



# Private Equity & Venture Capital in Latin America

## Targeting Latin American Consumers

LAVCA – AS/COA Event

December 5<sup>th</sup>, 2012

**Cate Ambrose**

President & Executive Director

Latin American Private Equity & Venture Capital Association

# LAVCA Overview

## Mission

- To spur regional economic growth by advancing venture capital and private equity investment through programs of research, networking, investor education, the promotion of best investment practices, and the advocacy of sound public policy.

LAVCA is supported by:



## Members

- LAVCA's membership is comprised of over **150 firms which control assets in excess of US\$50 billion**, directed at capitalizing and growing Latin American businesses.
- Some of the best known global and regional fund managers are members of LAVCA:



RIVERWOOD

THE CARLYLE GROUP

WARBURG PINCUS



Gávea  
INVESTIMENTOS



CVCII Private Equity  
Investor in Emerging Markets



# Research and Products



## 2012 LAVCA Industry Data and Midyear Reports

Cited in multiple publications including **WSJ.com**, **NYTimes.com**, **Bloomberg BusinessWeek**, **Reuters**, **Private Equity International**, and **peHUB Wire**.

## LAVCABase

The **Latin American Investor Network** is the only comprehensive online database of private equity and venture capital fund managers active in LatAm.



**Coller Capital**  
Secondaries Worldwide

## Coller Capital / LAVCA LP Survey

The first comprehensive survey of Latin American PE of its kind, providing a unique perspective on the issues and opportunities facing private equity investors in the region.

## The Latin America PE VC Report

With 4,000 subscribers worldwide, The Latin America PE VC Report is the official newsletter of the Latin American Private Equity & Venture Capital Association.



2012 Scorecard

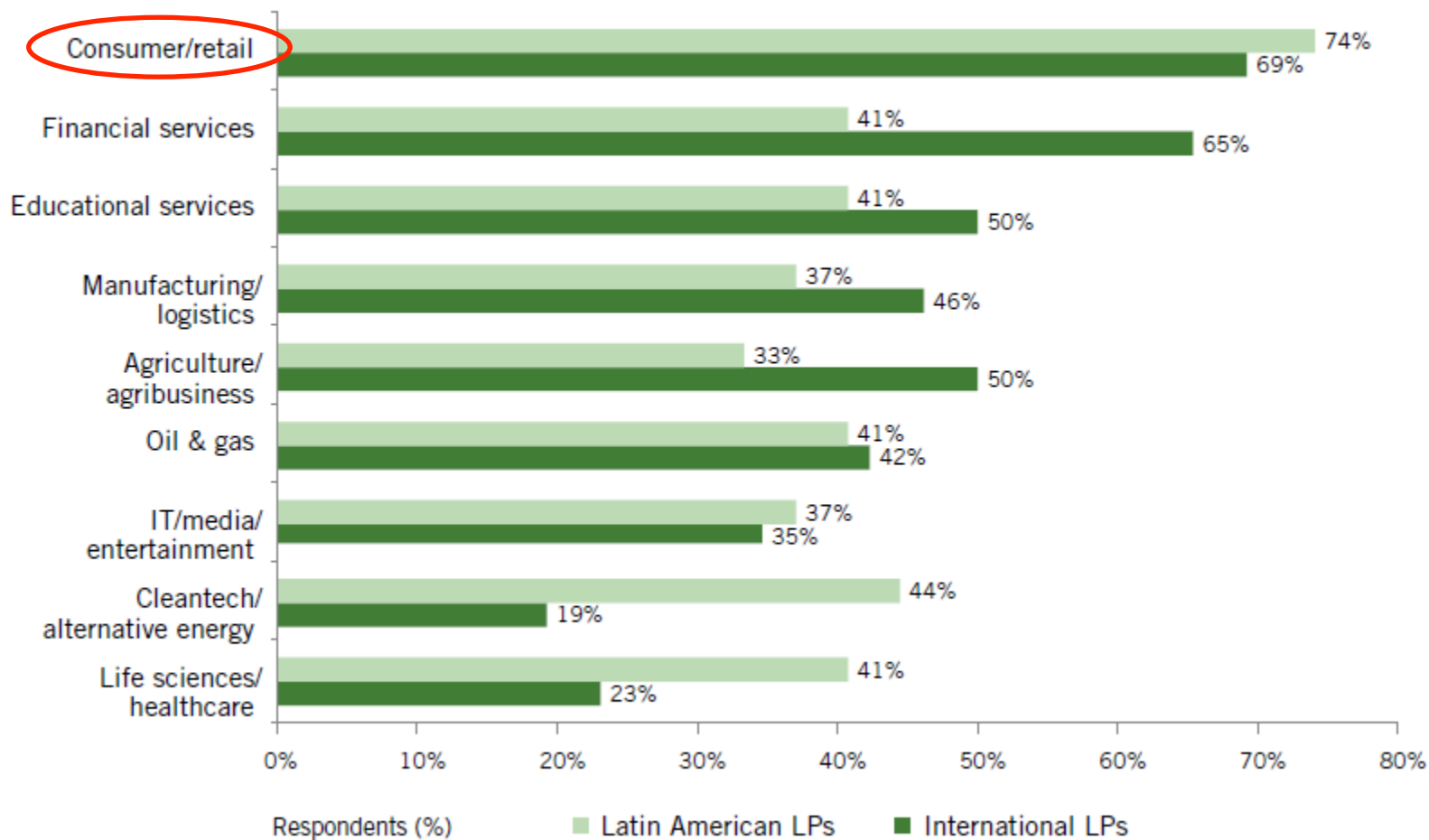
## 2012 LAVCA Scorecard

Produced in collaboration with the EIU, the **LAVCA Scorecard** ranks 12 countries based on 13 indicators.

# Investment Trends by Sector

Consumer goods and retail are the most attractive sectors in next three years, LPs say

The most attractive sectors for Latin American PE over the next 3 years – LP views



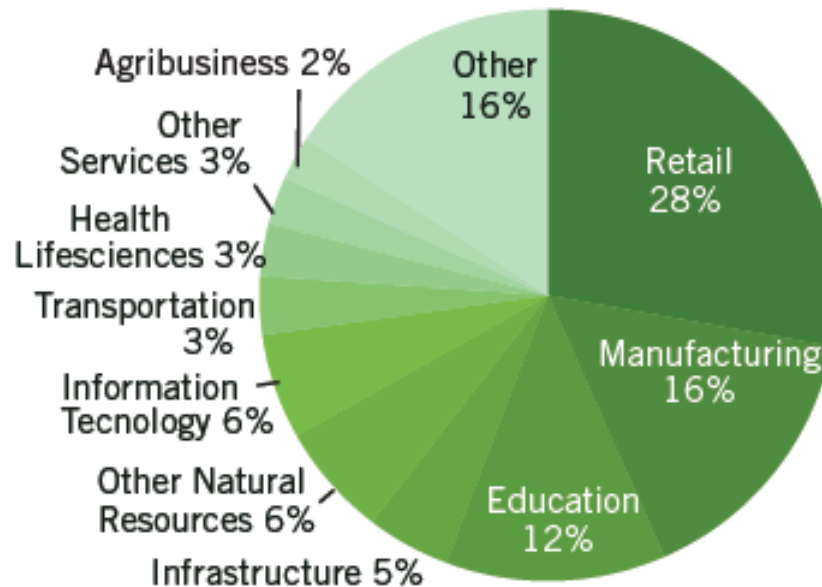
# Investment Trends by Sector

The deal activity during 1H 2012 is consistent with the expectations of global institutional investors

The most attractive sectors for Latin American PE over the next 3 years – LP views



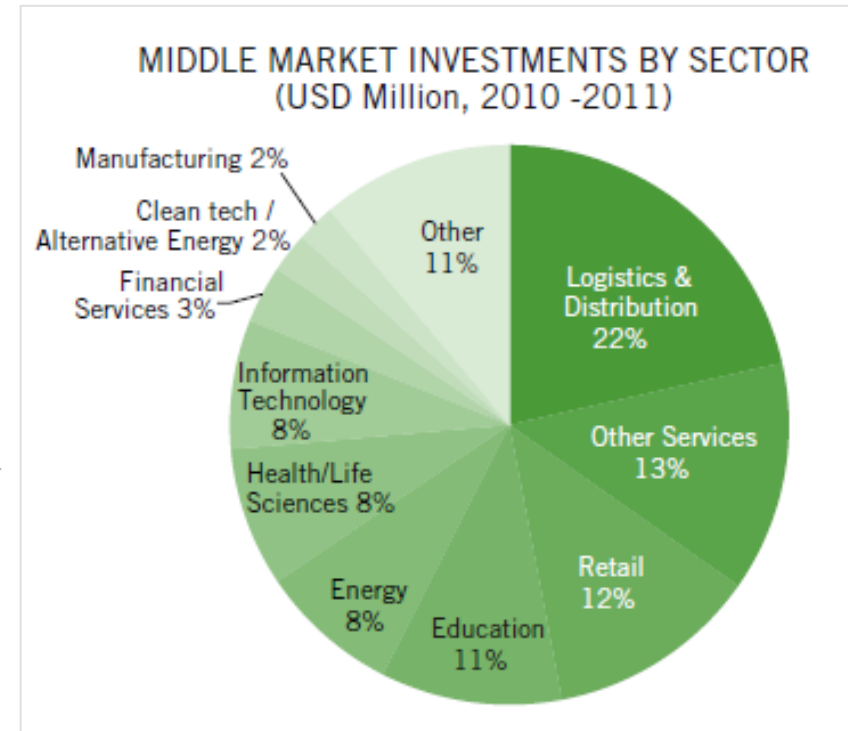
1H 2012 Investments by Sector (USD million)



## Middle Market deals are driven by consumer related sectors

### LatAm Investments - Top 10 Sectors (as % of USD invested 2008 – 2011)

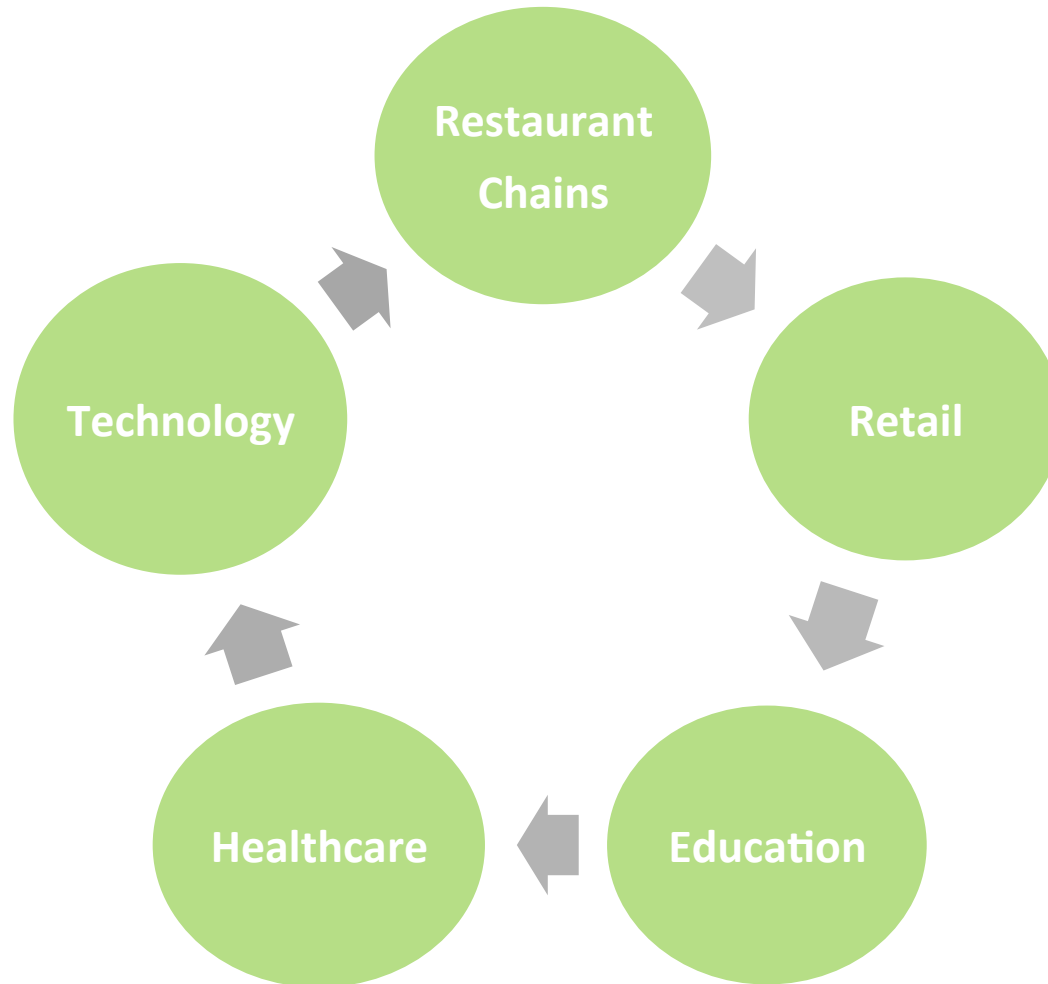
Sector of Investment	% of Total USD Invested
Energy	15.5%
Health/Life Sciences	8.4%
Retail	7.0%
Distribution & Logistics	6.9%
Information Technology	6.1%
Financial Services	5.8%
Clean tech / Renewable energy	5.4%
Other Services	5.2%
Education / Educational services	4.7%
Tourism/Hotels/Leisure	3.2%



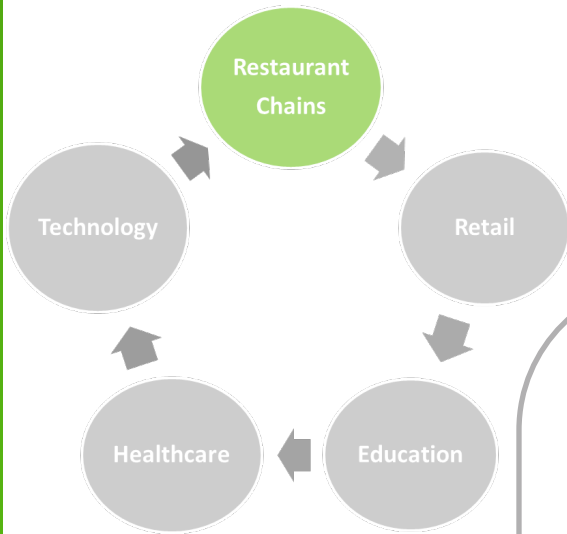
#### NOTES

**Other Services:** This group includes sectors such as leasing of vehicles, parking companies, restaurant chains, Rental and lease of machines & equipment, etc.

## Highlighted Consumer Related Deals



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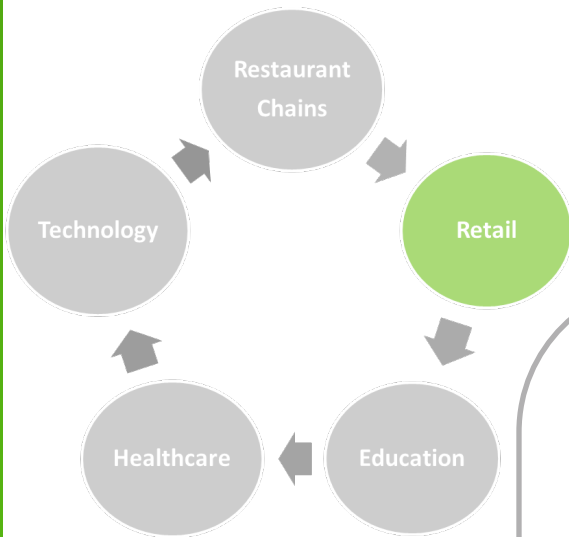


### Restaurant Chains





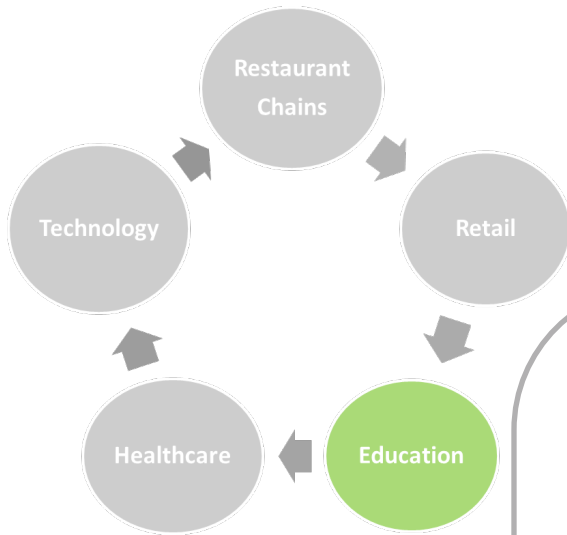
## Highlighted Consumer Related Deals



### Retail



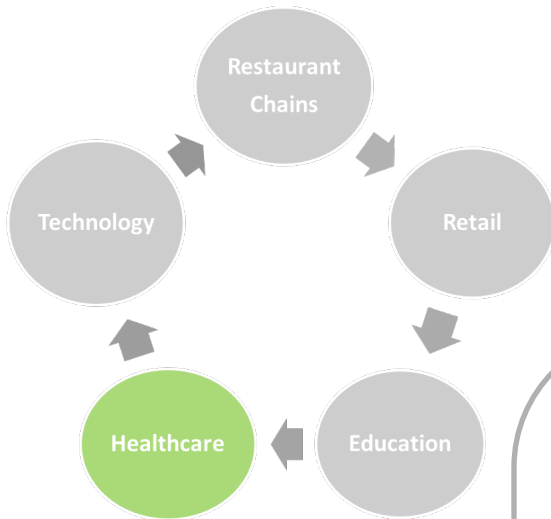
## Highlighted Consumer Related Deals



### Education



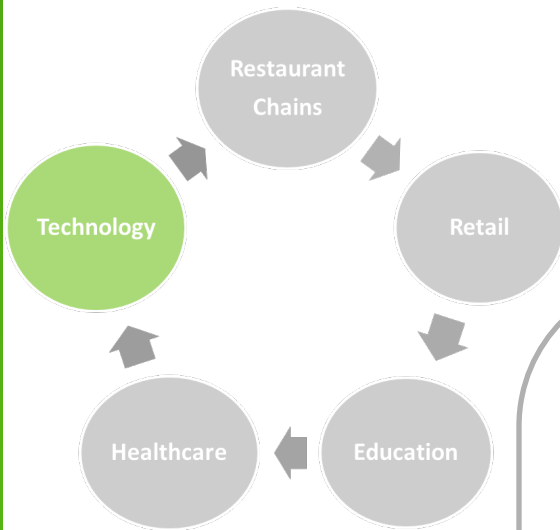
## Highlighted Consumer Related Deals



### Healthcare



## Highlighted Consumer Related Deals



Technology

INSIGHT VENTURE PARTNERS



despegar.com

MONASHEES  
CAPITAL+



Pet  
LOVE

Kaszek  
VENTURES



compara  
online.com

General Atlantic



peixurbano  
exploring the city

intel capital



FASHION  
FASHION SOCIAL NETWORK me

# Thank You!



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