



PRIVATE EQUITY
ANDEAN
FORUM
2014

October 2, 2014
Cartagena, Colombia

Sofitel Legend Santa Clara



 **LATIN MARKETS**

Private Equity Andean Forum 2014

October 2 - Sofitel Legend Santa Clara - Cartagena, Colombia

Dear Colleague,

On behalf of Latin Markets, it is my pleasure to welcome you and your colleagues to the first annual *Private Equity Andean Forum*. This event is built on the interest and growth of the Private Equity markets in Chile, Colombia and Peru we have seen at our industry leading events around the continent and driven by investor and manager appetite to learn more about the region's increasingly sophisticated private markets.

For the past three years our goal has been to drive Andean and global market integration and to provide streamlined intelligence on investments, operations and risk. Latin Market's *Private Equity Andean Forum* provides a unique platform for the region's largest institutional investors, global private equity icons and pioneers and a wide variety of industry thought leaders to demystify the process of direct investments, seeking returns and fundraising in the Andean region.

Through a series of interactive discussions and presentations we will provide perspectives on the following:

- Andean pension funds: With recent consolidation and growth in assets, what can local and international private equity strategies add to increasingly sophisticated portfolios?
- Global institutions and local manager:, How can international investors best seek returns from an ever growing group of emerging local managers
- Navigating regulation for allocation: What changes do investors and managers active in the region need to be mindful of?

On behalf of Latin Markets, I thank you for your consideration of our event and look forward to seeing you in Cartagena in October.

Kind regards,

Charles Fathers

Head of Institutional Investors Latin America
Latin Markets

About Us

Latin Markets is the world's leading provider of Latin America focused investment forums, infrastructure summits and streamlined market intelligence.

Through our specialized forums in Brazil, Colombia, Chile, Peru, Mexico, Panama and the United States, we provide the latest market intelligence to our network of more than 5,000 institutional investors, fund managers, advisors and industry thought leaders worldwide.

Private Equity Forum Series

Private Equity Latin America Forum
New York
May 19th & 20th
University Club

Private Equity Andean Forum
Cartagena
October 2nd
Sofitel Hotel

Private Equity Brazil Forum
Sao Paulo
December 8th & 9th
Hotel Unique

Contact Information

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Denham Capital is a private equity firm focused on energy and resources globally, with approximately \$7.3 billion of invested and committed capital. Denham Capital focuses its investment activity around three key sectors: Oil & Gas, Metals & Minerals, and Power & Renewables. Our investment professionals apply their deep operational and industry experience in working in partnership with management teams to achieve long-term investment objectives. across the capital structure and across all stages of the corporate and asset lifecycle, from development projects to mature, operating business. Denham Capital typically targets equity investments of \$50 million to \$250 million.



PineBridge is a global asset manager with nearly 60 years of experience in emerging and developed markets, delivering innovative alpha-oriented strategies across asset allocation, equities, fixed income and alternatives. What differentiates PineBridge is the integration of the on-the-ground knowledge with analytical insights, bridging global and local capabilities to deliver innovative products and solutions that create value for clients.



Prietocarrizosa is one of the most dynamic and innovative law firms of Colombia. We have provided legal advice to the Colombian government in important privatization processes, have structured and carried out sophisticated mergers and acquisitions, have participated in complex international transactions, and, through their Pro-Bono program, have contributed to the development of the community, providing legal advice to not-for-profit organizations and services to those who are most in need.



SunGard Financial Systems provides mission-critical software and IT services to institutions in virtually every segment of the financial services industry. The primary purpose of these systems is to automate the many detailed processes associated with trading, managing investment portfolios and accounting for investment assets. These solutions address the processing requirements of a broad range of users within financial services, including asset managers, traders, custodians, compliance officers, treasurers, insurers, risk managers, hedge fund managers, plan administrators and clearing agents. In addition, we also provide professional services that focus on application implementation and integration of these solutions and on custom software development.



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AGENDA OUTLINE

- 8:00 Registration Open**
- 9:00 Host's Welcome**
Charles Fathers, Head of Institutional Investors, **Latin Markets**
- 9:10 Chairman's Opening Remarks**
- 9:20 Global Perspectives on Institutional Allocations to Private Markets**
How do global investors view the Andean region – seasoned investors and those new to the region share ideas on opportunities to increase return and limit risk?
Panelists:
Herman Santos, Chairman –Board of Investments, **Los Angeles County Employees Retirement Association (US)**
James Maloney, Chairman of the Investment Committee, **Chicago Police Pension (US)**
- 10:00 Keynote Interview – Global Private Equity Update**
- 10:30 Regional Regulatory Update**
What recent regulatory changes in the Chilean, Colombian and Peruvian markets mean for groups looking to raise or allocate capital – thought leaders in this space demystify the process
Melvin Escudero, Chief Executive Officer, **El Dorado Investments (Peru)**
- 11:00 Morning Networking Break**
- 11:30 Andean Private Markets – A Conversation with All Parties Involves**
Founding GPs and leading placement agents and investors compare stories about industry trends, opportunities for returns and how to grow the industry into 2015
Panelists:
Philippe Stiernon, Managing Partner, **Roam Capital (Colombia)**
- 12:00 Sourcing Investments , Assessing Risk & Adding Value**
Managers discuss how they find perspective investments and how they can increase their value as an investor
Panelists:
Victor Munoz, Managing Director, **Denham Capital (US)**
- 12:30 Development of the Andean Institutional Market**
Global allocations are an increasingly large part of local pension and insurance portfolios – will allocations increase and what strategies appeal most to this type of investor?
Panelists:
Renzo Castellano, Chief Investment Officer, **AFP Integra (Peru)**
Vicente Tuesta, Chief Investment Officer, **AFP Profuturo (Peru)**
Jose Quiñones, Investment Director, **Peruvian State Pension Fund (Peru)**
Oscar Rocha, Chief Investment Officer, **MetLife Seguros de Vida (Colombia)**
Paula Delgado, Head of Alternative Investments, **Seguros Bolivar (Colombia)**

AGENDA OUTLINE

- 1:00** **Networking Lunch sponsored by Sungard (Brazil)** **SUNGARD®**
- 2:05** **Panel: Real Assets Private Equity**
A conversation covering the current global real assets market.
- 2:50** **Family Office Allocations to Private Markets**
The region's family offices are growing and making initial inroads to private markets investments how can GPs gain access and understand the needs of these allocators
Panelists:
Diego Parra, Senior Consultant, **Grandes Patrimonios** (Colombia)
Raul Serebrenik, Partner, **FCWPC** (Colombia)
Armin Vogel, Founding Partner, **Crossbow Partner** (Colombia)
- 3:30** **Investments in Infrastructure, Oil & Gas and Growing the Industrial Strength of the Region**
The region's appetite for infrastructure growth represents an opportunity for local and global GPs – how can private equity investments improve infrastructure and provide returns in this sector
- 4:00** **Networking Break**
- 4:30** **Closing Keynote Presentation**
- 5:00** **Close of Conference – Cocktail networking**

BOOKING FORM



DELEGATE 1	FIRST NAME		LAST NAME	
	JOB TITLE		COMPANY	
	PHONE		EMAIL	
DELEGATE 2	FIRST NAME		LAST NAME	
	JOB TITLE		COMPANY	
	PHONE		EMAIL	

BOOKING DETAILS *Registration is subject to approval

Registration types

<input type="checkbox"/> Early Bird I [\$1,050] *Deadline March 31	<input type="checkbox"/> Standard [\$1,750] *Deadline July 31
<input type="checkbox"/> Early Bird II [\$ 1,200] *Deadline April 30	<input type="checkbox"/> Standard II [\$ 2,000] *Deadline August 31
<input type="checkbox"/> Early Bird III [\$ 1,350] *Deadline May 31	<input type="checkbox"/> Standard III [\$ 2,250] *Deadline Sept 8
<input type="checkbox"/> Pre-Registration [\$ 1,600] *Deadline June 30	<input type="checkbox"/> On-Site Registration [\$ 2,500] *Deadline Sept 9-10

Registration Support
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New York, NY 10018

Online Registration
Visit: <https://www.regonline.com/builder/site/?eventid=1269841>

PAYMENT DETAILS *A \$200 fee applies to all bank transfer

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Card Type (Circle One): MC / AMEX / VISA
Card Number _____
Amount Billed _____
Expiration Date _____
CCV Code _____
Name of Cardholder _____
Address of Cardholder _____
Country/Zip Code _____
Signature _____

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Signature _____
Full Name _____
Date _____

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