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Latin America 2014

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26 May 2015 | Four Seasons Hotel, Miami, FL

The leading conference for Latin  
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NEW ONE DAY FORMAT AND PRICING!

# OUR STORY

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Terrapinn's Private Equity World Latin America has been running for eight years. On May 26th, 2015, our ninth annual event will bring together more pensions, endowments, family offices and private equity funds than ever before.

Through a combination of strategic keynote presentations, insightful case studies, interactive roundtable discussions and abundant 1-2-1 partnering meetings, Private Equity World Latin America gives you the opportunity to design your own conference experience so your time away from the office is well spent. The event is co-located with the Real Estate Investment World America, meaning all the people you need to partner with across the industry are all there waiting to meet you, especially the LPs who invest in both the private equity and real estate sectors.

Past headliners from Private Equity World Latin America have included investing firms such as **Chey Chase Trust, WE Family Offices, CV Advisors, Coral Gables Trust, AFP Profuturo, YMCA Retirement Fund**, just to name a few. These LPs have been coming year after year in order to do business with some of the best private equity firms such as **HIG Capital, Southern Cross Group, Advent International, Riverwood Capital, and Alta Ventures**. We're continuing our impressive track record in 2015 as we have executive level participation from top tier LPs and GPs such as Integración **AFAP S.A., Beamonte Investments, Fondo de Fondos, Bricapital, NorteSur, and Morgan Stanley Alternative Investment Partners**.

If you want to meet institutional investors and private equity funds, there is no better event and Terrapinn has consistently had the best ratio of allocators to fund managers compared to any other event in Miami. If you want to do business at an event in this sector, this is the platform to propel you forward.

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**David Brillembourg Capriles**

Chairman and CEO

**Brillembourg Merchant Bankers**

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**Luis Trevino**

Managing Director

**Beamonte Investments**

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**Walter O'Leary**

Founding Partner

**WOL Partners**

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**Martín Rodríguez**

Gerente de Inversiones














**Integración AFAP S.A.**

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## LPS, FUND OF FUNDS, AND ADVISORS

	<b>Martín Rodríguez</b> , Gerente de Inversiones, <b>Integración AFAP S.A.</b>		<b>Luis Trevino</b> , Managing Director, <b>Beamonte Investments</b>		<b>Federico Schiffrin</b> , Director, Head of US and LatAm Private Equity Investments, <b>Unigestion</b>
	<b>Sebastián Miralles</b> , Director of Venture Capital and Mezzanine, <b>Fondo de Fondos</b>		<b>Al Samper</b> , Former Advisor to the Board, <b>CERN Pension Fund</b>		<b>Santiago Manfredi</b> , Managing Partner, <b>Buenaventura Group</b>
	<b>Nicolas Sorensen</b> , Chief Business Development Officer, <b>NorteSur</b>		<b>David W. McCombie III</b> , Founder and Chief Executive Officer, <b>McCombie Group</b>		<b>Russell Deakin</b> , Partner, Director of Investments and Advisory Services, <b>Providence Private Markets</b>
	<b>Rodney Lake</b> , CIO, <b>The Benvall Group</b>		<b>Benno Raeber</b> , Partner, <b>Global Connecta</b>		<b>Andrew Murray</b> , Executive Director, <b>Morgan Stanley Alternative Investment Partners</b>
	<b>Walter O'Leary</b> , Founding Partner, <b>WOL Partners</b>		<b>Leandro A. Festino</b> , Managing Principal, <b>Meketa Investment Group</b>		<b>Reynaldo Sandoval</b> , Vice President, <b>Pinebridge</b>
	<b>Mohammad Al-Duaij</b> , Managing Director, <b>Alea Global Group</b>		<b>Anthony Ritossa</b> , President, <b>Ritossa Family Office</b> , Chairman, <b>EU Sovereign &amp; Investment Advisory Board</b>		<b>Brian Kabot</b> , Partner, <b>Riverloft Capital</b>
	<b>Jay Lipsey</b> , Partner, <b>McCombie Group</b>				

## GPS AND INDUSTRY LEADERS

	<b>Hector Cateriano</b> , CEO & Managing Partner, <b>Mas Equity Partners</b>		<b>David Brillembourg Capriles</b> , Chairman and CEO, <b>Brillembourg Merchant Bankers</b>		<b>Alex Rossi</b> , Managing Partner, <b>LIV Capital</b>
	<b>Erik Bethel</b> , Managing Director, <b>Darby Private Equity</b>		<b>Jocelyn Cortez-Young</b> , Managing Partner, <b>Minerva Capital</b>		<b>Alexander Chalmers</b> , Managing Director, <b>Avenida Capital</b>
	<b>Thomas L. Ferré</b> , Private Equity Manager, <b>Microvest</b>		<b>George Osorio</b> , Managing Partner, <b>Conduit Capital Partners</b>		<b>Maximiliano Del Vento</b> , Vice President, <b>Partners Group</b>
	<b>Gustavo Eiben</b> , Managing Director, <b>The Rohatyn Group</b>		<b>Jose Lopez-Portillo</b> , Co-founder and Managing Partner, <b>Pedralbes Partners</b>		<b>Doug Hewson</b> , Managing Partner, <b>Portland Private Equity</b>
	<b>Nitin Motwani</b> , Principal, <b>Miami Worldcenter</b>		<b>Jose Gelabert-Navia</b> , Regional Director, Latin America, <b>Perkins + Will</b>		

# 10

## reasons to attend

- 1 Sit on a roundtable with Federico Schiffrin, **Unigestion's** Director and Head of US and LatAm Private Equity Investments, and discuss working with GPs, family offices, and fund sponsors
- 2 Hear David Brillembourg Capriles, Chairman and CEO of **Brillembourg Merchant Bankers**, address frontier markets and the impact of oil & gas prices on investments
- 3 Debate with LPs from Uruguayan pension fund, **Integración AFAP S.A.**, and family offices like **Beamonte Investments** and **WOL Partners** on why they are piling into LatAm investments
- 4 Discuss with social impact investing firm, **Minerva Capital**, on working with people instead of designing solutions for people
- 5 Hear from LPs like **Morgan Stanley Alternative Investment Partners** or Chile's **NorteSur** on exit strategies and liquidity factors
- 6 Determine the most efficient deal sourcing strategy with **Fondo de Fondos**, **McCombie Group**, **Mas Equity Partners**, **Pinebridge** and **Partners Group**
- 7 Decide if illiquidity is justified in Latin American markets with **Meketa Investment Group's** Managing Principal, Leandro Festino
- 8 Find out if the maturity of solar power makes renewables more attractive with **Portland Private Equity's** Managing Partner, Doug Hewson
- 9 Learn how to find deals in low-middle markets with family offices like **Buenaventura Group**
- 10 Network with end investors from **EU Sovereign & Investment Advisory Board**, **Bremen Capital Group** and **LTG Group**, as the event concludes with the cocktail reception

8:00 Breakfast and registration

9:00 **Chairman's Opening Remarks**  
**Russell Deakin**, Partner, Director of Investments and Advisory Services, **Providence Private Markets**

9:10 **Keynote Q&A: Frontier Markets And The Impact Of Oil & Gas Prices On Investments**

- Will the imbalance of supply and demand continue through 2015?
- How can we mitigate concerns of economic and regulatory developments magnifying volatility?
- Can we stabilize the decline in oil exports by stimulating demand for non-oil imports and investments?

**Q: Al Samper**, Former Advisor to the Board, **CERN Pension Fund**  
**A: David Brillembourg Capriles**, Chairman and CEO, **Brillembourg Merchant Bankers**

9:30 **Real Estate Crowdfunding - An Alternative Way To Invest In Quality Institutional Real Estate Projects Located In Major Markets**

- Enabling smaller investors to reap benefits of institutional grade real estate in Manhattan
- A portfolio of \$800MM - learn how affluent individuals from 32 countries are investing in NYC real estate
- How to include commercial real estate in your client's portfolio through your Bloomberg terminal

**Rodrigo Niño**, CEO, **Prodigy Network**

9:45 **LP Panel Debate: Why Are Investors Piling Into LatAm PE In The Midst Of A Downturn?**

- Direct investments vs. manager allocation; what is the highest fee structure to accept through manager allocation?
- The collapse of commodities, currency depreciation, public market volatility, and political uncertainty has slowed growth. When will the next wave of exits occur?
- In 2013 and 2014, nearly half of closed deals were from technology related businesses. Is this sector now oversaturated?

Moderator: **Rodney Lake**, CIO, **The Benval Group**  
**Luis Trevino**, Managing Director, **Beamonte Investments**  
**Walter O'Leary**, Founding Partner, **WOL Partners**  
**Martín Rodríguez**, Gerente de Inversiones, **Integración AFAP S.A.**

10:25 Speed Networking & Morning Break

## PRIVATE EQUITY STREAM

### INTERACTIVE ROUNDTABLE DISCUSSIONS

11:15 **1** Mobile Money: Bottom Of The Pyramid Financial Investments  
 Host: **Thomas L. Ferré**, Private Equity Manager, **Microvest**

**2** Venezuelan Privatization: How Will This Create New Opportunities In O&G?  
 Host: **Al Samper**, Former Advisor to the Board, **CERN Pension Fund**

**3** Renewable Energy: Wind vs. Hydro In The Southern Cone  
 Host: **Benno Raeber**, Partner, **Global Connecta**

**4** Co-Investments and Deal Sourcing: Working With GPs, Family Offices, and Fund Sponsors  
 Host: **Federico Schiffrin**, Director, Head of US and LatAm Private Equity Investments, **Unigestion**

**5** Direct Deals: Finding Deals In Low-Middle Markets In Manufacturing, Distribution, Agriculture, and Import-Exporting Businesses  
 Host: **Santiago Manfredi**, Managing Partner, **Buenaventura Group**

**6** Secondary Investments: Will small and mid-cap buyouts prosper through all phases of the economic cycle?  
 Host: **Andrew Murray**, Executive Director, **Morgan Stanley Alternative Investment Partners**

**7** It's Not All About Energy: The Impact Of Other Major Reforms On Growth Investments In Mexico  
 Host: **José López-Portillo**, Managing Partner, **Pedralbes Partners**

## REAL ESTATE STREAM

### PRESENTATION

11:15 Private Capital vs. Public Capital

- Is there a preferred route for different sectors or countries?
- Private capital advantages
- Public capital advantages
- Case studies of successful transactions

**Wenceslao Bunge**, Managing Director, Global Co-Head of Real Estate Group, **Credit Suisse**

### PRESENTATION

11:35 Is Hospitality Delivering The Strongest ROI?

- Demystifying the hospitality business and the role of real estate
- Owner vs. Manager: best deal structure to boost profitability
- Pestana investment case

**João Pinto Coelho**, Board Member, Corporate Finance, **Pestana Hotel Group**

### PRESENTATION

11:55 Building Government Subsidized Communities In Brazil

- Creating new hubs of transportation
- Inflation rates and the perspective from the local economy
- Government corruption and financing issues

**Marcos Freire**, CEO, **NPAR/NG8**



PRIVATE EQUITY STREAM

INTERACTIVE ROUNDTABLES

12:05

- 1 Brazilian Politics: Crisis Or Opportunity? The Political Landscape, Currency, And Drought  
Host: **Rodney Lake**, CIO, **The Benvall Group**
- 2 Energy: How Can We Capitalize On Low Oil Prices With Renewable Energy Investments In Latin America  
Host: **Erik Bethel**, Managing Director, **Darby Private Equity**
- 3 Energy: Does The Maturity Of Solar Power Make Renewables More Attractive?  
Host: **Doug Hewson**, Managing Partner, **Portland Private Equity**
- 4 Social Impact Investing: Working With People Instead Of Designing Solutions For People  
Host: **Jocelyn Cortez-Young**, Managing Partner, **Minerva Capital**
- 5 Alternative Lending Strategies vs. Debt Funds: Liquidity, Debt, Yield Curves, High Risk Companies And Achieving Double Digit Returns  
Host: **Russell Deakin**, Partner, Director of Investments and Advisory Services, **Providence Private Markets**

REAL ESTATE STREAM

PANEL- REAL ESTATE

12:15

- Which Sectors And Countries Are Offering The Best Returns?
- How will macroeconomic and political factors affect investment decisions in Brazil?
  - Will added tax and legal fees from reforms in Mexico turn away investors?
  - The impact of the Petrobras bribery scandal on real estate companies
  - Oversupply of office developments in São Paulo
  - Distressed homebuilders; how risky are these investments?
- Moderator: **Pedro Azcué**, President & CEO, **JLL México**
- Alfonso Munk**, Managing Director, Chief Investment Officer, **Americas Prudential Real Estate Investors**
- Peter Ciganik**, Managing Director, **GTIS Partners**
- Mohammad Al-Duaij**, Managing Director, **Alea Global Group**

12:55

**Downtown Miami: The New Capital For Private Equity, Over 100 Alternative Investment Companies Downtown, HNW Investors And Resources To Help You Expand Or Relocate**  
**Nitin Motwani**, Principal, **Miami Worldcenter**

1:00

Networking Lunch

PRIVATE EQUITY STREAM

PRESENTATION

2:15

Investing in Latin America – Perspective from a US investment advisor

- Have growth driving tailwinds receded?
- GDP growth and regional characteristics
- Are public markets capturing all consumer growth?

**Leandro A. Festino**, Managing Principal, **Meketa Investment Group, Inc.**

2:35

Latin Energy: Then and Now

- A historical perspective from the 1st ever managed PE fund
- Learning from experience and the pitfalls to avoid
- Is the investment thesis still relevant today?

PANEL

2:55

What Is The Most Efficient Strategy For Sourcing New Deals?

- Credibility, background checks, and inflated valuations
- Tactics to find off-market/proprietary deals
- Developing local networks and accessing hidden deals

Moderator: **David W. McCombie III**, Founder and Chief Executive Officer, **McCombie Group**

**Hector Catteriano**, CEO & Managing Partner, **Mas Equity Partners**

**Sebastián Miralles**, Director of Venture Capital and Mezzanine, **Fondo de Fondos**

**Maximiliano Del Vento**, Vice President, **Partners Group**

**Reynaldo Sandoval**, Vice President, **Pinebridge**

REAL ESTATE STREAM

INTERACTIVE ROUNDTABLES

2:15

- 1 Liquidity: Providing Liquidity To Residential Investors In Peru, Mexico, and Colombia  
Host: **Gregorio Schneider**, Founder, Managing Partner, Chief Investment Officer, **TC Latin America Partners**
- 2 Economics: How is devalued currency in secondary markets affecting investments?  
Host: **Paul Koch**, CEO, **Altasol Real Estate Investment Management**

INTERACTIVE ROUNDTABLES

2:55

- 1 Global Emerging Markets: Parallels and Differences Between LatAm, Europe, and Asia. What Can We Learn From These Varying Geographies?  
Host: **Alejandro Stochetti**, Director, **AS+GG**
- 2 Colombia: Middle Income Residential, Retail, and Mixed Use Opportunities  
Host: **Alexander Chalmers**, Managing Director, **Avenida Capital**

3:35

Afternoon Networking Break

4:35

**Case Study: Healthcare in Latin America - The Public-Private Design/Build/Finance Model**

- Business model of the \$200M Hospital in Lima Peru
- Increasing imports and exports for the healthcare supply sector and joint funding from public and private institutions
- The importance of total transparency and can we replicate this model throughout the region?

**Jose Gelabert-Navia**, Regional Director, Latin America, **Perkins + Will**

4:55

**Panel: The Exit Debate - Corporate Acquisitions, Secondary Deals, and Non Traditional Paths**

- Increase in 2014 exits, generating over \$4.64B. Will this trend continue in 2015?
- Is there still room for small PE and RE firms to compete with the biggest players?
- Corporate acquisitions vs. secondary deals - is there another option to exit?

Moderator: **Nicolas Sorensen**, Chief Business Development Officer, **NorteSur**

**Andrew Murray**, Executive Director, **Morgan Stanley Alternative Investment Partners**

**Alex Rossi**, Managing Partner, **LIV Capital**

**Gustavo Eiben**, Managing Director, **The Rohatyn Group**

5:35

Chairman's Closing Remarks

5:40

Networking Cocktail Reception

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All attendees are invited to download our networking app to enable them to get organized before the event.

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