

The logo for the abvcap 2017 conference features three overlapping blue arches above the text 'abvcap2017' in a bold, lowercase sans-serif font, with 'CONFERENCE' in a smaller, uppercase sans-serif font below it.

# abvcap2017 CONFERENCE

## Agenda

**5<sup>th</sup> and 6<sup>th</sup> June**

Teatro Santander  
São Paulo

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# PRE-CONFERENCE AGENDA

**MONDAY**  
JUNE 5TH, 2017

CLOSED MEETING – TO ABVCAP MEMBERS ONLY

8:00	Registration for closed meetings
09:00 – 10:30	<b>GENERAL PARTNERS COMMITTEE MEETING</b>
	<b>CLOSED MEETING – to ABVCAP members only</b>  MODERATOR • JUAN CARLOS FÉLIX Managing Director and Co-Head, The Carlyle Group South America and Head of the General Partners Committee, ABVCAP  SPEAKERS • CASSIO GOUVEIA Head of Financial Sponsors, Itaú BBA • GIANCARLO MATARAZZO Partner, Pinheiro Neto Advogados
10:30 – 12:00	<b>TECHNICAL MEETING</b> Fair value for PEVC fund portfolio
	<b>CLOSED MEETING – to ABVCAP members only</b>  MODERATORS • FRANCISCO SANCHEZ NETO Founding Partner, Lions Trust and Vice President, ABVCAP • JOÃO SANTOS Partner, PwC • LUIZ EUGENIO FIGUEIREDO Head of Alternative Investments, BNP Paribas Asset Management Brasil, and Head of the Regulation Committee, ABVCAP
	<b>The international experience</b>
	SPEAKER • NICOLAS BALLIAN Director, Valuation Advisory Services Practice/SP, Duff & Phelps
	<b>FIPs adjustments to comply with ICVM 579</b>
SPEAKER • OSVALDO ZANETI FAVERO Office of the Chief Accountant, Securities Commission of Brazil (CVM)	

# ABVCAP 2017 CONFERENCE AGENDA

## MONDAY JUNE 5TH, 2017

11:00	Registration	
12:00 – 13:30	Networking Lunch	sponsored by: 
13:30 – 13:45	Welcome remarks	
		<ul style="list-style-type: none"><li>• FERNANDO BORGES Managing Partner and Co-head , The Carlyle Group South America; President, ABVCAP</li></ul>
13:45 – 14:15	Session 1 Opening Keynote	
		<ul style="list-style-type: none"><li>• ELIANE LUSTOSA Capital Markets Director, BNDES</li></ul>
14:15 – 14:55	Session 2 The Brazilian PE&VC industry: how it fits in the global landscape? Numbers and deals	
		<ul style="list-style-type: none"><li>• ANDREA MINARDI Professor, Inspere; Member of the Executive Committee of BALAS (Business Association of Latin American Studies)</li><li>• FRANK MORGAN President, Collier Capital</li><li>• RAPHAEL VIANNA Director, KPMG</li></ul> <p>MODERATOR</p> <ul style="list-style-type: none"><li>• LUIZ EUGENIO FIGUEIREDO Head of Alternative Investments, BNP Paribas Asset Management Brasil and Head of the Regulation Committee, ABVCAP</li></ul>
14:55 – 15:30	Session 3 The new valuation rules: challenges in the transition phase and potential impact on the fund portfolio	
		<ul style="list-style-type: none"><li>• CARLOS ASCIUTTI Partner of Transaction Services Markets Area, EY Brasil</li><li>• ROBERT MALAGON Managing Director, Duff &amp; Phelps</li></ul> <p>MODERATOR</p> <ul style="list-style-type: none"><li>• FRANCISCO SANCHEZ NETO Founding Partner, Lions Trust; Vice President, ABVCAP</li></ul>
15:30 – 16:00	Networking Break	sponsored by: 

16:00 – 16:45

Session 4 Interview: a macroeconomic overview in Brazil and in the world

- ALESSANDRA RIBEIRO Director of the Department of Macroeconomic and Political Analysis, Tendências Consultoria
- FERNANDO HONORATO BARBOSA Chief Economist, Bradesco; Vice President of the Macroeconomic Committee, Anbima
- FERNANDO MACHADO GONÇALVES Superintendent of Macroeconomic Research, Itaú Unibanco

INTERVIEWER

- RICARDO BOECHAT Journalist

16:45 – 17:30

Session 5 Infrastructure – PE investments in the public-private partnerships

- FELIPE PINTO Partner, Pátria Investimentos
- LUIZ ILDEFONSO SIMÕES LOPES Senior Managing Partner, Brookfield Asset Management (BAM); Chief Executive Officer (CEO), Brookfield Brazil
- MARCELO RESENDE ALLAIN Secretary of Investment and Partnerships, Presidency of the Brazilian Republic

MODERATOR

- CARLOS AUGUSTO CARNEIRO Portfolio Manager for PE/VC Funds, BNDESPar and Head of Infrastructure Committee, ABVCAP

17:30 – 18:00

Session 6 The fundraising scenario: The global and local competition for resources

- CARLOS EDUARDO MARTINS Partner, Vinci Partners
- CRISTIANO GIOIA LAURETTI Managing Director and Head of Private Equity, Kinea Private Equity; Board Member, ABVCAP
- JAIME CARDOSO Co-Head, Bozano Investimentos
- MAURO FINATTI Partner, Grupo Stratus

MODERATOR

- MARINA PROCKNOR Partner, Mattos Filho; Board Member, ABVCAP

18:00 – 18:10

Press Award

18:10 – 19:30

Cocktail

**TEUESDAY**  
**JUNE 6TH, 2017**

<b>7:30 – 11:00</b>	<b>LP morning</b> <ul style="list-style-type: none"><li>· Closed event to LPs-only</li><li>· Registration: 2nd Floor</li></ul>
<b>07:30 – 08:00</b>	<b>Welcome coffee</b>
<b>08:00 – 10:00</b>	<b>Session 7 6th Export Venture Forum</b> <p>10 matured companies looking to expand its business outside of Brazil will make brief presentations.</p>
<b>10:00 – 10:30</b>	<b>Networking Break</b> sponsored by: 
<b>10:30 – 11:10</b>	<b>Session 8 Fintechs and their role in disrupting financial institutions</b> <ul style="list-style-type: none"><li>· ERICK WARNER DE CARVALHO Managing Director, Santander Securities Services</li><li>· HUMBERTO MATSUDA Managing Partner for Early Stage Investments, Performa Investimentos; Board Member, ABVCAP</li><li>· PIERO CONTEZINI CEO, AsaaS</li></ul> <p>MODERATOR</p> <ul style="list-style-type: none"><li>· RODRIGO VIEIRA Partner, TozziniFreire Advogados</li></ul>
<b>11:10 – 11:50</b>	<b>Plenary Session 9 Education – Investing in knowledge is a good deal</b> <ul style="list-style-type: none"><li>· ANDRÉ DABUS SALOMÃO Managing Partner, Kinea Private Equity</li><li>· BEATRIZ AMARY Director, Actis</li><li>· EDSON PELI Director, The Carlyle Group South America</li></ul> <p>MODERATOR</p> <ul style="list-style-type: none"><li>· JOÃO RABELO Director of Transaction Services, Deloitte</li></ul>
<b>11:10 – 11:50</b>  2nd floor	<b>Parallel Session 9 Impact investing in Brazil</b> <ul style="list-style-type: none"><li>· BETO SCRETAS ICE</li><li>· DANIEL IZZO Partner, Co-founder and CEO, Vox Capital</li><li>· ROBERT BINDER President, Antera Gestão de Recursos S/A</li><li>· VALERIA GELSI Equity Officer, Oikocredit</li></ul> <p>MODERATOR</p> <ul style="list-style-type: none"><li>· HENRIQUE MARTINS DE ARAUJO Senior Specialist in Impact Investing, IDB/FOMIN</li></ul>

11:50 – 12:30

Plenary Session 10 **Secondaries as an exit strategy for portfolio investments**

- DEXTER B. BLAKE Managing Director, Duff & Phelps
- RENATO WEISS Vice President, Lexington Partners
- RICARDO FERNANDEZ Managing Director and Head brasil, Hamilton Lane

MODERATOR

- EDUARDO CABRERA Chairman and CEO, Mazars Cabrera

11:50 – 12:30

2nd floor

Parallel Session 10 **The venture capital ecosystem: From the angel to the exit, how to secure the flow of investments in the asset class?**

- CAMILA FARANI President, Gávea Angels
- CARLOS KOKRON Vice President, Qualcomm, Managing Director, Qualcomm Ventures in Latin America
- LEOPOLDO SCHIPMAN DE LIMA Investment Director, CVentures
- SANTIAGO FOSSATI Principal, Kaszek Ventures

MODERATOR

- JOSÉ ALBERTO ARANHA Vice President, Anprotec

12:30 – 13:30

Networking Lunch

13:30 – 14:10

Session 11 **The political scenario and its impact on the long-term investments**

- BOLÍVAR LAMOUNIER Political Scientist and Senior Partner, Augurium Consultoria
- VERA MAGALHÃES Journalist, O Estado de São Paulo

MODERATOR

- PIERO MINARDI Managing Director, Warburg Pincus; Vice President, ABVCAP

14:10 – 14:50

Session 12 **The regional potential: Latin America**

- DANIEL ARIPPOL Principal, Quilvest
- JUAN CARLOS FÉLIX Managing Director and Co-Head, The Carlyle Group South America, and Head of Asset Managers Committee, ABVCAP
- MARIO SPINOLA Managing Partner, Victoria Capital
- RODOLFO SPIELMANN Managing Director, CPPIB South America

MODERATOR

- SUSANA GARCIA-ROBLES  
Leader of MIF Venture Capital Funds and Senior Advisor to MIF Management

14:50 – 15:30

### Session 13 IPOs – A new cycle?

- ALLAN HADID Partner, BTG Pactual; COO, BTG Pactual Global Asset Management
- BRUNO SARAIVA Director of Investment Banking, Bank of America Merrill Lynch
- CRISTIANA PEREIRA Managing Director of Listings and Issuer Development, B3

MODERATOR

- SERGIO SPINELLI Partner, Mattos Filho

15:30 – 16:00

### Networking Break

sponsored by:



16:00 – 16:40

### Session 14 Healthcare companies – are they more attractive to global investors?

- BRENNO RAIKO Director, Advent International
- FERNANDO PEREIRA Director, Pátria Investimentos
- PRISCILA RODRIGUES Partner, Bozano Investimentos

MODERATOR

- EDUARDO PAOLIELLO Partner, Pinheiro Neto Advogados

16:40 – 17:20

### Session 15 The view of limited partners

- CHRISTIAN KVORNING Investment Director, PKA
- GABRIEL GOMES Head of Venture Capital and Private Equity Investments, BNDES
- RENATO WEISS Vice President, Lexington Partners

MODERATOR

- DUNCAN LITTLEJOHN Partner, Stepstone

17:20

### Closing Remarks

- ARY OSWALDO MATTOS FILHO Founding Partner, Mattos Filho

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