



PRIVATE EQUITY  
SUMMIT 2022



AMEXCAP®

Presented by:



MARCH 29 & 30 • IN-PERSON • MEXICO CITY

Mexican Association of PE & VC Funds • Asociación Mexicana de Capital Privado A.C.



# PRIVATE EQUITY SUMMIT 2022



Presented by:



## MARCH 28, 29 & 30

## SPONSORS



## STRATEGIC ALLIES



# AGENDA

MONDAY MARCH 28

WELCOME DINNER



Presented by:



## WELCOME DINNER- **ALTO SAN ÁNGEL**

**18:00 hrs. – 19:20 hrs.**

**REGISTRATION, RED CARPET AND WELCOME COCKTAIL**

**19:20 hrs. – 19:40 hrs.**

**WELCOME REMARKS**

- **Eduardo Cortina**, President, AMEXCAP.
- **Liliana Reyes**, General Director, AMEXCAP.

**19:40 hrs. – 20:00 hrs.**

Speech by **Gabriel Yorio González**, Finance Undersecretary

**20:00 hrs. – 20:30 hrs.**

**PRESENTATION OF “ALEBRIJES AMEXCAP 2022” – AWARDS**

**20:30 hrs. – 22:00 hrs.**

**Dinner:** Horacio Franco, Flutist

AGENDA  
MONDAY MARCH 28  
WELCOME DINNER

PRIVATE EQUITY  
SUMMIT 2022



Presented by:



**2022 PRIVATE EQUITY SUMMIT – HACIENDA DE LOS MORALES, CDMX**

**07:00 – 08:00 hrs.**

REGISTRATION, COFFEE BREAK AND NETWORKING

**08:00 – 08:10 hrs.**

**WELCOME REMARKS**

- **Liliana Reyes**, General Director , AMEXCAP

**VIDEO PROJECTION** : "Promotion of the Private Equity Industry in Mexico"

**08:10 – 08:55 hrs.**

**"Current macroeconomic scenario"**

**Objective:** General overview of the macroeconomic scenario, introduction of the event and general context for the following sessions.

Participants:

- **Gordon Lee**, MD Partner, BTG Pactual
- **Armando Armenta**, Vice President & Senior Economist, Alliance Bernstein
- **José Carlos Sánchez**, Chief Economist, HSBC México

Moderator: **Eduardo Cortina**, President, AMEXCAP

**Presented by: Vector Partners**

**09:00 – 09:30 hrs.**

**"The Role of Private Equity: Driving innovation in alternative"**

**Objective:** A global overview of how the industry is growing, in which sectors, in order to identify the bets for the future and, within these, how Mexico is positioned.

Participants:

- **Edwin Conway**, Global Head of BlackRock Alternative Investors

Moderator: **Andrés Gómez**, Co-founder, Chairman and CEO, Grupo AXO

**Presented by: Black Rock**

# AGENDA

## MONDAY MARCH 28

### WELCOME DINNER

PRIVATE EQUITY  
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Presented by:



**09:30 – 10:15 hrs.**

#### **“The role of private equity in Afores' portfolios.”**

**Objective:** AFORES will share the role of private equity in their portfolios, what they are betting on, and what their medium-term perspective is. In addition, they will address some relevant aspects such as best practices.

Participants:

Introduction: **Wilson Warren**, President, Lexington Partners

- **Edgar Díaz**, Executive Director, AFORE PENSIONISSSTE
- **Francisco Martínez**, Chief Investment Officer, AFORE- Coppel
- **Nestor Fernández**, Investment Director, AFORE Principal

Moderator: **José Sosa**, Partner, Lexington Partners.

**Presented by: Lexington Partners**

**10:15 – 11:00 hrs.**

#### **“Mexico, land of opportunities: the role of private equity and post-pandemic challenges: valuations, exits, and regionalization.”**

**Objective:** Present recent success stories, highlighting the key role played by equity funds in their growth process, as well as addressing issues such as valuations, exits and regionalization.

Participants:

- **Alejandro Diez Barroso**, Managing Partner, Dila Capital
- **Jaime Zunzunegui**, Managing Partner, Nazca
- **Diego Serebriski**, Founding Managing Partner, Dalus Capital.
- **Adriana Tortajada**, CEO & Managing Partner, 1200 VC

Moderator: **Jorge Montaña**, Partner, Creel

**Presented by: Creel**

AGENDA  
MONDAY MARCH 28  
WELCOME DINNER



Presented by:



11:00 – 11:45 hrs.

**“The stakes of DFIs in the region”**

**Objective:** Get to know DFI’s perspective regarding their investments in the LATAM region and Mexico.

Participants:

- **Magdalena Coronel**, Senior Investment Officer, IDB Lab
- **Jen McLeod Petrini**, Regional Lead for Fund and VC investments in Latin America, IFC

Moderators: **Paula Giraldo**, Chief Investment Officer, Deetken Impact Alternative Finance and **Alejandro Rocha**, Managing Partner, Alloy Capital

**Presented by: Alloy Capital**

11:45 – 12:30 hrs. – NETWORKING BREAK

12:30 – 13:15 hrs.

**“Reasons to invest in Mexico.”**

**Objective:** Razones por las que los fondos internacionales están apostando por México.

Participants:

- **Shu Nyatta**- Managing Partner, Soft Bank
- **Scott Sobel**, Cofounder & Managing Partner, Valor Capital (TBC)

Moderator: **Olivier Hache**, Partner and leader of Strategy and Transactions in Mexico and EY Latin America North, EY

**Presented by: EY**

13:15 – 14:00 hrs.

**“Insurance companies’ role in private equity: international experiences**

**Objective:** International insurance institutions experiences.

Participants:

- **Henry MacLure**, CAIA Director and member of BlackRock Alternatives Specialists.
- **Joshua Zermeño Neri**, Investment Leader, AXA

Moderator: **Luis Perezcano**, Senior Advisor and Member of the Business Development Team, StepStone

**Presented by: Bolsa Mexicana de Valores**

# AGENDA

## MONDAY MARCH 28

### WELCOME DINNER

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Presented by:



14:00 – 15:30 hrs. – LUNCH & NETWORKING

15:30 – 16:15 hrs.

#### “Infrastructure and energy: Funds as promoters of change and development in the country”

**Objective:** Highlight the correlation between infrastructure and energy development in Mexico and private capital through the presentation of success stories that show the impact of national development.

Participants:

- **Jonathan Davis**, Chairman of the Board, Fondo de Infraestructura Macquarie México
- **José Luis Manzano**, Director of vehicle managers, GBM
- **Tessy Rivera**, Partner and Chief Financial Officer, AINDA
- **René Maingot**, Co-Fundador y Executive president, Thermion Energy

Moderador: **Juan Carlos Pérez**, Sr. Director S&P Global Market Intelligence

**Presented by: S&P Global Market Intelligence**

16:15 – 17:00 hrs.

#### What is the role of equity funds in new technology trends?

**Objective:** Present where investments are being made globally and how the private equity industry is participating (the new alternatives).

Participants:

- **Kenneth Tom**, Senior Investment Director, Venture Capital Research
- **Salvador Almeida**, Director in our Client Solutions team, Hamilton Lane
- **John Coelho**, Partner, StepStone
- **Jeffrey Miller**, Global Head of Private Equity, Pantheon

Moderador: **Pablo Coballasi**, Co-Founder and Managing Partner, PC Capital

**Presented by: StepStone**

# AGENDA

## MONDAY MARCH 28

### WELCOME DINNER

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Presented by:



**17:00 – 17:45 hrs.**

**“Private credit as a return potentiator and catalyst for economic revitalization.”**

**Objective:** Learn more about the application of private credit for business success in the current economic cycle.

Participants:

Introduction: **Mauricio del Moral**, Partner, Northgate’s Mexico City Office

- **Jaime Arreola**, Managing Director, Alloy Capital
- **David Sánchez Tembleque**, Managing Partner, Alsis Fund
- **Fernando Pacheco**, Managing Partner, Promecap

Moderator: **Jorge Schaar**, Socio, Deloitte

**Presented by: Deloitte**

**17:45 – 18:30 hrs NETWORKING COCKTAIL**



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Presented by:



MARCH

29

17:00 hrs

AMEXCAP

• **Demo Day** •

SPONSORED BY:



<b>17:00 hrs. – 17:20 hrs.</b>	<b>Welcome AMEXCAP &amp; AWS</b>
<b>17:30 hrs. – 17:37 hrs.</b>	ANNIT
<b>17:40 hrs. – 17:47 hrs.</b>	FICHAP
<b>17:50 hrs. – 17:57 hrs.</b>	LLEVALOO
<b>18:00 hrs. – 18:07 hrs.</b>	JAAK-IT
<b>18:10 hrs. – 18:17 hrs.</b>	LUABLE
<b>18:20 hrs. – 18:27 hrs.</b>	BLEPS VISION
<b>18:30 hrs. – 18:37 hrs.</b>	SHUTTLE CENTRAL
<b>18:40 hrs. – 18:47 hrs.</b>	DATABITS
<b>19:00 hrs. – 19:07 hrs.</b>	DEY
<b>19:10 hrs. – 19:17 hrs.</b>	TIENDITAPP
<b>19:20 hrs. – 19:27 hrs.</b>	FINTONIC
<b>19:30 hrs. – 19:37 hrs.</b>	OKBOY
<b>19:40 hrs. – 19:45 hrs.</b>	Cierre
<b>19:45 hrs. onwards</b>	Networking & drinks

# AGENDA

## WEDNESDAY MARCH 30

### PANELS & CONFERENCES

PRIVATE EQUITY  
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Presented by:



## 2022 PRIVATE EQUITY SUMMIT – HACIENDA DE LOS MORALES, CDMX

**08:00 – 08:30 hrs.**

REGISTRATION, COFFEE BREAK AND NETWORKING

**08:30 – 08:40 hrs.**

**WELCOME AND SUMMARY OF PREVIOUS DAY**

**08:40 – 09:25 hrs.**

### “Responsible Investing for the Future”

**Objective:** Sir Ronald Cohen will deliver a message on the relevance of "Impact Investing" for the Mexican investment community.

Participants:

- **Sir Ronald Cohen**, Father of Impact Investment and European Venture Capital

Introduction: **José Miguel Cortés**, Chief Investment Officer VC México, Fondo de Fondos.

Moderators: **Ana Laura Fernández** Director of Impact Funds at , Fondo de Fondos and **Rodrigo Villar**, Chair of the Mexico Impact Investing Alliance

**Presented by: Fondo de Fondos**

**09:25 – 10:10 hrs.**

### “GPs as leaders in secondary market operations”

**Objective:** Share impressions and experiences of GPs operations in secondary markets.

Participants:

- **Luis Cervantes**, Managing Director and Head, General Atlantic Mexico Office
- **Joaquín Ávila**, Cofounder, EMX
- **Alexis Maskell**, Partner, Global Head of Investor Relations, BC Partners

Moderator: **Renato Weiss**, Principal, Lexington Partners

**Presented by: Lexington Partners**

# AGENDA

## WEDNESDAY MARCH 30

### PANELS & CONFERENCES

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Presented by:



**10:10 – 11:00 hrs.**

#### “Howard Marks Keynote Lecture”

**Objective:** Speak of new business trends in a highly technological and constantly changing context.

- **Howard Marks**, Co-Chairman, OakTree

Interviewer: **Olivier Hache**, Partner and leader of Strategy and Transactions in Mexico and EY Latin America North, EY

**Presented by: EY**

**11:00 – 11:45 hrs. NETWORKING BREAK**

**11:45 – 12:30 hrs.**

#### “How financial press covers Mexican start-ups, venture capital, and Private Equity Industry”

Participants:

- **Santiago Perez**, Wall Street Journal Deputy Editor for Latin America
- **Christine Murray**, Financial Times' Mexico and Central America correspondent
- **Daina Solomon**, Reporter for Reuters in Mexico City
- **Nacha Cattan**, Bureau chief for Bloomberg News
- **Roberto Aguilar**, Director editorial Forbes Latam

Moderator: **Damian Fraser**, Founder & CEO, Miranda Partners

**Presented by: AMICORP**

**12:30 – 13:15 hrs.**

#### Growth Capital, another alternative for high returns

**Objective:** Present the beneficial correlation that exists between the participation of equity funds and companies, in a "win-win" scenario, through presenting success stories.

Participants:

- **Roberto Langenauer**, Senior Managing Director, Nexus
- **Scott McDonough**, Managing Director, Alta Growth Capital
- **Jacky Finkelstein**, Private Equity Director, Advent Internacional
- **Alex Rossi**, Co-Funder & Managing Director, LIV Capital

Moderator: **Gabriel Robles Beistegui**, Partner, Ritch Mueller

**Presented by: Ritch Mueller**

# AGENDA

## WEDNESDAY MARCH 30

### PANELS & CONFERENCES

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Presented by:



**13:15 – 14:00 hrs.**

#### “Current challenges in the implementation of ESG best practices”

**Objective:** Make visible challenges, case studies and problems that have arisen in the implementation and adoption of ESG principles.

Participants:

- **Marc –André Blanchard**, Executive Vice-President and Head of CDPQ Global and Global Head of Sustainability
- **Alba Aguilar**, Chief Executive Officer, Consejo Consultivo de Finanzas Verdes
- **Bernardo González**, President, AMAFORE
- **Manuel Rodríguez Arregui**, Founding Partner and CEO, AINDA

**Presented by: CDPQ**

**14:00 – 15:30 hrs. LUNCH & NETWORKING**

**15:30 – 16:15 hrs.**

#### “Real Estate Strategies 2022. The New Normal or Back to Normal”

**Objective:** Present the outlook of the Real Estate investment strategy and whether this will involve an adjustment to the pre-pandemic scenario.

Panelists:

Introduction: **Enrique Lavín**, General Director, PGIM Real Estate

- **Andrew Strenk**, President, Strategic Planning Concepts International
- **Raúl Gallegos**, Managing Director Asset Management, Credit Suisse Mexico
- **Ricardo Zúñiga**, Chairman and CEO, Vertex Real Estate Investors
- **Bárbara Ochoa**, CEO, Grupo IGS

Moderator: **Roxana Schäfer**, Partner, Galicia Abogados

**Presented by: Galicia Abogados**

# AGENDA

## WEDNESDAY MARCH 30

### PANELS & CONFERENCES



Presented by:



**16:15 – 17:00 hrs.**

#### “Considerations and international best practices in the Private Equity industry”

**Objective:** Make the actions and responsibility of the actors visible for the implementation of best practices.

Participants:

- **Neal Prunier**, Director, Standards & Best Practices, ILPA
- **William J. Kelly**, President & CEO, CAIA Association
- **Joanna Rupp**, Managing Director, University of Chicago (TBC)

Moderator: **Susana García Robles**, Senior Partner–CAPRIA y Senior Advisor–LAVCA

**Presented by: Salesforce.**

**17:00 – 17:45 hrs.**

#### “The importance of production chains and the potential for investment in the North American region”

**Objective:** Share the vision for the development of productive chains to boost the region's economic growth, identifying actions and main challenges.

Participants:

- **Kenneth Lee Salazar**, Ambassador to the United States in México (TBC)
- **Graeme C. Clark**, Ambassador to Canadá in México
- **Claudia Ruiz Massieu**, Senator of the Congress of the Union of Mexico, Partido Revolucionario Institucional

Interviewer: **Kenneth Smith**, Partner, AGON

**Presented by: Silicon Valley Bank**

**17:45 – 18:00 hrs.**

#### CLOSING MESSAGE

- **María Ariza**, Chief Executive Officer of the Institutional Stock Exchange (BIVA)
- **Victoria Rodríguez Ceja**, Governor of Banco de México(TBC)

**Presented by: Bolsa Institucional de Valores (BIVA)**

**18:00 HRS. END OF THE 2022 PRIVATE EQUITY SUMMIT**



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