

The Latin American Private Equity & Venture Capital Web Meeting

ZOOM & SLACK

November 10th, 11th & 12th 2020
Eastern Standard Time



LIVE ONLY, RECORDING IS PROHIBITED
BUSINESS CASUAL ATTIRE



The Latin American Private Equity & Venture Capital Web Meeting

ZOOM & SLACK– November 10th, 11th & 12th 2020

Dear Colleague,

It is with great pleasure that I invite you to The Latin American Private Equity & Venture Capital Web Meeting. The aim of this Web Meeting is to connect private equity & venture capital funds, family offices, institutional investors, and other industry professionals across Latin America and the world. Our online meeting brings together over 300 c-level executives that will join us to virtually network and discuss investment opportunities, allocations, and the current performance of all private equity & venture capital related asset classes. Panel discussions to be covered include topic on institutional investor, family office, private equity, and venture capital perspectives.

This is a live event and closed to the media. Video and audio recording of this event is strictly prohibited.

We look forward to hosting you digitally!

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



Agenda Outline

TUESDAY, NOVEMBER 10TH – DAY 1

12:30 pm EST

Welcoming Address

President, CEO, Carmo Companies (New York)

12:30 pm EST

Keynote Speaker- Blackstone Perspective

Blackstone's Chief Administrative Officer and Global Head of Institutional Client Solutions Vik Sawhney will share his perspectives on opportunities and risks in alternative asset classes today across global markets and how LPs are adjusting their portfolios accordingly.

Keynote Speaker:

Vik Sawhney, Chief Administrative Officer & Global Head of Institutional Client Solutions, **Blackstone**

Interviewer:

J. David Enriquez, Head of Private Equity, **New York City Retirement Systems**

1:00 pm EST

Panel – Mexican Institutional LP Perspective

Leading Mexican Pension Funds discuss their mandates for Private Equity & Venture Capital Allocation globally. How has the CERPI structure changes the landscape for how AFOREs allocate capital to PE? What challenges has the current Mexican administration presented to the Mexican pension fund system?

Moderator:

Alberto Basave, Managing Director, **Stepstone**

Panelists:

Adolfo Ruiz, Head of Private Equity & Venture Capital, **Afore Profuturo GNP**

Carlos Fernandez Marquez, Head of Alternative Investments, **PENSIONISSSTE**

Mario Calderon, SVP, Head of Alternative Investments, **Citibanamex AFORE**

Carlos Mauricio Lopez Suaza, Head of Alternative Investments, **Afore SURA**



Agenda Outline

TUESDAY, NOVEMBER 10TH – DAY 1

2:00 pm EST

Panel – Brazilian Institutional LP Perspective

Leading Brazilian Pension LPs discuss current private equity investment appetite locally and abroad. How have reforms changed the Brazilian pension system? What changes have been implemented to local institutional investors after the Car Wash scandal?

Moderator:

Ricardo Fernandez Junior, Founder & Managing Partner, **Signal Capital**

Panelists:

Bruno Maueler, Portfolio Manager, **Fundação Copel**

Andrea Morata Videira, Investment Director, **FUNCEF**

Salvador Almeida, Director of Business Development – Latin America, **Hamilton Lane**

3:00 pm EST

Panel – Andean Institutional LP Perspective

Leading Chilean, Colombian and Peruvian institutional investors discuss their allocation strategies in the Private Markets locally as well as internationally. Panelists will cover investments and investment appetite in Private Equity, Private Debt and Real Assets. They will also discuss if there is appetite or capabilities to invest in Venture Capital.

Moderator:

Shannon Bolton, Managing Director, **StepStone Group**

Panelists:

Gabriela Cohen Nofal, Assistant Director, Alternative Investments, **AFP Cuprum**

Cristian Alejandro Nunez, Assistant Director, Investments, **Penta Vida**

Laura Gallego, Head of Alternative Investments, **Skandia**

4:00 pm EST

The Tale of Two Latin American Families

Guillermo de Saint Malo Eleta and Antonio Luis Ferre-Rangel have an open conversation on how they have transitioned their families to become well established and diversified investment offices. They will share success stories as well as challenges that have come along the way. Guillermo and Antonio discuss their perspectives on allocation across private and public markets and what it takes to work with Latin American capital.

Keynote Speaker:

Guillermo de Saint Malo Eleta, CEO, **Eleta**

Interviewer:

Antonio Luis Ferré Rangel, Chairman, **Kingbird Investment Management**

5:00 pm EST

End of Day 1



Agenda Outline

WEDNESDAY, NOVEMBER 11TH – DAY 2

12:30 pm EST

Welcoming Address

President, CEO, **Carmo Companies** (New York)

12:30 pm EST

A Frank Conversation with President Fox

Keynote Speaker:

Vicente Fox Quesada, Former President of Mexico

Interviewer:

Federico Cerdas, Co-Founder, **Cobra Development**

1:00 pm EST

Panel – Latin American Family Office Perspective

Latin American family offices discuss their allocation strategy for Private Equity & Venture Capital. How has local political uncertainty impacted appetite to diversify outside of Latin America?

Moderator:

Max Del Vento, Principal, **Brooklands Capital Strategies**

Panelists:

Daniel Valdez, Portfolio Manager & Partner, **MG Capital**

Christian Carrillo, Managing Partner, **Blue Ox Capital Mgmt**

Gonzalo Binello, Head of Latin America, **Schroders**

Juan Eduardo Fantini, Partner at CIO, **Colunquen Investment Office**

Pablo Zapata, Managing Director, **Tresalia Capital**



Agenda Outline

WEDNESDAY, NOVEMBER 11TH – DAY 2

2:00 pm EST

Panel – Private Equity Fund Manager Panel

Leading PE Managers and investors discuss their experience and investment strategies across Primaries, Secondaries and Co-Investments. What structures do they have in place to work LATAM Capital? What investment opportunities are they seeing in Latin America, if any?

Moderator:

Emily Pollock, Senior Investment Director, **Schroder Private Assets**

Panelists:

Neil Malik, Founder and Chief Executive Officer, **K1 Investment Management**

Nicola Franziska Goll, Director, Private Equity Portfolio Management, **UBS Asset Management**

Xinxin Liu, Global Alternative Investment Strategist, **Wells Fargo**

Arslan Mian, Managing Director, **BlackRock Private Equity Partners**

Ben Ng, Partner & Investment Committee Member, **SAIF Eagle Fund**

3:00 pm EST

Panel – Venture Capital Fund Manager Panel

Leading VC Managers and investors discuss their experience and investment strategies from Early Stage to Late Stage across industrials from Tech to Healthcare. What structures do they have in place to work LATAM Capital? What investment opportunities are they seeing in Latin America, if any?

Moderator:

Jeff Pomeranz, Managing Director, **Right Side Capital Management**

Panelists:

Steven Kim, Partner, Investment Strategy and Risk Management, **Verdis Investment Management**

Adriana Saman, Senior Associate, **Clocktower Group**

Pat Burtis, Partner, **Amadeus Capital Partners**

4:00 pm EST

Panel – Investment with Impact

The role of responsible investors in a new world order. How are investors adapting to unprecedented times and government intervention within Latin America and abroad?

Moderator:

Eduardo Atehortua, Head of LATAM, **Principles for Responsible Investment**

Panelists:

Andrea Pradilla, Director Hispanic America, **Global Reporting Initiative**

Gabriel España, Managing Director, **Iskali Capital Group**

Cristian Norambuena, Senior Investment Officer- Private Equity, **New York City Retirement Systems**

Matthew Pedley, Sr Managing Director, **Blackstone**

Jochen von Frowein, Director Equity Latin America, **DEG**

5:00 pm EST

End of Day 2



Agenda Outline

THURSDAY, NOVEMBER 12TH – DAY 3

2:00 pm EST

Virtual Networking/Speed Dating

4 randomized 30-minute breakout sessions of 5 people. Web Cam is mandatory.

Notable Attendees Include:

Gabriel Villar, Investment Lead, **Syngenta Agro SA**
Juan Eduardo Fantini, Partner, **Colunquen Investment Office**
Gonzalo Binello, Head of Latin America, **Schroders**
Federico Payan, Associate, **Altra Investments**
Stephanie Michael, Senior Associate, Private Equity, **MLC**
Xinxin Liu, Global Alternative Investment Strategist, **Wells Fargo Investment Institute**
Mike Lynch, Principal, **Apax Partners, L.P.**
Nicola Goll, Director/Portfolio Manager, **UBS Asset Management**
Gonzalo Binello, Head of Latin America, **Schroders**
Robert Martinez, Principal, **Sowell & Co**
Robbert Machielsen, Director, **PB**
Matthew Pedley, Managing Director, **Blackstone**
Bruno Fumach, Investment Director, **Astarte Capital Partners**
Carlos Ledon, Analyst, **PineBridge**
Pablo Zapata Aramburuzabala, CEO, **Tresalia USA**
Ryan McGovern, Managing Director & Investment Committee Member, **Star Mountain Capital**
Arturo Hanono, Partner, **AHE Partners**
Benedict Rodenstock, CEO, **Astutia Ventures GmbH**
Kevin Colas, Venture Partner, **igniteXL**
Pablo Hurtado, Manager & Founder, **AXS Mexico**
Robert Genovese, Principal and Head of Investor Relations, **Xplorer Capital**
Mario Miranda, Vice President, **GroveStreet**
Bruce Ou, Managing Partner, **GroveStreet**
Carmen Gutierrez, Director, **Julius Baer**
Patrick Jones, Sr. VP of Investor Relations, **Mark IV Capital**
J David Enriquez, Head of Private Equity, **New York City Retirement Systems**
Dave El Helou, Vice President, **Evercore**
Anibal Montes, Associate, **WM Partners, LP**
Renato Weiss, Principal, **Lexington Partners**
Tomas Diaz Mathe, Partner, **ICP Group**

4:00 pm EST

End of Day 3



Institutional Partners



ARCAP

Asociación Argentina de
Capital Privado,
Emprendedor y Semilla

BANCOLDEx

PROMUEVE EL DESARROLLO EMPRESARIAL



PECAP

Asociación Peruana de Capital Semilla y Emprendedor



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Amadeus Capital Partners is a global technology investor. Since 1997, the firm has raised over \$1bn for investment and used it to back over 160 companies. With vast experience and a great network, Amadeus' team of investors and entrepreneurs share a passion for the transformative power of technology. Pioneering businesses we've backed include cyber security vendor ForeScout (NASDAQ:FSCT); Graphcore, innovators in intelligent microprocessors; online credit platform Credits; Brazilian EdTech leader Descomplica; IndiaMART, the B2B online marketplace (NSE: INDIAMART) and speech recognition company VocallIQ (acquired by Apple).

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.

BlackRock's purpose is to help more and more people experience financial well-being. As a fiduciary to investors and a leading provider of financial technology, our clients turn to us for the solutions they need when planning for their most important goals. As of September 30, 2020, the firm managed approximately \$7.81 trillion in assets on behalf of investors worldwide. For additional information on BlackRock, please visit www.blackrock.com | Twitter: @blackrock | Blog: www.blackrockblog.com | LinkedIn: www.linkedin.com/company/blackrock. BlackRock is 'Tomorrow's Alternatives Platform'. As of September 20, 2020, our \$239 billion dollar platform seeks to deliver outperformance with true partnership across a range of investment solutions in: real estate, infrastructure, private equity, credit, hedge funds and alternative solutions.

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.

Sponsors



Cobra Development ("CD") is a real estate development company dedicated to invest in commercial and residential real estate projects throughout Mexico, offering its investors an attractive risk adjusted return. Being development company allows us to optimize the development process reducing pre-development, construction and commercialization times. Our residential strategy focuses in the development of small to medium projects (4 to 100 units) in Mexico City and its metropolitan area catering to the growing middle class. Our commercial developments include mixed-use projects in major cities including retail, office and residential space.



Clocktower Technology Ventures supports leading companies across all sectors of financial services, including lending, credit & banking, payments, insurance, capital markets & investments, personal finance, enterprise financial stack and real estate finance. Our distinctive approach to fintech venture capital is crafted around a curated network of global macroeconomic thinkers and investors. Launched in 2015, Clocktower Technology Ventures is the technology investing affiliate of Clocktower Group, a global macro investment firm. CTV is based in Santa Monica, CA and invests worldwide.



Global Business Management was established in 1960 and is a collaboration of three distinct companies: Global Business Management, Inc., a family office servicing high net worth individuals and businesses; Global Tax & Accounting, Inc., a tax and accounting firm; and advisory services offered through Global Financial Advisory Services, Inc., a registered investment adviser. Clients wishing to engage the services of any of the firms must contract with each firm separately and render fees as specified under each arrangement. Global is a multi-family office that provides integrated tax, accounting, business and wealth management services to entertainment industry professionals, entrepreneurs, executives, professional athletes and their families. We take a holistic approach to wealth and legacy planning that takes into account all aspects of your financial life and offers guidance, clarity of thought, and expertise to help you gain confidence in a more secure financial future.



K1 builds category-leading enterprise software companies. As a global investment firm, K1 assists high-growth businesses to achieve successful outcomes, and invests alongside strong management teams that continue to guide their organizations on a day-to-day basis. With over 100 professionals, K1 changes industry landscapes by assisting with operationally-focused growth strategies designed to assist portfolio companies scale efficiently. Since inception of the firm, K1 has partnered with over 125 enterprise software companies including industry leaders such as Apttus, Buildium, Checkmarx, Clarizen, ControlUp, Emburse, FMG Suite, Granicus, Litera Microsystems, Onit, Rave Mobile Safety, RFPIO, Smarsh, WorkForce Software and Zapproved. For more information about K1, please visit k1capital.com or follow us at [linkedin.com/company/k1im](https://www.linkedin.com/company/k1im).



Sponsors

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.



Right Side Capital Management ('RSCM'), based in San Francisco, is the most active pre-VC stage investment firm in North America. We currently manage four venture funds and have invested in 1,000+ technology startups since 2012. At RSCM, we invest in capital-efficient technology companies that are raising smaller round sizes, and at earlier stages, than what most professionally managed funds are able to invest in. We focus on this segment of the startup ecosystem because it is much higher returning than the traditional VC market and there is no professional competition. We use a proprietary, data-driven, selection process to identify optimal investments and build massively diversified portfolios. Our strategy is designed to consistently deliver a 3 – 5X net return, largely tax free, to investors. By taking advantage of two extremely impactful sections of the tax code available to very early investors, we expect our funds to have an effective federal tax rate close to 0% over the life of the fund.



Founded in 2001, SAIF is a leading Asian private equity firm with \$10 billion of assets under management. SAIF started as Softbank Asia Infrastructure Fund and subsequently became independent in 2005. Headquartered in Hong Kong, SAIF currently has 84 employees with a strong presence in Beijing, Hong Kong, Taipei, Tokyo and Silicon Valley. Since inception, SAIF has invested in 400 companies, with more than 60 companies achieving IPOs. Moreover, SAIF has built its reputation as a unicorn maker with investments in companies that reshaped several industries in China and India: 58.com for online life and business service; Digital China and Eternal Asia for IT service and distribution; Paytm, changing the way India transacts online; MakeMyTrip, face of India's online travel sector; Swiggy, changing the way India eats.



As a global investment manager, we help institutions, intermediaries and individuals across the planet meet their goals, fulfil their ambitions, and prepare for the future. But as the world changes, so do our clients' needs. That's why we have a long history of adapting to suit the times and keeping our focus on what matters most to our clients. Doing this takes experience and expertise. We bring together people and data to spot the trends that will shape the future. This provides a unique perspective which allows us to always invest with conviction. We are responsible for £500.2 billion (€590.3 billion/\$662.6 billion) of assets for our clients who trust us to deliver sustainable returns. We remain determined to build future prosperity for them, and for all of society. Today, we have 5,100 people across six continents who focus on doing just this. We are a global business that's managed locally. This allows us to always keep our clients' needs at the heart of everything we do. For over two centuries and more than seven generations we've grown and developed our expertise in tandem with our clients' needs and interests.



Sponsors

Investing in the Growth Engine of America[®] – Star Mountain Capital optimizes absolute and risk-adjusted returns as a specialized investor exclusively focused on providing capital to lower middle-market established small and medium-sized businesses that have between \$3 million and \$20 million of EBITDA. Star Mountain’s data-driven approach, bringing large market expertise and resources to private equity and private credit investing / lending is powered by its custom-built technology, Collaborative Ecosystem[®] and team who have been investing in this market since 2001. Star Mountain was recognized as one of the Best Places to Work by Crain’s and Pensions & Investments in 2019.



StepStone is a global private markets investment firm focused on providing customized investment solutions and advisory and data services to some of the most sophisticated investors in the world. With more than US\$280 billion of private markets allocations, including over US\$62 billion of assets under management as of December 31, 2019, StepStone covers the spectrum of opportunities in private markets across the globe. The firm uses a disciplined, research-focused approach to prudently integrate fund investments, secondaries and co-investments across the private equity, infrastructure, private debt and real estate asset classes.

Keynote Speakers



Vikram Sawhney

Chief Administrative Officer & Global Head of Institutional Client Solutions, Blackstone (New York)

Vik Sawhney is Blackstone's Chief Administrative Officer and Global Head of Institutional Client Solutions. Since joining Blackstone in 2007, Mr. Sawhney started Blackstone Capital Markets and also served as the Chief Operating Officer of the Private Equity group. Before joining Blackstone, Mr. Sawhney worked as a Managing Director in the Financial Sponsors Group at Deutsche Bank, and prior to that was an Associate at the law firm of Simpson Thacher & Bartlett. Mr. Sawhney represented Blackstone as a Rockefeller Fellow during 2010-2011, and currently sits on the board of the Blackstone Charitable Foundation. He is also the Board Chair of Dream, an east Harlem-based educational and social services organization. He graduated from Dartmouth College and received a J.D. from Harvard Law School.



Guillermo de Saint Malo Eleta

CEO, Eleta (Panama)

Guillermo de Saint Malo Eleta is a Panamanian entrepreneur and philanthropist who promotes innovation, principled leadership, and sustainability as CEO of Eleta. Eleta is a family-owned investment firm that originated with his grandfather Fernando Eleta Almarán. He was the founder and pioneer of Panama's first broadcasting company (RPC Radio and Television). Presently, Eleta has investments across a range of industries. Chiefly, in energy, luxury tourism, agribusiness, telecom, media and real estate. Mr. De Saint Malo has driven innovation across the group's verticals. Especially in agribusiness, with premium coffee producer Café Eleta and Ninety Plus; both seen not only as a leaders (the best and most expensive coffee in the world) within the coffee industry but the social and environmental realm as well. In addition, he has converted Unido into the premier Panamanian coffee shop and roasting operation. A company that is expanding internationally with franchises – a first for a Panamanian retail operation. As CEO of Eleta, Mr. De Saint Malo promotes good corporate governance within family businesses and serves on various company boards. Furthermore, he also serves on NGO boards such as Pro-Chiriqui, driving public-private alliances in Panama's agricultural areas, and on the board of ANCON, Panama's foremost nature conservation group. In parallel, Mr. De Saint Malo also heads Canal Venture Capital, a diversified investment fund, from which he has launched health and wellness companies, maritime services companies, real estate projects, technology-based start-ups, among others. He earned his business degree from Clark University in Worcester, Massachusetts. Currently, he lives in Panama with his wife and their three children.

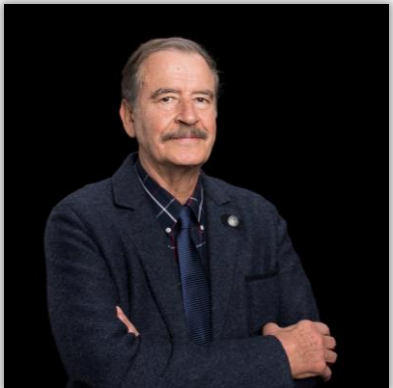
Keynote Speakers



Antonio Luis Ferré Rangel

Chairman, Kingbird Investment Management (Puerto Rico)

Antonio Luis Ferré Rangel is Chairman and CEO of KINGBIRD PROPERTIES, the investment management subsidiary of GRUPO FERRÉ RANGEL (GFR), a fourth generation, family office of diversified industries including real estate, media, printing, distribution, and digital marketing based in Puerto Rico. Mr. Ferré Rangel is leading a transformative expansion of the family office's 100-year-old business with holdings in Puerto Rico, mainland United States and Latin America by focusing on business innovation, diversified enterprise and generating superior risk-adjusted returns. Previously, he was in charge of new investments and managed the operations of GFR's business holdings in and outside of Puerto Rico. In 2002, he joined Grupo Ferré Rangel as Vice President of Strategic Planning. Mr. Ferré Rangel started his career in 1992 at GFR-owned Puerto Rican Cement, which became the first Puerto Rican company listed on the New York Stock Exchange (NYSE), where he rose to be Executive Vice President in 1998 and Chief Operations Officer in 2001. He serves as Trustee for the Baldwin School of PR and is also Trustee of the Luis A. Ferré Foundation. He is a member of the Board of Directors at the Center for the New Economy. He received his BS in Natural Science at Sacred Heart University and his Masters of Business Administration from Suffolk University in Boston, MA.



Vicente Fox Quesada

Former President of Mexico (Mexico)

Vicente Fox Quesada was born on July 2, 1942. He grew up at Rancho San Cristobal in Guanajuato, a communal land, where the only difference between him and his childhood friends were the opportunities he had. He always remembers from his childhood that one of the harms that can be avoided in our country is poverty. He studied Business Administration at the Universidad Iberoamericana, and later he received a Top Management Diploma from the Harvard Business School. In 1964 he joined the Coca-Cola Company in Mexico and started from the bottom; through his perseverance he became President of the company for Mexico and Latin America. He served as President of Mexico from 2000 to 2006. He was the first candidate from an opposition party to be elected president. Nowadays, he is actively involved on encouraging leadership and creating opportunities for the less favored people through his organization named Centro Fox.

Speakers



J. David Enriquez

Head of Private Equity, New York City Retirement Systems (New York)

J. David Enriquez serves as the Head of Private Equity for the Bureau of Asset Management in the Office of the New York City Comptroller. In this role, he leads the investment activity of the Private Equity team in pursuing new initiatives, making recommendations and managing the private equity portfolio of the five New York City retirement systems. Prior to joining the Bureau of Asset Management, Mr. Enriquez was an investment banking Director at Rothschild. Prior to that position, was also an investment banker at Merrill Lynch and Bear Stearns. He has worked on financing and strategic advisory transactions representing more than \$200 billion in transaction value. Mr. Enriquez began his transactional career as an Associate at Sullivan & Cromwell in the Mergers & Acquisitions Group. Mr. Enriquez holds an A.B., magna cum laude, Phi Beta Kappa, from Brown University, an M.P.A. from the Woodrow Wilson School of Public and International Affairs at Princeton University and a J.D. from Columbia Law School, where he was a Harlan Fiske Stone Scholar.



Alberto Basave

Managing Director, StepStone Group (La Jolla)

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).



Adolfo Ruiz

Head of Private Equity & Venture Capital, Afore Profuturo GNP (Benito Juarez)

Adolfo Ruiz is the alternative investments manager at Afore Profuturo (the third largest Mexican pension fund) and is responsible for the private equity and venture capital division inside the Alternative Investments area. In charge of leading the investment efforts in the PE and VC opportunities, participating in all the stages of the investment process. (Nov. 2019 – to date) Adolfo previously was an Associate – Private Equity Investments at Corporación Mexicana de Inversiones de Capital. He was responsible for the preparation of investment memoranda and presentations for the Investment Committee of potential investments in other funds and co-investments. Additionally, I participated in all the stages of the investment process.

Speakers



Carlos Fernandez Marquez

Portfolio Manager Alternative Investments, PENSIONISSSTE (Los Alpes)

Carlos Fernandez Marquez holds a Bachelor Degree in Economics from the National Autonomous University of Mexico (UNAM). Carlos began his career as a Market Risk analyst in the Mexican Stock Exchange as part of the team in charge of the oversight and management of the Equity market. After that, he was part of Deloitte as a financial consultant for several firms, assessing the analytical models used for valuation in different asset classes. In early 2016 he joined Profuturo where he spent 2 years as a quantitative and market risk specialist analyzing the equity and fixed income markets to optimize the performance of the portfolio. In 2018 he joined PensionIssste as an Alternative Investment Associate, in charge of the Private Equity and Infrastructure portfolio and later as Head of Alternative Investments.



Mario Calderon

Senior Vice President, Head of Alternative Investments, Citibanamex Afore (Mexico)

Mr. Calderon is the Head of Alternative Investments at Citibanamex Afore. Since joining Citi 3 years ago, he was responsible for developing the direct co-investment strategy, sourcing and executing transactions. Additionally, he is now responsible for capital allocation and manager selection in private markets in all sectors (Private Equity/Credit, Real Estate and Infrastructure). Prior to Citibanamex Afore, Mr. Calderon worked in investment banking for TAP Advisors in New York City where he focused on Global M&A transactions. Previously, he also worked in investment banking for Banorte and PC Capital. Mr. Calderon began his career as a management consultant for Everis Business Consulting. He earned a BS in mechanical and electrical engineering from Universidad Iberoamericana (with honors) and an MBA from UCLA Anderson School of Management.



Carlos Mauricio Lopez Suaza

Head of Alternative Investments, Afore SURA (Mexico)

Carlos is the Head of Alternative Investments at AFORE SURA, before this role, Carlos worked as Investment Director at SURA Asset Management from 2013 to 2018, where he was responsible for the manager selection and monitoring process in both, the public and private markets. During 2012, Carlos held the position of Head of Risk Management at ING Colombia. Previously, he was an analyst in risk management at AFP Protección (the second largest Colombian pension fund). Carlos is a Manager Engineer and Financial Specialist from Universidad Nacional de Colombia and received a Master of Science in Finance from Boston College - Carroll School of Management.

Speakers



Ricardo Fernandez Junior

Founder & Managing Partner, Signal Capital (Brazil)

Ricardo is a Managing Partner of Signal Capital, an alternative asset manager in Brazil founded after the acquisition of the Brazilian operation of Hamilton Lane. Prior to the acquisition Ricardo spent 10 years at Hamilton Lane where he was a Managing Director and member of the Investment Committee responsible for investment decision making across Primary Funds, Secondary transactions and Co-Investments. Ricardo also worked as a vice president at Capital Dynamics on the Investment Management team. Ricardo completed the Advanced Management Program as alumni at Harvard Business School and received an M.B.A. from IESE Business School.



Bruno Maueler

Portfolio Manager, Fundação Copel (Brazil)

Mr. Bruno Maueler, CFA, is head of investments at Fundação Copel, a Brazilian pension fund with over R\$ 12 billion in assets under management. Mr. Maueler, oversees the strategic asset allocation process and is responsible for building all investment programs and strategies for each asset class. Prior to Fundação Copel, he worked with Strategic Planning at GVT, as Investor Relations at Cremer S.A. and as Investment Analyst at a Family Office. Mr. Maueler is graduated in Environmental Engineering at Pontifícia Universidade Católica do Paraná, has an MBA from Fundação Getulio Vargas, and is a CFA® Charterholder.



Andrea Morata Videira

Investment Director, FUNCEF (Brazil)

Speakers



Salvador Almeida

Director of Business Development – Latin America, Hamilton Lane (Brazil)

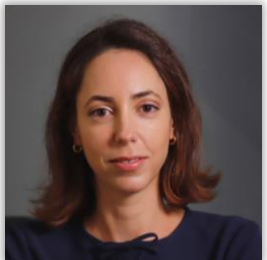
Salvador is responsible for leading business development in Brazil. Prior to joining Hamilton Lane in July 2014, Salvador was an Investment Manager at Espirito Santo Investment Bank in São Paulo, where he focused on origination, structuring and executing Debt & Equity Capital Markets and M&A transactions. Salvador began his career as an M&A analyst in Lisbon for Espirito Santo 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. During university Salvador studied at PUC in Rio de Janeiro, frequented a Finance Course at LSE in London and was an Intern at ESCOM Mining Company in Angola.



Shannon Bolton

Managing Director, StepStone Group (Peru)

Ms. Bolton is member of the business development team, focusing on the Andean region. Prior to joining StepStone, Ms. Bolton was the director at Capital Strategies Partners, a third party marketer and placement agency. Before that she worked in institutional sales at LarrainVial SA, Chile's largest investment bank. Ms. Bolton received a BS in business administration from Boston University School of Management.



Gabriela Cohen Nofal

Assistant Director, Alternative Investments, AFP Cuprum (Chile)

Gabriela Cohen Nofal joined AFP Cuprum in January 2020 to lead International Private Equity and Private Debt Investments. Gabriela has over 10 years of experience in alternative investments. Before AFP Cuprum, she worked at AFP Capital in a similar role. Before that, she spent 10 years in LarrainVial in the Strategy and in the Third Party Distribution teams; focusing on alternative investments. Before that, she worked at the Princeton University Endowment in the Private Equity team. She holds a Masters in Finance from Princeton University and a B.A. in Business Economics from Universidad Torcuato Di Tella (Argentina).

Speakers



Cristian Alejandro Nunez

Assistant Director, Investments, Penta Vida (Chile)

Cristian Núñez is a Deputy CIO at Penta Vida focused on alternative investments. 12 years in finance and investment working in government and private institutions, with an active participation in LPACs, investments committees and advisory boards. Alongside his work Cristian is also Lecturer at Graduate Business School - Universidad de Chile. He received his Bachelor of Science in Economics from Universidad de Chile, MSc Finance from Universidad de Chile and MSc Econometrics from QM University of London.



Laura Gallego

Head of Alternative Investments, Skandia (Colombia)

Laura Gallego, Head of Alternative Investments at Skandia. She is responsible for defining the investment strategy in this asset class and in charge of the valuation, analysis, management and monitoring of Alternatives across Skandia's investment platform. Mrs. Gallego joined Skandia in 2019. Prior to her current role she was PM at Mercantil Colpatría (family office) for over 2 years and before that she worked at Blackrock and ING Group. She has 13 years of experience in capital markets, with deep knowledge of financial instruments and investment strategies both in traditional financial products as well as in alternative assets (local and international PE, real estate, venture capital, private debt, impact investment and infrastructure). Mrs. Gallego holds a Finance degree from U. Externado de Colombia, a Masters in Finance from U. de los Andes and an MBA from IE Business School in Madrid.



Federico Cerdas

Co-Founder, Cobra Development Fund (Mexico City)

In 2002, Federico Cerdas founded Global Business Inc., a leading Mexico City based construction and development firm focused on commercial, industrial, residential and mixed-use development. GBInc has grown to be one of Mexico's largest construction firms in the country with over 500 employees. Some of its most notable clients include Chrysler, Walmart and Praxair. With the support of a strong local LP base from American, Jewish, Lebanese and Spanish communities in Mexico, he has actively grown his development platform to focus more on Residential and Mixed-use projects. Residential now comprises > 1 Million of the total 3.5 Million Sq Ft. that Federico has built. To further meet investor's needs, Federico has dedicated the past year to corporate governance, empowering a board of directors. This has also permitted him to relinquish some CEO duties to co-found Cobra Development Fund (see separate company description). Federico dedicates a substantial amount of personal time to social entrepreneurship, personally teaching financial education to over 150, 8-12 year olds over the past 5 years as well recruiting and training other professionals to teach their own cohorts. Federico graduated from ITESM (Mechanical Engineering), IPADE (MBA), and Stanford (CEM). Along with his native Mexico, he has lived and worked in Sweden, Germany and the US.

Speakers



Max Del Vento

Principal, Brooklands Capital Strategies (New York)

Max Del Vento is a Principal at Brooklands Capital Strategies where he is focused primarily on distribution and investor engagement in the United States and Latin America. Prior to joining Brooklands in 2018, Mr. Del Vento was a Principal at Centerbridge Partners in New York, primarily focused on fundraising and investor relations activities in North and Latin America. Previously Mr. Del Vento was a Vice President at Partners Group in New York, where he was responsible for LP relationships in the Southeastern U.S. and Latin America. He has held various positions at Bank of America / Merrill Lynch in New York and London. Mr. Del Vento received a Masters in Corporate Finance from the University of Barcelona, Spain, and an LL.M. degree in Law & Economics from the University of Torcuato Di Tella, Argentina. He holds a J.D., cum laude equivalent, from the University of Belgrano, Argentina.



Daniel Valdez

Portfolio Manager & Partner, MG Capital (New York)

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.



Christian Carrillo

Managing Partner, Blue Ox Capital Mgmt (New York)

Christian is the Chief Investment Officer of Blue Ox Capital Management, an RIA representing multiple families from LatAm. The families represented by Blue Ox Capital Mgmt., for the most are multi-generation families with businesses in banking, retail, hospitality, commodities, among other sectors. Some of the responsibilities of Christian as CIO include managing a diverse portfolio of liquid and illiquid assets including venture capital, real estate, private equity and investments in public securities which is primarily done through SMA's. Before founding Blue Ox Capital Management, Christian was a Director in the Global Banking Division of HSBC USA. Part of his responsibilities included serving as a liaison between HSBC's private bank and global banking to source M&A deals, and lending opportunities. Before joining HSBC, he was an SVP at Citibank's derivative structuring desk, where he primarily covered LatAm family offices for their OTC derivative and hedging strategies. Mr. Carrillo earned his MBA in Finance from the University of Chicago Booth School. He shares a passion for helping the Latin communities through several outreach programs, while also playing an active role in recruiting potential new students to his Alma Maters.

Speakers



Gonzalo Binello

Head of Latin America, Schrodgers (Miami)

Gonzalo Binello is responsible for Schrodgers regional business in Latin America and the US Offshore markets. He is a member of the Global Distribution Management Committee and Chairman of the Latin America Executive Committee. He is based in New York and in Miami. He joined Schrodgers in 2003 and since then he have had several roles in the company: Director of Global Financial Institutions (London 2013 – 2016), Head of Latin America and Central America Distribution (Buenos Aires 2008 – 2013) and Sales Manager Latin America ex Brazil (Buenos Aires 2003 – 2008) He holds a BSc in Business Economics from Torcuato Di Tella University and a Postgraduate Degree in Finance and Capital Markets from Torcuato Di Tella University.



Juan Eduardo Fantini

Partner at CIO, Colunquen Investment Office (Chile)

Juan Eduardo Fantini has over fifteen years of financial markets experience. He is founding partner at CIO | Colunquén Investment Office, a Chilean based OCIO that advises family offices and institutional investors. He has been Chief Investment Officer for a large Chilean family office, Head of International Investments for a local broker-dealer and equities and fixed income securities Trader for an asset management company. During this time, he has also served as a part-time professor at the Universidad de Chile and IEDE Business School in financial courses. Juan Eduardo holds a Business Administration and a MSc in Finance from Universidad de Chile. He is a Chartered Alternative Investment Analyst (CAIA), holds the ILPA Private Equity Investment Certificate and an Executive Certificate in Management and Leadership from the MIT Sloan School of Management.



Pablo Zapata

Managing Director, Tresalia Capital (New York)

Pablo Zapata is a Managing Director at Tresalia Capital's Private Equity division, he is an experienced investor that has helped fund and build leading growth companies. He serves on the boards of KIO Networks, Aliat, ABILIA, Medistik, and Miroculus. Pablo holds an MBA from Stanford University and a BBA in Finance and Economics from Southern Methodist University. He is a passionate diver and photographer who cares deeply about ocean conservation.

Speakers



Emily Pollock

Senior Investment Director, Schroder Private Assets (United Kingdom)

Emily joined Schroders in 2018, having previously worked in the New York office on the Schroder Adveq Opportunity team, where she covered small market buyout and distressed investments. More recently, Emily was the senior member of the investment team for 50 South Capital based in London. At 50 South Capital she managed the European investment portfolio, co-led efforts in infrastructure and private debt globally, and assisted in portfolio construction and fundraising. Emily started her career in 2005 at Northern Trust, in Chicago, where she sourced, led and monitored buyout, growth and venture capital fund investments in the US.



Neil Malik

Founder and Chief Executive Officer, K1 Investment Management (California)

R. Neil Malik is the Founder and Chief Executive Officer of K1 Investment Management. He is responsible for managing the firm's strategy, governance and investment activities. Previously Mr. Malik founded the growth equity practice at Kayne Anderson Capital Advisors where he focused on growth equity and buyout investments. Mr. Malik also previously worked in the private equity groups of Brentwood Associates and Olympus Partners where he focused investments on lower middle market companies. Mr. Malik started his career in the mergers and acquisitions group of J.P. Morgan Securities. Mr. Malik is a graduate of the Harvard Business School, where he received an MBA, and of the University of Pennsylvania, where he received a BS in Finance from the Wharton School and a BAS in Electrical Engineering and Computer Science from the school of Engineering and Applied Sciences, magna cum laude. Mr. Malik is actively involved in the professional development of K1's team and the management teams of K1's portfolio companies. Since 2000, he has overseen over 120 completed transactions and serves on the boards of numerous K1 companies. Mr. Malik is an alumnus and board member for Sponsors for Educational Opportunity (SEO) and a member of Young Presidents Organization.



Nicola Franziska Goll

Director, Private Equity Portfolio Management, UBS Asset Management (New York)

Nicola is a Global Investment Committee Member of MM-PE, the Multi-managers investment team focused on Private Equity and Venture Capital that forms part of the c. USD 115bn Real Estate and Private Markets (REPM) division within UBS Asset Management. Prior to joining UBS in 2016, Nicola acted as Investment Manager at Keyhaven Capital Partners, an independent London-based private equity investment firm, where she was responsible for originating, analysing and monitoring primary partnerships, secondary investments as well as co-investments across the Western European private equity arena, with a particular focus on growth capital, buyout and special situations strategies. Nicola holds an MA in Accounting and Finance and a BA in Business Administration from the University of St Gallen (CH) and a CEMS MSc in International Management from the University of St Gallen and the London School of Economics on Political Sciences (UK). She is based in New York.

Speakers

Xinxin Liu

Global Alternative Investment Strategist, Wells Fargo (North Carolina)

Xinxin Liu is a Global Alternative Investment Strategist for Global Alternative Investments (GAI), a division of Wells Fargo Investment Institute. GAI manages proprietary and non-proprietary alternative investment products and services – including derivative strategies, hedge funds, managed futures, commodities, private equity, private debt, and private real estate offerings. Ms. Liu currently focuses on private capital investment research, including the sourcing, due diligence, and monitoring of private equity, private debt, and private real estate funds. She authors commentary pieces on private capital strategies and develops tools to assist with private capital investment planning. In her earlier years at GAI, she was responsible for quantitative research and risk analytics related to hedge funds. Prior to joining Wells Fargo & Company in 2011, she held various web development and technology positions. Ms. Liu earned a Bachelor of Science in Management Information Systems from Beijing University of Aeronautics and Astronautics and a Master of Science in Information Technologies and Management from the University of North Carolina at Greenboro. She is a CFA charterholder and a certified Financial Risk Manager (FRM).

Arslan Mian

Managing Director, BlackRock Private Equity Partners (New York)

Mr. Mian has over 23 years of private equity investment experience and has been with Private Equity Partners since 2005. Mr. Mian heads the Americas investment team and co-heads co-investments for Private Equity Partners. He is also a member of Private Equity Partners' Management Committee and Investment Committee. He is responsible for the sourcing, executing and monitoring of private equity funds, secondaries and direct co-investments. Mr. Mian currently serves on the boards of several Private Equity Partners' funds and co-investments. Prior to joining Private Equity Partners in 2005, Mr. Mian was a principal with UBS Capital Americas, focusing on direct private equity investing in the Americas. Before UBS Capital Americas, he spent several years in UBS's Mergers & Acquisitions and Financial Sponsors groups in London and New York. Mr. Mian also spent over a year as a Vice President in TD Securities Financial Sponsors Group ("TD Securities"). Mr. Mian earned a B.Eng. (with distinction) in Avionics from the College of Aeronautical Engineering, N.E.D. University, Pakistan and an MBA from Saïd Business School, University of Oxford, where he was a Rhodes Scholar.

Ben Ng

Partner & Investment Committee Member, SAIF Eagle Fund (China)

Ben Ng is Partner and an Investment Committee member of SAIF Eagle Fund, a semiconductor industry focused fund under SAIF Partners. SAIF is a leading private equity group in Asia currently managing close to US\$10 billion AUM. Mr. Ng joined SAIF in 2006 and has led more than 20 investments in technology and consumer sectors across multiple geographies in China, Silicon Valley and Israel. Prior to SAIF, he worked at Cisco Systems for approximately ten years in a number of senior positions in marketing and engineering in Asia and California. In his last role in Cisco, Mr. Ng was the Head of Corporate Business Development in the Asia Pacific Region and led Cisco's investment and acquisition activities in the region. Earlier in his career, Mr. Ng co-founded a networking software company, Metaplex Inc., in 1990, which was acquired by Cisco in 1996. Mr. Ng received a Bachelor of Electronic Engineering degree from University of New South Wales and an MBA from Macquarie University, both in Sydney, Australia.

Speakers



Jeff Pomeranz

Managing Director, Right Side Capital Management (California)

Jeff has been in the investment industry for 24 years, currently Managing Director with Right Side Capital Management, which manages seed stage tech investment funds. RSCM invests in 75-100 capital-efficient, pre-seed stage, technology companies throughout the U.S. each year. RSCM is changing the way tech startups get funded, and has developed an investment framework and process that allows for rapid & efficient seed stage investing.



Steven Kim

Partner, Investment Strategy and Risk Management, Verdis Investment Management (Philadelphia)

Steve Kim is a partner at Verdis Investment Management, directing investment strategy and risk management for the family office. He is an active member of the Investment Committee and has been with the firm since inception. With a focus on buyouts, marketable securities and venture capital, he has been behind investments in over 60 fund managers globally. Beyond his investment background, he brings more than 30 years of experience building and implementing operating infrastructures for venture capital and private equity firms, as well as public and private companies. Before becoming a family office investor, he helped build and lead the technology development and service delivery organizations at Orcom Solutions/Alliance Data Systems, Peopleclick, Clear Communications, Alcatel, Fujitsu and Daleen Technologies. Steve began his career at the Walt Disney Company, serving on the information technology team that helped open what is now Disneyland Paris. He earned his bachelor's degree from the University of Central Florida and serves on the Board of Governors for the The International Baccalaureate.



Adriana Saman

Senior Associate, Clocktower Group (California)

Adriana focuses on deal sourcing, diligence, and execution for Clocktower Ventures. Prior to Clocktower, Adriana was a Strategy Associate in Chase's Digital Payments team where she worked closely with all consumer-related payment products to develop consolidated roadmaps, business cases, and strategic initiatives. Before joining Digital Payments, she worked at J.P. Morgan as an Investment Banking Analyst focusing on M&A transactions across Latin America. Adriana is originally from Ecuador and holds a BA in Political Science from the University of Pennsylvania.

Speakers

Pat Burtis

Partner, Amadeus Capital Partners (California)

Pat joined Amadeus in 2006 and is a Partner focusing on high tech companies in Latin America, the US, and Europe. He works or has worked with Creditas, Descomplica, GreenRoad, Bidu, Transmode (STO:TRMO) and Tobii (STO:TOBII), among others. In 2010-2011, Pat served as interim CEO and CFO of SaaS telematics company GreenRoad. Pat began his career with five years in Bain & Co's Boston office, where he advised clients in the telecoms, financial services, insurance, steel, automotive, PCs, and FMCG industries. Subsequently, he was an independent consultant in the cleantech, health care, and materials fields. Additional past roles include Director of Finance and Operations for H2onsite, a California-based hydrogen start-up, and Practice Area Fellow at McKinsey & Co. Pat holds a BA from Dartmouth College (USA) where he was elected Phi Beta Kappa, and a Masters from the Yale Environment School, where he focused on energy systems and climate change. Pat is an American citizen, speaks Spanish, is learning Portuguese, and has travelled extensively. He is a Kauffman Fellow (Class 11).

Eduardo Atehortua

Head of Latam, Principles for Responsible Investment (Colombia)

Eduardo Atehortua holds a Bachelor Degree in Economics from Universidad EAFIT (Medellín, Colombia) with a focus on Geopolitics from Universidad EAFIT (Medellín, Colombia) and Master of Sustainable Development & Corporate Responsibility from Escuela de Organización Industrial EOI (Madrid, Spain). Previously PRI, Eduardo worked as a Director in Sustainable Development at Deloitte in Colombia. Since 2018, he has fundraised more than 60 investment funds in the region to follow strategies that incorporate Environmental, Social and Corporate Governance (ESG) criteria in their investment decision-making. Additionally, he is a member of the direct board of the Darwin Energía Solar company and of the monitoring committees of the impact funds: Investor and 2030 Alliance for Progress.

Andrea Pradilla

Director, GRI Hispanic America (Colombia)

Andrea Pradilla holds a Bachelor Degree in Law from Universidad Javeriana with a focus on International Business Law from Universidad de los Andes and Master of Science in Foreign Service, International Development – honor Certificate International form Georgetown University. Before GRI, Andrea worked as a consultant in Corporate Social Responsibility and Development at Wise Solutions LLC in Washington DC, where she was responsible for among other things the creation and strengthening of social investment strategies for multinational companies, foundations and non-profit organizations in Asia, Europe, the United States and Latin America. In the same way, she was part of the Albright Stonebridge Group and the International Labor Rights Forum in Washington DC. Before that she served as advisor to the Minister of Agriculture and Rural Development of Colombia. In 2014, she joined GRI in Bogotá where she promotes business sustainability and sustainable development. Additionally, she is a professor of business sustainability at Colegio de Estudios Superiores en Administración – CESA.

Speakers

Gabriel España

Managing Director, Iskali Capital Group (Washington, D.C.)

Gabriel España, Mexican, is a strategy and finance professional with expertise in implementing high level financial and economic-engineering solutions to increase profitability and development impact. Gabriel is currently Managing Director at Iskali Capital Group, based in Washington DC and focused on the development of highly developmental projects in Emerging Markets in line with ESG and SDG practices. For more than 19 years, he worked as part of the management team at the International Finance Corporation, private sector arm of the World Bank Group, where he overhauled IFC's strategies for Affordable Housing and Property Development and helped to bolster IFC's Green Building investments in Emerging Markets. Prior to joining IFC, Gabriel held senior positions in Investment Banking at Rothschild and Banamex/Citibank. Gabriel is Civil Engineer, obtained with the highest honors magna cum laude from the Universidad Nacional Autónoma de México, or UNAM, and holds an MBA in corporate finance from the I PADE Business School. He has been widely published on the subjects of Real Estate, Affordable Housing and Private Sector Development in Emerging Markets.



Cristian Norambuena

Senior Investment Officer- Private Equity, New York City Retirement Systems (Chile)

Cristian Norambuena serves as a Senior Investment Officer - Private Equity in the Bureau of Asset Management at the NYC Comptroller's Office. He works closely with the Head of Private Equity in pursuing new initiatives, making investments and managing the approximately \$18 billion private equity portfolio of the five New York City retirement systems. Prior to joining the Bureau of Asset Management, Mr. Norambuena worked at AFP Capital, one of the largest private pension funds in Chile with \$40Bn in AUM, leading its asset allocation and alternatives team. Previous to that, Mr. Norambuena worked for the pension funds of the Spanish financial groups BBVA and Santander in Chile, at leading positions in its foreign equities, alternatives and asset allocation teams. Mr. Norambuena holds a MBA from Columbia University, an advanced degree from Universidad de Salamanca, and a bachelor degree in Industrial Engineering from Universidad de Chile.



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.



Speakers



Jochen von Frowein

Director Equity Latin America, DEG (Germany)

Jochen von Frowein, Director Equity Latin America at German development bank DEG, heads the team responsible for both direct investments and commitments to private equity and mezzanine funds in Latin America. The team is based in Cologne, Mexico City, Sao Paulo and Bogota. Previously, he focused on Project Finance in Latin America and, most recently, on Equity and Mezzanine in Africa. Prior to DEG, Jochen worked for Roland Berger Strategy Consultants in Germany and Nigeria and held various roles in Corporate Banking for BHF-Bank, Dresdner Bank and Commerzbank. Jochen holds a degree in business administration from Frankfurt School of Finance and Management, a Master's Degree in African Studies from SOAS (London) and is a CFA Charterholder.

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 web meeting and networking/speed dating sessions.
- Networking App Access
 - 1 pass to event networking app for 1 week.

Early Bird: \$300 USD- *Ends October 23rd*

Pre-Registration: \$400 USD- *Ends November 6th*

Standard: \$500 USD



Participation Options

FULL ACCESS PASS:

- **Pass**
 - 1 pass to web meeting and networking/speed dating sessions.
- **Networking App Access**
 - 1 pass to event networking app for 1 week.
- **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

\$1,000 USD



Participation Options

COMPANY SPONSORSHIP:

(10 MAXIMUM)

- **Speaking Position**
 - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
 - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout web meeting agenda and marketing campaigns.
- **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

\$2,500 USD



Participation Options

VIRTUAL ROAD SHOW SPONSORSHIP

- **Speaking Position**
 - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
 - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.
- **Branding**
 - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- **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.
- **Meeting Facilitation/ Post-Event Virtual Road Show**
 - Select targeted LP attendees from previous events
 - Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
 - Carmo to put best effort of obtaining at least 15 LP meetings with client and prospective LPs.

\$10,000 USD

Participation Options

EXCLUSIVE SPONSORSHIP :

(TWO MAXIMUM)

• Passes

- 10 Company passes to web meeting and virtual networking/speed dating sessions.

• Networking App Access

- 10 Company passes to event networking app for 1 week.

• Lead Branding

- Premier sponsorship branding throughout web meeting, agenda and marketing campaigns.

• 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

\$20,000 USD

• Post-Event Virtual Road Show

- Select targeted LP attendees from previous events
- Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
- Carmo to put best effort of obtaining at least 15 LP meetings with client and prospective LPs.

• Speaking Opportunity

- 2 moderating/speaking positions on panel of choice or 45-minute standalone presentation (pending availability).

• Exclusivity

- No other company with competitive strategy or focus can be an event sponsor.
- GP Example- Exclusive debt focused fund manager
- Service Provider Example- Exclusive Law Firm/Accounting sponsor

By the Numbers...

\$5+ Trillion AUM in attendance

300+ Total participants

150+ Institutional & Private Wealth Investors

150+ Private Equity & Venture Capital Funds Managers

8 Industry Exclusive Panel Sessions

3 Hours of private virtual networking/speed dating

3 Day Zoom Web Conference

7 Days of Slack networking tool access



In Attendance...

C-Level Executives

- Latin America focused Private Equity Funds and Venture Capital Funds
- Hedge Funds
- Public Pension Funds
- Corporate Pensions Funds
- Pension Consultants
- Endowments
- Foundations
- Fund of Funds
- Sovereign Wealth Funds
- Single Family Offices
- Multi Family Offices
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers



WEB MEETING APPS

- Our Video Conference will be Powered by ZOOM.
- You can access through web browser or download app on any Tablet, Laptop or Mobile device.
- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Zoom Conference



- Slack is a proprietary instant messaging platform that is typically used by companies in order to communicate efficiently rather than emailing back and forth on miniscule matters. It is also great for subdividing chats for group projects.
- For the purpose of our Web Meeting, this platform works perfectly to facilitate interaction of event attendees.
- We are allowing all webinar participants to join this instant messaging platform in order to communicate with each other freely and on a direct basis. Inside the slack platform there are also sub chats that are called “channels”. Each “channel” represents a different panel topic where participants can communicate with each other openly pertaining to that topic.



- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Slack Chat.
- This chatroom is only open for the 3-day duration of the Web Conference.



UPCOMING EVENTS 2021

- **The Latin American Real Estate Web Meeting**

Virtual Event- December 8th & 9th 2020

- **Private Markets Sustainability Web Meeting**

Virtual Event- January 6th & 7th 2021

- **Private Markets Technology Web Meeting**

Virtual Event- January 25th & 26th 2021

- **Middle Market Private Equity Web Meeting**

Virtual Event- February 9th & 10th 2021

- **Industrial, Logistics & Cold Storage Web Meeting**

Virtual Event- February 23rd & 24th 2021

- **Private Markets Healthcare Web Meeting**

Virtual Event- March 2nd & 3rd 2021

- **The US Real Estate Direct & Co-Investment Meeting West**

In-Person Event- March 18th 2021 - Ritz-Carlton San Francisco

- **Private Markets Distressed Web Meeting**

Virtual Event- March 24th & 25th 2021

- **Private Markets Canada Web Meeting**

Virtual Event- April 12th & 13th 2021

- **Private Markets Life Sciences Web Meeting**

Virtual Event- April 27th & 28th 2021

- **Private Markets Texas Web Meeting**

Virtual Event- May 4th & 5th 2021

- **Multifamily Real Estate Web Meeting**

Virtual Event- May 19th & 20th 2021

- **Private Markets Debt Web Meeting**

Virtual Event- June 1st & 2nd 2021

- **Private Markets California Web Meeting**

Virtual Event- June 15th & 16th 2021

- **Global Corporate Venture Capital Web Meeting**

Virtual Event- June 29th & 30th 2021

- **Private Markets European Web Meeting**

Virtual Event- July 7th & 8th 2021

- **Private Markets Middle East Web Meeting**

Virtual Event- July 21st & 22nd 2021

- **US Private Equity & Venture Capital Web Meeting**

Virtual Event- August 3rd & 4th 2021

- **US Real Estate Web Meeting**

Virtual Event- August 17th & 18th 2021

- **Asia Pacific Private Equity & Venture Capital Web Meeting**

Virtual Event- September 9th & 10th 2021

- **The US Real Estate Direct & Co-Investment Meeting East**

In-Person Event- September 2021 (TBD)- New York

- **Asia Pacific Real Estate Web Meeting**

Virtual Event- September 21st & 22nd 2021

- **Asia Pacific Real Estate Web Meeting**

Virtual Event- September 21st & 22nd 2021

- **Private Markets Secondaries Web Meeting**

Virtual Event- October 5th & 6th 2021

- **The Private Markets Mexico Meeting**

In-Person Event- October 2021 (TBD)- JW Marriott Mexico City

- **Private Markets Emerging Manager Web Meeting**

Virtual Event- November 3rd & 4th 2021

- **Latin America US Real Estate Meeting**

In-Person Event- November 30th, 2021- W South Beach

- **The Private Markets Canada Meeting**

In-Person Event- January 2022- St. Regis Toronto

- **The Private Markets Europe Meeting**

In-Person Event, Dorchester London- February 2022





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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