

# AGENDA:

## At Cubo: October 19th

**1:00 pm**

**CUBO Intro / Reception and Welcome Words**

Flávio Pripas, Director - CUBO

Cubo is an initiative by Itau Bank and Redpoint eVentures to inspire, educate and connect people to foster entrepreneurship in Brazil - It's a co-working space and hub located in São Paulo dedicated to technology entrepreneurs, investors, universities and big companies.

**2:00 pm**

**Pitch Session** — 5 startups present their investment opportunities. 5 Pitches, 4'+4' Q&A.

Aider Nano (Nanotech)  
Myleus (Biotech)  
Inpulse (Medtech)  
ProRadis (Medtech / Digital Health)  
Startup 05

**2:45 pm**

**Open Mic Session, Ask the Corporates!**

**3:30 pm**

**Break Session**

**4:00 pm**

**Start-Up Brasil Program**

Vitor Andrade, COO - Start-Up Brasil

Start-Up Brasil, a National Startup Acceleration Program, is an initiative of the Brazilian Federal Government, created by the Ministry of Science, Technology and Innovation, managed by Softex and in partnership with accelerators, to support new technology-based companies: startups. The selected startups receive government grants up to R\$ 200K, plus financial investments and access to services such as infrastructure, mentoring and training by an accredited accelerator in exchange for an equity percent. Currently, Start-Up Brasil portfolio supports 183 startups from Brazil and 13 different countries.

**4:30 pm**

**Inovativa Program**

Maycon Stahelin, Program Coordinator

Inovativa Brasil is a federal government program, led by the Ministry of Development, Industry and Foreign Trade, to foster entrepreneurship and accelerate early stage startups with the support of its on-line networks of mentors and digital training courses. The most developed startups get the chance to connect with investors, clients, internationalization activities and potential special credit funding out of other partners such as BNDES.

**5:00 pm**

**Successful Cases** — Three different sectors and business models leading entrepreneurs share their stories, points of view and experiences.

Moderator: Flavio Pripas, CUBO  
Taila Lemos, Founder - Gentros (Biotech)  
Rafael M. Bottós, Founder - Welle (Laser / Industrial Process)  
Rodrigo Dantas, Founder - VINDI (Fintech)

**5:45 pm**

**Keynote: Felipe Matos, Founder at Startup Farm and Executive Director at Dínamo**

The status of the Brazilian Entrepreneurial Ecosystem, why this is the time for Corporates - it is the time for exits (buying startups) as well as investing in entrepreneurs!

**06:15 pm**

**CUBO Site Visit**

**06:30 pm**

**Networking Cocktails**

# AGENDA:

## Day 1 – October 20th

**8:00 am**

**Registration Opens**

**9:00 am**

**Opening Welcome:** David Barioni, President of Apex-Brasil

**9:15 am**

**Venture Ecosystem Overview:** James Mawson, Founder of Global Corporate Venturing

Corporations' role supporting entrepreneurs through direct investments and through commitments to venture capital funds.

**9:30 am**

**Panel:** Investing inside and outside of the home market

Moderator: Andy Tsao, Director - Silicon Valley Bank  
David Thomas, Managing Director - Intel Capital  
Reynaldo Sanna, Business Director - Evonik  
Girish Nadkarni, President - ABB Technology Ventures  
Aymerik Renard, Director - SanDisk Ventures

**10:15 am**

**Keynote:** Claudia Fan Munce, Managing Director - IBM Venture Capital Group

Lessons from a Legend. After more than a decade running IBM's corporate venturing group, Claudia is uniquely placed to give insights and thought-leadership on how to develop a global programme of indirect and increasingly direct venture investments able to provide strategic and financial support to the parent corporation. As a former board member of the Latin American Venture Capital Association and having been raised in Brazil, she remains close to the opportunities and development underway in this ecosystem.

**10:45 am**

**Networking Break**

**11:15 am**

**Keynote:** John Hamer, Investment Director - Monsanto Growth Ventures

Building a world of the future through innovation. Monsanto's acquisition of venture-backed companies, such as Climate Corp, and investments in biotech related areas have helped the group expand from a commodities to a broader company. What insights can be learned and future envisaged?

**11:45 am**

**Fireside Chat:** How corporates commitments can help local VCs firms by investing in their funds.

**Moderator:** James Mawson, Global Corporate Venturing

Anderson Thees, Partner - Redpoint e.Ventures with Nina Lualdi, Senior Director - Brazil Transformation Strategy and investments at Cisco Systems

Cisco is one of the most successful LPs in VC funds globally - how to select managers? What attracted Cisco to create Redpoint e.Ventures as a Brazil-focused joint venture? What risks did Cisco try and mitigate as GP and LP? How does the partnership with corporates LPs work?

**12:15 pm**

**Panel:** How to identify and invest in hot sectorial and regional opportunities.

**Moderator:** James Mawson, Founder - Global Corporate Venturing

Denver Dale, CEO - Tecton Capital Partners  
Frank Lampen, Partner and Chief Tasting Officer - Distil Ventures (Diageo)  
Gabriela Ruggeri, Business Development Director - DMGT  
Roberto Picchi, General Manager - Visteon South America Commercial and Technical Center

**1:00 pm**

**Lunch**



# AGENDA:

## Day 1 – October 20th

### 2:00 pm

**Keynote:** Erik Vermeulen, Senior Counsel Corporate - Philips Trust

Lessons from around the world on how to build a venture ecosystem utilizing the emerging virtual infrastructure of innovation capital and debunking myths on corporate venture capital.

### 2:30 pm

**Fireside Chat:** Do you invest to grow a market or to acquire your portfolio? Which one works to align interests, co-invest and work with financial-only VC firms.

**Moderator:** James Mawson, Founder - Global Corporate Venturing

Carlos Kokron, Managing Director - Qualcomm Ventures Latam with Eric Archer, Co-Founder and Managing Partner - Monashees Capital.

Background on the two firms and their co-investments. Who generally approaches whom about these deals? What war stories or advantages have both firms found in syndicates versus prior expectations?

### 3:10 pm

**Presentation:** Legal highlights on funds and deals best practices.

Rodrigo Menezes, Founding Partner - Derraik & Menezes Advogados

How to make terms, opportunities and issues to be aware of when investing in Brazil. Use of onshore and offshore structures.

### 3:30 pm

**Networking Break**

### 4:00 pm

**Presentation:** The Brazilian Private Equity & Venture Capital Association - ABVCAP Presents Brazil's Data on the local PE/VC Industry

Fernando Borges, President - ABVCAP

### 4:15 pm

**Pitch Session** - VCs pitch session for co-investment and corporations commitments. 5 Pitches, 5'.

Antera  
Astella  
Confrapar  
Performa Investimentos  
Redpoint e.Ventures

### 4:45 pm

**Panel:** Intrapreneuring the Next Big Thing: Why the largest companies are investing in their own corporate acceleration programs to leverage their innovation roadmaps.

**Moderator:** Arthur Garutti, Director - AceleraCorp & Brasil Ventures

Adriano Nunes, Innovation Director - Intercement  
Luis Arbulu, Director of Investments - Samsung Ventures  
Italo Flammia, CIO - Porto Seguro

### 5:30 pm

**Keynote:** Geraldo Peralta, President & CEO - GE Brazil

Brazil's opportunities and integrating internal and external innovation platforms.

### 6:00 pm

**Closing remarks by Apex-Brasil**

Jayne Queiroz, Investment Officer - Apex-Brasil

### 6:15 pm

**Networking Cocktails**

# AGENDA:

## Day 2 - October 21th

**9:00 am**

**Welcome and Insights from Day 1** by James Mawson - Global Corporate Venturing

**9:05 am**

**Keynote:** Leonardo Pereira, Head of Department of Investment in Funds - BNDES

BNDES presents how Companies and VCs can propose new funds to the Bank. Current scenario regarding Corporate Venturing in Brazil based on the bank's experience. Motivations for a Development Bank to support Corporate Venturing initiatives and for companies to launch a Venturing Unit. What kind of company BNDES is searching to invest with? Trends in the near future.

**9:30 am**

**Panel:** Applied sciences and new business - Exploring the role of universities, accelerators and tech parks. Should they work in partnership with Corporations?

**Moderator:** Vitor Andrade, COO - Start-Up Brasil

Filipe Pessoa, Entrepreneurship Manager - C.E.S.A.R.S Labs

Rosana Fernandes, Co-Founder - Baita

Ramon Azevedo, Director - FUNDEPAR/UFMG

**10:15 am**

**Panel:** Helping local companies develop corporate venturing units.

**Moderator:** Naldo Dantas, ANPEI

Peter Seiffert, Head of Corporate Venture Capital - EMBRAER;

André Leonel, Corporate Social Responsibility Leader - Braskem;

Andre Mainart Menezes, Innovation Management Leader - Stefanini

Karime Hajar Alves, New Business and M&A Manager - TOTVS

**11:00 am**

**Networking Break**

**11:30 am**

**Presentation:** ABStartups introduces an overview and insights about the entrepreneurial ecosystem in Brazil and what markets startups are focusing on;

Amure Pinho, Vice-President - ABStartups

**11:45 am**

**Pitch Session** - Later stage companies presents their cases and investment opportunities. 5 Pitches, 5'.

Tbit (Agritech)

Ecosynth (Biotech)

Ambievo (Cleantech / O&G)

Geofusion (Geomarketing)

Welle (Laser / Industrial Process)

**12:30 am**

**Keynote:** Humberto Matsuda, Partner - Performa Investimentos

Helping local companies and investors expand internationally. Main insights on why startups should consider going international. What challenges they face and when they might be suitable for doing so? How to raise money from the US? The role of forming partnerships between ecosystems and corporations to help.

**1:00 pm**

**Lunch**



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# AGENDA:

## Day 2 - October 21th

### 2:15 pm

**Keynote:** Cassio Spina, Lead Partner - Alivia Ventures

One of the most prestigious angel investors in Brazil and founder of the non-profit organization Anjos do Brasil, to foster angel investing in the country, shares his insights on how to innovate corporations in partnership with startups, the challenges to integrate both big companies and startups, international cases and the relevance to network with different ecosystem's players (VCs, Angels, etc).

### 2:45 pm

**Panel:** How angels and corporations could work together

**Moderator:** Maria Rita Spina, Executive Director - Anjos do Brasil

Anderson Torres, Innovation Coordinator - Senior  
Camila Farani, Vice-President - Gávea Angels  
Magnus Arantes, Harvard Business School Alumni Angels

### 3:30 pm

### 4:00 pm

**Fireside Chat:** How Telefonica Open Future views the 'ladder' of innovation tools. A discussion about how the regional and global programs are developed with local flavours and often local government and investors support. Some successes and lessons for Brazil.

**Moderator:** James Mawson, Founder - Global Corporate Venturing  
Mariano Amartino, Global Director - Wayra - Open Future  
Carlos Pessoa, Managing Director - Wayra Brazil

### 4:30 pm

**Keynote:** Fabricio Bloisi, Founder and CEO - Movile

Naspers' portfolio company. Creating Brazil's unicorn (a startup worths USD 1 billion).

### 5:00 pm

**Closing Remarks: insights from the conference and conclusion.**



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PROMOTION AGENCY

