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II ANNUAL NEW VENTURES

COLOMBIA INVESTOR FORUM AND ROUNDTABLE:

ENTREPRENEURSHIP ECOSYSTEMS FOR IMPACT INVESTING IN
LATIN AMERICA

August 18-19, 2010

II Annual New Ventures Colombia Investor Forum and Roundtable

The II Annual New Ventures Colombia Investor Forum and Roundtable will discuss the challenges and opportunities for impact investment in Colombia and Latin America, the role of incubators/accelerators of impact entrepreneurship and the emergence of innovative financing mechanisms for Small and Growing Businesses (SGBs). It will convene the actors that make Colombia a regional leader in impact entrepreneurship and investment, including enterprises, entrepreneurs, enterprise incubators and accelerators, angel investor groups and investment funds.

The event is possible with the support of the Aspen Network of Development Entrepreneurs (ANDE) and is co-hosted by New Ventures Colombia and its partner Bavaria Foundation. The main objective is the promotion of innovative “green” SGBs and support the growth of an entrepreneurship ecosystem for impact investment by bringing together entrepreneurs, impact investors and institutional actors from the region through dialogues, Investor Forums and Roundtables.

The II Annual New Ventures Colombia Investor Forum and Roundtable will explore critical areas in the development of the infrastructure for impact investment. These include:

- Enterprise incubation vs. acceleration: What is the difference and what are their challenges?
- Output and impact metrics: How can we measure social and environmental returns?
- Experiences: What are the results in the region?

The first day of the Forum will offer conferences on distinct topics of impact entrepreneurship and investment. The second day will host the Investor Roundtable while simultaneously offering smaller talks and working sessions for entrepreneurs and investors.

For more information please go to <http://www.newventurescolombia.net>

What is Impact Investing?

“Impact Investing” describes the use of for profit investments to address social and environmental challenges. Following the steps of industries like Microfinance and Venture Capital, Impact Investing is slowly consolidating a marketplace around this idea, and an infrastructure that allows actors involved in it to act in coordination. Key players are investors, foundations, technical assistance providers, and other types of institutions that are looking for ways to achieve financial returns while ensuring sustainable environmental and social impact.



AGENDA

DAY 1: WEDNESDAY AUGUST 18

ENTREPRENEURSHIP ECOSYSTEMS FOR IMPACT INVESTMENT: OPPORTUNITIES FOR COLOMBIA

7:30 – 8:00 **Registration**

8:00 – 8:30 **Opening Remarks**

Javier Serrano
Dean, Universidad de los Andes School of Management

Clementina Giraldo
Entrepreneurship Director, Ministry of Commerce, Industry and Tourism

Kirsty Jenkinson
Director, Markets and Entrepreneurship Program, World Resources Institute (USA)

Catalina Garcia
Director, Bavaria Foundation

8:30 – 9:30 **Keynote Speakers**

The Courage to Make a Difference: Entrepreneurship, Competitiveness and Impact Investing

Stace Lindsay
Executive Committee, Aspen Network for Development Entrepreneurs (USA)

Small and Growing Businesses: Their impact in the global economy and the presentation of the ANDE Annual Report on the global trends of Impact Investment

Jenny Everett
Aspen Network of Development Entrepreneurs (USA)

9:30 – 10:30 **Panel: “Impact Investing” in Latin America: Experiences and Development**

Inversor Fund (Colombia)
IGNIA Fund (México)
Bamboo Finance (Switzerland)
ResponsAbility (Switzerland)
Grassroots Business Fund (USA)

Moderator: Daniel González, AVINA Foundation

10:30 – 10:45 **Break**

- 10:45 – 12:00** **Preparing the world for new trends in entrepreneurship and investment**
- 10 years of sustainable Enterprise support in emerging economies**
Kirsty Jenkinson, Markets and Entrepreneurship Program, World Resources Institute (USA)
- Emerging Tools for Impact Investors**
Kelly MacCarthy, New Ventures Global (USA)
- 12:00 – 1:30** **LUNCH**
- 1:30 – 2:00** **Identifying and preparing opportunities for Impact Investment: Sustainable Enterprise Acceleration Program**
Andrés Guerrero, Coordinator Entrepreneurship Projects, Universidad de los Andes School of Management
- 2:00 – 2:45** **Discussion panel: Enterprise acceleration and Impact Investing through different perspectives**
Ecoflora (Colombia)
Fondo Pyme Capital (Nicaragua)
Octantis (Chile)
Corporación Ventures (Colombia)
Fundación Bavaria (Colombia)
- Moderator:** Francisco Noguera, New Ventures Global (USA)
- Break**
- 2:45 – 3:00**
- 3:00 – 5:00** **Opportunities for Impact Investment in Colombia: Introducing the New Ventures 2009 Portfolio**
New Ventures Colombia Portfolio Companies will deliver their investment pitch to a panel of local and international investors.
- Panel:**
Bamboo Finance (Switzerland)
Grassroots Business Fund (USA)
Equitas Fund (Argentina)
Progresia Capital (Colombia)
ResponsAbility (Switzerland)
Citibank (Colombia)
- 5:00 – 5:15** **Closure**
Diana Gaviria, Director Masters in Environmental Management, Universidad de los Andes School of Management

DAY 2: THURSDAY AUGUST 19

SESSION A. IMPACT INVESTMENT IN COLOMBIA: INNOVATION IN FINANCIAL MECHANISMS

- 9:00 – 9:30** **Measuring the impact: Profitability indicators Vs. Environmental and social impact: ¿Possible balance?**
Kelly McCarthy, New Ventures Global (USA)

- 9:30 – 10:15 **Identifying high impact entrepreneurs in Colombia**
Gaia de Dominicis, Endeavor Colombia
- 10:15 – 10:30 **Break**
- 10:30 – 11:15 **Shaping an agenda for the promotion of entrepreneurship in Colombia**
Angélica Buitrago, Destapa Futuro Program, Bavaria Foundation
- 11:15 – 12:00 **Creating investment funds for impact “start-ups”**
Margarita Calder, Fondo Equitas (Argentina)
- 12:00 – 12:45 **Panel: Learning from experiences in Latin America**
Fondo Equitas (Argentina)
Grassroots Business Fund (USA)
Fondo Inversor (Colombia)
Fondo Pyme Capital (Nicaragua)
IGNIA Fund (México)

SESSION B. IMPACT ENTREPRENEURSHIP IN COLOMBIA: OPPORTUNITIES FOR ENTREPRENEURS

- 8:30 – 9:00 **Sustainable Enterprise Acceleration Programa**
Andrés Guerrero, Coordinator Entrepreneurship Projects, Universidad de los Andes School of Management
- 9:00 – 9:45 **Managing the impact of growth in your enterprise**
Jorge Hernandez, Universidad de los Andes School of Management
- 9:45 – 10:00 **Break**
- 10:00 – 10:45 **Cases of Impact Entrepreneurship: Mesa de los Santos and Ecoflora**
Patricia Londoño, Consultant
Bart van Hoof, Universidad de los Andes School of Management
- 10:45 – 11:30 **The Business Model as a Mecanism for Innovation**
Vinciane Servantie, Universidad de los Andes School of Management
- 11:30 – 12:15 **What is the investor looking for in your enterprise?**
Esteban Velasco, Progresia Capital





With the support of



Further information
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<http://www.newventurescolombia.net>

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