real estate investor and developer, Carmen Spinoso, founder of Spinoso Real Estate Group, the leading independent mall operator in the US, and twocap, a seasoned alternative assets manager. Contrarian expects to deliver a net IRR and equity multiple of +20% (US\$) and +2.5x, respectively.



CONQUER was founded in 2010 and is a "One Stop Shop" company dedicated to the acquisition, development and property management of commercial real estate assets in Mexico. With a history of more than 430,000 m2 developed and managed, CONQUER currently manages and operates 300,000 m2 of GLA in a portfolio with a value of over US\$200M. Fully integrated and capable, CONQUER also has a proven track record with foreign and domestic institutional investors, and operates with full transparency and according to international standards.



CVC is a leading private equity and investment advisory firm with a network of 25 offices throughout Europe, Asia and the US, with approximately €125 billion of assets under management. Since its founding in 1981, CVC has secured commitments in excess of €155 billion from some of the world's leading institutional investors across its private equity and credit strategies. Funds managed or advised by CVC are invested in over 100 companies worldwide, which have combined annual sales of approximately €100 billion and employ more than 500,000 people. For further information about CVC please visit www.cvc.com.



SPONSORS



DXD Capital is a commercial real estate private equity firm that uses proprietary technology in the self storage sector to select, acquire, and develop opportunities expected to outperform all competition. By using data to drive decisions and iterating on the technology at the core of its differentiation, the Company is creating efficiencies at a scale that the industry has not seen before. The first \$53M fund has a fully identified pipeline and three projects under construction and is currently raising its second fund. DXD Capital's best-in-class team has more than 150 years of combined real estate and construction experience, over 90 of them specializing on self storage specifically. Through commitment to excellence, a wide network of relationships with national reach, and proprietary technology, DXD expects to deliver the best returns in the sector to its investors.



G Squared is a global venture capital fund manager that deploys a differentiated investment strategy to deliver access and exposure to some of the world's most exciting growth-stage technology companies. We serve as a transitional capital provider to our portfolio companies and leverage structural inefficiency in an endeavor to methodically construct portfolios that offer elite access to value creation in private markets. Founded in 2011, G Squared is aligned to a fundamental shift: venture-backed companies are staying private longer and longer. As a result, those companies need both primary capital to fund their continuing growth and transitional capital to provide liquidity to early investors, current and former employees, and other shareholders. Positioned at the crux of this liquidity access challenge, G Squared invests in primaries and secondaries, and leads and structures employee tenders – partnering with portfolio companies throughout their lifecycles using a fundamentally different approach to traditional VC firms.



HarbourVest is an independent, global private markets firm with 40 years of experience and globally more than \$98 billion of assets under management as of March 31, 2022. Our interwoven platform provides clients access to global primary funds, secondary transactions, direct co-investments, real assets and infrastructure, and private credit. Our strengths extend across strategies, enabled by our team of more than 850 employees, including more than 180 investment professionals across Asia, Europe, and the Americas. Across our private markets platform, our team has committed more than \$51 billion to newly-formed funds, completed over \$41 billion in secondary purchases, and invested over \$28 billion in directly operating companies. We partner strategically and plan our offerings innovatively to provide our clients with access, insight, and global opportunities.



ICM Asset Management was founded in 2003 to preserve and grow the wealth of retail, private client and institutional investors looking to diversify their portfolios through the use of alternative asset classes. Today, we manage more than \$1.4 billion of assets and offer an array of investment opportunities focused on real estate, private equity / venture capital, and alternative income strategies. We are headquartered in Calgary and have offices in Atlanta, Munich and Mexico City.



SPONSORS



K1 builds category leading enterprise software companies. As a global investment firm, K1 assists high-growth businesses achieve successful outcomes. K1 invests alongside strong management teams that continue to guide their organizations on a day-to-day basis. With over 150 professionals, K1 changes industry landscapes by assisting with operationally-focused growth strategies. Since inception of the firm, K1 has partnered with over 200 enterprise software companies including industry leaders such as Apttus, Buildium, Certify, Checkmarx, ChiroTouch, Chrome River, Clarizen, ControlUp, Granicus, IronScales, Jobvite, Onit, Rave Mobile Safety, RFPIO, Smarsh and WorkForce Software. For more information about K1, please visit <http://www.k1capital.com> or <http://www.linkedin.com/company/k1im>



Kingbird deploys capital on behalf of Grupo Ferré Rangel and third-party family offices and other investors. As a family office investor and partner with a fiduciary mindset, Kingbird understands the importance of institutional best practices and open communication and is focused on protection and capital growth. The Kingbird executive management team has over 60 years of real estate investment experience with first-tier public companies, institutional real estate funds and family offices. With a commitment to trust, transparency and aligned interests, Kingbird builds long-term value by investing in a diversified portfolio of carefully selected properties, guided by a highly disciplined investment process, an experienced team and collaboration with carefully-selected local operating partners.



Founded in 2015, Kline Hill Partners is an investment firm focused on the private equity secondary market, with industry-leading capabilities in the small-deal space. We have a deep and experienced team that is committed to working with sellers and general partners to find solutions that best fit their specific needs. We pride ourselves on being collaborative, responsive, and flexible throughout the entire process. With over \$2B in assets under management, our funds are backed by a blue-chip investor base that includes endowments, foundations, family offices, and other institutional investors. Since our founding, we have completed more than 300 transactions, transferring over 1,000 fund and direct company interests along the way. Together, our Core and Solutions strategies make up a platform designed to serve the entirety of the small-deal secondary market, with capabilities spanning LP fund transfers, GP-led transactions, and secondary direct transactions.



Manifold is a market leading quantitative investment firm focussed on the cryptocurrency space. The founding teams' intent was to introduce investment funds that would generate superior, risk-adjusted rewards through cycles and do so in a steady and consistent manner. These high-sharpe strategies avoid the dramatic drawdowns characteristic of long-biased or high-beta strategies. To that end, Manifold has combined quants and engineers from traditional financial backgrounds with world-class on-chain developers, traders, and thinkers to create a deep and diverse talent pool that draws on all the skill sets required to outperform. The firm has a reputation for its proprietary node and MEV infrastructure, seamless navigation across centralized exchange and on-chain trading opportunities, and its unique, hybrid research model and low latency trading system. Our market-neutral investment strategy has outperformed most traditional assets and commodities throughout this turbulent year.



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Measure 8 was launched in 2018 by private equity veteran Boris Jordan, founder of Curaleaf Holdings, the largest cannabis company by revenue. Created to capitalize on the emergence of the U.S. and global cannabis industry, Measure 8 manages VC and HF vehicles to capture the range of opportunities across different investment horizons and in both public and private markets. The team's experience, prior operational roles and successful cannabis track record place the firm at the epicenter of the industry, with a global network leading to proprietary deals and preferred terms. The firm's focus on select strategic relationships and its ability to provide operational assistance and ecosystem benefits make Measure 8 a preferred partner to portfolio companies. Measure 8 deployed the most capital of any cannabis VC over the past two years, according to Business Insider.



Oak Hill is a longstanding private equity firm focused on the North America middle-market. Oak Hill applies a specialized, theme-based approach to investing in the following dedicated industry sectors: Media & Communications, Industrials, Business Services, and Consumer. The Firm implements a highly systematic approach to theme development, proactive origination, and value creation in partnership with management to build franchises of lasting value. Since 1986, Oak Hill and its predecessors have raised approximately \$20 billion of initial capital commitments and co-investments, invested in approximately 100 companies, and completed more than 300 add-on acquisitions representing an aggregate enterprise value at acquisition of over \$60 billion. For more information, please visit www.oakhill.com.



Preqin is the Home of Alternatives®, the foremost provider of data, analytics and insights to the alternative assets community. From pioneering rigorous methods of data collection to developing a revolutionary platform, we have committed ourselves to furthering the understanding of alternatives for over 18 years. Through close partnership with our clients, our 300 researchers based in key financial centers worldwide combine with cutting-edge technology to make sure our data and research is unique, timely, accurate and insightful. Today, over 120,000 fund managers, investors, placement agents, service providers, advisors and other industry professionals from more than 38,000 firms worldwide are empowered with information that underpins their daily workflow including fundraising, asset allocation, investor relations, origination and business development.



Redwood Living, Inc. (Redwood) is an innovative development and property management company already with neighborhoods in Ohio, Michigan, Indiana, Illinois, Iowa, North Carolina, South Carolina, and Kentucky, currently. The company will begin construction in Nebraska during 2022, with potential projects planned for markets in Missouri after that. Redwood believes that the growth of the rental population demands the response its neighborhoods provide. The success of this approach continues to be validated in new markets. Redwood is a company that believes in its mission, product and amazing people. It creates a simplified, relaxed lifestyle for residents, and offers a rewarding atmosphere for its employees. For more information, visit www.byredwood.com.



SPONSORS



Founded in 2011, ROAM Capital is a leading Latin American placement agent, and the first placement group in the region that is exclusively focused and highly specialized in private equity and other alternative investments. Leveraging a track record of success, ROAM has raised in excess of \$5Bn across 40 different funds for some of the world's leading managers, including groups like Starwood, Oak Hill, General Atlantic, Harrison Street and Silver Lake, among others. The firm's placement success stems from its superior research capabilities focused on identifying the asset classes, strategies and managers yielding the best and most consistent risk-adjusted returns. ROAM is an expert at analyzing and benchmarking GPs in order to identify the real alpha drivers. The firm also enjoys of a stellar reputation and privileged access to the largest and most sophisticated investor in Latin America, a network now spanning 385 LPs.



Known for being fully committed to the evolution of the companies it supports, San Juan, Puerto Rico-based investment manager Semillero Partners seeks to empower entrepreneurs at the intersection of value and transformational change. They work to rethink and redefine this change by combining capital with collaborative support and specialized management expertise in distribution, operations, food safety, marketing, and logistics. Semillero invests in early and growth stage companies across Food & Beverage and Food Technology with an underlying focus on Sustainability. The firm now manages over \$52 million in assets and has completed 23 investments in companies across North America, Latin America, and Israel.



StepStone Group Inc. (Nasdaq: STEP) is a global private markets investment firm focused on providing customized investment solutions and advisory, data and administrative services to its clients. As of June 30, 2022, StepStone oversaw \$588 billion of private markets allocations, including \$137 billion of assets under management. StepStone's clients include some of the world's largest public and private defined benefit and defined contribution pension funds, sovereign wealth funds and insurance companies, as well as prominent endowments, foundations, family offices and private wealth clients, which include high-net-worth and mass affluent individuals. StepStone partners with its clients to develop and build private markets portfolios designed to meet their specific objectives across the private equity, infrastructure, private debt and real estate asset classes.



SVLC is a San Francisco-based venture capital firm that invests in early-stage entrepreneurs building creative solutions to global problems. SVLC invests in three distinct pillars: Economic Opportunity, Health and Climate. This problem-focused approach, coupled with rigorous investment decision process, has led SVLC to become a top 5% performing fund. The company's first-ever investment in Clip became Mexico's first payments unicorn.



TPG is a leading global alternative asset management firm founded in San Francisco in 1992 with \$127 billion of assets under management and investment and operational teams in 12 offices globally. TPG invests across five multi-product platforms: Capital, Growth, Impact, Real Estate, and Market Solutions and our unique strategy is driven by collaboration, innovation, and inclusion. Our teams combine deep product and sector experience with broad capabilities and expertise to develop differentiated insights and add value for our fund investors, portfolio companies, management teams, and communities. For more information, visit www.tpg.com



Founded in 2011, Upwelling Capital Group LLC is an investment advisor focused on providing advisory and capital solutions to premier institutional investors and private capital managers. The Principals have cumulatively overseen over \$50 billion in global private equity commitments and have successfully managed over \$5 billion in legacy, tail-end commitments, transfers and workouts for leading institutional investors.



Westmount Realty Capital, LLC is a time-tested, privately held, Dallas-based commercial real estate company that has achieved exceptional performance, with a core team in place, for more than 30 years. Westmount is seen as an innovator and leading-edge company in the industry and is a relationship-driven trusted operating partner of numerous U.S. and foreign institutional and private capital sources. The company is active within the U.S., specializing in value add and opportunistic investments, and has navigated successfully through multiple market cycles. For additional information, contact www.westmountrc.com.

Juan Manuel Valle Pereña

CEO, AFORE Coppel (Mexico City)

CEO of Afore Coppel, the largest pension fund in Mexico (14 million customers), and US18 billion AUMs, leading a transformation process focused in the investment portfolio (expected to double in 4 years), customer experience and financial literacy. Shareholder and board member of DeepDive, a startup focused in data sciences and AI, independent board member Ubr Pagos (Uber's fintech company in Mexico) and advisor for a fund investing in education in Mexico and LATAM. Between Feb-17 and Jan-19 CEO of Afore XXI Banorte, pension fund with over US50 billion AUMs. Previously a career in government: Ministry of Social Development (CEO of DICONSA, largest retail network in Mexico and LATAM), Ministry of Foreign Affairs (Managing Director of the Mexican Agency for International Development Cooperation) and Ministry of Finance (Deputy Assistant Secretary for Banking, Securities and Savings, responsible for designing and implementing public policies to develop the Mexican Financial System, improving access to financial services, strengthening consumer protection and financial education). Participated, on behalf of the Ministry, in the Financial Stability Board, the G-20 Global Partnership for Financial Inclusion and the OECD Committee on Financial Markets. Between 1997 and 2003 he worked in the creation of the individual accounts pension system and the deposit insurance corporation as well as a development bank targeting rural areas. B.A. in Economics (ITAM 1993-1998) and Master in Public Affairs (Princeton University, 2001-2003).

Jose Fernandez

Partner & Co-COO, StepStone Group (New York & La Jolla)

Mr. Fernandez is the Co-COO of StepStone Group and a member of the private equity team where he focuses on US-based small market managers and Latin American investments. He is also involved in the Firm's ESG and diversity initiatives, as well as various investment activities, and is a member of the board of directors. Prior to co-founding StepStone, Mr. Fernandez was a managing director of Pacific Corporate Group, a private equity investment firm for institutional investors. Mr. Fernandez previously worked with Latham and Watkins LLP's private equity/investment fund group, a practice focused on joint ventures and the structuring, negotiation and operation of pooled investment vehicles such as private equity funds. Mr. Fernandez received his BA from the University of Michigan, Ann Arbor and JD from Stanford Law School.



Salvador Cruz Cerrillo

Alternative Investments Director, AFORE Profuturo (Mexico City)

Mr. Cruz is a professional with 33 years of work experience in the financial sector, specifically in the stock market and in Mexican and International Banking, Salvador has held various positions in the industry before Profuturo. His previous positions were served as the Sr. Vice President for DBRS, Ratings Mexico, S.A. and as the Vice President, Head of Global Transaction Banking Latinoamérica in Scotiabank Inverlat S.A. He has a master's degree in Business Administration - and a Public Accountant from the Autonomous Technological Institute of Mexico (ITAM).



Alberto Basave

Managing Director, StepStone Group (Dallas)

Mr. Basave is a member of the business development team, focusing on Latin America. Prior to joining StepStone in 2013, Mr. Basave co-founded Carmel Group, a private equity asset manager focused on primary, secondary, and co-investment transactions. Before that he worked for ORIX Finance where he underwrote and purchased participation via the primary and secondary markets in middle-market leveraged loan non-investment grade facilities nationally and managed a portfolio of institutional leveraged loan assets. Previously, Mr. Basave worked for Hunt Oil Company, where he sourced and evaluated direct private equity and real asset opportunities in Latin America. Mr. Basave earned a BS in mechanical and electrical engineering from Universidad Anahuac (Huixquilucan, State of Mexico) and a MBA from Southern Methodist University. Mr. Basave also holds a Graduate Certificate in Financial Engineering and Simulation Models from Universidad de Las Americas (Mexico City).



Federico Cerdas

Co-Founder & CEO, Skyhaus (Mexico City)

Mexican businessman co-founder of Skyhaus, Global Businesses Inc. and Cobra Development Fund. All 3 are leading Real Estate companies in Mexico and generate more than 1,000 direct jobs. Mr. Cerdas holds a bachelor's degree in Electrical and Mechanical Engineering by Instituto Tecnológico de Monterrey and a Master's Degree in Business Management by IPADE. He is also a graduate of Stanford's Construction, Engineering and Management program. He continuously takes part in the most important forums of his sector in cities such as, New York, San Francisco, Miami, London, and Mexico City, among others. From time to time he also makes editorial contributions to different media in Mexico and abroad.



Vincent DiSalvo

Chief Investment Officer, Kingbird Investment Management (Boston)

As Chief Investment Officer, Mr. DiSalvo is responsible for sourcing and evaluating investment opportunities and implementing Kingbird's investment strategy. Prior to Kingbird, Mr. DiSalvo was a member of the acquisitions group at GID Investment Advisers LLC, a vertically integrated real estate investment/operating company and family office with over 25,000 units and \$20 Billion in assets under management. Mr. DiSalvo underwrote, due diligenced, structured and closed joint venture equity investment opportunities in both income producing multifamily assets and ground up development in multiple major U.S. markets for GID's family office and its institutional partners. Prior to GID, Mr. DiSalvo was part of the investment team at Equity Residential (NYSE: EQR), a \$30 billion real estate investment trust that develops/invests in multifamily real estate across major U.S. markets. He was responsible for analyzing, underwriting, and structuring apartment development and acquisition opportunities. Mr. DiSalvo has underwritten and contributed to the acquisition or development of more than 10,000 units and to the investment of more than \$1.5 Billion in multifamily real estate assets. Mr. DiSalvo earned his Masters in Real Estate Development from Columbia University and has a BS in Finance from Quinnipiac University. He is a member of the Urban Land Institute (ULI), the New York Private Equity Network (NYPEN), and the Real Estate Investment Advisory Council (REIAC).



Daniel Valdez

Portfolio Manager & Partner, MG Capital (Monterrey)

Over 10 years of financial/investing experience and 5 years on Wall Street's top performing Hedge Funds with AUM of \$13Bn +. Prior roles include Co-Portfolio Manager for SAC Capital Mgmt. with focus a on Global Consumer Sector, Senior Analyst at Eton Park Capital Mgmt. Senior Analyst at Citadel's Alternative Asset Management Division and Investment Banking Associate at Morgan Stanley. Daniel holds a BS in Engineering, from Stanford University and an MBA from Harvard Business School. He is also FINRA Series 7 Licensee.



Francisco Laguardia Ahued

Partner, NSC Asesores (Mexico City)

Holder of a Bachelor's degree in International Business from the Universidad Anahuac, where he also obtained a degree in Finance; he also completed a postgraduate studies at the Bolsa Mexicana de Valores. Certified by the AMIB as Investment Advisor. Began his professional career in the financial markets in 2009 joining NSC Asesores, S.A. de C.V., where he actually is an Executive and Partner. He has been member of the Investment Committee for portfolio management and alternative investments. Obtained a Master's degree in Finance for the Universidad Anahuac and simultaneously a diploma on Negotiating Theory and Tools Project by the Harvard University. He is a finance professor at the Universidad Anahuac, where he is also enrolled in a Master's degree on Tax Law and Tax Administration. He concluded the CFA program receiving his certification on August 2019. On 2015 he was part of the team of negotiations for the partnership between NSC Asesores and Julius Baer. Also participated on the exchange program working on Julius Baer for 6 months in Zurich. On 2021 he was part of the M&A team, and helped coordinate the transaction held between Stratos, NSC and Julius Baer.



Enrique M. Zambrano

Partner, Proeza Ventures (Monterrey)

Enrique studied his undergrad and MBA at Stanford University. During his lifetime, Enrique has lived diverse work experiences, which have pushed him to look at things in multiple ways and provided him a fresh and holistic perspective. Enrique has enjoyed marketing, logistics, business development and consulting roles at companies in different growth stages. He has launched two businesses, one was HINUX, a HINO truck dealership, and more recently, Bebitos; an e-commerce company selling baby related goods. Two years after its kick-off, Enrique merged Bebitos with a bigger e-commerce player. Before joining Proeza Ventures, Enrique began a company builder sponsored by Metalsa, called MLAB, that in a short period of time initiated three startups in the mobility and manufacturing space. Now at Proeza Ventures, he is looking to partner with ambitious and visionary founders that are rethinking mobility. The fund launched in 2019 and as of today, has done 18 investments.



Hasan Askari

Managing Partner, K1 Investment Management (Manhattan Beach)

Hasan Askari is a Managing Partner at K1 Investment Management. Mr. Askari is a graduate of the Marshall School of Business at the University of Southern California, where he received a BS in Business Administration. Mr. Askari serves on the Board of Directors of UgandaProject, a grassroots non-profit focused on supporting orphans in Uganda. Previously, he was a member of the Board of Governors for the University of Southern California's Alumni Association and a member of the Advisory Council of Invisible Children, a non-profit focused on ending the LRA conflict in Africa.



Luis Galindo

CEO, Trefilia Capital (Monterrey)

Luis Manuel is the CEO of Trefilia Capital. At Trefilia he is responsible for the investment strategy of both our liquid and illiquid portfolios. He is also responsible for the execution of Trefilia's alternative investment strategy. Prior to Trefilia, he had the opportunity to play various roles. He was the CFO & COO of a Consumer Finance startup. He was part of the Strategic Planning group at CEMEX, and was a consultant at Monitor Group, a Strategy Consulting firm based in Boston. Luis Manuel is a member of the Academic and Student Affairs Committee of the University of Monterrey (UDEM). He teaches Corporate Strategy at Facultad Libre de Derecho de Monterrey. He is a Board Member of CORDEM, an association that seeks to rebuild communities by empowering women through education. Luis Manuel holds a degree in Economics from the Instituto Tecnológico y de Estudios Superiores de Monterrey, as well as an MBA from Harvard Business School. In his free time, he tries and fails to exercise & read, and is consistently crushed by his children at chess and X-Box.

Joncarlo Mark

Founder, Upwelling Capital Group (Sacramento)



Joncarlo R. Mark is founder of Upwelling Capital Group LLC, an investment adviser that provides capital solutions to premier institutional investors. Prior to forming Upwelling in 2011, Joncarlo was a Senior Portfolio Manager in the Alternative Investment Management (AIM) Program at the California Public Employees Retirement System (CalPERS). CalPERS is the largest US public pension fund, with over \$400 billion in overall assets. From 2007 to 2010, Joncarlo served as Chairman of the Board for the Institutional Limited Partners Association (ILPA), whose 250-member institutions at the time managed more than \$1 trillion of private equity capital. He continues to serve as a faculty member for the ILPA Institute, which provides executive education to its membership. From 2014 to 2020, Joncarlo was a trustee for the University of California Davis Foundation and held the role of Finance and Investment Committee chair from 2017 to 2019. From 2012 to 2018, he was also on the Board of Directors for AltExchange Alliance, an industry group dedicated to implementing standardization of financial reporting in private equity. Prior to joining CalPERS in 1999, Joncarlo spent six years with Premier Farnell PLC, a global industrial products manufacturing and distribution company. Joncarlo earned an MBA from the Graduate School of Management at the University of California Davis and received a BA from the University of California San Diego

Robbert Machielsen, CFA

Head of Latin America Private Equity, PineBridge Investments (Mexico City)



Mr. Machielsen is PineBridge's Head of Latam for the Private Funds Group and is responsible for sourcing, performing due diligence, and analyzing and monitoring private equity fund investments, secondaries and co-investments in Latin America. Prior to joining PineBridge Investments in 2017, Mr. Machielsen worked in various positions for NIBC Bank, a Dutch PE-owned investment bank, on both the investment side (alternatives and fixed income) and on the capital market side in Western Europe. Mr. Machielsen graduated Cum Laude from two Master's degrees from both the University of Amsterdam and the University of New South Wales. Mr. Machielsen has been a CFA Charterholder since 2013.

Rafael Tuachi

Director, GIM Family Office (Mexico City)



As Director, Rafael Tuachi foresees both the family's and each person's investment portfolio and structure, insurance coverage structure, fiscal necessities across any jurisdictions as applicable, shared real estate and long-term wealth planning. His responsibilities include working directly with the family as a unit and with each member as a person, along with our various service providers, to ensure that the services the family ultimately receives are in line with the family's values and long-term objectives. In addition to his role in the FO, Rafael Tuachi is Professor of Finance at Tecnológico de Monterrey Campus Santa Fe, and Universidad Iberoamericana CDMX, teaching Personal Finance, Investment Portfolios and Portfolio Theory. Rafael has an MBA from The University of Chicago Booth School of Business ('17) and a BA in Financial Administration from Tecnológico de Monterrey ('11). Prior to the FO Rafael was a Consultant for the Energy Industry at Accenture, a Relationship Manager for BlackRock and an Analyst at a Aequilibrium ASP, an Option Trading investment fund.



Aurora Fadile Herrera

Head of Alternative Investment, Principal Financial Group Mexico (Mexico City)

Aurora Fadile Herrera is the Head of Alternative Investments at Principal Financial Group Mexico. She is responsible for identifying high profile structured investment opportunities that are suitable for Principal's long-term view through a thorough risk /return analysis. In addition, she is also responsible for Principal's REITs portfolio. Fadile has 15 years of experience working in the Mexican Pension Fund industry. Before joining Principal in 2015, she had previous experience at XXI Banorte and BBVA Bancomer where she performed different roles including manager selection for International Mandates. She was awarded her BA in Financial Management from Tecnológico de Monterrey, with a specialization in ESADE Barcelona. She recently participated in the Executive program for Private Equity at the Wharton School.



Felipe Vila

Chief Executive Officer, Corporacion Mexicana de Inversiones de Capital (Fondo de fondos) (Mexico City)

Felipe Vilá is the Chief Executive Officer of Corporación Mexicana de Inversiones de Capital, S.A. de C.V., also known as "Fondo de Fondos" ("Fund of Funds") since 2009. Fondo de Fondos is an investment vehicle created by four Mexican development banks (Nacional Financiera, Focir, Bancomext and Banobras). Felipe has more than 30 years of experience in the financial industry, including project finance, mergers and acquisitions, privatizations and capital markets. Before joining in Fondo de Fondos in 2009, Felipe was Head of the HSBC Investment Bank and CEO of HSBC Securities in Mexico. He speaks fluently English and Spanish. He has a bachelor's degree in Economic and a master in administration (Universidad Autónoma de Guadalajara, Mexico), and he obtained a PhD in Economics from the University of Texas (Austin, USA).



Oscar Portillo

Director of Investments, ICM Asset Management (Mexico City)

Oscar is a private equity real estate investment specialist who has worked with institutional private equity firms in Mexico and the U.S. for over a decade. Oscar is currently the Director of Investments at ICM, where he oversees investment projects in Mexico and the Caribbean that span hospitality, residential, and industrial, to name a few. Prior to joining ICM in 2020, he held positions at leading real estate funds, including GGI, Caribbean Property Group and Prudential Real Estate. Oscar holds a Bachelor of Economics from Centro de Investigacion y Docencia Economicas (CIDE) and an MBA from Cornell University. He is also certified in negotiation strategy by Columbia University and is always on the lookout for the latest reads on negotiation theory.

Brant Brown

President and COO, Westmount Realty Capital (Dallas)



Brant Brown serves as president for Westmount Realty Capital, a privately held, Dallas-based commercial real estate company that has achieved exceptional performance for more than 35 years. With an enhanced focus on company growth, Brant and founder Cliff Booth will continue to capitalize on the significant opportunities firm has identified in the marketplace while building on its exceptional track record of securing and closing lucrative off-market opportunities. Brant joined Westmount in 2015, serving as the firm's chief financial officer and chief operating officer. He has extensive experience safeguarding investor interests and excels in structured finance and accounting, capital markets, real estate investment performance, investor relations, information technology, marketing and corporate governance and planning. Brant is currently chair of Westmount's operating committee as well as a member of the investment committee. Brant has led the financial analysis and governance for more than \$30 billion in institutional real estate and fixed income investments. He began his career working with endowments and large institutional investors at Merit Energy, a private energy company with more than \$6 billion in portfolio investments. After Merit, he focused on real estate and private equity. He spent the next decade with Fortress Private Equity's Nationstar Mortgage, Invesco Real Estate and Ashford Hospitality

Esther Rombaut

Managing Director, CVC Capital Partners (New York)



Managing Director, joined in 2012. Based in New York, Esther is a member of the Client & Product Solutions team and is responsible for communicating with clients in North America and Latin America. Prior to joining CVC, she was a partner at Mercury Capital Advisors, a global placement agent for private equity and real estate funds. Esther is a graduate of Université Paris IV, Panthéon-Sorbonne and received an MBA in Finance from Columbia Business School and an MIA from Columbia School of International and Public Affairs. Esther is a registered representative of CVC Funding, LLC.

Fernando Espinosa Andaluz

Head of Analysis Alternative Investments, Sura (Mexico)



Fernando Espinosa has a long career in the financial sector. Currently, he is the Head of the Area of Analysis of Alternative Assets and Fibras in Sura. Previously, he was part of the risk team at Afore MetLife, specializing in credit and structured instruments. He graduated from ITAM with a degree in actuaría and has a diploma from IPADE in Corporate Entrepreneurial Capital and Open Innovation. Additionally, he has been certified by the European Federation of Financial Analysts Societies (EFFAS) on ESG.



Salvador Almeida

Head of LatAm, Hamilton Lane (Miami)

Salvador is Hamilton Lane's Head of LatAm. Salvador is a Principal and Director in our Client Solutions team where he is responsible for leading Business Development and Relationship Management for Latin American clients. Prior to joining Hamilton Lane in July 2014, Salvador was an Investment Manager at Haitong Investment Bank in São Paulo, where he focused on origination, structuring and executing Debt & Equity Capital Markets and M&A transactions. Salvador began his career as an M&A analyst in Lisbon for Haitong Investment Bank. Salvador received a master's degree in Business Administration with focus in Corporate Finance and a B.A. from Nova School of Business and Economics, in Lisbon, Portugal. Also attended an intensive Finance Course from LSE in London and a Negotiation course with Harvard Business School.



Rafael Benrey

Vice President, Investment Placement Group (San Diego)

Rafael heads IPG's Asset Allocation Strategy, Alternative Investment Strategy, and co-manages IPG Alternative Investments Fund. The Asset Allocation Strategy is composed of active investment funds and ETFs. The Asset Allocation strategy is global in nature and diversifies investors across debt, equity, and alternative markets. IPG has built a diversified portfolio of Private Alternative Investments that encompasses Private Debt, Private Equity, and Real Estate. IPG's Alternative Investment Fund is a diversified portfolio that invests across private markets and gives clients a diversified exposure with one easy to access fund. Before IPG, he worked at Cambridge Associates, the market leader in financial consulting to Endowments and non-profit institutions in the US, as an Associate Investment Director. Previously, he was a summer analyst at RBC Capital Markets and Societe Generale Private Banking. He holds a bachelors degree in Finance and Economics from Babson College and the CFA designation. In addition, he holds FINRA Series 7 and Series 66.



Jeff Thompson

Partner & President, ATX Venture Partners (Austin)

Jeff Thompson is a seasoned operator and executive leader, bringing deep capital market and investment acumen from leading complex investment management and private banking businesses that spanned diverse geographies and broad cultural dynamics. Jeff has held senior executive roles at Merrill Lynch, Smith Barney, Legg Mason and most recently Wells Fargo, where he led the deployment of over \$200BN across multiple asset classes in both private and public market securities. Jeff earned an Army ROTC scholarship and graduated from Pennsylvania State University. Upon graduation, he served as a Captain in the 4th Infantry Division and began his career in the financial services in 1999. Jeff is on the Board of the Kate Amato Foundation whose mission is to find safer, smarter, and more effective treatments for children with cancer. He splits time between Darien, CT and Austin, TX with his wife Kathleen, and their daughter. Knows what it means to approach strategy development from an execution state of mind that learns and adapts to changing circumstances with agility. Learned from leading our nations soldiers, serving the needs of clients, and collaborating with incredible people across the financial services industry.



Angel Bernal

Co-Founder, SkyHaus (Mexico City)

Mr. Bernal has a BS in Mechanical and Electrical Engineering from ITESM in Mexico City and has a MBA from Harvard Business School in Boston, MA. Mr. Bernal started his career as a business analyst for McKinsey & Company from 2001 to 2006. From 2006 to 2008, he worked as Risk Manager for GE Real Estate where he was responsible for underwriting debt and equity commercial real estate transactions including industrial, office, commercial, and residential projects. In 2008 he joined LaSalle Investment Management as VP of Acquisitions and was responsible for the investment of LaSalle's first Mexican Fund in industrial, commercial, and residential development projects. In 2013, Mr. Bernal joined the Mexican REIT Terrafina (BMV: TERRA13) as CFO of the company where he was in charge of all the financing, reporting and administrative functions of a publicly traded REIT. In 2017, he joined MDR, a privately held consumer goods company in the pharmaceutical and houseware segments as CFO/COO. Along with his friend and college partner, Mr. Federico Cerdas, he is the co-founder of Cobra Development Fund, a real estate fund dedicated to the development of projects in Mexico City.



Gabriel Garcia Daumen

Managing Director, Stelac Advisory Services (Miami)

Gabriel has 20 years of experience in Wealth Management and Equity Research. Former Head Mutual Funds & Alternative Investments, UBS Private Bank; Former Analyst Telecom & Media Industry Latin America, Deutsche Bank; MA International Finance, Brandeis University.



Claudia Betancourt

Director of Investor Relations, Civitas Capital Group (Dallas)

Claudia Betancourt is a Director of Investor Relations at Civitas Capital Group and is responsible for building the market for Civitas' alternative investment products among high-net-worth individuals, family offices, and institutions around the world and coordinating within the Company to develop relevant products and services to meet the demands of these clients. Claudia has eighteen years of global experience in private equity, investment banking and business development. Previously, Claudia was Managing Director at Commerce Street Capital (CSC), a provider of capital to middle-market companies and alternative investment opportunities for accredited investors. She also worked at PM Equity, a boutique private equity firm with an international portfolio and she was responsible for origination, negotiation, and transaction execution of companies in real estate, technology, and mining in the company's portfolio in Latin America. Claudia received her B.S. in Economics from Universidad Catolica Boliviana, her M.B.A. from The University of Oklahoma and a Master of Science in Petroleum Economics and Management from the Institut Français du Pétrole (IFP).



Fernando Estrada

Head of Mexico, Braininvest Wealth Management (Geneva)

As Head Mexico at Braininvest Wealth Management, a multi-family office based in Geneva, CH with focus on Latin American clients, Fernando oversees the portfolio asset allocation of Mexican families in both traditional and alternative investments. Fernando has over 17 years of experience in the Wealth Management industry working for Banamex and Santander Private Bank in Mexico and at UBS AG in Mexico and Geneva, where he holds the CWMA Swiss regulator's certification for Financial Advisors. Fernando graduated in Finance from ITESM Monterrey and holds a double Master degree in Finance from EGADE Business School and Tulane University A.B. Freeman School of Business.



Alejandro Aranda Jáuregui

CIO, Pensionisste (Mexico City)

Mr. Aranda has a degree in economics from the Autonomous University of Nuevo León as well as a master's in economics graduated from the Autonomous Technological Institute of Mexico (ITAM). Likewise, he has various courses and diplomas in economic and financial matters, such as Investments, Derivative Financial Instruments and Credit Risk. He has more than 20 years of professional experience, which has allowed him to hold various positions within the public and private sectors, including the HSBC Financial Group, the Ministry of Finance and Public Credit (SHCP), the ISSSTE and the IPAB. He currently works as Deputy Director of Investments (Chief Investment Officer) in the National Pension Fund for State Service Workers (PENSIONISSTE).



Alex Borschow

Co-Founder and Managing Partner, Semillero Partners (San Juan)

Alex Borschow, co-Founder and Managing Partner at Semillero Partners, has been evaluating and investing in food industry innovations for over a decade. In his current role, Borschow applies the skills developed from a successful career in finance at BNP Paribas and as Director of Finance for Eataly USA. He also brings a rich education in sustainability and leadership to help entrepreneurs of purpose-driven sustainable food and food tech companies drive strategic growth. A long-time food tech investor, he led the firm's early investments in Imperfect Produce, Farmer's Fridge, Splendid Spoon, and Robin Food. A graduate of the Massachusetts Institute of Technology (MIT) with a degree in chemical and biological engineering, he also earned his MBA from the MIT Sloan School of Management along with a Certificate in Sustainability with a focus on food systems.



Jeffrey Keay

Managing Director, HarbourVest (Boston)

Jeff Keay joined HarbourVest in 1999 and focuses on global secondary investments across a range of transaction types. Jeff is based in Boston and also worked in the Firm's London office. Jeff is the Chair of the Firm's Secondary Investment Committee and he currently serves on a number of advisory boards. Prior to joining the Firm, Jeff spent three years at Ernst & Young LLP, where he specialized in the venture capital and financial services industries. His previous experience also includes working at the Financial Accounting Standards Board. Jeff received a BA (cum laude) in Economics and Accounting from the College of the Holy Cross in 1996.



Sebastian Odriozola

Founder & Director, Arzentia Capital (Monterrey)

Mr. Odriozola is a founder and Director at Arzentia Capital, a Monterrey, Mexico based family office that invests in Real Estate, Private Equity and Public Markets. With over 20 years of management and investing experience, he held different positions within Grupo IMSA, including Industrial Sales Manager at IMSA Acero, Strategic Planning Director at Stabilit and General Manager at United Panel. Before joining IMSA he was a Business Development Director at Seminis Inc. Mr. Odriozola holds a BS in Biochemistry from ITESM and an MBA from The Wharton School of Business. He is also a board member of Javer, Silica, Directum and other private companies.



Fernando Guerrero Arámburu

Managing Partner and Founder, PRIVEST (Mexico City)

Mr. Fernando Guerrero Arámburu has been the Managing Partner and founder of PRIVEST since 1996. He is a Certified Public Accountant (ITAM). He has a master's degree in Business Administration (IPADE) and a Diploma in Stock Market Finance (ITAM). He began his professional career in the financial sector in 1982. From 1988 to 1991, he was Deputy Director of Promotion at Casa de Bolsa Probursa. From 1991 to 1996, he was General Director of the Investment Companies of Grupo Financiero Probursa.



Thiago Brando

Director of Private Equity & Corporate Credit, Citibanamex Afore (Mexico City)

Thiago Brando is the Director of Fundamental Risks at Afore Citibanamex. He is responsible for the monitoring and analysis of new investments for the Afore's portfolio of Alternative Investments (Private Equity, Private Real Estate and Private Credit) and corporate debt. Prior to Afore Banamex, Thiago worked as an M&A and Debt Restructuring advisor with Rothschild & Co both in Mexico and Brazil and as a management consultant with Bain & Company in Brazil. Thiago has an undergraduate with honors in Computer Engineering from PUC-Rio, Brazil and a MBA with honors from the University of Chicago Booth School of Business.



Juan Pablo Martinez

Principal, Measure 8 Venture Partners (New York)

Juan Pablo Martinez is a Principal at Measure 8 and has advised on more than \$2 billion of cannabis transactions. He focuses on opportunities from brands and multi-state operators to genetics, AgTech, biosynthesis and the SaaS/DaaS platforms forming the backbone of the emerging global industry. As a strategic advisor to Curaleaf Holdings, he contributed to the operational and M&A strategy that propelled the company to its present position as the world's largest cannabis company. Over the past five years he has analyzed hundreds of cannabis and ancillary businesses from seed stage to pre-public, developing comprehensive knowledge of success factors in this complex, nascent, high growth sector. Previously Mr. Martinez worked as Senior Analyst at Fredericks Michael & Co., a cross-border M&A boutique, where he focused on European, North American, and LatAm mergers, acquisitions, and divestitures in industries including healthcare, consumer products, aerospace & defense and real estate. He holds a BA from Babson College, and a General Course degree from the London School of Economics.



Marín Maydón

Managing Partner and Principal, BPBI (Mexico City)

Mr. Maydón is a seasoned investment executive, with more than 20 years, and over US\$3 Billion of corporate and real estate private equity investment experience. Mr. Maydón has acted as Principal for 6 different investment vehicles, representing close to US\$1 Billion of capital raised, leading teams through the investment cycle, from inception to disposition. Mr. Maydón joined BPBI in 2017 as a Managing Partner and leads the Real Estate Practice. BPBI, is a diversified institutional investment firm, with strong alternative investment execution capabilities, and a diversified client base of Ultra High Net Worth investors. Prior to BPBI, Mr. Maydón spent 14 years at LaSalle Investment Management. His roles included Managing Director of Investments for Mexico and Latin-America, and voting member of Mexico's Investment Committee. Mr. Maydón received an MBA from Harvard Business School and holds a B.S. in Electromechanical Engineering from ITESM, with honors.



Christine Kenna

Partner, IGNIA Partners Venture Capital (Menlo Park)

Christine Kenna is a Partner at IGNIA, an early-stage venture capital fund that invests in global technology companies that are reinventing the way to do business across Latin America in sectors such as fintech, e-commerce, edtech and SaaS. Prior to joining IGNIA, Christine led operations in EF Education First, Google, the Guggenheim Foundation and EY Parthenon. Christine has been investing for the last 15 years to build the ecosystem of entrepreneurs, investors, and professional women in Latin America. She is Co-Founder of Mujeres Invirtiendo, MBA Mujeres de México, leads the ESG committee for the Board of the Mexican Association of Private Capital (AMEXCAP) and was recognized as one of the top female investors in Latin America by the Latin American Venture Capital Association. Christine graduated from Duke University, Harvard Business School and is a Kauffman Fellow.



Ana Aguilar

Investments, AC Ventures (Mexico City)

Ana is Investment Officer at AC Ventures. Has experience leading deals in Fintech and Industry 4.0. AC ventures, as an LP, has helped her to gain vast expertise on the US, Brazilian and Israeli VC ecosystem. She was M&A Analyst for EY. Prior to that she held an analyst position at a Mexican Private Equity Fund, where she supported the portfolio management and investment activities. Ana holds a B.S. in financial management from ITESM Monterrey Tech.



Jorge Di Donna

Senior Vice President, Spruceview Capital Partners (Mexico City)

Jorge has over 10 years of private markets investing, M&A, and corporate finance experience. Prior to joining Spruceview, he was the Head of Investments, Treasury and Financial Control at Seguros Sura México, responsible for portfolio strategy and for asset and liability management. Previously, he was the Deputy Head of Alternatives at Afore Profuturo where he led asset allocation for alternatives and private market investments across strategies in Mexico and international markets. Prior to that, he supported M&A and corporate finance initiatives at Grupo Bal, one of the largest business conglomerates in Mexico. Jorge holds a B.S. in Applied Mathematics from the Instituto Tecnológico Autónomo de México and a Master of Finance degree from Massachusetts Institute of Technology (MIT).



Raudel Yanez

Managing Director, Kline Hill (New York)

Raudel Yanez is a Managing Director at Kline Hill, focused on GP-led transactions in North America. Prior to joining Kline Hill in April 2022, Mr. Yanez was a Director at Spring Bridge Partners (now part of Ares), where he was one of the first members of the team and focused on middle-market secondaries. Before that, he was an Investment Manager at Collier Capital where he led teams in the evaluation, due diligence, and execution of secondary private equity investments in the US and Latin America. Mr. Yanez also worked at Morgan Stanley in mergers and acquisitions. Mr. Yanez holds an A.B. from Harvard College and an M.B.A. from the Stanford Graduate School of Business.



Nayef Perry

Managing Director and Global Co-Head of Direct Credit, Hamilton Lane (Miami)

Nayef is a Managing Director and Global Co-Head of Direct Credit based in the firm's Miami office. He is an Investment Committee member and jointly responsible for leading all aspects of the firm's credit platform. Prior to joining Hamilton Lane in 2013, Nayef was a Vice President at GE Capital where he focused on middle-market sponsor-backed leveraged finance transactions. Nayef began his career as a management consultant at CEB. Nayef received an M.B.A. from the Thunderbird School of Global Management and a B.A. in International Affairs from The George Washington University.



Matthew Pedley

Sr Managing Director, Blackstone (New York)

Matthew Pedley is a Senior Managing Director in the Limited Partner Relations and Fund Placement Group. Since joining Blackstone, Mr. Pedley has been involved in raising capital for Blackstone's private investment funds and maintaining relationships with the Firm's Limited Partners. Before joining Blackstone, Mr. Pedley worked as a Vice President in the venture capital arm of AllianceBernstein, where he was responsible for venture investments in the technology sector, Limited Partner relations, fundraising and legal documentation for the fund. Prior to AllianceBernstein, Mr. Pedley was a Senior Associate at Crosslink Capital, where he was responsible for venture investments in the technology sector. He was an Observer on the boards of Evant (acquired by MANH), IM Logic (acquired by SYMC), and Jasper Wireless (acquired by CSCO); he was also involved with private investments in Good Technology (acquired by MOT) and Equinix (EQIX). Prior to his career in venture capital, Mr. Pedley was a Senior Consultant with Andersen Consulting, where he provided strategic and business process guidance to the world's largest technology companies. Mr. Pedley received his BA in Mechanical Engineering from Columbia University, where he was President of his Class.



Akila Grewal

Co-Head of Product and the Head of Credit/FIG Product, Apollo Global Management (New York)

Head of Product and the Head of Credit/FIG Product for Apollo's global platform. Ms. Grewal currently serves on several firm committees including Apollo's Credit Management Committee and the Credit Allocations Sub-Committee. Prior to joining Apollo, Ms. Grewal was on the Proprietary Trading and Risk Management team at Mariner Investment Group. Prior to that, Ms. Grewal was in the Business Development group at MKP Capital. Ms. Grewal started her career at Credit Suisse on the Portfolio Management and Product Delivery team within the firm's fund of hedge funds. Ms. Grewal graduated from New York University's Stern School of Business with a B.S. in Finance and is a CFA charterholder.



Drew Dolan

Principal & Fund Manager, DXD Capital (Albuquerque)

Over his 20 year career in real estate, Drew has focused on deal structure, debt, and capital procurement and management. He has raised over \$500 million and placed over \$1 billion in debt for real estate investments. He oversaw the capital raise for DXD exceeding its goal, ending at \$53 million, and has placed \$90 million in debt in the first two years. Drew has been quoted in the Wall Street Journal and New York Times as an expert in the self storage industry.



Philippe A. Stiernon

Founder, CEO & Managing Partner, ROAM Capital (Miami)

With almost two decades of experience in alternative investments, Philippe leads all fund marketing mandates and spearheads relationships with prospective LPs on behalf of the firm's clients, particularly with respect to senior decision-makers at pension funds and other large and sophisticated investors in Latin America. Prior to founding ROAM in 2011, Philippe served as Head of Investor Relations at Teka Capital, a Latin American private equity fund based in Bogota, Colombia. He also served as Director of Investor Relations at Aramid Asset Management, a hedge fund in London and before that, he spent five years working for Merrill Lynch's Private Wealth Management division in New York and Miami, helping ultra-high net worth clients structure and invest their wealth, particularly with respect to their alternative allocations. He was the alternative investment specialist at Merrill's \$4.5B family office catering to Latin America's largest family office clients. Philippe graduated from Georgetown University with degrees in Finance and International Business and holds an MBA from Georgetown's McDonough School of Business where he graduated with high distinction. He is also a member of Georgetown's Latin American Board.



Christina Fang

Partner, TPG Capital (San Francisco)

Ms. Fang is a Partner in TPG Capital where she is the Head of Product. Ms. Fang leads the capital formation, business development and equity syndication. Prior to joining TPG, Ms. Fang was a Managing Director at BlackRock where she led product strategy and distribution for new offerings across BlackRock's Alternative Investors platform. Previously, Ms. Fang was with KKR, where she served as the Co-Head of the Credit Strategies Team. Ms. Fang began her career at Morgan Stanley. Ms. Fang holds a BA from Columbia University.



Eric Willett

Managing Director , RCLCO (Los Angeles)

Eric Willett is the Managing Director of RCLCO's management consulting practice. Eric works with a wide variety of market-leading firms throughout the real estate industry to craft and execute organizational strategy, portfolio transformation, and corporate growth initiatives. Eric brings extensive experience in strategic planning and organizational improvement to projects that interface with client teams at all points in the development lifecycle. His collaboration with executive teams has resulted in transformational strategies for real estate companies across all industry sectors and a range of global markets. He is a frequent speaker and panelist at industry events and is regularly cited as a commercial real estate expert by national and regional media including The Los Angeles Times, The Wall Street Journal, The New York Times, and others. In addition, Eric is adjunct professor of Business Economics at the University of Southern California Marshall School of Business where he leads a course on commercial real estate strategy. Eric graduated magna cum laude from Yale University with a Bachelor of Arts in Economics.



Jerónimo Rodríguez Zubikarai

Partner, NSC Asesores (Mexico City)

Jerónimo Rodríguez Zubikarai currently works as a Portfolio and Relationship Manager for a financial independent advisor, he is a Partner of the company since 2018, he is member of the investment committee since 2015, his main role is to manage the relationship and reporting to the investors and explore new investment opportunities, he focus on individual investors, FO and Institutional Investors.



Aaron Sobel

Partner, Private Equity, Apollo Global Management (New York)

Aaron Sobel is Partner in Private Equity at Apollo. He is responsible for Private Equity's media and telecom investing. He serves on the board of directors of Brightspeed (Chairman), Legendary Entertainment, Rackspace, Cox Media Group, and 25 Madison, and previously served as a director of EndemolShine Group. Prior to joining in 2011, Aaron was a member of the Investment Banking Department at Goldman Sachs. Aaron graduated with highest honors with a BBA from the University of Michigan, and lives in New York City with his wife and three children.



Pilar Zambrano

Board Member, Proeza Corporativo (Mexico City)

Pilar is the Founder of The UMA Network, a community platform with the intention to promote lives full of joy and purpose. During her different experiences she learned that wellbeing is essential to achieve success. That's why today she is an authenticity and leadership coach, host of Uma Conversations podcast, an active Angel Investor and member of the group Mujeres Invirtiendo. She is part of the Board of Directors of Grupo Proeza and is a Member of the Investment Committee. Prior to this, she was a principal in Wollef VC and co-founder of Editorial House and Store. Pilar also holds a Master's degree in Business Administration (MBA) from IE Business School in Madrid, Spain. Recently, Forbes named her as one of Mexico's Most Powerful Women of 2022.



Alejandro Luna

CEO, CONQUER (Mexico City)

More than 25 years of experience in the real estate sector. He is currently CONQUER's Chief Executive Officer (CEO). Prior to joining CONQUER, he worked in companies such as GLL Real Estate Partners (Now part of Macquarie Group), Kimco Realty Corporation and MRP (Mexico Retail Properties, Black Creek Group). He graduated in Architecture from Universidad Anahuac and holds an MBA from the Universidad Politécnica de Madrid, Spain. He also completed a Program in Corporate Finance from Universidad Iberoamericana (Mexico), a Negotiation Workshop from Harvard University (Cambridge, Ma. USA) and also a Senior Management program from IPADE Business School (Mexico).



Mark Pinho

Partner, Oak Hill (New York)

Mark Pinho (Partner) joined Oak Hill in 2021 and has 21 years of industry experience. Mr. Pinho is responsible for originating, structuring, and managing investments for the Firm's Consumer group. Prior to joining Oak Hill, Mr. Pinho was the Managing Partner of the St Victor Group, and a Partner and Co-Founder of 4x4 Capital. Prior to that, he spent 12 years at Soros Fund Management, where he was a Managing Director in the private equity group. Mr. Pinho earned a B.S. degree from the University of Virginia and an M.B.A. degree from The Wharton School of the University of Pennsylvania, where he was a Joseph P. Wharton fellow.



Tania Rodríguez Riestra

Co founder and CEO, CO_ (Mexico)

Tania is co_founder and managing partner at CO_ Platform and CO_Capital. CO_ Platform is a launching platform for social and environmental impact initiatives. We identify best in class global initiatives that support social entrepreneurs at different stages of development and we help them set up shop and scale in México. Our portfolio member organizations include Sistema B, Nexus, Connovo, Village Capital, SVX, Kaya Impact, Nexus, Kiva, Hult Prize, Probono Network, Socialab and Makesense. Collectively we support between 200 and 250 entrepreneurs a year through acceleration, incubation, impact certification and capital raising programs. Through our member initiatives we aim to strengthen the community of individuals and organizations who seek innovative, systemic and collaborative responses to social and environmental challenges. CO_Capital is an early and growth stage impact investment fund that works together with CO_Plataforma to identify social enterprises that have the potential for large scale impact. Through the CO Capital de Impacto fund, we invest in around 3-5 projects with a significant capacity to scale. Tania was co-president of the board at Sistema B Mexico until 2021. She is currently a Board member at Latimpacto and the Consejo Iberoamericano de Mujeres en Decisión, and an IC member of CO_Capital. Born and raised in Mexico City, studied Energy efficient desing at Architectural Association School of Architecture, London UK. Specialized in Strategic planning, Business strategy and Projects management



Consuelo Valverde

Founder and Managing Partner, SV LATAM Capital (SVLC) (San Francisco)

Consuelo Valverde is the Founder and Managing Partner of SV LATAM Capital (SVLC). A trailblazer for the Latin American startup community, she was the first Mexican woman to establish an early-stage venture capital firm in Mexico and in Silicon Valley, and was three times recognized by Latino Leaders magazine as one of the nation's 100 Most Influential Latinas. A scientist by training, Consuelo's passion for bridging science, technology and business fueled her initial forays into entrepreneurship. After obtaining a bachelor's degree in Electrical Engineering from the University of Miami at the age of 20, she returned to Mexico and founded her own PC manufacturing company, and went on to launch a regional science museum, a science magazine, and a TV and podcast science series. She also spearheaded CEMITT, Mexico's first innovation center, which continues to be a vital driver for entrepreneurship in that country



Tyson Morgan

Partner & Head of Latin America, G Squared (Chicago)

Mr. Morgan joined G Squared in September 2016 and is a member of the G Squared executive group and investment committee. Mr. Morgan is responsible for limited partner relationships originating from Latin America as well as the firm's ties to entrepreneurs and top-tier venture managers in the region. Mr. Morgan has more than 25 years experience in technology product management and marketing, operations, business development, and senior management in financial services. Prior to joining G Squared, Mr. Morgan spent ten years as Co-Founder and Managing Principal of Northport Investments, a Chicago-area based growth venture capital firm. While at Northport Investments, Mr. Morgan was actively involved in over 100 transactions providing liquidity to technology companies in the SaaS, consumer internet, data networking, semiconductor, and cleantech spaces. From 1994 to 2006, Mr. Morgan worked at leading technology companies U.S. Robotics, 3Com, VTech Industries, and Sycamore Networks.



Anais Furia

Investment Officer, International Finance Corporation (Mexico)

Anais Furia is the Lead in Mexico for IFC's Healthcare, Life Sciences and Education practice. She is responsible for developing a portfolio of debt, equity, and mezzanine investments in her dedicated sectors. Anais joined IFC in 2013 in Paris, originating and structuring investments in Healthcare, Life Sciences and Venture Capital with European companies. She then relocated to Washington DC focusing on sourcing and structuring transactions in Asia, Latin America and Eastern Europe in Health, Life Sciences and Education. Prior to joining IFC, Anais was a member of Ardian's Funds of Funds team in London and HSBC's Equity Research team in Paris covering European food retailers. She also worked for a French M&A boutique, Centuria Capital. She holds a Master of Science in Corporate Finance and a bachelor's in economics from Paris-Dauphine University.



Edmundo Recio, CFA

Chief Investment Officer, Promecap Asesores Patrimoniales (Mexico)

Edmundo is Chief Investment Officer at Promecap Asesores Patrimoniales where he is responsible for defining the strategy, asset allocation and management of a portfolio of public and private investments for high-net-worth and institutional investors. Edmundo has 14 years of experience in the financial sector in Mexico, with focus in asset management and investments. He was Head of Equities and Alternative Investments for Afore InverCap, Equity Portfolio Manager for Scotiabank Asset Management, and held several positions in the investment team of Afore Profuturo. Prior to joining Promecap, Edmundo worked for Actinver as an investment banker involved in equity capital markets transactions. Edmundo holds a bachelor's degree in Finance and a Master's in Finance from Tecnológico de Monterrey, as well as an MBA from the Wharton School of the University of Pennsylvania. He is also a CFA Charterholder.



Gabriela Cibils

Venture Capital Partner, Cibersons (Paraguay)

A computer and neuroscientist from the University of California, Berkeley, Mrs. Cibils-Gustafson spent 8 years in Silicon Valley where she worked with various startups, accelerators, and investors. She was an early employee in San Francisco's artificial intelligence unicorn startup Hive.ai. She currently manages Venture Capital at Cibersons, her family's multinational technology and investment firm, investing in early stage startups and venture capital funds globally.



Carmen Spinoso

Founder, SPINOSO Real Estate Group (New York)

Carmen Spinoso is the founder of SPINOSO Real Estate Group. With three decades of enclosed shopping mall experience, Carmen has led numerous developments, re-developments and re-positionings and has completed or overseen thousands of business transactions with the nation's top retail, dining, hospitality, entertainment operators, service providers, financial institutions, development firms, third-party consulting firms and vendors – and in the process has built a vast network of strong relationships. Carmen began his career 30 years ago in the Pyramid Companies, where he rose to the position of Senior VP of Real Estate and Leasing with responsibility for all phases of Leasing, Expansions, Development, and Re-Development for over 20 million square feet. He also chaired Pyramid's Real Estate Committee Meetings. Carmen also held positions of Sr. VP of Leasing and Sr. VP of Development with Wilmorite, a shopping center developer with a portfolio of nearly 20 million square feet of retail property.



Ana Zarruk

Head of LatAm, Pantheon (Bogota)

Ana is a member of Pantheon's Emerging Markets Investment Team, where she focuses on the analysis, evaluation and completion of Latin American investment opportunities. She is also a member of the Investor Relations Team servicing Latin American institutional investors. Ana is also a member of Pantheon's Emerging Markets Investment Committee and Inclusion and Diversity Committee. In addition, Ana is a member of the GPCA Latin America Council. Prior to joining Pantheon, she was an investment professional at Tribeca Asset Management and Corficolombiana, Colombia's largest financial corporation. She has also worked in short projects at Credit Suisse's Financial Sponsors Group, Actis, and LPEQ (now LPeC), the listed private market advocacy based in London. Ana graduated Magna Cum Laude with a BSc in Industrial Engineering from Universidad de los Andes in Bogotá and holds an MBA from London Business School. She is fluent in English, Spanish, Portuguese and Italian, and is based in Bogotá.



Bob Batting

Managing Partner, Black Creek Mexico (Denver)

Mr. Batting is a Managing Director of Black Creek Mexico, with primary responsibilities for overseeing Black Creek's Mexico platform companies and investments, including management of BC Mexico Ventures, LP. Mr. Batting joined Black Creek in 2005 and has in various roles participated in multiple Black Creek affiliated real estate acquisition, development, financing and disposition transactions throughout the US and Mexico. From its inception until 2018, Mr. Batting was the Chief Executive Officer of Gran Ciudad, Black Creek's Mexican multifamily developer, owner, operator platform. From 2008 until 2014, Mr. Batting was the Chief Investment Officer of MIRA, Black Creek's Mexican urban mixed-use community development platform. Prior to joining Black Creek, Mr. Batting was a Naval Architect for Northrup Grumman where he contributed to the development of large-scale ship building programs. Mr. Batting holds a B.S.E. in Naval Architecture and Marine Engineering from the University of Michigan College of Engineering.



Kevin Dunwoodie

Partner, Pantheon (San Francisco)

Kevin is a Partner in Pantheon's Global Secondaries Investment Team. Previously, Kevin worked at Morgan Stanley in New York where he spent over a year as an Associate in the firm's strategy and execution group. Before joining Morgan Stanley, Kevin spent two years at Pacific Corporate Group in La Jolla as a Private Equity Analyst and, prior to that, two years at Deutsche Bank Alex Brown as an Investment Banking Analyst in the firm's consumer group. Kevin graduated Magna Cum Laude with a finance degree from the University of Notre Dame, earned his MBA from Harvard Business School and is a CFA Charterholder.



Adolfo Lazaro

Partner and Managing Director, Bulltack Capital Markets (Miami)

Adolfo is Managing Director, Board member for and partner in Bulltack Capital Markets Holdings, LLC. He is actively involved with Bulltack Wealth Management's alternatives team, sourcing and establishing allocation strategies for their UHNW families and clients. He has been with the firm since 2002 and has been instrumental in the last 20 years in developing client network in Latam. Adolfo holds the Series 4, 7, 24, 66 and 55 FINRA licenses and earned a Bachelor of Science in Business Administration degree from the ITAM, where he graduated with honors, and a Master of Business Administration and Master of Finance degrees from Instituto Tecnológico de Estudios Superiores de Monterrey.



DAY ONE

AGENDA OUTLINE

7:30 AM CST Registration & Breakfast Networking

8:30 AM CST Opening Remarks

Roy Salsinha, President, CEO, Carmo Companies

8:30 AM CST An Introduction to SkyHaus

Presenter:

Federico Cerdas, Founder, SkyHaus

9:00 AM CST Panel –Mexican Pension (AFORE) Perspectives

Leading Mexican Pension Funds discuss their interest in Private Equity, Infrastructure, Private Debt & Real Estate Allocation globally. The role of private markets in portfolio construction and the impact of the shift to a Target Date Fund structure. How do Afores use primaries, secondaries and co-investments to optimize their portfolios?

Moderator:

Alberto Basave, Managing Director, Stepstone

Panelists:

Aurora Fadile Herrera, Head of Alternative Investments, Principal Financial Group Mexico

Salvador Cruz Cerrillo, Alternative Investments Director, AFORE Profuturo

Fernando Espinosa Andaluz, Head of Analysis Alternative Investments, Sura

Alejandro Aranda Jáuregui, CIO, Pensionisste



AGENDA OUTLINE

10:15 AM CST

Presentation: CVC Capital Partners

CVC is a leading private equity and investment advisory firm with approximately €125 billion of assets under management. On this session a senior CVC executive will discuss Global Private Equity Investing with a brief view on the global macro and overall trends in PE in the US, Europe and Asia

Presenter:

Esther Rombaut, Managing Director, CVC Capital Partners

10:30 AM CST

Latin American Private Equity Landscape

Private Equity Funds discuss investment in middle –market operating companies in Mexico and Latin America. The session covers industries such as consumer goods, retail, financial services, healthcare, education, entertainment, manufacturing and industrial.

Moderator:

Robbert Machielsen, Director, PineBridge Investments

Speaker:

Thiago Brando, Director of Private Equity & Corporate Credit, Citibanamex Afore

Daniel Valdez, Portfolio Manager & Partner, MG Capital

Anais Furia, Investment Officer, International Finance Corporation

AGENDA OUTLINE

11:30 AM CST

Panel – Real Estate Opportunities in Mexico

Leading Latin American real estate fund managers and developers discuss the current investment climate in Mexico across all major food groups of asset classes.

Moderator:

Marín Maydón, Managing Partner and Principal, BPBI

Panelists:

Angel Bernal, Co-Founder, SkyHaus

Oscar Portillo, Director of Investments, ICM Asset Management

Alejandro Luna, CEO, CONQUER

Bob Batting, Managing Partner, Black Creek Mexico

12:30 PM CST

Networking Luncheon

Sponsored by:



2:00 PM CST

Panel- Private Credit Outlook

Private credit managers discuss how they have positioned their strategies to withstand high inflation and a potential recession. What is private Debt's role in a Mexican LP's portfolio?

Moderator:

Jorge Di Donna, Senior Vice President, Spruceview Capital Partners

Panelists:

Rafael Benrey, Vice President, Investment Placement Group

Nayef Perry, Managing Director and Global Co-Head of Direct Credit, Hamilton Lane

Akila Grewal, Co-Head of Product and the Head of Credit/FIG Product, Apollo Global Management



AGENDA OUTLINE

3:00 PM CST

Panel- Mexican Venture & Growth

Leading VCs discuss themes and opportunities across venture capital in US and Europe. Investment themes to be discussed include Bio & Health, Consumer, Enterprise across all stages.

Moderator:

Ana Zarruk, Head of LatAm, Pantheon

Panelists:

Enrique M. Zambrano, Partner, Proeza Ventures

Felipe Vila, Managing Director, Fondo de Fondos

Consuelo Valverde, Founder and Managing Partner, SV LATAM Capital (SVLC)

Gabriela Cibils, Venture Capital Partner, Cibersons

4:00 PM CST

Panel – Mexican Multi-Family Office Perspectives

Mexican multi-family offices discuss their allocation strategy for the private markets globally. How has local political uncertainty impacted appetite to diversify outside of Latin America?

Moderator:

Philippe A. Stiernon, Founder, CEO & Managing Partner, ROAM Capital

Panelists:

Francisco Laguardia Ahued, Partner, NSC Asesores

Fernando Estrada, Head of Mexico, Brainvest Wealth Management

Fernando Guerrero Arámburu, Managing Partner and Founder, PRIVEST

Adolfo Lazaro, Partner and Managing Director, Bulltick Capital Markets

Edmundo Recio, Chief Investment Officer, Promecap Asesores Patrimoniales

5:00 PM CST

AFORE COPPEL: The Mexican Pension Playbook for Global Allocation

On this session, Juan M Valle, CEO, AFORE Coppel discusses the importance of Mexican pensions diversifying to global private equity.

Interviewer:

Matthew Pedley, Sr Managing Director, Blackstone

Keynote:

Juan Manuel Valle Pereña, CEO, AFORE Coppel



HALFTIME NETWORKING COCKTAIL

Wednesday, October 26th

6:00pm – 9:00pm CST

Location: TBD

skyhaus[®]





DAY TWO

AGENDA OUTLINE

7:30 AM CST

Registration & Breakfast Networking

8:30 AM CST

Opening Remarks

Roy Salsinha, President, CEO, Carmo Companies

8:30 AM CST

Keynote Presentation: The Case for Private Markets in the Current Environment

Keynote Speaker:

Jose Fernandez, Partner & Co-COO, StepStone Group

9:00 AM CST

Global Private Equity Buyout

Leading Private Equity investors discuss recent deals, challenges and success stories across private equity & debt.

Moderator:

Jose Fernandez, Partner & Co-COO, StepStone Group

Speaker:

Hasan Askari, Managing Partner, K1 Investment Management

Christina Fang, Partner, TPG Capital

Aaron Sobel, Partner, Private Equity, Apollo Global Management

Mark Pinho, Partner, Oak Hill



AGENDA OUTLINE

10:00 AM CST

Networking Break

Sponsored by:



10:30 AM CST

Mexican Single Family Office Perspectives

Mexican Single family offices discuss their allocation strategy for the private markets globally. How has local political uncertainty impacted appetite to diversify outside of Latin America?

Moderator:

Jerónimo Rodríguez Zubikarai, Partner, NSC Asesores

Speaker:

Luis Galindo, CEO, Trefilia Capital

Rafael Tuachi, Director, GIM Family Office

Sebastian Odriozola, Founder & Director, Arzentia Capital

11:30 AM CST

GP Led Secondaries – What’s Next on the Horizon?

What are the necessary tools to be an effective secondaries investor? On this panel leading secondaries focused fund managers discuss the future of secondaries, pros and cons of different GP-Led liquidity options and potential pitfalls and critical steps necessary to execute a transaction.

Moderator:

Joncarlo Mark, Founder, Upwelling Capital Group

Panelists:

Salvador Almeida, Head of LatAm, Hamilton Lane

Jeffrey Keay, Managing Director, HarbourVest

Raudel Yanez, Managing Director, Kline Hill

Kevin Dunwoodie, Partner, Pantheon



AGENDA OUTLINE

12:30 PM CST

Networking Luncheon

Sponsored by:



2:00 PM CST

Mujeres Invirtiendo

On this panel we have invited some of the most prominent female leaders representing Mexican institutional investors and family offices. The panel will discuss their role and perspectives on allocating to private markets. Panelists will also share personal anecdotes of how the industry is progressing to be more inclusive and what needs to still be done in Mexico.

Moderator:

Christine Kenna, Partner, IGNIA Partners Venture Capital

Panelists:

Ana Aguilar, Investments, AC Ventures

Pilar Zambrano, Board Member, Proeza Corporativo

Tania Rodriguez Riestra, Co founder and CEO, CO_

AGENDA OUTLINE

3:00 PM CST

Panel – US Venture & Growth

Leading VCs discuss themes and opportunities across venture capital in US. Investment themes to be discussed include Bio & Health, Consumer, Enterprise across all stages.

Moderator:

Gabriel Garcia Daumen, Managing Director, **Stelac Advisory Services**

Panelists:

Jeff Thompson, Partner & President, **ATX Venture Partners**

Alex Borschow, Co-Founder and Managing Partner, **Semillero Partners**

Juan Pablo Martinez, Principal, **Measure 8 Venture Partners**

Tyson Morgan, Partner & Head of Latin America, **G Squared**

4:00 PM CST

US Real Estate Landscape

US Real Estate experts discuss current trends and opportunities across Multifamily, Single-Family Rental, Industrial, Office and Retail.

Moderator:

Eric Willett, Managing Director, **RCLCO**

Panelists:

Claudia Betancourt, Director of Investor Relations, **Civitas Capital Group**

Vincent DiSalvo, Chief Investment Officer, **Kingbird Investment Management**

Brant Brown, President and COO, **Westmount Realty Capital**

Drew Dolan, Principal & Fund Manager, **DXD Capital**

Carmen Spinoso, Founder, **SPINOSO Real Estate Group**

5:00 PM CST

End of Conference



A tropical beach scene viewed from under a thatched roof. The roof is made of dark wooden beams and palm fronds. In the background, there is a sandy beach, turquoise water, and several palm trees. The sky is a clear, bright blue. A semi-transparent grey banner is overlaid across the middle of the image, containing the text "PARTICIPATION OPTIONS" in white, uppercase letters.

PARTICIPATION OPTIONS



PARTICIPATION OPTIONS

COMPLEMENTARY

We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants, Foundations, Sovereign Wealth Funds, Endowments, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

Conditions:

- Carmo carefully vets all participants to make sure they fit the LP criteria
- Carmo has the right to refuse any participant from joining should they not meet the criteria
- If you raise external capital, you cannot join on a complimentary basis.
- If you wear two hats, you cannot join on a complimentary basis. (Example: You represent a family, but you also help a fund raise capital) Nope!
- If you are caught sneaking in and pitching a fund or deal, you will be banned from the Carmo platform. You must pay to play.

STANDARD PASS

- **Pass**
 - 1 pass to full conference, event cocktail hours and networking sessions.
 - *Attendee list Not included*
- **Networking App Access**
 - 1 pass to event networking app for 1 week

Early Bird: \$1,500 USD Ends July 29th

Pre-Registration: \$2,000 USD Ends September 30th

Standard: \$2,500 USD

ATTENDEE LIST SPONSORSHIP

- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
 - Pre-event email intros/ Carmo meeting facilitation *NOT* included.
- **Networking Break or Stand (Optional)**
 - Branding and announcement to all attendees during networking break
 - Ability to upgrade food and beverages for networking
 - Sponsor may choose to have 10' x10' space in networking area to distribute marketing material and present information regarding company.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Networking App Access**
 - 3 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.

\$10,000 USD

CAP-INTRO SPONSORSHIP

- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Networking App Access**
 - 3 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$12,500 USD

PARTICIPATION OPTIONS

SPEAKING SPONSORSHIP

- **Speaking Position**
 - Client may choose to speak, moderate or present on panel of choice at event of choice
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Networking App Access**
 - 3 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$15,000 USD

PRESENTATION SPONSORSHIP

- **Presentation**
 - Stand-Alone 20 Minute presentation at time of choice during the event
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Networking App Access**
 - 3 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$30,000 USD

EXCLUSIVE TITLE SPONSORSHIP

- **Priority Brand Placement & Material Distribution**
 - Sponsor's Corporate logo to be placed above and in a larger format on the conference brochure, agenda, website, banners and branded event advertisements
 - Any research or marketing materials will be made available and/or distributed to all conference attendees.
 - Sponsor to include a full-page advertisement to be placed on back cover of conference brochure.
 - Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress.
 - Sponsor to have all attendee lanyards with company logo.
- **Exclusivity**
 - First access to conference attendee list 3 weeks prior to the event.
 - Carmo will provide one on one introductions via email to all prospective clients of choice (funds/investors).
 - On-site direction and introduction facilitation to prospective clients
 - Dedicated private sponsor room for 1 on 1 meetings

- **Exclusive Sponsor Cocktail/Dinner**
 - Carmo to help facilitate private cocktail party/dinner with selected investors night before the event
- **Speaking/ Moderating Positions**
 - 2 Moderating/speaking or presentation positions on panel of choice. (first come first serve basis)
- **Company & Speaker Profiling**
 - Company description to be published online and in print (150 words max)
 - Speaker bio to be published online and in print (150 words max)
- **Conference passes**
 - Up to 10 attendee passes for sponsor employee executives

\$70,000 USD



Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

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THANK YOU

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