

200+ attendees last year
50+ industry speakers
15 panel presentations
8 key focus areas
6+ hours of networking
2nd annual show

Key speakers include:



Pedro Pablo Kuczynski
 Senior Advisor
The Rohatyn Group
 Former Prime Minister
 Government of Peru



Patrice Etlin
 Partner
Advent International



Alejandro Schwedhelm
 Managing Director,
 Financial Services
Darby Overseas
 Investment Limited



Jesus Arguelles
 Investment Officer
California Public Employees
 Retirement System



Carlos Alberto Rosa
 Investment Officer
Gerente de Participações
 – FUNCEF



David Turner
 Managing Director
The Guardian Life Insurance
 Company of America



Ana Vigon Tabar
 Managing Director and Head of
 Latin America Private Equity
AIG Capital Partners



Bernard McGuire
 Director, Investment Funds
Overseas Private Investment
 Corporation

**Post-conference
 workshop**

**Raising assets for
 private equity funds**

Friday, June 6th, 2008

PR | VATE EQU | TY WORLD

Latin America 2008

June 4th – 6th, 2008, The Conrad Hotel, Miami, FL



Seek out new opportunities.

Network with GPs, LPs and entrepreneurs who harness growth and forge deals in Latin America

- **Gain insight** from the region's leading GPs in a roundtable discussion on recent deals and future regional outlook
- **Compare** your investment challenges with institutional investors who have private equity holdings in Latin America and emerging markets worldwide
- **Network** with GPs and LPs who have invested in Brazil, Mexico, Colombia, Chile, Central America and beyond
- **Showcase and expand** your own perspective by engaging with panelists during sessions on the latest exit strategies, the evolution of private equity in Latin America, the use of leverage and more

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Organized by:



CURTIS, MALLAT-PRIVOST, GOLT & MOBLE LLP



Seek out new opportunities.

Harness growth and discover sectors, institutions, economic tr

As Latin America countries position themselves to take the mantle of true emerging markets, private equity opportunities grow increasingly complex. Private equity and hedge funds are now competing for deals and investors. You can benefit from the new developments as economic realities point to emerging markets as sources of stability in a diversified portfolio.

Maybe you invest in Brazil which retains the reputation as the most viable market for private equity investments. You may be looking to Mexico and beyond for the business opportunities that will generate returns. No matter where you chose to invest, the groundwork lain down by your peers is an invaluable source of information.

At **Terrapinn's second annual *Private Equity World Latin America 2008***, the region's leading private equity GPs, LPs, investment bankers, lawyers and entrepreneurs will share the creativity and vision that has allowed them generate returns and successfully grow businesses. The forum consists of keynote presentations and talk show style panels allowing for our diverse speakers and delegation to interact in three days of debate and discussion about the challenges and opportunities on the horizon for private equity investors in Latin America.

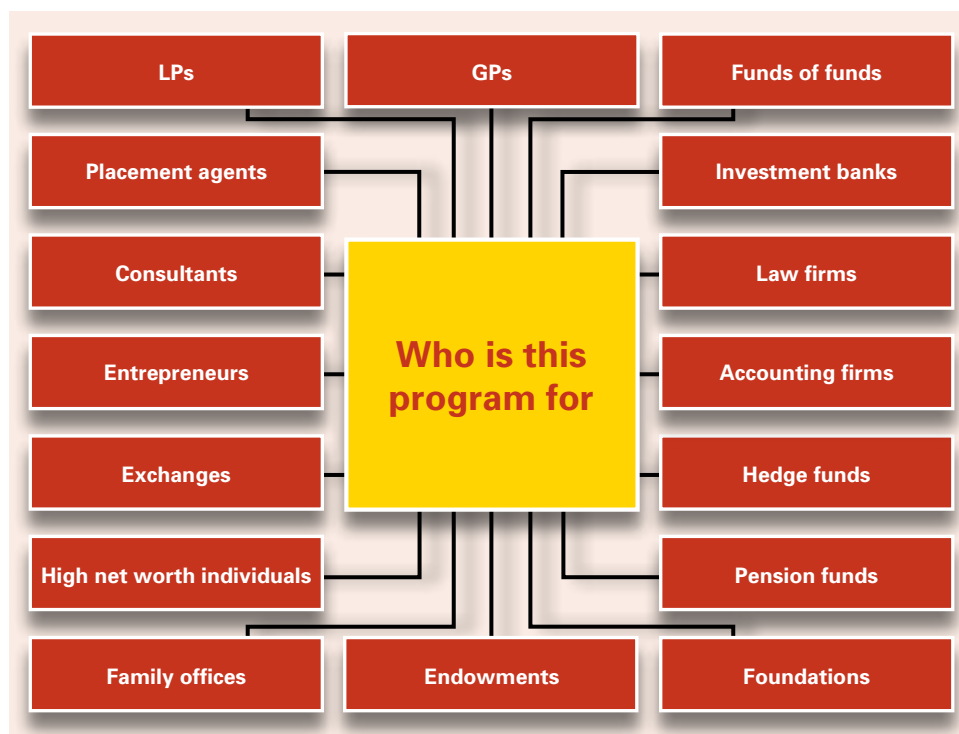
Networking opportunities abound:

Lessons learned from GPs, LPs and entrepreneurs:

- How to approach investors about integrating Latin America into their emerging markets portfolio
- Comparing Latin America to other emerging markets
- Hear case studies of successful exits from Brazil, Mexico, Colombia, Chile and the region at large
- Which sectors and countries promise to dominate 2008-2009?
- Consider how to add value for entrepreneurs beyond financing

Banks, law firms, exchanges and service providers:

- Demonstrate your insights into regulatory and tax changes to the rest of the region
- Show GPs how to use or increase leverage
- Advise private equity investors on public markets
- Discuss opportunities for cross border investments and multi-national corporate partners
- Apply your experience to panels on what due diligence is needed for continued growth in Latin American markets



“ Relevant content and good networking. An excellent opportunity to keep pace with the rapidly changing Latin American private equity environment ”

Luis Perezcano
Managing Partner
Nafta Fund

The Terrapin

- Real case studies presented by local and international experts
- PowerPoint actively discouraged, interaction and humor encouraged
- Q&A sessions a formal part of proceedings
- Panel sessions creating a talk show format rather than a lecture
- Buffet lunches that make networking happen
- Cocktails to network and relax

ends and structures that are spurring Latin American investing

Key speakers include:



Jesus Arguelles
Investment Officer
**California Public Employees
Retirement System**

Jesús S. Argüelles is an Investment Officer in the CalPERS Alternative Investment Management (AIM) Program. CalPERS is the United States' largest public pension fund, with over \$250 billion in overall assets and over \$40 billion in private equity exposure. His responsibilities include sourcing, analyzing, negotiating, and monitoring venture capital and private equity investment opportunities. He manages a portfolio of domestic and international venture, buyout, and special situations partnerships. In addition, Jesús is responsible for managing the non-Asian emerging markets investment activities for the AIM Program.



Harry Krensky
Principal
Atlas Discovery Capital

Harry Krensky is a Founder and the Managing Partner of Discovery Americas Capital Partners and Discovery Americas I (a Mexican private equity fund), and serves on the Boards of Volaris (an airline) and Umbral (a real estate company). He is a Principal and Founding Partner of Atlas Capital Management with responsibility for overseeing the firm's risk management and business. He is a co-founder of Discovery Capital Management, LLC. Over the past 15 years, Mr. Krensky has managed hedge fund and private equity investments, and provided corporate finance and investment banking services in the emerging markets.



Arturo Saval
Managing Director
Nexus Capital

Arturo J. Saval Pérez, 48, joined Nexus Capital since 1998 as Partner and Managing Partner of ZN Mexico Funds. Mr. Saval has over 25 years of experience in investment and commercial banking. Mr. Saval has participated in numerous debt, private and public equity transactions, as well as multiple advisories. Prior to joining Nexus Capital he served as Deputy Managing Director at Santander Investment Mexico. Previously, he held senior positions at Grupo Financiero GBM-Atlántico, Interacciones, and Grupo Serfin, where he served as member of the boards and investment committees of several financial entities and investment funds.



Scott Swensen
Chairman
Conduit Capital Partners

Scott Swensen is the Lead Investment Manager for the Latin Power Funds. Scott joined Scudder, Stevens & Clark (a predecessor company to Zurich Scudder Investments), in 1993 as Lead Investment Manager for Latin Power I. Before Scudder was acquired by Deutsche Bank AG, Mr. Swensen headed Scudder's Special Investments Group that included Private Equity, Private Debt, Closed-End Funds and Hedge Funds. Before joining Scudder, he spent eleven years in corporate and project finance at the Chase Manhattan Bank and subsequently nine years at BNP Paribas.



Maria Kozloski
President
**JER Emerging Market
Opportunities**

Maria Kozloski is President of the Fund of Funds Business of the J.E. Robert Companies (JER). Ms. Kozloski has 16 years of experience focused exclusively on the emerging markets. Prior to joining JER in 2007, Ms. Kozloski was Manager of the Private Equity and Investment Funds Department of the International Finance Corporation (IFC), the private sector arm of the World Bank Group, where she oversaw new fund commitments worldwide for a US\$1.7 billion private equity portfolio.



Thomas McDonald
Chief Strategy Officer
**Equity International
Properties Ltd.**

Thomas McDonald is chief strategic officer of Equity International. Mr. McDonald has been associated with the Company since its inception in 1999 and is primarily responsible for building and optimizing the Company's partner relationships. He is a director of various portfolio companies, including Gafisa (BZ:GFSA3, NYSE:GFA), BR Malls (BZ:BRML3) and Parque Arauco (CI:PARAUO). Mr. McDonald joined Equity International in 1999 from Anixter International, a global provider of network infrastructure solutions and services.

“Excellent opportunity to meet people in the industry and to keep up to date with trends”

Robinson Goy
Manager, Corporate &
Investment Banking
Banco Popular Dominicano

n difference



- Contact: facilitating before, during and after event networking
- Speed networking enabling everyone to meet everyone
- Cocktails to network and relax
- A year long, extensive marketing campaign
- Real value for sponsors and speakers
- Music: tune into the event theme

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Seek out new opportunities.

BIG PICTURE: LATIN AMERICAN CAPITAL MARKETS AND THEIR ROLE ON THE WORLD STAGE

Conference chair:

Matthew Cole, Partner, **North Bay Equity Partners**

9:00 Keynote address: How greater discretionary spending and the growth of a middle class supports the economies of Latin American countries.

- Systematic trends leading to rising income levels
- Sector and industry overview
- Country specific analysis

Pedro Pablo Kuczynski, Senior Advisor, **The Rohatyn Group**, Former Prime Minister, **Government of Peru**

9:30 Panel: Chief economist roundtable

- Specific effects of Free Trade Agreements on local economies and investment opportunities
- Appreciation of local currency
- How does the globalization of Latin American companies spur growth in the region?
- Which countries are making investments in infrastructure to support business growth?
- Moving away from commodities and towards more intellectual capital based industries

Dr. Manuel Ramos Francia, General Director of Economic Research, **Central Bank of Mexico**

10:15 Morning coffee

10:45 Panel: GP executive roundtable

- Outlook on IPOs and other exit opportunities
- Availability of leverage
- Review of the top deals of 2007-08
- What are the best cities to do business?
- Overcoming market concentration for global opportunities
- Sector drilldown

Roger Berry, Managing Partner, **Liberty Global Partners**

Patrice Etlin, Partner, **Advent International**

Nicolas Wollak, Managing Partner, **The Axxon Group**

Alejandro Schwedhelm, Managing Director, Financial Services,

Darby Overseas Investment Limited

Jeronimo Bosch, Managing Director, **Pegasus Capital**

Dirk Donath, Managing Director, **Eton Park Capital**

Management

PRIVATE EQUITY AND THE GREATER ECONOMY

11:30 Panel: Evolution of private equity in Latin America

- The rise of sector or country specific specialists
- How do hedge funds investing in private equity impact the market?
- The role of secondary funds in private equity projects
- Unconventional investment structures
- Cross border investments in private equity

Olaf Neubert, Managing Partner, **Hedges Capital Inc.**

Duncan Littlejohn, Latin American Representative,

Paul Capital

Peter Darrow, Partner, **Mayer Brown**

Cate Ambrose, Executive Director, **Latin American Venture Capital Association**

Ettore Biagioni, Managing Director, **Alothon Group**

12:15 Panel: The growing availability of leverage in Latin America

- Investing using mezzanine debt
- Reviewing the covenant
- Barriers to using debt financing in Latin America

Luis Perezcano, Managing Partner, **NAFTA Fund**

Katherine Downs, Director, **EMP Global**

1:00 Networking lunch

THE LP'S PERSPECTIVE: PRIVATE EQUITY AND THE INSTITUTIONAL PORTFOLIO

2:15 Panel: The role of emerging market private equity holdings in pension funds, insurance companies, endowments and other institutional funds

- How much should be in private equity?
- Diversification within the region
- Exit strategies
- Regulatory issues of concern to institutional investors

Juan Felipe Munoz, President, **The Otun Group**

Jesus Arguelles, Investment Officer, **California Public**

Employees Retirement System

Carlos Alberto Rosa, Investment Officer,

Gerente de Participações – FUNCEF

David Turner, Managing Director, **The Guardian Life Insurance**

Company of America

Federico Patino, Deputy Director of Investment Banking, **NAFINSA**

3:00 Speed networking

3:40 Afternoon coffee

4:00 Legal and tax aspects of structuring transactions in Latin America

- How to design investment vehicles that work from a legal perspective
- Analysis of investment mechanisms and incentives in Brazil and Mexico
- Structuring cross border secured finance transactions

Claudio Prado, Principal, **Trench Rossi e Watanabe Advogados**

Andres Ochoa-Bunsow, Principal, **Baker & McKenzie**

Philip von Mehren, Principal, **Baker & McKenzie**

DEVELOPING TRENDS IN EMERGING MARKETS PRIVATE EQUITY INVESTMENTS THROUGHOUT THE WORLD

4:30 Panel: Lessons learned from emerging markets in Eastern Europe, India and China

- How can Latin American private equity markets fundraise and position against other competing markets?
- What lessons can be learned from China, India and Eastern Europe?
- A comparison of private equity in developed versus emerging markets
- What laws allow for private equity investment?

Sarah Alexander, President, **Emerging Markets Private Equity Association**

Bernard McGuire, Director, Investment Funds Group, **Overseas Private Investment Corporation**

Eduardo Elejalde, Founding Partner, **Latin American Enterprise Fund Managers**

Umberto Pisoni, Senior Investment Officer, Private Equity

and Investment Funds Department, **International Finance**

Corporation, World Bank Group

Patricia Dinneen, Managing Director, **Sigular Guff**

Brian Kim, Managing Director, **Zephyr Management**

THE ENTREPRENEURS' PERSPECTIVE

5:15 Panel: Adding value beyond funding

- What are target companies' main value-added expectations from private equity funds beyond equity infusions?
- Examples of key initiatives funds are taking to improve value in their portfolio companies
- Are majority equity positions necessary to achieve these goals? What if things go wrong?
- Obstacles to active investing strategies in Latin America (e.g. legal, cultural, managers' time commitment)

Harry Krensky, Principal, **Atlas Discovery Capital**

Andreas Beroutsos, Director, **McKinsey & Company**

Jaime Corredor, Chairman and Shareholder, **UmbralCapital**

6:00 Close of day one

Seek out new opportunities.

EXIT STRATEGIES FOR LATIN AMERICAN INVESTORS: PRESENT AND FUTURE

8:45 **Panel: Public markets on a national and worldwide scale**

- Will Brazil's IPO market last?
- The role of Bolsa Mexicana
- Issuing an IPO on the international stage
- Taking a GP public

Peter Formanek, Analyst, **Southern Cross Group**
Arturo J. Saval, Managing Director, **Nexus Capital**

9:15 **Case study: Maxcom Telecomunicaciones initial public offering**

- U.S. federal and Mexican securities laws and stock market requirements involved in taking a Mexican company public in the U.S. and Mexico
- The restructuring of Maxcom's capital structure necessary to meet various legal and technical requirements
- The benefits and burdens of taking a foreign portfolio company public, including the potential for enhanced value and liquidity for the private equity investor

Margaret A. Gibson, P.C., Partner, **Kirkland & Ellis LLP**
Gerald T. Nowak, Partner, **Kirkland & Ellis LLP**

9:45 **Panel: Strategic buyers and other successful exit strategies**

- Selling to strategic buyers
- Selling to the secondary market
- Cross border mergers and acquisitions
- Buybacks from company founders
- Dual track processes in Latin America

Matthew Cole, Partner, **North Bay Equity Partners**
Luc Gerard, President, **Tribecapital Partners S.A.**
Julio Marquez, Managing Director, Head of Latin America, **Global Emerging Markets Group**
Pedro Paulo de Campos, Managing Partner, **Angra Partners**
Juan Pablo Pallordet, Vice President, **Citigroup Venture Capital International**

10:30 **Case study: Exit strategies in Central America**

Juan Carlos Rojas, Partner, **Mesoamerica**

10:50 Morning coffee

PREPARING TO INVEST: DUE DILIGENCE AND ORIGINAL OWNERS

11:15 **Panel: A guide to due diligence for private equity firms and corporates**

- Due diligence in choosing your management team
- How does due diligence differ in emerging markets versus developed markets?
- Due diligence in assessing family businesses
- Risk management, information technology, human resources, markets, taxation
- Whether to use a national or international accounting firm, or to bring due diligence in-house
- Assessing environmental and political risk

Steve Kargman, President, **Kargman Associates**
Maria Kozloski, President, **JER Emerging Market Opportunities**
Susana Garcia Robles, Senior Investment Officer, **Multilateral Investment Fund**

12:00 **Panel: Investing in family owned businesses**

- Sharing control with investors
- Internal management
- Due diligence with family businesses

Eric Peterson, Regional Managing Partner for Latin America, **Aureos Capital**
Erik Carlberg, Managing Director, **Alta Growth Capital**
Russell Deakin, Partner, **CRP Companhia De Participacoes**
James Sinclair, Partner, **CFS Partners**
Lawrence Goodman, Partner, **Curtis, Mallet-Prevost, Colt & Mosle, LLP**

12:45 Networking lunch

SECTOR OVERVIEW I: OPPORTUNITIES FOR GROWTH

2:15 **Panel: Energy as an infrastructure investment and as a natural resource**

- Public private partnerships
- Private infrastructure investing
- Power plants
- Oil and gas
- New developments in bio fuel
- Alternative energy sources

Steve Cowan, Managing Director, **PCG International**
Scott Swensen, Chairman, **Conduit Capital Partners**
Alexandre Tilmant, Head of Private Equity – Energy & Commodities, **BNP Paribas**
Geoffrey David Cleaver, Senior Vice President – Private Equity, **Banco ABN Ambro Real S.A.**
Patrick Funaro, Chief Executive Officer, **Bioenergy Development Fund**

3:00 **Panel: Residential and commercial real estate projects**

- How to deal with developer/construction risk
- Is the sales plan realistic?
- Examples of private equity structures mitigating these risks
- Location, location, location

Daniel Cordova Cayo, Director, **El Instituto Invertir (Peru)**
Cassio Elias Audi, Chief Financial Officer, **Brascan Brazil Real Estate Partners**
Philip Fitzgerald, Principal, **Paladin Realty**
Javier Escorriola, Regional Director, Latin America, **Norfund**
Thomas McDonald, Chief Strategy Officer, **Equity International Properties Ltd.**

3:45 Afternoon coffee

SECTOR OVERVIEW II: COMPARATIVE

4:15 **Case study: Agribusiness and forestry**

Ana Vigon Tabar, Managing Director and Head of Latin America Private Equity, **AIG Capital Partners**

4:45 Close of conference



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Private Equity World Latin America 2008

Seek out new opportunities.

Post-conference agenda

Friday, June 6th, 9am – 5pm

Raising assets for private equity funds

This workshop will cover the various aspect of raising capital for a private equity fund. Focusing on institutional investors and sophisticated family offices, the workshop will be a hands-on exercise. Plan to bring a private placement memorandum, executive summary and pitchbook to the workshop where they can be critiqued professionally with tips and suggestions shared by the group.

9:00 Registration and refreshments

9:30 Introduction

10:00 Understanding your unique selling proposition and where you fit into the market

11:00 Morning coffee

12:00 How to develop effective marketing materials

- Private placement memorandum
- Executive summary
- Pitchbook

1:00 Lunch

2:30 The mechanics of the selling process

- The pros and cons of using placement agents
- Selling your fund to different audiences
- Options for full time funds

3:30 Afternoon coffee

4:00 Panel discussion: What LPs look for in their private equity managers

5:00 Workshop concludes

About the workshop leader



Timothy W. Cunningham
President and Co-Founder
Touchstone Group, LLC,

Mr. Cunningham is President and Co-Founder of Touchstone Group, LLC, a financial services firm that raises institutional capital for hedge fund and private equity managers in the United States, Canada, Europe, and Australasia. Mr. Cunningham co-founded and managed a group of venture capital funds headquartered in Philadelphia.

“ If I had done nothing else but attend the pre-conference marketing workshop it still would have been worth the trip. The workshop leader and attendees provided valuable insights about the current challenges and effective strategies to make it a more efficient and ultimately successful process ”

Christopher Barry, Brighton House Associates
(Hedge Fund World Bahamas 2007)

Learn from and network with your global private equity peers at *Private Equity World Latin America 2008*

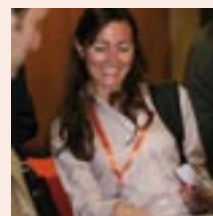
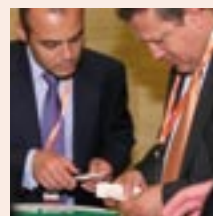
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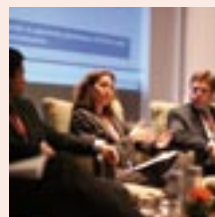


An online system to enable you to set up meetings before, during and after the event. Better than most other systems, you can search the attendees then email them directly without seeing their email address. We facilitate first contact and you take it from there. More than just online networking. Important forms can be downloaded and after the event you can download the white papers and presentations from our world class speakers.

interactive Panel sessions

Private Equity Latin America 2008 offers the unique opportunity to interact with the people at the forefront of the broadcast industry in Europe. We offer 13 "chat show"

style sessions where you ask the questions to get the answers you need. You will not get a better chance than this to question those who have been there, done it and learned your lessons for you. Consider it a head start.



About the venue



The Conrad Hotel, Miami was created with the most sophisticated traveler in mind. Decidedly modern, boldly conceived, and beautifully designed, this urban luxury hotel creates a unique sensory experience. Absorb the Miami skyline views and take in a slice of blue heaven from the rooftop pool or revitalize your body and spirit with a spa treatment.

Tel: +1 305 503 6500 Fax: +1 305 503 6599

Seek out new opportunities.

Seize a leadership position in the burgeoning Latin America private equity market

Latin America is predicted to experience exceptional growth again in 08, the 6th year of continued expansion. The regions tremendous growth rate coupled with increased political stability and expanding capital markets have produced a region of huge potential and the prediction is **the boom is yet to come.**



Sponsor *Private Equity World Latin America 2008* and:

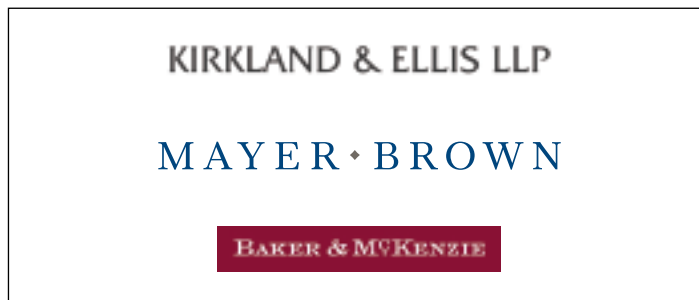
- Align your brand with the topic
- Meet & network with private equity funds and investors
- Demonstrate your thought leadership
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- Stand out from your competition
- Showcase new executives & teams
- Enter a new market
- Or, tell us what you want to do with your business and we can help get you there

Conference sponsorship is a powerful medium – combining high-level presentations, panel discussions, networking events, a highly targeted audience development program and our global marketing campaign to help solve your key business development and client service challenges.

If you work within the Latin American private equity space there is no better place to be seen at than *Private Equity World Latin America 2008*.

Sponsorship opportunities are limited. These include thought leadership opportunities, branding and exhibition space at the event. For further details please contact Adam Raleigh on include: +1 646 839 4712 or email adam.raleigh@terrapiinn.com

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Private Equity World Latin America 2008

Registration form



Latin America 2008

June 4th – 6th, 2008, The Conrad Hotel, Miami, FL

4 easy ways to register

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Email: victor.estevez@terrapinn.com

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Yes, please register me for:

Package	Dates	Received before March 14th 2008	Received before April 25th 2008	Received after April 25th 2008
<input type="checkbox"/> 2 day conference + workshop	June 4th – 6th, 2008	\$2,895.00 SAVE \$400.00!	\$3,095.00 SAVE \$200.00!	\$3,295.00
<input type="checkbox"/> 2 day conference	June 4th – 5th, 2008	\$2,195.00 SAVE \$400.00!	\$2,395.00 SAVE \$200.00!	\$2,595.00
<input type="checkbox"/> Workshop only	June 6th, 2008	\$995.00 SAVE \$200.00!	\$1,095.00 SAVE \$100.00!	\$1,195.00

*The registration fee includes lunch, refreshments and full conference documentation. The fee does not include hotel accommodation. Payment terms are 7 days. * Discounts cannot be combined with other offers.

**Corporate booking prices apply, please contact victor.estevez@terrapinn.com cannot be used in conjunction with any other promotional prices

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Delegates	Package	Normal Price	Group Price	Total Savings
<input type="checkbox"/> 3	GOLD PASS	\$9,885.00	\$8,896.50	SAVE \$988.50!
<input type="checkbox"/> 6	GOLD PASS	\$19,770.00	\$16,804.50	SAVE \$2,965.50!
<input type="checkbox"/> 8	GOLD PASS	\$26,360.00	\$21,088.00	SAVE \$5,272.00!

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Attendee details

	Mr/Mrs/Ms	Full name	Job title	Telephone	Email
1					
2					
3					
4					
5					
6					

For groups of more than 6 please attach a separate sheet with details of all attendees. Alternatively call +1 646 619 1772.

Company details

Signatory must be authorized to sign on behalf of contracting organization

Name:.....

Job title:.....

Authorizing signature:.....

Email:.....

Organization name:.....

Industry:.....

Address:.....

Zipcode:.....Country:.....

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Payment is due in 7 days. The conference registration pack will be sent to you once payment has been received.

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Received: ☐ Date:.....Code 110017 / A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

Venue and hotel accommodation

Venue: The Conrad Hotel, Espirito Santo Plaza
1395 Brickell Avenue, Miami, FL 33131, USA
Tel: +1 305 503 6500 Fax: +1 305 503 6599

Hotel accommodation:

The conference fee does not include accommodation. Terrapinn has obtained specially discounted rates for all attendees. A hotel booking form will be sent to all registered attendees. Please book your accommodation early to avoid disappointment.

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Cancellation

Should you be unable to attend, a substitute delegate is welcome at no extra charge. A charge of 50% of the registration fee, plus \$100 administrative charge will be made for cancellations received in writing at least 4 weeks prior to the conference. Alternatively, you may choose a credit note for the full value of the registration price, which may be put towards another Terrapinn event. The company regrets that no cancellations will be accepted within four weeks of the conference start date. Prepayments will not be refunded and invoiced sums will be payable in full, except in cases where it has been possible to mitigate loss. Course documentation will, however, be sent to the delegate. Terrapinn reserves the right to alter the program without notice.

Insert your voucher code

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