

9TH ANNUAL  
PRIVATE EQUITY  
**BRAZIL & LATIN AMERICA**  
FORUM

DECEMBER 4–5, 2017 | HOTEL UNIQUE | SÃO PAULO, BRAZIL





Dear Colleague,

The 9th Annual Private Equity Brazil & Latin America Forum is the largest private equity conference and LP gathering in Latin America.

This senior gathering brings together institutional investors, global private equity icons, and industry pioneers for two days of networking and collaborative peer to peer educational discussions centered on private market investments in Brazil and throughout Latin America. Over these two days, perspectives will be shared on many relevant topics including:

- Global Private Equity: How global private equity funds are investing across geographies
- Private Market Investments in Latin America: Navigating country specific and sector specific investment opportunities throughout the region
- Latin American LPs Looking Abroad: LPs from throughout the region continue to look at initiating and building out private equity allocations
- Private Equity Trending Sectors: Real Estate, Infrastructure, Technology, Energy, Education

We look forward to once again providing a productive platform for LPs and GPs active in global private equity.

Regards,

**Paloma Lima-Mayland**

Head of Private Equity & Real Estate Group  
Markets Group

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**Private Equity Series 2018**

**Private Equity US Forum**

May 16, 2018  
New York

**Private Equity Europe Forum**

September 18, 2018  
London

**Private Equity Latin America Forum**

December 3, 2018  
Sao Paulo

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## KEYNOTE SPEAKERS .....



**Deltan Dallagnol**, Federal Prosecutor, **Brazilian Federal Prosecution Office**

Mr. Dallagnol is a Federal Prosecutor of the Brazilian Federal Prosecution Office in Curitiba. His work as a Federal Prosecutor focuses in crimes related to corruption, money laundering and the financial system. Mr. Dallagnol has coordinated several investigations that had repercussions on the international media, such as the Operation Car Wash. This anti-corruption probe that has led to the conviction of dozens of people for involvement in a bribery and kickback scheme that funneled billions of dollars from the Brazilian oil company Petrobras to politicians and company executives. Mr. Dallagnol received a Master of Laws' degree from Harvard Law School and is currently a professor at Fundação Escola do Ministério Público do Paraná and Escola Superior do Ministério Público da União.



**Roberto Quarta**, Partner & Chairman, Europe, **Clayton, Dubilier, & Rice**

Roberto Quarta has been a Partner with CD&R for 16 years and is Chairman of CD&R Europe. He is Chairman of WPP plc and Smith & Nephew plc. He played the lead operating role in the Firm's investment in SPIE and served as Chairman of the Supervisory Board of Rexel. Prior to CD&R, he served as CEO of BBA Group plc until 2001 and served as Chairman until 2006. He also held positions at BTR plc, former Chairman of IMI plc, former NED of BAE Systems plc, Foster Wheeler Corp, Fondo Strategico Italiano, Equant NV and PowerGen plc.



**Mustafa Abdel-Wadood**, Global Head of Private Equity, **The Abraaj Group**

Mr. Abdel-Wadood is Managing Partner and Global Head of Private Equity at The Abraaj Group. He joined The Abraaj Group from EFG-Hermes, where he was Chief Executive Officer for the UAE and prior to that Head of Investment Banking. Before this, he co-founded Sigma Capital and served as its Managing Director. Prior to that role, he spent eight years at the Orascom Group as Director of Development and Investments and was a founding Board Member of Orascom Telecom which became a leading publicly-listed emerging markets telecom operator.



**Fabio Barbosa**, Board Member, **Gávea Investimentos**

Mr. Barbosa served as the CEO of the Abril Group from 2011 to 2015. He was previously the CEO of Santander Brazil from 2008 to 2011, the President of Febraban (Brazilian Banks Association) from 2007 to 2011, and the President of Banco Real/ABN Amro from 1996 to 2008. Currently, Mr. Barbosa serves on the Board of Directors at Gávea Investments; Banco Itaú-Unibanco; CBMM, Natura and Hering. He is the Chairman of the Board of Endeavor and the São Paulo Orchestra, Osesp. Mr. Barbosa serves as the Vice Chairman of Itaú Social, an NGO focused on education. He is also chairman of the Board of CLP (Center for Public Leadership), an NGO focused on public policies and public officers.



**Roberto Justus**, Chairman and Founding Partner, **Grupo Newcomm**

One of the best-known businessmen in Brazil, Roberto Justus is the founding partner of the Newcomm Group, a WPP partner in Brazil, which was market leader in Brazil for 14 consecutive years. In 2016, for the eighth consecutive year, he was chosen one of the three most admired leaders according to DMRH Group that interviewed Brazilian youngsters, and was, for the third time, one of the top 100 Brazilian executives with the best reputation, according to a Merco study. His business success took Justus to broadcast television, where he has developed a successful career since 2004 hosting shows like The Apprentice (8 seasons) among others shows which are top rated in Brazilian television. Mr. Justus is the author of two books: Construindo uma Vida (Building a Life) and O Empreendedor (The Entrepreneur). He is also a strategic advisor to Treecorp Investimentos.



**Elie Horn**, Chairman, **Cyrela Brazil Realty**

Mr. Horn is the founder and Chairman of the Board of Directors at Cyrela, the most prestigious residential real estate developer in Brazil. Founded in 1962, the company is the largest publicly traded developer of high-end residential buildings in Sao Paulo and Rio de Janeiro operating in 17 states and 66 cities. Mr. Horn holds a Bachelor's Degree in Law from Universidade Presbiteriana Mackenzie. Since 2006, Mr. Horn has been on the list of Forbes billionaires.

## LEAD SPONSORS

# Debevoise & Plimpton

**Debevoise & Plimpton** is a premier law firm with market-leading practices, a global perspective and strong New York roots. Approximately 650 lawyers work in eight offices across three continents, within integrated global practices, serving clients around the world. With a true understanding of markets and laws across Latin America, Debevoise's Latin America practice offers clients effective solutions for a range of challenges and opportunities. The practice works with some of the most sophisticated and respected conglomerates, corporations, investors and families in Latin America, with some relationships dating back as long as 50 years.

**Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados** is a market leader for legal services in Brazil. The firm provides clients with top-notch services in various areas in a coordinated and integrated manner. We allocate the best available resources to meet our clients' specific demands, working in multidisciplinary teams whenever necessary. This work dynamic allows us to deliver tailor-made solutions to our clients and enhance our understanding of their businesses.



## SPONSORS

**2bCapital** is the private equity arm of Bradesco, the 2nd largest Brazilian bank. 2bCapital focuses in mid-cap growth opportunities and leverages its management team's 30 years of private equity experience and deep knowledge of the Brazilian middle market, to invest in leading companies with differentiated value creation prospects. 2bCapital partners with high quality entrepreneurs and management teams to foster sustainable organic and inorganic growth of its invested companies, explore operational and capital efficiency opportunities, and deliver exceptional returns to its investors. 2bCapital currently manages commitments from Bradesco and third-party investors in excess of R\$2.4 billion and targets to invest from R\$50 to R\$150 million in minority and shared control stakes in middle-market companies in Brazil.

**AFLG Investments** is a private equity firm dedicated to investing in outstanding management teams in the industrial processing and manufacturing sector. Their goal is to obtain attractive returns for their investors and create value in their portfolio companies. The average investment period in the companies range from 5 to 7 years. They invest in companies with growth potential and capacity to improve their results, working actively with the management teams to successfully accomplish the strategic objectives previously agreed.

**Antares Capital** has been the #1 arranger of sponsored middle market senior loans 10 of the last 11 years, according to Thomson Reuters. We believe that our focused strategy, team continuity and process consistency over 20 years has delivered attractive risk-adjusted returns across cycles. The firm directly originates senior loans through long term relationships with more than 400 private equity sponsors who repeatedly choose Antares to lead or co-lead nearly 90% of the transactions we finance. Antares is typically the largest lender in each loan we originate, holding more than \$18 billion of senior loan assets across 450 unique middle market borrowers as of YE'2016. Investing alongside Antares provides institutional investors access to market leading investment sourcing, selection and diversification capabilities.

**Anumara Capital** is an innovative investment firm looking to join forces with business owners of small and medium companies of the real economy and generate returns with impact through long term value creation. We aim to make a difference through active management in the sectors of healthcare, education, and retail, focusing on best practices and governance to generate impact to all stakeholders which culminate in sustainable and perennial dividends instead of immediate gains.

**Apsis** has stood out in the market as an independent consultancy firm specialized in appraisals and value generation for its clients. Apsis' credibility and impartiality has made its results to be regarded as a reference for decision-making at major companies. We propose to think in a simple and intelligent way, seeking new possibilities in everything we do. Our high quality is the result of rigorous diligence and a constant search for improvement.

Founded in 2001, the **Axxon Group** is a leading value-oriented private equity firm that focuses on the mid-cap market in Brazil. Within that market, Axxon targets control and significant minority investments in high-quality businesses that have significant untapped potential for revenue and EBITDA growth. Axxon leverages its team's deep understanding of the unique challenges and opportunities facing mid-cap companies in Brazil, particularly family-owned businesses, to help its portfolio companies reach their full potential and to generate superior returns for its investors. Axxon currently manages some \$750 million and targets equity investments of at least \$20 to \$75 million in mid-cap companies in Brazil. Including co-investments from third parties, since its inception, Axxon has deployed over \$400 million in sixteen platform companies plus fifteen add-on acquisitions.



## SPONSORS



**Aqua Capital** is an independent private equity firm focusing on growth investments in mid-market companies throughout the Brazilian and South American agribusiness and food value chain. Aqua Capital makes control investments and employs a strong operational approach to value creation to deliver strong investment returns. With USD 650m in AUM, Aqua's 32-member team manages nine operating platforms in various agribusiness and food sub-sectors.



**Brazil Potash** is a private Canadian corporation with exceptional potash development project located in Brazil that has raised US\$195M to bring the project to a near shovel ready state. Brazil is the world's second largest and fastest growing consumer of potash, an essential nutrient to grow food, but imports 94% of its needs at high cost. Brazil Potash's operation is located beside a major river resulting in the company being able to mine, process and deliver potash for the same cost that importers pay for shipping alone. The company has completed a feasibility study, obtained a Preliminary License, is currently obtaining an Installation License and plans to list on a major international stock exchange within 18 months. The company is currently raising US\$60M.



**Bozano Investimentos** is an asset management firm that resulted from the merger, in 2013, of three complementary investment firms, private equity focused BR Investimentos, together with Mercatto Gestao de Recursos, a traditional asset manager, and Trapezus Asset Management, an alternative asset manager. With over R\$ 3 billion in assets under management, Bozano offers its clients a diverse range of products and services within the alternative investment area including private equity, structured products, venture capital and hedge funds, as well as more traditional public equity and fixed income products. With 35 partners and executives and offices in Rio de Janeiro and São Paulo, Bozano Investimentos has consolidated itself as one of the leading independent asset managers in Brazil.



**BRL Trust** was established in 2005 as a Trust agent for Corporate Bonds and has quickly evolved as a service provider for Brazilian structured funds such as FIPs, FIs, FIMs and FIDCs. Focused on fiduciary products for the investment fund industry, such as administration, custody, controllership, registrar, distribution and portfolio management, BRL Trust has reached BRL 36 Billion in AuA and AuC, distributed in more than 180 funds destined to domestic and international investors. In 2017 BRL Trust has included custody and local representation services (4373 accounts) for non resident investors under its service scope and has opened a rep office in Miami, USA.



**The Citco Group of Companies** is a worldwide group of independent financial service providers serving the world's elite hedge funds, private equity and real estate firms, institutional banks, Global 1000 companies and high net worth individuals. Citco companies service these sectors around the world by offering hedge fund administration, custody and fund trading, financial products and corporate and trust planning solutions. Citco is an independent group of companies which have focused on these specialized niche services for over 70 years. It is this focus that has helped us reach the position as global industry leader in our markets.



**Clayton, Dubilier & Rice** employs a distinctive approach to private equity investing, combining financial and operating capabilities. CD&R's professionals include a number of seasoned corporate leaders from major global enterprises who work closely with the management teams of portfolio businesses to implement transformation strategies and initiatives to enhance long-term performance. Since inception, CD&R has managed the investments of more than US\$24 billion in 75 businesses – mostly subsidiaries or divisions of large multibusiness corporations – representing a broad range of industries with an aggregate transaction value of more than US\$100 billion. The Firm has offices in New York and London.



**Confrapar** is a major Brazilian Venture Capital and Private Equity fund manager focused on technology companies. The manager believes that technology and innovation are today's cornerstones to bring productivity and growth to any market. With this vision, Confrapar's experienced team works to finance and foster expansion in market-changing, innovative companies. Confrapar relies on the background and expertise of its more than 100 Operating Partners from multiple backgrounds to source unique investment opportunities and accelerate portfolio companies, and will close 2017 with over R\$400M under management.



**Cypress Associates** is a leading independent investment-banking boutique focused on providing financial and strategic advisory in mergers and acquisitions, capital markets, structured finance, corporate restructuring and asset management of illiquid assets. Cypress Gestão de Recursos, the asset management arm, currently has US\$ 120 million under management. Cypress was founded in 2004 and currently operates from its three offices located in Rio de Janeiro, São Paulo and Curitiba with a total team of 35 people. In 2016, Cypress ranked # 5 on the overall ranking and as the number one independent advisory firm in the M&A Ranking published by TTR (Transactional Track Record)



**Duff & Phelps** is the premier global valuation and corporate finance advisor with expertise in complex valuation, dispute and legal management consulting, M&A, restructuring, and compliance and regulatory consulting. The firm's more than 2,000 employees serve a diverse range of clients from offices around the world.

## SPONSORS



**DXA Investments** is an independent asset management firm based in Rio de Janeiro, Brazil. Currently manages US\$ 200 million and employs a team of 20 professionals. The firm has a strong focus on finding unique opportunities in SME (Small & Medium Enterprises), either through equity or debt investments. The Private Equity team focuses on providing growth equity capital to companies with EBITDA < 5 million, participating actively on the operations of the companies on the post-deal and joining forces with the entrepreneurs on developing their businesses. The firm seeks investments that can be uncorrelated with the overall economy cycle, allowing for growth even in slower GDP growth environment.



**Fitch Ratings** is a leading provider of credit ratings, commentary and research. Dedicated to providing value beyond the rating through independent and prospective credit opinions, Fitch Ratings offers global perspectives shaped by strong local market experience and credit market expertise. The additional context, perspective and insights we provide help investors to make important credit judgments with confidence. Fitch Group is a global leader in financial information services with operations in more than 30 countries. With dual headquarters in London and New York, Fitch Group is majority owned by Hearst.



**FIS** is a global leader in financial services technology, with a focus on retail and institutional banking, payments, asset and wealth management, risk and compliance, consulting and outsourcing solutions. Through the depth and breadth of our solutions portfolio, global capabilities and domain expertise, FIS serves more than 20,000 clients in over 130 countries. Headquartered in Jacksonville, Florida, FIS employs more than 55,000 people worldwide and holds leadership positions in payment processing, financial software and banking solutions. Providing software, services and outsourcing of the technology that empowers the financial world, FIS is a Fortune 500 company and is a member of Standard & Poor's 500® Index.



**Habitasec Securitizadora** is a leading securitization company, having issued 56 CRI (mortgage backed security), totaling R\$2.4 billion since 11/2010. It has long term relationships with most investment funds and family offices that purchase CRI, in order to bring competitive financing terms to real estate companies involved in plot development, residential real estate, hotels, shopping centers, and other commercial real estate.



**IG4 Capital** is a Brazilian alternative asset management firm, focused on private equity special situations. IG4 Capital seeks to invest in companies and assets in order to get them back on track in the real economy through capital restructuring and operational turnaround. Paulo Mattos and the senior investment team, which have been working together since 2012 have executed complex transactions, including Iguá Saneamento, formerly CAB Ambiental, and BR Towers, a transaction executed while the team was at GP Investments. IG4 Capital currently manages its first fund, a R\$410 million deal specific fund in a partnership with leading Brazilian banks and financial investors, and is in the process of raising its second special situations fund.



**Kallas Asset Management** is a Brazilian real estate investment manager established at the initiative of Kallas Incorporações e Construções, a 34-year-old real estate firm based in São Paulo, Brazil. KAM combines the market knowledge, proprietary non-public deal flow and trusted fiduciary experience of Kallas Incorporações e Construções in development, repositioning, construction and related transactions as it pursues situations where it can readily identify value creation in a predictable time frame and where its core competencies and competitive advantages translate into sustainable and attractive risk-adjusted returns over the long term. KAM is also proud to be in the vanguard of holistic and impactful development and seeks to have a net-positive effect on the environment, economy, and community.



**L.E.K. Consulting** is a global management consulting firm that uses deep industry expertise and rigorous analysis to help business leaders achieve practical results with real impact. We are uncompromising in our approach to helping clients consistently make better decisions, deliver improved business performance and create greater shareholder returns. The firm advises and supports global companies that are leaders in their industries — including the largest private and public sector organizations, private equity firms and emerging entrepreneurial businesses. Founded in 1983, L.E.K. employs more than 1,200 professionals across the Americas, Asia-Pacific and Europe.



**Lexington Partners** is a leading global alternative investment manager primarily involved in providing liquidity solutions to owners of private equity and other alternative investments and in making co-investments alongside leading private equity sponsors. Lexington Partners is the largest independent manager of secondary acquisition and co-investment funds with more than \$37 billion in committed capital. Lexington has acquired over 2,600 secondary and co-investment interests through 660 transactions with a total value in excess of \$40 billion, including \$12 billion of syndications. Lexington's team of over 100 people are working in six offices strategically located in major centers for private equity and alternative investing – New York, Boston, Menlo Park, London, Hong Kong, and Santiago. Lexington also has senior advisors located in Asia, Australia, and Latin America.



**LKC Capital** is a premier, niche focused M&A boutique with consolidated presence in the Southern region of Brazil and strong exposure to small/mid-sized tech companies and family owned businesses. They are headquartered in Blumenau/SC, with a satellite office in the U.S.

## SPONSORS



**Mazars Cabrera** is an independent company, specialized in Advisory, Audit, Tax, Accounting Outsourcing and Financial Advisory Services. It assists clients of all sizes, from SMEs to mid-caps and global conglomerates, as well as start-ups and public bodies at every single stage of their development. All services are provided directly from senior partners and they have reached an excellence standard of work, which has been built through motivation, integrated departments, customized assistance and a group of highly skilled managers.

**McKenzie & Associates** is a boutique corporate financial advisory firm providing corporate restructuring, sellside and buy-side advisory, capital raises and strategic advisory services to middle market companies and private equity firms in the Americas. Our directors have significant experience advising public and private companies, and have collectively worked on over \$2 billion in aggregate transaction value. Every transaction is personally managed from start to finish by experienced bankers with a deep commitment to the success of our clients.



**Modal** is a leading Brazilian investment bank with a strong focus on Infrastructure, healthcare, industrials and agri-business. Our team of senior bankers is tirelessly looking for opportunities for our clients. With a team of 18 bankers, we offer a flawless execution in M&A and Capital Market transactions. As a result, this year Bloomberg ranked is the 4th most active M&A bank in number of deals while Ambima placed us as the 10th most active bank, by volume, in bookrunning equity offerings. Our homebroker, ModalMais, is perhaps the fastest growing franchise in Brazil.



**NEO Investimentos** is an independent asset management firm founded 14 years. To date, NEO has raised three funds, following a consistent strategy of investing in mid-market growth companies in Brazil through structured equity investments. Structured equity is an innovative approach pioneered by NEO in the Brazilian private equity landscape, providing traditional private equity returns with meaningful principal risk mitigation. NEO actively engages in the value creation process of solid companies to build long-term sustainable growth.



**Old Mutual Alternative Investments** is the largest private alternative investment manager in Africa with over \$4 billion (R54 billion) under management in infrastructure, private equity and impact funds. Our 93 investment professionals in Johannesburg, Cape Town, Lagos, Nairobi and Bogotá manage 21 active funds investing in more than 160 portfolio companies and seven fund of funds. We choose to make a positive social impact in our markets by going 'Beyond the Obvious' to uncover opportunities that others may overlook. We aim to deliver higher returns by mobilising capital intelligently to both participate in and catalyse significant emerging market growth opportunities.



**Pakta Financial Strategy** is focused on adding long-term shareholder's value to its clients. We provide strategic and management tools for creating an adequate Capital Structure, solid Organizational Design and Corporate Governance practices, value accretive M&A and fairly conducted Turnaround Management activities. These pillars provide conditions for any company to be successful in a challenging environment. We are financial officers, not financial advisors.



**Pantality Partners** is an independent firm with offices in Brazil, USA, Spain and Argentina specialized in restructuring and turnaround managed by a group of professionals with long standing experience in complex restructuring cases involving both out-of-court and in-court processes. Since it was established in 2014, Pantality and its partners have been involved in some of the most complex restructuring in Brazil exceeding 200 transactions and more than US\$25 billion of debt restructured.



**Performa Investimentos** is a venture capital firm that backs outstanding entrepreneurs in Brazil focused on bringing innovative and disruptive solutions to multiple impact markets such as health, clean tech, education and fin tech. We provide support, resources and connections which come as a result of our partners' combined years of investment experience in venture capital in Brazil.

**PKF Brazil** is an exclusive audit and advisory firm that combines technical expertise, and effective senior involvement required to build successful client relationships. Our dedicated advisory team offer integrated solutions to support deals with high standard services in corporate finance advisory, due diligence, forensic, restructuring, tax structuring, accounting and complex valuations. Member of PKF International with offices in over 300 locations, in more than 150 countries as one global team, to provide exactly what is needed locally.



**Private Equity Bay (Pebay)** was established to solve the gap of information between GPs, LPs and the business community. Specialized in private equity, real estate, infrastructure and similar investments in Brazil, the firm offers a unique online intelligence platform that tracks and analyses the performance in local currency of more than 550 funds of 260 managers as well as 1,200 companies and projects. Pebay helps clients make better investment decisions, originate deals from existing portfolios, effectively monitor their investments and benchmark performance against peers.



**ProMed Capital Management** is the General Partner in a Private Equity fund that focuses on investments in early and mid stage Medical Device Startups. Their team is experienced with a proven track record of developing medical technologies and seeing through their growth from early stage to exits. ProMed Capital Management has a well diversified portfolio and are currently launching the fund and seeking additional co-investors. Unlike other investment funds, they steer the growth of each one of our portfolio companies and take a hands-on approach to investments, assisting in their development, regulatory framework and assisting in maturing the companies.

## SPONSORS



**RB Capital** is a Brazilian asset management and capital markets platform that develops innovative capital solutions in alternative asset classes. RB Capital currently has R\$ 1.6 billion in AUM, including approximately R\$500 million in class A industrial real estate in Sao Paulo and Rio de Janeiro and has structured, issued and placed approximately R\$27 billion in mostly structured real estate credit transactions. As of December 2016 ORIX Corporation, a leading global integrated financial services group, acquired a controlling interest in RB Capital. To learn more about RB Capital, visit: [www.rbcapital.com](http://www.rbcapital.com).



**Redpoint eventures** is an early stage Brazilian Venture Capital firm founded in 2012. It is the first firm co-founded with Silicon Valley partners, eventures and Redpoint Ventures, which, all together, have \$5B under management and +170 IPOs and M&A exits worldwide. Its partners have an investor, tech and entrepreneurial background, that gives the firm complementary skills and enables founders to leverage on their supportive profile to help grow their companies. The firm is also the co-founder of Cubo (<http://cubo.network>) built together with Itaú as a flagship example of the entrepreneurial ecosystem.



**Research for Traders** is a unique independent research firm based in Latin America. We provide financial, independent, accurate research on time Market recommendation and advisory to get outstanding results.



**S&P Global Market Intelligence** integrates financial and industry data, research and news into tools that help track performance, generate alpha, identify investment ideas, understand competitive and industry dynamics, perform valuation and assess credit risk. Investment professionals, government agencies, corporations and universities globally can gain the intelligence essential to making business and financial decisions with conviction. S&P Global Market Intelligence is a division of S&P Global (NYSE: SPGI). For more information, visit [www.spglobal.com/marketintelligence](http://www.spglobal.com/marketintelligence).



**Santander Securities Services Brasil** relies on the experience and reputation of the Santander name to offer a range of fiduciary and custodian services tailored to the different profiles and objectives of our customers. Our experience as a fiduciary service provider in the Brazilian market dates back to 1997 and illustrates our ability to meet the demands of each and every client when providing our custodian and administration services. Extensive knowledge of the financial markets and the company is one of the main suppliers when it comes to private equity funds, with over R\$35 billion under management (CVM Sep'17).



**Siguler Guff & Company** is a multi-strategy private equity investment firm which, together with its affiliates, has over \$12 billion of assets under management. Founded in 1991 within PaineWebber, Siguler Guff became an independent firm in 1995. Its clients include corporate and public employee benefit plans, endowments, foundations, government agencies, financial institutions, family offices and high net worth individuals. Siguler Guff manages and co-manages several direct investment private equity funds and multi-manager funds, each targeted at carefully defined areas of market inefficiency. The Firm also provides discretionary private equity advisory services through Siguler Guff Advisers.



**Stanwich Advisors** is a leading independent investment bank that focuses exclusively on providing capital raising and advisory services to private equity firms globally. Stanwich Advisors utilizes its seasoned fund placement team to provide senior, hands-on execution for a limited number of clients each year. As a result, Stanwich Advisors is able to provide each client with an unparalleled level of focus, commitment and attention. Since 2007, Stanwich Advisors has raised in excess of \$4.7 billion across seven Latin American private equity funds, throughout various economic cycles.



**Stratus Group** is an independent private equity fund manager focused on investments in Brazilian middle-market companies. With more than 15 years of investments in the middle-market space, Stratus has successfully applied its strategy to partner with shareholders and management teams of companies with high growth potential. With a fund series called Stratus Capital Partners (SCP I, II and III), the group has managed private capital investments from leading institutions from the United States, Europe and Latin America



As the leading global fund administrator representing over \$1.4 trillion in assets for alternative investments, **SS&C GlobeOp** delivers scalable technology-powered services and software solutions for the global financial services industry. Our Private Equity Services, backed by a team of 600+ accounting experts, encompasses over 500 clients, 2,500 funds and approximately \$515 billion in committed capital. SS&C GlobeOp is a member of EMPEA, works with clients throughout emerging markets and maintains substantial client relationships in Latin America.



**TMG Capital** is a Brazilian Independent Private Equity fund founded in 1997, with USD 375 million in AUM. The fund has a strong track record: TMG Fund I achieved a MOIC of 12x in USD and an internal return rate of 40% per year without financial leverage. TMG follows a "Business-Building" strategy in making and managing its investments, working closely with portfolio companies' management to develop businesses with sustainable competitive advantages within their respective industries. It is currently investing TMG Fund II and co-investment funds in diverse industries such as biotech, financial services, software, e-commerce and food & beverages.

## SPONSORS



**TreeCorp Investimentos** is an independent investment firm headquartered in São Paulo, Brazil, focused on middle market private equity and alternative investments. The team consists of seasoned professionals with extensive understanding of different industries and experience in management, turnarounds, M&A, and capital markets. TreeCorp is committed to assisting high-potential companies in building long-term value through active management and the pursuit of the highest standards of excellence and integrity.



**UBS** is committed to providing private, institutional and corporate clients worldwide, as well as retail clients in Switzerland, with superior financial advice and solutions, while generating attractive and sustainable returns for shareholders. Its strategy centers on its Wealth Management and Wealth Management Americas businesses and its leading universal bank in Switzerland, complemented by its Asset Management business and its Investment Bank. These businesses share three key characteristics: they benefit from a strong competitive position in their targeted markets, are capital-efficient, and offer a superior structural growth and profitability outlook. UBS's strategy builds on the strengths of all of its businesses and focuses its efforts on areas in which it excels, while seeking to capitalize on the compelling growth prospects in the businesses and regions in which it operates. Capital strength is the foundation of its success.



**Vinci Partners** is an alternative investments platform specialized in asset management, wealth management and financial advisory. Was founded in October 2009 by a group of very experienced managers in the financial market. It has deep knowledge of the Brazilian economy and extensive relationship network. The company is comprised of teams that could operate independently, but that together produce synergies and results. Its total assets under management is USD 6.5 billion.



**Vistra Group**, ranked among the top four service providers globally, is a versatile group providing a uniquely broad range of services and solutions, from fund administration, to trust, fiduciary and international expansion. As a leading global player with expert industry knowledge and location specialists, Vistra has a deep understanding of the professional worlds of our clients and a proven track record of offering highly versatile solutions, providing the people, processes and products that help our clients get the most from their business.



**Xingu Capital** is a M&A Advisory firm founded in 2014 based in Brazil and with professionals in UK. Xingu Capital is comprised of an outstanding team of seasoned professionals with large experience on M&A, which have combined experience on over 300 M&A transactions, including buy side and sell side advisory. Xingu Capital is focused on Mergers & Acquisitions, Cross Border Transactions, Capital Raising, Debt Restructuring, and Financial Advisory, including creation of Joint Ventures, and Feasibility Studies. Our services are provided taking a holistic approach, using creativity and our experience with focus on value creation and tailor made solutions.

MEDIA & INSTITUTIONAL PARTNERS

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Asociación Argentina de  
Capital Privado,  
Emprendedor y Semilla



**ColCapital**

Asociación Colombiana de  
Fondos de Capital Privado



**CFA Society  
Brazil**



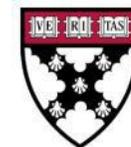
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**AGENDA** .....**Sunday, December 3rd****Sponsor & Speaker Dinner—Invitation Only—Sponsored By:** bonovino®**6:00**—Wine Tasting**7:00**—Dinner**9:00**—Drinks Continue at Rooftop**Monday, December 4th****7:30 Registration & Welcome Coffee****8:45 Markets Group Welcome Address****Paloma Lima—Mayland**, Head of Private Equity Group, **Markets Group****8:50 Chairman's Opening Remarks****José Eduardo Carneiro Queiroz**, Managing Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados****Maurizio Levi-Minzi**, Partner, **Debevoise & Plimpton****9:00 Keynote Panel Discussion: Global Private Equity Investing**

Which strategies, sectors and regions are delivering competitive returns and where will investors look next? Considering high valuations, regulatory changes, new administrations and a crowded fundraising market, how are private equity investors positioning private capital portfolios for growth?

*Moderator:***Michel Maluf**, Partner, **Mazars Cabrera***Panelists:***John Buser**, Executive Vice Chairman—Private Equity, **Neuberger Berman****Vital Menezes**, Chief Executive Officer, Asset Management Latin America, **JP Morgan Asset Management****Roberto Chute**, Partner, Managing Director, **The Rohatyn Group****Renato Polizzi**, Head of Investment Banking, **Modal****Ralph Jaeger**, Managing Director, Emerging Markets, **Siguler Guff & Company****Sebastian Popik**, Managing Partner, **Aqua Capital****9:30 Keynote Panel Discussion: Private Market Investing in Latin America**

How are private market investors navigating Latin America and what's the current investment thesis in each country (considering different investment strategies / sectors) and for the region as a whole? Within the context of low growth, risk mitigation, opening of IPO exits and strategic buyers entering the region, how are investors capturing value and delivering exits?

*Moderator:***Pedro Whitaker de Souza Dias**, Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados***Panelists:***Patrice Etlin**, Managing Partner, **Advent International****Fernando Borges**, Managing Director, **The Carlyle Group****Nicolas Wollak**, Founder & Managing Partner, **Axxon Group****Rodolfo Spielmann**, Head of Latin America, **CPP Investment Board****Bruno Zaremba**, Head of Private Equity, **Vinci Partners**

## AGENDA

### 10:00 Keynote Interview: Taking Action Against Corruption

Mr. Dallagnol is a Federal Prosecutor of the Brazilian Federal Prosecution Office in Curitiba. His work as a Federal Prosecutor focuses in crimes related to corruption, money laundering and the financial system. Mr. Dallagnol has coordinated several investigations that had repercussions on the international media, such as the Operation Car Wash. This anti-corruption probe that has led to the conviction of dozens of people for involvement in a bribery and kickback scheme that funneled billions of dollars from the Brazilian oil company Petrobras to politicians and company executives. Mr. Dallagnol received a Master of Laws' degree from Harvard Law School and is currently a professor at Fundação Escola do Ministério Público do Paraná and Escola Superior do Ministério Público da União.

Interviewer:

**Rafael Guedes**, Managing Director, **Fitch Ratings**

Interviewee:

**Deltan Dallagnol**, Federal Prosecutor, **Brazilian Federal Prosecution Office**

### 10:25 Keynote Panel Discussion: Long Term Investment in LatAm: Lessons Learned in LatAm & Emerging Markets

The world is awash in potential private equity investments (and private capital chasing them), but Latin America has seen significantly less investment from global and local GPs in recent years. Is this a signal of opportunity for the global contrarian investor or simply a lesson on how to catch a falling knife? What new developments in the region make Latin America an attractive investment for prospective investors?

Moderator:

**Tim Cohan**, Partner, **Stanwich Advisors**

Panelists:

**Wolfgang Schwerdtle**, Head, Direct Investment Group, Latin America, **GIC**

**Dan Parker**, Deputy Chief Investment Officer, **Texas Tech University System Endowment**

**Adriana Ballard**, Investment Analyst, **Employees Retirement System of Texas**

**Mamraj Chahar**, Chief Investment Officer, **Saudi Reinsurance Company**

**Herman Santos**, Trustee, **Los Angeles County Employees' Retirement Association**

### 10:55 Morning Networking Break

### 11:25 Keynote Presentation: Private Equity—Building, Innovating, Never Standing Still

Roberto Quarta has been a Partner with CD&R for 16 years and is Chairman of CD&R Europe. He is Chairman of WPP plc and Smith & Nephew plc. He played the lead operating role in the Firm's investment in SPIE and served as Chairman of the Supervisory Board of Rexel. Prior to CD&R, he served as CEO of BBA Group plc until 2001 and served as Chairman until 2006. He also held positions at BTR plc, former Chairman of IMI plc, former NED of BAE Systems plc, Foster Wheeler Corp, Fondo Strategico Italiano, Equant NV and PowerGen plc.

Presenter:

**Roberto Quarta**, Partner & Chairman, Europe, **Clayton, Dubilier, & Rice**

### 11:45 The Fundraising Landscape in Latin America

Leading legal advisors walk investors and managers through an updated perspective on recent opportunities and challenges in the Latin American fundraising market.

Presenters:

**Marina Procknor**, Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados**

**Peter Furci**, Partner, **Debevoise & Plimpton**

**Jonathan Adler**, Partner, **Debevoise & Plimpton**

**Jaime Cardoso**, Partner, **Bozano Investimentos**

**Ricardo Fernandez Jr.**, Managing Director, Head LatAm, **Hamilton Lane**

**Marcelo D'Arienzo**, Director, **Península Participações**

## AGENDA

### 12:15 Keynote Interview: Investing in Growth Markets: Africa, Asia, Latin America, the Middle East and Turkey

Mr. Abdel-Wadood is Managing Partner and Global Head of Private Equity at The Abraaj Group. He joined The Abraaj Group from EFG-Hermes, where he was Chief Executive Officer for the UAE and prior to that Head of Investment Banking. Before this, he co-founded Sigma Capital and served as its Managing Director. Prior to that role, he spent eight years at the Orascom Group as Director of Development and Investments and was a founding Board Member of Orascom Telecom which became a leading publicly-listed emerging markets telecom operator.

*Interviewer:*

**Gustavo Neffa**, Partner, **Research for Traders**

*Interviewee:*

**Mustafa Abdel-Wadood**, Global Head of Private Equity, **The Abraaj Group**

### 12:35 Networking Luncheon Sponsored By: **S&P Global** Market Intelligence

### 1:55 Panel Discussion: Secondaries, Co-Investments, & Fund of Funds

The high returns generated by private equity investments in a time of flattening yields have LPs weighing new options for increasing their private equity allocations. One trending way is by accessing the secondary market. The increased number of global players in this market has turned it into a potent portfolio management tool for LPs. In addition, the participation of Fund of Funds in the secondary market is helping provide additional liquidity to private equity, which is traditionally an illiquid asset class. Our panelists will discuss the liquidity that FoFs can provide to the secondary market, not only when exiting investments, but also as a portfolio management instrument, and how this new approach can help them achieve sustainable returns.

*Moderator:*

**Arlete Nese**, Senior Investment Manager, **Banesprev**

*Panelists:*

**Jose Sosa del Valle**, Partner, Head of Latin America, **Lexington Partners**

**Craig Payne**, Managing Director, **BlackRock**

**Carlos Monfiglio**, Co-Head Private Equity, **StateStreet Global Advisors**

**Daniel Arippol**, Principal, **Quilvest Private Equity**

**Cesar Collier**, Managing Director, **Siguler Guff**

### 2:25 Panel Discussion: Practicing Efficient Due Diligence, Downside Risk Mitigation, & Fair Value Reporting

Significant due diligence is performed by LPs when evaluating a private equity fund opportunity and by GPs as they invest. What elements of due diligence are unique in Latin America including hedging currency risk, political risk, economic risk and corruption risk? In what ways advisors can increase the likelihood of GPs' successful transactions by accelerating deal sourcing and facilitating the investment process with target companies? Following transaction close, given the new fair value reporting requirement, how can market participants ensure that private equity valuations are supported by a well-defined and consistently applied valuation policy that complies with relevant reporting standards?

*Moderator:*

**Ricardo de Carvalho**, Founding Partner, **Xingu Capital**

*Panelists:*

**Andrew Hoemann**, Managing Director, **SS&C GlobeOp**

**Joey Malagon**, Managing Director, **Duff & Phelps**

**Paulo Crepaldi**, Partner, **PKF Brazil**

**Alexandre Campos**, Managing Partner, **NEO Investimentos**

**Leonardo de Lima Ribeiro**, Chief Executive Officer & Founder, **Private Equity Bay**

## AGENDA

### 2:55 Panel Discussion: Consumer Discretionary Investments

Latin American private equity managers are investing over 50% of capital in the consumer discretionary sector including subsectors such as education, media and retail. Due to the regions favorable secular growth dynamics and an increased demand for higher quality products and services the middle class growth story has been the investment thesis in Latin America from day one of private market investment in the region, is it still? Panelists discuss value creation stories including: How can partners identify opportunities to boost innovation and productivity in portfolio companies? What are the best practices for driving EBITDA improvement and growth?

*Moderator:*

**Daniel Calhman de Miranda**, Partner M&A, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados**

*Panelists:*

**Oscar Decotelli**, Managing Partner & Chief Executive Officer, **DXA Investments**

**Piero Minardi**, Managing Director, Head of Brazil, **Warburg Pincus**

**Marcos Pinto**, Partner, **Gávea Investimentos**

**Priscila Rodrigues**, Partner, **Bozano Investimentos**

### 3:25 Panel Discussion: Sourcing, Financing Transactions & Exits in Latin America

2017 opened for IPO exits in Latin America with many notable listings coming from the region. Additionally corporate buyers are once again active in the region in search of growth and global private equity funds are again looking at deals in Latin America. How should GPs manage LP exit expectations in Latin America and what is the exit outlook for the region in the coming year?

*Moderator:*

**Pedro Arlant**, Director, **S&P Global Market Intelligence**

*Panelists:*

**Cameron McKenzie**, Principal, **McKenzie & Associates**

**Fabio Kanczuk**, Secretary of Economic Policy, **Brazil Ministry of Finance**

**Álvaro Gonçalves**, Managing Partner, **Stratus Group**

**Manuel de Sousa**, Managing Director, **2bCapital**

**Diogo Castro e Silva**, Brazil Chief Representative, **Fosun Group**

### 3:55 Afternoon Networking Break

### 4:25 Keynote Panel Discussion: Real Estate Investing in Latin America

This session will walk through private investment in real estate across Latin America including investment thesis, outlook and risk analysis.

*Moderator:*

**Cintia Guimaraes**, Managing Director, **Cadillac Fairview**

*Panelists:*

**Vicente Nogueira**, Senior Partner, **Habitasec Securitizadora**

**Thiago Kallas**, Managing Partner, **Kallas Asset Management**

**Gastão de Souza Mello Valente**, Head, Brazil Real Estate, **GIC**

**Luiz Paulo Silveira**, Board of Directors Chairman, **Apsis**

## AGENDA

### 4:55 Closing Keynote Panel Discussion: Global Limited Partner Roundtable

A conversation with leading global LPs allocating to private markets in Latin America and covering key investment and monitoring themes influencing private market investments ranging from geopolitical concerns, co-investments, direct investments, developing a private equity team, graft, valuations, ESG, and fund types from buyout to venture, private debt and real assets.

Moderator:

**Matthew Wilkins**, Managing Director, **Kallas Asset Management**

Panelists:

**Jane Rowe**, Senior Managing Director & Head of Private Capital, **Ontario Teachers' Pension Plan**

**Richard Rincon**, Director, Emerging Market Investments, **University of Texas Investment Management Company**

**Bill Pearce**, Investment Funds, **Overseas Private Investment Corporation**

**Carolyn Weiss**, Chief Financial Officer & Treasurer, **The New York Community Trust**

**Mark Hoeing**, Managing Director, **Commonfund Capital**

### 5:20 Chairman's Closing Remarks

**José Eduardo Carneiro Queiroz**, Managing Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados**

**Maurizio Levi-Minzi**, Partner, **Debevoise & Plimpton**

### 5:30 Cocktail Reception & A Conversation with **Claudia Zeisberger**, Author of *Mastering Private Equity*

Claudia Zeisberger is a Senior Affiliate Professor of Entrepreneurship & Family Enterprise at INSEAD, and the Founder and Academic Director of the school's private equity centre (GPEI). Before joining INSEAD in 2005, she spent 16 years in global investment banking. Professor Zeisberger is a founding investor of 'INSEAD Alum Ventures' (IAV), the business school's first dedicated seed fund and she actively mentors early stage companies and first-time entrepreneurs. At INSEAD, she launched 'Managing Corporate Turnarounds' a popular MBA elective known for its intensive computer-based simulation involving an iconic car brand and its struggle with bankruptcy. She has been awarded the "Dean's Commendation for Excellence in MBA Teaching" annually since 2008. Professor Zeisberger is a published author and known for her extensive research on PE in emerging markets, and her close working relationships with GPs and their portfolio firms, institutional investors, Family Offices and SWF's.

### 6:30 Close of Day One

**AGENDA** .....**Tuesday, December 5th****7:30 Registration & Welcome Coffee****8:30 Markets Group Welcome Address**

**Paloma Lima–Mayland**, Head of Private Equity Group, **Markets Group**

**8:35 Chairman’s Opening Remarks**

**José Eduardo Carneiro Queiroz**, Managing Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados**  
**Maurizio Levi-Minzi**, Partner, **Debevoise & Plimpton**

**8:45 Keynote Panel Discussion: Energy & Infrastructure Investments in Latin America**

Many of the largest funds raised for the region are focusing on Energy and infrastructure investment themes, what areas of the infrastructure sector are GPs investing in, what are the long term return expectations and what potential risks should investors be aware of as political uncertainty and corruption potentialities come center stage in the region.

**Moderator:**

**Maurizio Levi-Minzi**, Partner, **Debevoise & Plimpton**

**Panelists:**

**Ricardo Szejf**, Senior Principal, **CPP Investment Board**

**Mitesh Pema**, Head of Investments, **Old Mutual Alternative Investments**

**Adi Blum**, Managing Director, Energy & Power Infrastructure, **BlackRock**

**Jose Guilherme Souza**, Partner & Head of Infrastructure, **Vinci Partners**

**9:15 Keynote Panel Discussion: How Leading Operators in Latin America are Building Great Companies with the Support of Private Equity**

Panelists discuss how they’ve partnered with private equity funds to grow Latin America’s leading corporations. How can private equity partners better assist portfolio company leaders to boost innovation and productivity in Latin America? What are the best practices for driving EBITDA improvement and growth? What metrics are GPs seeing as most valuable today?

**Moderator:**

**Maurício França**, Partner & Managing Director, **L.E.K. Consulting**

**Panelists:**

**Gerald Blake Lee**, Chief Executive Officer, **Modern Logistics**

**Jorge Pilo**, Chief Executive Officer, **Easy Taxi**

**Daniel Simões**, Chief Executive Officer, **Electromidia**

**Roberto Hentzy**, Chief Executive Officer, **Le Biscuit**

**9:45 Keynote Panel Discussion: Latin America’s Leading LPs Share Viewpoints on Private Market Investing**

Limited Partners from Brazil, Chile, Colombia, Peru and Mexico share institutional perspectives on allocating to private markets in Latin America and around the world including a discussion on initiating investment into the asset class.

**Moderator:**

**Matthew Liepert**, Managing Director, **Antares Capital**

**Panelists:**

**Rodolfo Baca Gomez-Sanchez**, Chief Risk Officer, **Peruvian State Pension Fund**

**Juan Pablo Noziglia**, Head of Research & Fund Selection, **AFP Profuturo**

**Jorge Laitano**, Head of Investments, **AFP Atlántida**

**Mario Amigo**, Chief Investment Officer, **Sistel**

**León De Paul**, Director of Risk, **AFORE Banamex**

**Emilio Llosa**, Head of Alternative Investments, **AFP Integra**

**AGENDA** .....**10:15 Morning Networking Break****10:35 Panel Discussion: Special Situations & Distressed Opportunities**

Global leaders in debt including distressed debt and turnaround experts have seen hundreds of opportunities in Brazil and throughout Latin America over the past few years as local economies have struggled to achieve growth targets. How are debt investors navigating opportunities in Latin America and how are turnaround experts actively managing their investments?

**Moderator:**

**Gordon Hargraves**, Partner, **Private Advisors**

**Panelists:**

**Guilherme Ferreira**, Co-Chief Executive Officer, **Jive Investments**

**Paulo Mattos**, Managing Director—Head of Investments, **IG4 Capital**

**Claudia Zeisberger**, Professor of Entrepreneurship & Family Enterprise, **INSEAD**

**Rafael Fritsch**, Partner, **Canvas Capital**

**Alexandre Elgarten Rocha**, Managing Partner, **Pakta Financial Strategy**

**Salvatore Milanese**, Partner, **Pantalica Partners**

**11:05 Keynote Interview: The Business Environment in Brazil**

Mr. Barbosa served as the CEO of the Abril Group from 2011 to 2015. He was previously the CEO of Santander Brazil from 2008 to 2011, the President of Febraban (Brazilian Banks Association) from 2007 to 2011, and the President of Banco Real/ABN Amro from 1996 to 2008. Currently, Mr. Barbosa serves on the Board of Directors at Gávea Investments; Banco Itaú-Unibanco; CBMM, Natura and Hering. He is the Chairman of the Board of Endeavor and the São Paulo Orchestra, Osesp. Mr. Barbosa serves as the Vice Chairman of Itaú Social, an NGO focused on education. He is also chairman of the Board of CLP (Center for Public Leadership), an NGO focused on public policies and public officers.

**Interviewer:**

**Sylvia Coutinho**, Chief Executive Officer, Brazil, **UBS**

**Interviewee:**

**Fabio Barbosa**, Board Member, **Gávea Investimentos**

**11:25 Keynote Presentation: Do's and Don'ts of how to be successful in the Brazilian Market**

One of the best-known businessmen in Brazil, Roberto Justus is the founding partner of the Newcomm Group, a WPP partner in Brazil, which was market leader in Brazil for 14 consecutive years. In 2016, for the eighth consecutive year, he was chosen one of the three most admired leaders according to DMRH Group that interviewed Brazilian youngsters, and was, for the third time, one of the top 100 Brazilian executives with the best reputation, according to a Merco study. His business success took Justus to broadcast television, where he has developed a successful career since 2004 hosting shows like The Apprentice (8 seasons) among others shows which are top rated in Brazilian television. Mr. Justus is the author of two books: Construindo uma Vida (Building a Life) and O Empreendedor (The Entrepreneur). He is also a strategic advisor to Treecorp Investimentos.

**Speaker:**

**Roberto Justus**, Chairman and Founding Partner, **Grupo Newcomm**

**AGENDA****11:45 Breakout Sessions**

In the format of roundtables, small discussion groups are formed by topic. This is your opportunity to interact with some of our star speakers of the day, ask questions and make connections.

Table 1: Global and Brazilian Trends on the Secondary Market.

*Hosted by:* **Jose Sosa del Valle**, Partner, Head of Latin America, **Lexington Partners**

Table 2: Investing During the Crisis.

*Hosted by:* **Cesar Collier**, Managing Director, **Siguler Guff & Company**

**Ralph Jaeger**, Managing Director, Emerging Markets, **Siguler Guff & Company**

Table 3: Idea Generation, Targeting, and Market Monitoring for Private Equity on the S&P Capital IQ Platform.

*Hosted by:* **Pedro Arlant**, Director, **S&P Global Market Intelligence**

Table 4: Outlook & Business Environment Brazil 2018 & Beyond.

*Hosted by:* **Rafael Guedes**, Managing Director, **Fitch Ratings**

Table 5: Brazilian Regulation Trends.

*Hosted by:* **Graciela Barros**, Head of Legal Counsel, **Santander Securities Services Brasil**

Table 6: Technology & Fintech Investing in Latin America

*Hosted by:* **Gregory Gooding**, Partner, **Debevoise & Plimpton**

**Renato Ximenes**, Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados**

Table 7: Healthcare Investing in Latin America

*Hosted by:* **Marcelo Mansur Haddad**, Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados**

**Andrew L. Bab**, Partner, **Debevoise & Plimpton**

Table 8: Investing in Middle-Market Opportunities to take Advantage of the Economic Recovery.

*Hosted by:* **Filipe Lomanaco**, Partner, **Treecorp Investimentos**

**Daniel Mcquoid**, Partner, **Treecorp Investimentos**

Table 9: The Future of Private Debt & Where to Allocate

*Hosted by:* **Matthew Liepert**, Managing Director, **Antares Capital**

Table 10: Exploring The Growth of the Venture Capital & Tech Ecosystem in Brazil.

*Hosted By:* **Manoel Lemos**, Managing Partner, **Redpoint eventures**

**12:45 Networking Luncheon Sponsored By:**

**S&P Global**  
Market Intelligence

**1:35 Panel Discussion: Navigating New Regulation, Structural Considerations & Fund Formation / Operations**

The panel will discuss the key structural considerations and legal complexities of forming, launching and operating a private equity fund; as well as look at recent regulatory developments that have impacted fund managers and investors with respect to fees and expenses, co-investments and legal complexities of transactions.

*Moderator:*

**Cláudio Furtado**, Founder, **GVcepe Private Equity Research Center of FGV**

*Panelists:*

**Otavio Scuccuglia**, Head of Sales & Relationship Management, **Santander Securities Services Brasil**

**Marcelo Allain**, Former Secretary of Investments & Partnerships, **Brazil Investments & Partnerships Program (PPI)**

**Flavio Martins Ferreira**, General Counsel, **Global Logistics Properties**

**Bruno Gomes**, Manager, **Comissao de Valores Mobiliarios – CVM**

**Thomás Tosta de Sá**, President, **CODEMEC**

## AGENDA

### 2:05 Panel Discussion: Investing in Real Assets

This session will walk through the outlooks, opportunities, and risks of investing in real assets in Latin America, including real estate, infrastructure, timber, and agribusiness.

*Moderator:*

**Luiz Felipe Andrade**, Partner, **Pragma Gestao de Patrimonio**

*Panelists:*

**Marcelo Fedak**, Managing Director, **The Blackstone Group**

**David Argyle**, Chairman, **Brazil Potash**

**Eduardo de Abreu Borges**, Managing Partner, **Cypress Associates**

**Freddy Russian**, President & Chief Executive Officer, **AFLG Investments**

### 2:35 Panel Discussion: Venture Capital & Technology Investing

Venture capital firms have been raising money at the highest rate since the dot-com era and venture / technology portfolios are becoming over allocated. At the same time, investors have seen a backlog in exits and are anxious to capture a return. This explosion of capital from seed stage to pre-IPO has defined the venture capital landscape over the past year. Is the industry large enough to sustain all these players, especially in face of an environment of high valuations and a volatile emerging market stock market? How has this influx of capital impacted the investor return? Our panelists will explore trends, opportunities and strategies as they look ahead.

*Moderator:*

**Erik Sebusch**, Private Markets Investment Consultant, **Mercer**

*Panelists:*

**Eric Acher**, Founder & Managing Partner, **Monashees Capital**

**David Curran**, Co-Founder & Chief Operating Officer, **Love Mondays**

**Gabriel Gomes**, Head of Venture Capital & Private Equity Investments, **BNDES**

**Manoel Lemos**, Managing Partner, **Redpoint eventures**

**Kadu Guillaume**, Co-Founder & Managing Partner, **Confrapar**

### 3:05 Keynote Interview: The Future of the Real Estate Market in Brazil

Mr. Horn is the founder and Chairman of the Board of Directors at Cyrela, the most prestigious residential real estate developer in Brazil. Founded in 1962, the company is the largest publicly traded developer of high-end residential buildings in Sao Paulo and Rio de Janeiro operating in 17 states and 66 cities. Mr. Horn holds a Bachelor's Degree in Law from Universidade Presbiteriana Mackenzie. Since 2006, Mr. Horn has been on the list of Forbes billionaires.

*Interviewer:*

**Bruno Levi D'Ancona**, Partner, **Treecorp Investimentos**

*Interviewee:*

**Elie Horn**, Chairman, **Cyrela Brazil Realty**

## AGENDA

### 3:30 Panel Discussion: Healthcare Investments in Brazil and Latin America

The Brazilian private healthcare market is the third largest in the world, but with regulatory complexities, substantive red tape, and a high degree of fragmentation. Healthcare private equity activity and industry M&A have been robust through 2017 however the region's political uncertainty, shrinking economy and weak currency impact every industry to some degree. On the other hand, healthcare can also be seen as a defensive sector with new regulatory changes opening opportunities in the region.

*Moderator:*

**Marcelo Mansur Haddad**, Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados**

*Panelists:*

**Irlau Machado**, Chief Executive Officer, **Norte Dame Intermedica**

**Brenno Raiko**, Director, **Advent International**

**Fred Aslan**, Chief Executive Officer, **Adavium Medical**

**Marc Puskaric**, Managing Director, **Bertelsmann Brazil Investments**

**Pedro Cordeiro**, Partner, **TMG Capital**

**Eddie Freedman**, Managing Partner, **ProMed Capital Management**

### 4:00 Panel Discussion: Impact & ESG Private Market Investing in Latin America

With new investors entering the market and veterans continuing to increase relative allocations, private equity looks set for another record year but now with a new layer of return focused on impact and ESG. How can managers and investors successfully negotiate this increasingly complex asset category within Latin America?

*Moderator:*

**Pablo Verra**, Head of Equity Investments, **IDB Invest**

*Panelists:*

**Filipe Borsato**, Capital Markets Area & Department of Investment Funds, **BNDES**

**Eduardo Grytz**, Managing Partner, **Performa Investimentos**

**Anamaria Schindler**, Leadership Team Member, **Ashoka**

**André Iaconelli**, Managing Partner, **Anumara Capital**

**Helena Masullo**, Head of Impact Investing, **Wright Capital**

### 4:30 Panel Discussion: Allocation Plans

Over the past twelve months, the global environment has shifted significantly regarding currencies, taxes, and governments. Additionally, continued economic and political turmoil in Latin America's largest economy coupled with record high markets in developed economies has given LPs reason for pause as they look at Latin America in context to the global economy. Panelists discuss how their recent allocation preferences have changed, and what geographies and sectors are they after.

*Moderator:*

**Karen Skarski**, Senior Executive—Latin America, **FIS**

*Panelists:*

**Raphael Santoro**, Head of Investments—Brazil, **Mercer**

**Jose Fernandez**, Partner & Chief Operating Officer, **StepStone Group**

**Bernardo Mascarenhas**, Partner, **Turim Family Office & Investment Management**

**Bhavika Vyas**, Vice President, **Goldman Sachs**

**Susanne Forsingdal**, Managing Director, **Allianz Capital Partners**

**Roberto Alexandre Hesketh**, Alternative Investment Specialist, **Real Grandeza**

### 5:00 Chairman's Closing Remarks

**José Eduardo Carneiro Queiroz**, Managing Partner, **Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados**

**Maurizio Levi-Minzi**, Partner, **Debevoise & Plimpton**

### 5:10 Close of Conference