

svb



Silicon Valley Bank

# SVB Global Connect 2021:

## Venture Capital Conference

Wednesday, September 15, 2021  
Zoom

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# Agenda

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## Wednesday, September 15, 2021

*All times in Pacific Daylight Time*

- 7:30am**                      **Welcome & Opening Remarks**  
Andy Tsao, Head of Global Gateway, Silicon Valley Bank
- 7:35 – 8:05am**                **The Future of the Global Venture Landscape**  
Pat Grady, Partner, Sequoia Capital  
*Moderator:* Aaron Gershenberg, Managing Partner, SVB Capital
- 8:05 – 8:30am**                **State of the Market: IPOs**  
Adena Friedman, President & CEO, Nasdaq  
*Moderator:* Greg Becker, CEO, Silicon Valley Bank
- 8:30 – 8:55am**                **Exits Strategy: IPOs and M&As**  
Hans Tung, Managing Partner, GGV Capital  
*Moderator:* Andy Tsao, Head of Global Gateway, Silicon Valley Bank
- 8:55 – 9:00am**                **Investor Showcase**  
*Introduction by Ella Adhanan, Vice President, Global Gateway, Silicon Valley Bank*  
GV Ravishankar, Managing Director, Sequoia Capital  
Alok Goyal, Partner, Stellaris Venture Partners
- 9:00 – 9:30am**                **Scale Up Investor Panel**  
Francisco Alvarez-Demalde, Co-Founder and Managing Partner, Riverwood Capital  
Navroz D. Udawadia, Co-Founder & Partner, Falcon Edge  
*Moderator:* Priya Rajan, Managing Director – India & MENA, Global Gateway, Silicon Valley Bank
- 9:30 – 10:00am**                **LP Roundtable: Suggested Insights for an Effective Fundraising Strategy**  
*Introduction by Julia Figueiredo, Director- LATAM & Miami, Global Gateway, Silicon Valley Bank*  
Carolyn Mazonson, Vice President, SVB Capital  
Erik Sebusch, Partner, Mercer  
William Sonneborn, Senior Director, Disruptive Technologies & Funds, IFC  
*Moderator:* Aaron Gershenberg, Managing Partner, SVB Capital

## Agenda (continued)

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**10:00 – 10:05am**

**Investor Showcase**

*Introduction by Sara Rona, Director – Australia & New Zealand, Global Gateway, Silicon Valley Bank*

Bianca Martinelli, Principal, Alexia Ventures

Federico Antoni, Managing Partner, ALLVP

Yash Hemaraj, Partner, Benhamou Global Ventures

**10:05 – 10:30am**

**Emerging Manager Panel**

Lan Xuezhao, Founding Partner, Basis Set Ventures

Steve Jang, Founder & Managing Partner, Kindred Ventures

*Moderator:* Daniel Dehrey, Managing Director, Emerging Manager Practice, Silicon Valley Bank

**10:30am**

**Closing Remarks**

Andy Tsao, Head of Global Gateway, Silicon Valley Bank

Priya Rajan, Managing Director – India & MENA, Global Gateway, Silicon Valley Bank



# Speaker Profiles



## Speaker Listing

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### Speakers

**Adena Friedman**

*President & CEO, Nasdaq*

**Erik Sebusch**

*Partner, Mercer*

**Francisco Alvarez-Demalde**

*Co-Founder and Managing Partner, Riverwood Capital*

**Hans Tung**

*Managing Partner, GGV Capital*

**Lan Xuezhao**

*Founding Partner, Basis Set Ventures*

**Navroz D. Udawadia**

*Co-Founder & Partner, Falcon Edge*

**Pat Grady**

*Partner, Sequoia Capital*

**Steve Jang**

*Founder & Managing Partner, Kindred Ventures*

**William Sonneborn**

*Senior Director, Disruptive Technologies & Funds, IFC*

## Speaker Profiles

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### Adena Friedman

**President & CEO**

**Nasdaq**

#### Biography

Adena Friedman became President and Chief Executive Officer of Nasdaq on January 1, 2017, and is a member of the Board of Directors. She brings more than 20 years of industry leadership and expertise, and is credited with significantly shaping Nasdaq's transformation into a leading global exchange and technology solutions company with operations across six continents.

Prior to being named CEO, Adena served as President and Chief Operating Officer throughout 2016 and was responsible for overseeing all of the company's business segments with a focus on driving efficiency, product development, growth and expansion.

She rejoined Nasdaq in 2014, after serving as Chief Financial Officer and Managing Director of The Carlyle Group from March 2011 to June 2014 and playing a critical role in taking the company public in May 2012.

Before Carlyle, Adena was a key member of Nasdaq's management team for over a decade, serving in a variety of roles, including head of the company's data products business, head of corporate strategy and Chief Financial Officer. She played an instrumental role in Nasdaq's acquisition strategy, overseeing the acquisitions of INET, OMX, and the Philadelphia and Boston Exchanges. She originally joined Nasdaq in 1993 as an intern.

Since December 2018, Adena has served as a Class B director to the Federal Reserve Bank of New York. She was elected to the Board of Directors of FCLTGlobal, a non-profit organization that researches tools to encourage long-term investing, in January 2020. Adena began her term as a member of the Vanderbilt University Board of Trust on July 1, 2020.

She earned a Bachelor of Arts degree in political science from Williams College in Massachusetts and a Master of Business Administration from Vanderbilt University's Owen Graduate School of Management.

## Speaker Profiles

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### Erik Sebusch

**Partner**  
**Mercer**

#### Biography

Erik Sebusch is a Partner in the Mercer Alternatives Group and the Global Strategy Leader for the Firm's Venture Capital and Growth Equity investment practice. Erik's primary responsibilities include consulting, investment research, monitoring fund investments, direct secondary investments and co-investments. Erik consults clients with Middle East investment mandates through investment research, private equity portfolio construction and investment monitoring.

Erik has nearly three decades of experience working in various roles in the asset management industry. Prior positions include: Partner at a San Francisco based Venture Capital and Growth Equity Manager, managing a corporate venture capital program, managing the private equity program for a large corporate pension plan, as well as working as financial consultant for high net worth individuals and family offices. He focuses on sourcing investment opportunities as well as developing and maintaining strong relationships with top performing, access constrained Venture Capital and Growth Equity managers globally.

Erik also works directly with a number of Mercer clients that includes notable Endowments & Foundations, Pension Plans, Sovereign Wealth Funds, and large Family Offices.

Erik holds an International MBA from Thunderbird, School of Global Management and serves on the limited partner advisory committees to several private market funds.

## Speaker Profiles

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### **Francisco Alvarez-Demalde**

**Co-Founder and Managing Partner**

**Riverwood Capital**

#### **Biography**

Francisco Alvarez-Demalde is a Co-Founder and Managing Partner of Riverwood Capital which invests in high-growth companies in the technology and technology-enabled industries. Francisco co-heads the Firm and has built the Riverwood Capital franchise and been involved in the scalability journey of several of Riverwood's portfolio companies.

Prior to establishing Riverwood Capital, Francisco was an investment executive at Kohlberg Kravis Roberts & Co. (KKR), where he focused on private equity investments in the technology industry and other sectors, and with Eton Park and Goldman Sachs & Co.

During his career, Francisco has led investments in or been actively involved in the development, operations, and growth of several successful businesses across North America, Latin America, and other geographies. He earned a Licentiate (Honors) in Economics from San Andres University, Argentina including an exchange program at the Wharton School.

Francisco is a Director of Globant (NYSE: GLOB), GoIntegro, Greenhouse, Shiphero, and VTEX (NYSE: VTEX), and an investor, Board Advisor and/or former Director of several other companies, including 99, Alog Data Centers do Brasil, Billtrust (Nasdaq: BTRS), CloudBlue, Dock, Industrious, Insider, LAVCA, Mandic, MotionPoint, Navent, Nium, Pixeon, RD Station, Sensedia, SecurityScorecard, Suma, Technisys, among others. He is also active in non-profit initiatives related to education and a Global Ambassador for Endeavor.

## Speaker Profiles

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### **Hans Tung** **Managing Partner** **GGV Capital**

#### **Biography**

Hans Tung is a Managing Partner at GGV Capital, focusing on early-stage investments across the global digital economy ecosystem. He is consistently recognized among the top venture capital investors in the world, having been named to the Forbes Midas list nine consecutive years from 2013-2021, most recently ranking #3. He has also been named to the New York Times/CB Insights Top 100 Venture Capitalists list four times from 2016-2019, most recently at #18, and recognized among the top 100 Asian Americans by Gold House in 2018-2020. Hans oversees the GGV's DE&I initiatives, and he is also the co-host of the popular podcast, "Evolving for the Next Billion" on entrepreneurship in the US, China, India, SE Asia and Latin America.

His portfolio includes 18 unicorns, many of them invested at an early stage, now valued at more than \$1 billion. The public portfolio includes Affirm, Airbnb, Coinbase, Divvy Homes, Peloton, Poshmark, Slack, Wish and Xiaomi, and the private unicorn portfolio includes Bytedance, Bowery Farming, Frubana, Function of Beauty, Ibotta, Loggi, Offerup, Rupeek, StockX, Udaan, Vedantu, and Xiaohongshu.

Hans was an early investor and former board member of Xiaomi—most recently valued at \$78 billion—and Musical.ly, which was acquired by Bytedance for around \$900 million in 2017. He has actively worked with Airbnb co-founder Nathan Blecharczyk on Airbnb's China strategy, and helped broker Uber co-founder Garrett Camp's first meeting with Didi Chuxing in 2013.

Born in Taiwan, Hans grew up in Los Angeles and attended Stanford University, graduating with a B.S. in Industrial Engineering. In 2005, as an Asian American, he was among the first Silicon Valley VCs to move to China full time, spending eight years investing in the fastest changing tech landscape in the world before returning to Silicon Valley in 2013 to join GGV Capital to focus on globally-minded founders in the Americas and Asia.

## Speaker Profiles

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### Lan Xuezhao

Founding Partner

**Basis Set Ventures**

#### Biography

Lan is the founding partner of Basis Set Ventures ([www.basisset.vc](http://www.basisset.vc)), an early stage venture firm focused on Machine Learning and Automation with \$300M+ AUM. Lan built the Corporate Development Strategy team at Dropbox, which was one of the most acquisitive private tech companies during her tenure with 30+ acquisitions. Prior to Dropbox, she worked with McKinsey in New York and Shanghai, advising Fortune 500 companies on issues including big data, AI, and growth strategy. Earlier in her career, Lan was an entrepreneur who built brain training games. She studied human brain functions for her Ph.D. and received her MA in Statistics, both from the University of Michigan.

## Speaker Profiles

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### **Navroz D. Udwardia**

**Co-Founder & Partner**

**Falcon Edge**

#### **Biography**

Prior to Falcon Edge, Navroz was an investment professional in Eton Park's Emerging Markets team in London (2005-2011). Prior to joining Eton Park, Navroz graduated from Harvard Business School (MBA, Distinction). Before that he spent time at both JP Morgan (private equity) and Goldman Sachs, where he was an investment banker in the Financial Institutions Group and worked on the firm's internal strategy team, reporting directly to Eric Mindich.

Navroz graduated from Columbia University (BA, English) and subsequently completed a Law Degree (MA, Law) at Oxford University, which he attended as a Rhodes Scholar from India. Navroz was a national and internationally ranked tennis player (#1 ranked junior in India) and captained both the Oxford University (Double Blue) and Columbia University Men's Tennis Teams (EITA Senior Of The Year and All Ivy League, 1997).

While at Columbia University, Navroz also received an NCAA Post Graduate Scholarship Award, the Arthur Ashe Sports Scholar Award and was voted an Academic All-American (District Team). He led Columbia as Captain to their first EITA Championship in a decade in 1997.

## Speaker Profiles

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### Pat Grady

**Partner**

**Sequoia Capital**

#### Biography

Pat is a Partner at Sequoia Capital, which he joined in 2007, and is responsible for the partnership's growth-stage investment business. He is a Director of Amplitude, Attentive, Cribl, Drift, Embark Trucks, Namely, Okta (OKTA), and Pilot. He has also had the privilege of working closely with Gather, HubSpot (HUBS), Jive Software, MarkLogic, Medallia (MDLA), Neeva, OpenDNS, Qualtrics (XM), ServiceNow (NOW), Snowflake (SNOW), Sumo Logic (SUMO), Sunrun (RUN), and Zoom (ZM), among others. Pat holds a B.S. from Boston College, grew up in the Powder River Basin of Wyoming, and lives in Portola Valley with his wife and two daughters.

## Speaker Profiles

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### Steve Jang

**Founder & Managing Partner**  
**Kindred Ventures**

#### Biography

Steve is the founder and Managing Partner at Kindred Ventures. He served as an early advisor and investor since founding at Uber and was an early investor in Coinbase, Tonal, Blue Bottle Coffee, Postmates, Zymergen, Color Health, and Expa. Back in 2014, Steve started Kindred Ventures originally as a solo angel fund with his personal capital, dozen prior angel investments, and passion to help other founders. As an entrepreneur, Steve serves as a co-founder at Bitski, a NFT wallet and storefront platform, and previously was the founder of SoundTracking (acquired by Rhapsody) and co-creator of imeem (acquired by MySpace). Steve has also served as a recurring speaker at his alma mater, UC Berkeley, in their Venture Capital seminars at Haas.

## Speaker Profiles

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### **William Sonneborn**

**Senior Director, Disruptive  
Technologies & Funds**

**IFC**

#### **Biography**

William Sonneborn is Senior Director, International Finance Corporation, overseeing investments in Disruptive Technologies and Funds.

Prior to joining IFC, Bill was the President of EIG, a leading energy and infrastructure investment firm, and a member of its Investment and Executive Committees. Prior to joining EIG, he was a partner of Kohlberg Kravis Roberts & Co. and a member of KKR's Management Committee. Bill served as CEO of KKR Asset Management (the public markets side of KKR) as well as CEO and Director of KKR Financial Corporation, a publicly traded specialty finance firm. He also sat on the board of Nephila Capital, a \$10 billion hedge fund that is one of the largest private tech-enabled reinsurance vehicles in the world. Prior to joining KKR, he was with the global investment firm TCW Group, Inc., most recently as President and Chief Operating Officer. Previously, he worked at Goldman, Sachs & Co. in New York and Hong Kong, where he focused on mergers & acquisitions.

# SVB Profiles



## SVB Profiles

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### Attendees

**Aaron Gershenberg**

*Managing Partner, SVB Capital*

**Andy Tsao**

*Head of Global Gateway, Silicon Valley Bank*

**Carolyn Mazonson**

*Vice President, SVB Capital*

**Daniel Dehrey**

*Managing Director - Emerging Manager Practice, Silicon Valley Bank*

**Ella Adhanan**

*Vice President, Global Gateway, Silicon Valley Bank*

**Greg Becker**

*CEO, Silicon Valley Bank*

**Julia Figueiredo**

*Director - LATAM & Miami, Global Gateway, Silicon Valley Bank*

**Priya Rajan**

*Managing Director - India & MENA, Global Gateway, Silicon Valley Bank*

**Sara Rona**

*Director - Australia & New Zealand & Global Channel Partnerships,  
Global Gateway, Silicon Valley Bank*

## SVB Profiles

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### Aaron Gershenberg

**Managing Partner**

**SVB Capital**

#### Biography

Aaron Gershenberg is a co-founder and managing partner of SVB Capital. Aaron joined SVB in 1999. Over the last 20 years, he has created 10 fund of funds, five direct funds and five differentiated custom solutions as an extension of our limited partners' teams. Aaron's expertise is evaluating venture capital (VC) investments globally while building a unique value proposition for institutional investors seeking to access the innovation economy. He has published numerous articles on the future of VC and is frequently invited to speak and moderate panels at conferences in the US and overseas.

Before joining SVB, Aaron opened FirstCorp's Northern California office, a VC leasing group focused on early-stage companies. In this capacity, Aaron was responsible for providing VC financing to more than 50 startup technology companies.

Aaron began combining his passion for cycling and philanthropy in 1984, cycling from Boston to Los Angeles, raising more than \$200,000 for Oxfam America. He is a founder of the Hearst Castle Best Buddies ride, has raised more than \$3 million for Best Buddies and serves on the international board.

Aaron has been an ambassador for the sport of kiteboarding since 2000. He has introduced numerous entrepreneurs and investors to the sport, creating a community around the globe.

Aaron graduated from Wesleyan University with a bachelor's degree in economics and African studies and earned a master's degree in finance and public policy from the John F. Kennedy School of Government at Harvard University. Aaron resides in Menlo Park, California.

## SVB Profiles

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### **Andy Tsao** **Head of Global Gateway** **Silicon Valley Bank**

#### **Biography**

Andy Tsao is a Managing Director and leads SVB's Global Gateway, which assists innovation companies in the emerging markets with their US and international market expansion. He brings more than 20 years of experience banking dynamic companies in technology industries worldwide.

In his roles, Tsao manages SVB's relationships with venture capital and private equity firms outside the U.S., and also helps emerging market companies as they seek U.S. market entry and U.S. companies as they seek to expand abroad. In both capacities, Tsao provides these firms with strategic advice and banking services, including debt financing, based on a deep understanding of their needs.

Previously, Tsao led and helped found SVB's U.K.-based operation, SVB Financial Group UK Ltd, which was established in 2004. For six years, he was responsible for building senior debt relationships with high-growth technology, life sciences and clean technology companies in the U.K. and Europe. Tsao routinely speaks about technology and venture financing at conferences such as events held by the European Venture Capital Association, Super Return, BayBrazil, and Latin American Venture Capital Association. Tsao is a TiE Silicon Valley Charter Member and Asia America MultiTechnology Association (AAMA) Silicon Valley Co-President and Charter Member, and serves on the West Coast Advisory Board for Colgate University.

While based in London, Tsao founded and moderated SVB Financial Group UK's Venture Capital Advisory Board, was a two-time European Tech Tour Selection Committee member, and served on Think London's North American Task Force and the Advisory Board for Astia U.K.

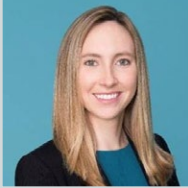
Before endeavoring to open the U.K. office for SVB Financial Group, Tsao was a Senior Vice President in Silicon Valley Bank's Boston office, where he served as a technology lender and senior relationship manager focused on New England's technology industry.

Prior to joining Silicon Valley Bank in 1997, Tsao was a technology lender at BankBoston, and BayBank in Burlington, Mass. He began his banking career with USTrust in Boston in 1988.

Tsao earned a bachelor's degree from Colgate University and an MBA from Boston University.

## SVB Profiles

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### **Carolyn Mazonson**

**Vice President**

**SVB Capital**

#### **Biography**

Carolyn Mazonson is a Vice President at SVB Capital responsible for leading investment research, portfolio construction, and manager underwriting for the fund of funds vehicles.

Prior to SVB, Carolyn was a Senior Investment Analyst with The David and Lucile Packard Foundation, where she was a member of a 10-person investment team tasked with allocating the Foundation's ~\$7 billion of assets to global fund managers. Carolyn focused on market research, manager underwriting, and fund selection with an emphasis on the private markets. Prior to the Packard Foundation, she was a Senior Investment Associate with Cambridge Associates, a global investment consulting and advisory firm.

Carolyn graduated from Stanford University with a B.A. in Political Science. While at Stanford, Carolyn was a captain and active member of the varsity women's tennis team. Carolyn is native to the East Coast and currently lives in Menlo Park.

## SVB Profiles

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### Daniel Dehrey

**Managing Director - Emerging Manager Practice**

**Silicon Valley Bank**

#### Biography

Daniel Dehrey is a Managing Director on SVB's Venture Capital Relationship Management team in the New York office with a focus on Emerging Managers. Daniel focuses on building collaborative relationships with venture investors, while leveraging SVB's platform to help their firms and their portfolio companies' scale.

Prior to joining SVB in 2017, Daniel was a Principal with Collaborative Fund, an early stage consumer-focused venture firm based in New York City.

Daniel earned a B.A. from the University of Virginia and a J.D. from the University of California, Los Angeles – School of Law.

## SVB Profiles

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### Ella Adhanan

**Vice President, Global Gateway**  
**Silicon Valley Bank**

#### Biography

Ella is a Vice President withing Global Gateway, SVB's international market expansion team, focuses on strategic international innovation and extends SVB's network and services to entrepreneurs and investors in Emerging Markets as they scale to global markets.

Previously, Ella was part of the Global Fund Banking team at SVB, providing banking and lending services to venture capital and private equity firms in New York. Before joining SVB, Ella worked at Morgan Stanley as a Fixed Income Securities Advisor to institutional investors including pension funds, foundations, endowments, and government entities globally.

Prior to entering the private sector, Ella worked as an Advisor to the Head of Political Affairs at the Embassy of Israel in Washington D.C, working closely with U.S. government officials and foreign Embassies to enhance the strategic relations with Israel. Previously, she served as a Foreign Relations Liaison in the Office of the Prime Minister of Israel.

## SVB Profiles

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### Greg Becker

CEO

Silicon Valley Bank

#### Biography

A recognized leader in the innovation economy, Greg Becker heads the only bank dedicated to the global innovation sector.

Greg believes the innovation economy brings together talented people who are passionate about turning great ideas into sustainable businesses to create jobs, grow the economy, and enable more people to unlock opportunity.

Under his leadership for a decade, Silicon Valley Bank has consistently outpaced other banks' growth rates – enabling SVB to expand the services it provides to thousands of fast-growing companies and their investors. In the US, SVB is among America's Top 10 Best Banks (Forbes) and Most Responsible Companies (Newsweek) and annually ranks as a Top Corporate Philanthropist, member of the Bloomberg Gender-Equality Index and among the best places to work.

Greg joined SVB in 1993, and has spent his career championing innovation, helping entrepreneurs and their investors scale across the US and globally, building SVB for the long-term and expanding to include nine countries. Working with employees, clients and partners, he has also prioritized investments and initiatives to increase diversity and inclusion at SVB and across the larger technology workforce, foster economic development and support community well-being.

Since 2011, Greg has served as president and CEO of SVB Financial Group and CEO of Silicon Valley Bank. Earlier, he held various senior leadership positions including co-founder and managing director of SVB Capital, chief banking officer and president of Silicon Valley Bank.

Greg holds key positions that enable him to contribute to policymaking and advocate for the innovation economy at the highest levels: In 2019, he was elected a Class A Director for the Federal Reserve Bank of San Francisco and chairman of TechNet. He is a member of the Executive Council of the Silicon Valley Leadership Group, which he chaired from 2014 to 2017. Greg also served as a member of the US Department of Commerce Digital Economy Board of Advisors from 2016 to 2017.

Greg earned a bachelor's degree in business from Indiana University.

## SVB Profiles

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### Julia Figueiredo

**Director - LATAM & Miami, Global Gateway  
Silicon Valley Bank**

#### Biography

As director of Startup Banking Latin America, Julia Figueiredo manages SVB's portfolio of technology startups and venture capital funds based in key Latin American markets. She's also a member of the team launching SVB's LATAM Growth Lending Fund, a partnership designed to provide venture debt to Latin American companies.

Julia joined SVB in 2018 as a vice president of LATAM Startup Banking. The team perfectly suits her passion for fast-paced work environments and positively impacting people and companies in Mexico, Argentina and her native Brazil.

A 2006 graduate of the Ibmec Business School in Belo Horizonte, Brazil, Julia moved to the US in 2012 to study global business management, finance and venture capital at the University of California Berkeley. Subsequently, she served as a bridge builder in corporate business development at accelerator GSVlabs and as product marketing manager and scrum master with software developer Evernote.

Julia's extensive business experience includes starting and running a small import company in Brazil, which deepened her understanding of the challenges entrepreneurs face.

Julia is also one of the founding members and serves as an adviser for Latinas in Tech, a nonprofit organization that connects and empowers Latina women working in technology by providing safe spaces for learning, mentorship and recruitment.

In her free time, Julia loves mountain and road biking.

## SVB Profiles

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### Priya Rajan

**Managing Director - India & MENA,  
Global Gateway  
Silicon Valley Bank**

#### Biography

Priya is the Managing Director at Silicon Valley Bank. As the Market Lead for India, MENA and SEA, she provides international market entry advice and introductions with a focus on technology and innovation cross-border companies, entrepreneurs and venture capital funds in emerging markets. Prior to this role she was Director of Early Stage practice. Priya calls on her experience, expertise and connections to champion a more inclusive innovation economy. She works closely with community and diversity ecosystem partners, including Change Catalyst, Kapor Capital, Big Brothers Big Sisters Organization, Women Who Code, and more. Other university partners Priya has partnered with include Dorm Room Fund, The House Fund, Stanford Venture Studio and Rough Draft Ventures.

Previously, Priya spent several years as the group controller for SVB Financial Group, where she managed financial and accounting functions for all global entities. As the global group financial officer, she served as a core member of the company's Finance team. Earlier in her career, she held financial management positions at Charles Schwab and Enterprise Rent-A-Car. In addition to a bachelor's degree from the University of Madras and a master's degree in international business from Queen's University, Priya holds an MBA in business administration from Cornell University and a California CPA in accounting and business administration.

Through her work at SVB, Priya supports entrepreneurs who strive to make the world a better place, and she echoes that commitment in her free time as well. She's on the board of Big Brothers Big Sisters and of Women Who Code, an organization dedicated to helping women to excel in technology careers. In addition, Priya is a charter member of TiE, a nonprofit focused on nurturing the next generation of entrepreneurs, as well as a venture partner at Xfund, which connects venture capital firms with superior research universities and advisor at Entrepreneurship at Cornell University.

Taking bold steps with confidence is Priya's forte, both on the job and off – in her free time, she loves to skydive. She also enjoys world travel (ask her about Kenya, her favorite spot so far). Aside from hopping on and off planes, Priya also enjoys classical music; she studied the genre for more than a decade – and has passed down her passion to her children.

## SVB Profiles

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### Sara Rona

**Director - Australia & New Zealand & Global Channel Partnerships, Global Gateway Silicon Valley Bank**

#### Biography

Sara Rona is a director of Startup Banking for Silicon Valley Bank (SVB) and is the market lead for Australia & New Zealand, where she manages SVB's portfolio of technology startups and venture capital funds based in the region. She is also leading global channel partnerships in Latin America, India, Australia and New Zealand, and Middle East North Africa (MENA) countries.

Sara joined SVB in 2018 as a director of business planning, covering Technology and Healthcare banking. There, she helped drive go to market strategy, objectives and key results for the commercial bank. She partnered closely with the leadership team to execute and operationalize communication strategy, roadmaps and division-wide initiatives. Earlier in her career, she held various roles in corporate strategy, product management and business development at various organizations like HSBC, IFC-World Bank and Deutsche Bank.

Sara earned a bachelor's degree in international business at Old Dominion University in Norfolk, Virginia. She received an international MBA from St. Mary's University College in the United Kingdom and Naresuan University in Bangkok, where she wrote her dissertation.

Born to a French mother and Afghan father, Sara considers herself fortunate to be part of two distinct cultures. Both cultures have been a strong influence on who she is, her values and the way she views the world. She is fluent in French and is learning Dari. Sara is also heavily involved in social impact. She has done pro-bono consulting work with an agribusiness startup in Nairobi, in addition to volunteer work in Afghanistan. In her free time, Sara is planning her next scuba dive or ski weekend.

# Investor Showcase



## Investor Showcase

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**Bianca Martinelli**

**Principal**

**Alexia Ventures**



**Federico Antoni**

**Managing Partner**

**ALLVP**



**Alok Goyal**

**Partner**

**Stellaris Venture Partners**



**GV Ravishankar**

**Investment Advisor**

**Sequoia Capital**



**Yash Hemaraj**

**Partner**

**Benhamou Global Ventures**



# Attendee Profiles



## Attendee Profiles

Name	Fund Name	Role	Fund Website	Investment Region	Country
Adrian Li	AC Ventures	GP	acvvc	SEA	Indonesia
Ajay Hattangdi	Alteria Capital	GP	alteriacapital.com	India	India
Ajith Pai	Paipal Ventures	Founder	paipal.vc	India / US	India
Alex Shivananda	Cambridge Associates	LP	cambridgeassociates.com	Global	United States
Alexis Terrin	Fuse Capital	GP	fuse.capital	Latam	Brazil
Ali Karabey	212	GP	212.vc	Emerging Europe	Turkey
Allen Taylor	Endeavor Catalyst	GP	endeavor.org/catalyst/	Emerging Markets	United States
Alvaro Filpo	Fabrica Ventures	GP	fabricaventures.com	US	United States
Anna Raptis	Amplifica Capital	GP	amplifica.capital	Mexico and LatAm	Mexico
Anne Martin	Wesleyan University	GP	wesleyan.edu/investments	Global	United States
Antoine Colaco	Valor Capital Group	GP	valorcapitalgroup.com/	Latin America	United States
Antonio Rallo	ID345	GP	id345.tech	Latam, Silicon Valley, Austin TX	Mexico
Anupam Rastogi	Emergent Ventures	GP	emergent.vc	US / India	United States
Arjun Rao	Speciale Invest	GP	specialeinvest.com	India, US	India
Barrett Parkman	Goodwater Capital	VP Portfolio Services + Seed Program Lead	goodwatercap.com/	CA	United States
Beau Seil	Patamar Capital	GP	http://patamar.com/	Southeast Asia	Singapore
Ben Lopez	URS	LP	urs.org	Global	United States
Beto Pallares	Hunt Holdings LP	LP	huntcompanies.com	TX	United States
Bhavani Rana	SIG	GP	SIG-asiavc.com	India	India
Carlos Kokron	Qualcomm Ventures	GP	qualcommventures.com	Americas	United States
Carlos Torres	AMG Block Ventures	GP	amgblock.com/	Mexico and Latam	Mexico
Carman Chan	Click Ventures	GP	clickventures.vc	Asia focus	Singapore
Carolina Margozzini	Megeve Investments	LP	No domain	Global	Chile
Cenk Bayrakdar	Revo Capital	GP	revo.vc	Turkey and Eastern Europe	Turkey
Chinedu Enekwe	Passbook Ventures	GP	passbook.vc	United States	United States
Chris Prestigiacomo	SWIB	LP	swib.state.wi.us/	Global	United States
Christian Klotz	Brasil Capital	GP	brasilcapital.com	Florida	United States
Christine Kenna	IGNIA	GP	ignia.vc	Latin America	Mexico
Christopher Shen	Revere	GP and LP	reverevc.com	US and Asia	United States

## Attendee Profiles

Name	Fund Name	Role	Fund Website	Investment Region	Country
Christos Mastoras	ILIAD PARTNERS	GP	iliad-partners.com	Dubai	United Arab Emirates
Consuelo Valverde	SVLC (SV LATAM Capital)	GP	svlatamcap.com	US/LATAM	United States
Daniel Ibri	Mindset Ventures	GP	mindset.ventures	US, Israel	Brazil
Derek Chau	Acorn Pacific Ventures	GP	acornpacific.ventures/	US and Asia	United States
Diego Serebrisky	Dalus Capital	GP	daluscapital.com/	Latam	Mexico
Doc Parghi	Doc Parghi	GP	srcapital.com	USA	United States
Drew Guff	Siguler Guff & Co	LP	sigulerguff.com	Global	United States
Eric Acher	Monashees	LP	monashees.com.br/en/intro/	Brazil	Brazil
Eric Ma	Riverwood Capital	GP	riverwoodcapital.com	Global	United States
Fabrice Serfati	IGNIA Partners	GP	ignia.vc	Latam	Mexico
Fadi Ghandour	Wamda Seed Ltd	other	Wamda.com	Emerging markets/ Middle East, Turkey, Africa and surrounding countries	United Arab Emirates
Gabriel Castro	M Square	LP	msquare.com/	Global	Brazil
Gonzalo Soriano	AC Ventures	GP	linkedin.com/company/acv-vc/	Latam	Mexico
Gregorio Schneider	TC Latin America Partners	GP	http://tclatam.com	Latin America	United States
Han Shen	iFlyvc	GP	iFlyvc	US	United States
Hassan Karimi	KHK & Partners	LP	khkandpartners.com/	US, Europe	United Arab Emirates
Heather Henyon	Mindshift Capital	GP	mindshiftcapital.com	Global	United States
Hector Shibata	AC Ventures	LP	linkedin.com/company/acv-vc	Global	Mexico
Hemant Shah	Piedmont Fund Services	Fund Admin.	pfsglobal.com/	US	United States
Hernán Fernández Lamadrid	ANGEL VENTURES	GP	angelventures.vc	Latin American	Mexico
Hernan Haro	MrPink VC	GP	mrpinkvc	South America	Argentina
Hoi Ying So	IFC	IFC	ifc.org	Emerging Markets	United States
Ian Paul Otero	Redwood Ventures	GP	redwood.ventures	Latam / Latam dreamers	Mexico
Igor Taber	Cortical Ventures	GP	cortical.vc	Global	United States
Irwin Levy	Collaborative Capital, LLC	GP	N/a	USA, Western Europe, Israel, China and India	United States

## Attendee Profiles

Name	Fund Name	Role	Fund Website	Investment Region	Country
Issa Aghabi	Access Bridge Ventures	GP	access-bridge.com	MENA & Pakistan	United Arab Emirates
Jack Hon	HCL Capital	LP	hcl-capital.com	Asia, US	China
Jai Choi	Tekton   Partech Partners	GP	tektonventures.com	Global	United States
Javier Barreiro	Arrebol Capital	GP	arrebolcap.com	LatAm	United States
Jeremy Loh	Genesis Alternative Ventures	GP	genesisventures.co	Southeast Asia	Singapore
Jessie Harlin	Moore Capital	LP	moorecap.com	NY	United States
John Nahm	Strong Ventures	GP	strongvc.com	South Korea, US	United States
Jorge Gonzalez-Gasque	G2 Momentum Capital	GP	g2momentum.capital	Latin America	Mexico
Jung Woo Sung	Hanwha Asset Management	LP	http://eng.hanwhafund.co.kr/web/main/main.jsp	Global	United States
Karan Mohla	Chiratae Ventures India Advisors Pvt. Ltd.,	GP	chiratae.com	India	India
Karthik Reddy	Blume Ventures	GP	blume.vc	India	India
Kid Parchariyanon	SeaX Ventures	GP	seax.vc	US and Asia	Thailand
Kuan Hsu	KK Fund	GP	Kkfund.co	Southeast Asia	Singapore
Larry Tsai	Q Venture Partners	GP	qventure.partners	U.S.A.	United States
Laurie Yoler	Playground Global	GP	playground.global	CA	United States
Lawrence Jen	Feedel Ventures	GP	feedel.ventures/	EMEA & USA	United States
Leonardo Teixeira	Iporanga Ventures	GP	ipo.ventures	Brazil	Brazil
Lisandro Bril	Oikos Innovation	GP	oikos-vc	South America	Uruguay
Lucas Wang	Comet Labs	GP	cometlabs.io	The US	Taiwan
Luciane Fischmann	Bewater Ventures	GP	bewaterventures.com	Brazil	Brazil
Lynne Bairstow	MITA Ventures	GP	mitaventures.com	Mexico & LatAm	Mexico
Manoj Kumar Agarwal	SEAFUND	GP	seafund.in	India	India
Marisa Warren	ALIAVIA Ventures	GP	aliavia.vc/	US and Australia	United States
Matt Diestel	QIC Global Private Capital	LP	qic.com	North America	United States
Mbwana Alliy	Savannah Fund	GP	savannah.vc	Africa	Tanzania
Melissa Frakman	Emphasis Ventures	GP	em.vc	India	United States
Michael Zimmerman	Main Sequence Ventures	GP	mesqVC	Australia	Australia
Milton Hahn	Puerto Asis	LP	puertoasis.com	Americas	Uruguay
Mohammed Alyahya	Shorooq Partners	GP	shorooq.ae	MENA	Saudi Arabia

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Name	Fund Name	Role	Fund Website	Investment Region	Country
Naganand Doraswamy	Ideaspring Capital	GP	ideaspringcap.com	India	India
Nayan Patel	H2	Founder & CEO	h2.co	global	United States
Nazar Yasin	Rise Capital	GP	risecapital.com	Emerging Markets	United States
Niki Scevak	Blackbird	GP	blackbird.vc	Australia	Australia
Nikunj Jinsi	WC	GP	In progress	Emerging Markets	United States
Pablo Zapata	Tresalia Capital	Family Office	NA	USA, LATAM & ASIA	United States
Padmanabh Sinha	NIIF	GP	niifindia.in	India	India
Pankaj Karna	Maple Capital Advisors	GP	maple-advisors.com	India	India
Pasha Bogdanov	Almaz Capital	GP	almazcapital.com	CEE, US	Germany
Pat Burtis	Amadeus Capital Partners	GP	amadeuscapital.com	LATAM and UK/ Europe	United States
Patricia Chin-Sweeney	Beyond Capital Ventures	Venture Partner	beyondcapitalventures.com	Africa, India	United States
Patrícia Moraes	Unbox Capital	GP	unboxcapital.com	Brazil and USA	Brazil
Patrick Eggen	Counterpart Ventures	GP	counterpart.vc	US	United States
Patrick Knapp	Pennsylvania Public School Employees' Retirement System	LP	psers.pa.gov	Global	United States
Peter Teneriello	TMRS	LP	tmrs.com	North America	United States
Pravan Malhotra	Malacca Investments	GP	malaccaventures.com	India and Southeast Asia	Singapore
Q Motiwala	DNX Ventures	GP	dnx.vc	Japan and US	United States
Rafa de Haro	Cometa	GP	cometa.vc/	Latam	Mexico
Rahul Khanna	Trifecta Capital	GP	trifectacapital.in	India	India
Randall Crawford	Aon	Advisor	aon.com	US and Asia	United States
Ratandeep Singh	Fort Ross Ventures	GP	fortross.vc	United States	United States
Ravi Sanghvi	PitchRight Global Opportunity Fund	GP	pitchright.ventures	Global	India
Rema Subramanian	Ankur Capital	LP	ankurcapital.com	Maharashtra	India
Riley Rodgers	Valia Ventures	GP	valia.vc	US	United States
Rohit Chanana	Sarcha Advisors	GP	Sarchaadvisors.com	India	India
Ruzgar Barisik	Next Billion Ventures	GP	nextbillionvc.com	Global	United States
Sandeep Sardana	BluePointe Ventures	GP	bluepointeventures.com	US/MENA/INDIA/ SINGAPORE	United States
Sanjay Rao	Tau Ventures, LLC	GP	tauventures.com	US & Canada	United States

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Name	Fund Name	Role	Fund Website	Investment Region	Country
Scott Sobel	Valor Capital Group	other	valorcapitalgroup.com	NY , Brazil	United States
Seema Chaturvedi	AWE Funds	GP	awefunds.com	India	United States
Sheila Ryan	Cambridge Associates	other	cambridgeassociates.com	MA	United States
Shuo Chen	IOVC	GP	iovc.io	CA	United States
Sri Peddu	Powerhouse Ventures	GP	powerhouseventures.com	India and the United States	Singapore
Sridhar Rampalli	Pavestone Technology Fund	GP	pavestone.vc	India	India
Srikanth Sundararajan	Ventureast	GP	ventureast.net/	India, US	India
Sunil Goyal	YourNest Venture Capital	GP	Wwe.yournest.in	India	India
Tan Yinglan	Insignia Ventures Partners	VC	insignia.vc/	SEA	Singapore
Tom Terbell	Rise Capital	GP	risecapital.com	emerging markets	United States
Unity Stoakes	StartUp Health Moonshots Impact Fund	GP	healthmoonshots.com	80% (USA)/ 20% Global	United States
Utsav Somani	iSeed	GP	iseed.vc	India	India
Veronica Serra	Innova Capital Gestora de Recursos Ltda	GP	innovacapital.com.br	Brazil	Brazil
Vikram Gupta	IvyCap Ventures	GP	ivycapventures.com	India, US and South East Asia	India
Vikram Lakhwara	Green Cow Venture Capital	GP	greencow.vc	United States	United States
Vinod Murali	Alteria Capital	GP	alteriacapital.com	India	India
Vish Mishra	Clearstone Venture Partners	GP	clearstone.com	California, India	United States
Vishesh Rajaram	Speciale Invest	GP	Specialeinvest.com	India	India
Vivek Kumar	Vgangers	LP	venturegarage.in	India	India
Yash Patel	Telstra Ventures	GP	telstraventures.com	US, Asia	United States
Yashwanth Hemaraj	BGV	GP	bgv.vc	Multiple, cross border	United States
Yousuf Mazhar	TEAMFund Health Ventures	GP	teamfundhealth.org	Global	United States



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