

MIT \$50K Global Startup Workshop

Community, Connection & Collaboration

Panel 3: The Role of Financing in the Entrepreneurial Ecosystem

Moderator: Valentina Sequi; *MIF*

Panelists:

Rodrigo Villar; *Managing Director for New Ventures, Mexico*

Pablo Brenner; *Prosperitas, Uruguay*

Diego May; *Link Inmersiones, Costa Rica*

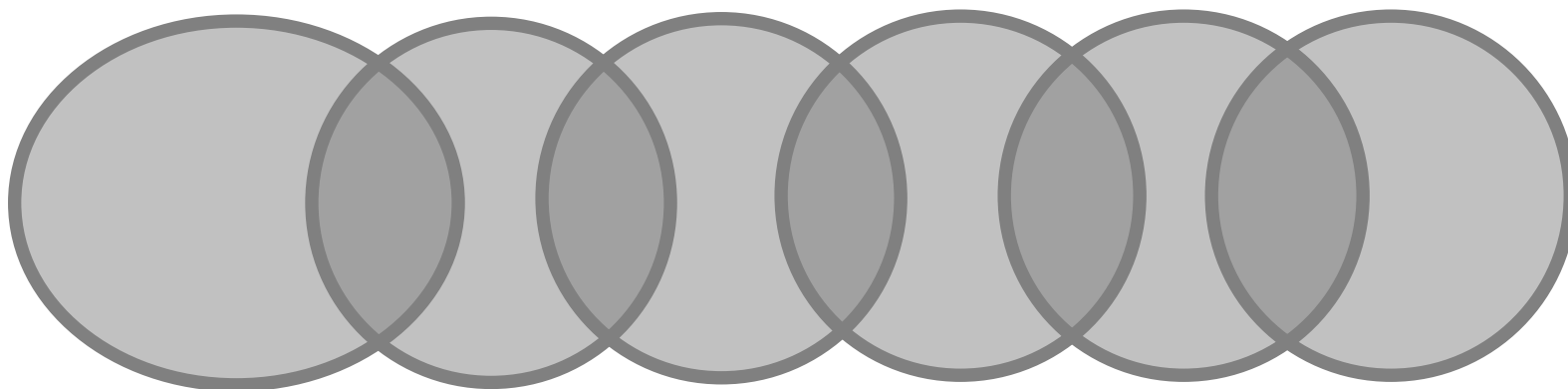
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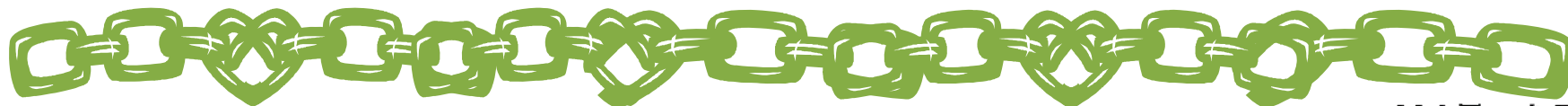
GLOBAL STARTUP
WORKSHOP

The Entrepreneurship Ecosystem

Entrepreneurial Spirit Friends & Family Seed /Angel Capital Venture Capital M&A Capital Markets



The Entrepreneurship Ecosystem Chain



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The Broken Links in the Region's Chain

Entrepreneurial
Spirit

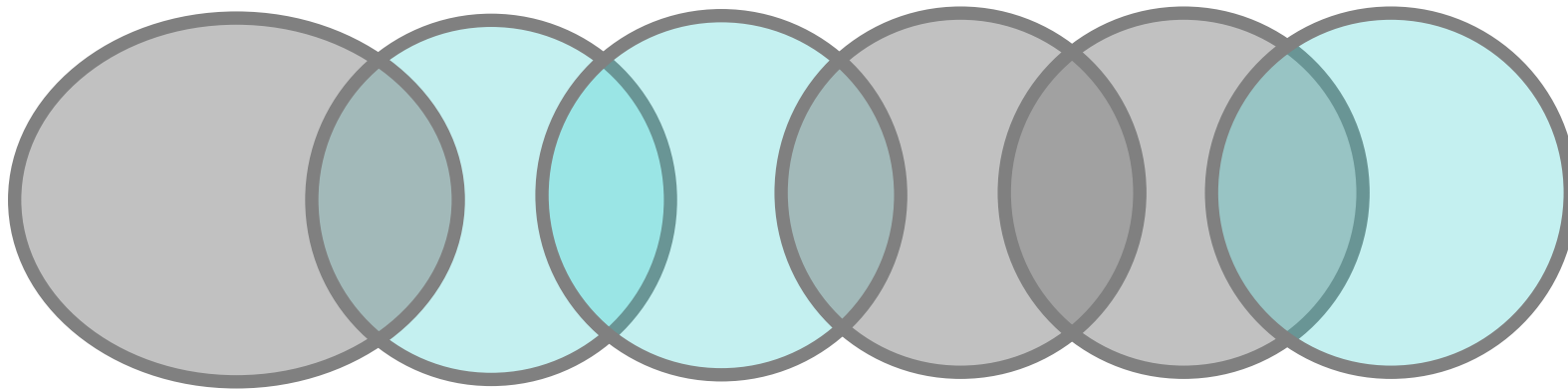
Friends &
Family

Seed /Angel
Capital

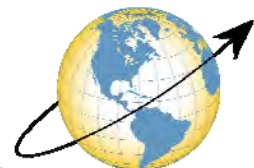
Venture
Capital

M&A

Capital
Markets

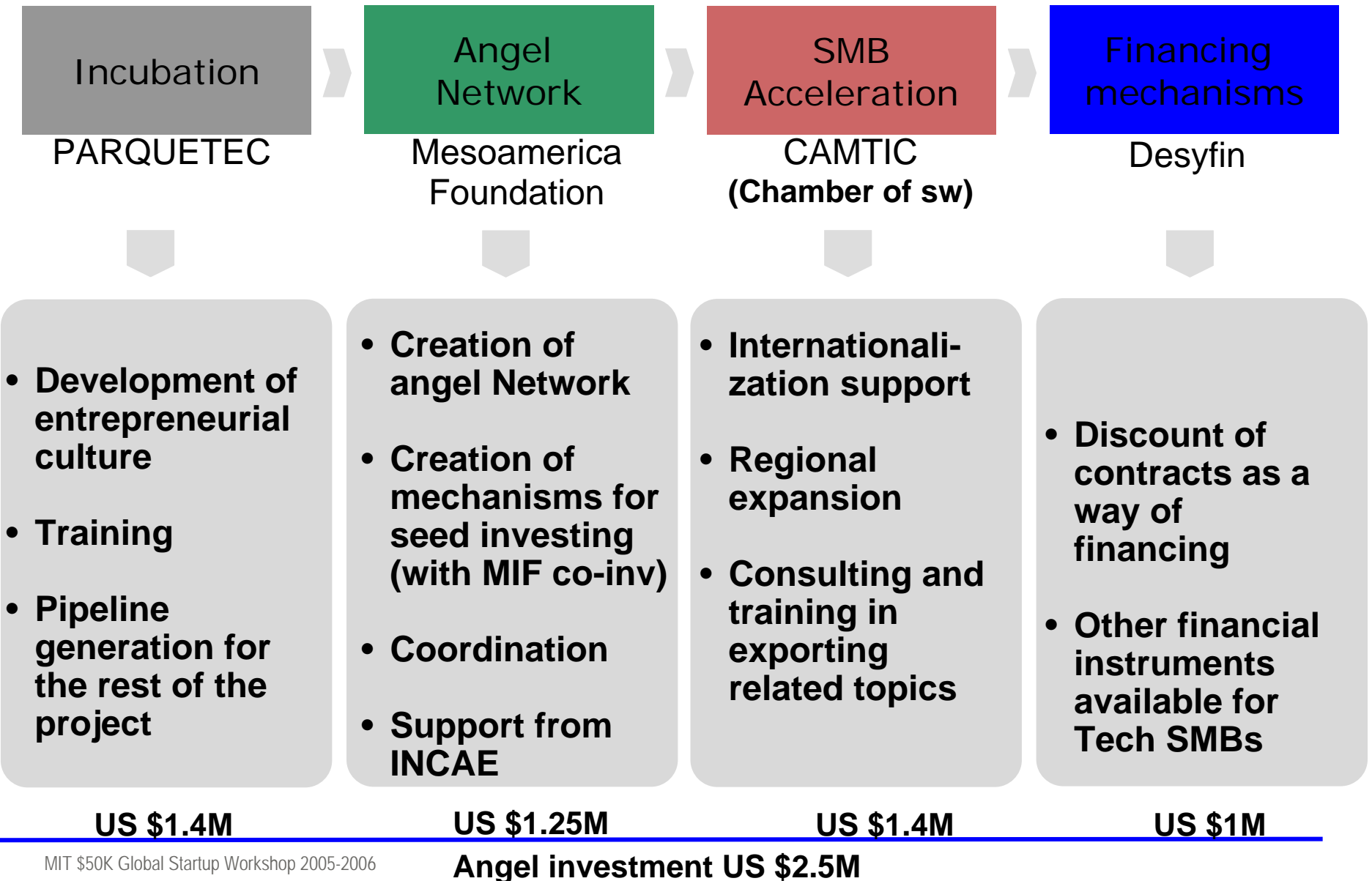


MIT \$50K



An Integral Solution to the Problem

Program - US \$7.5M

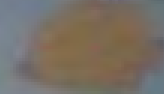




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CAFE JUANMAR II

YOUTUBE

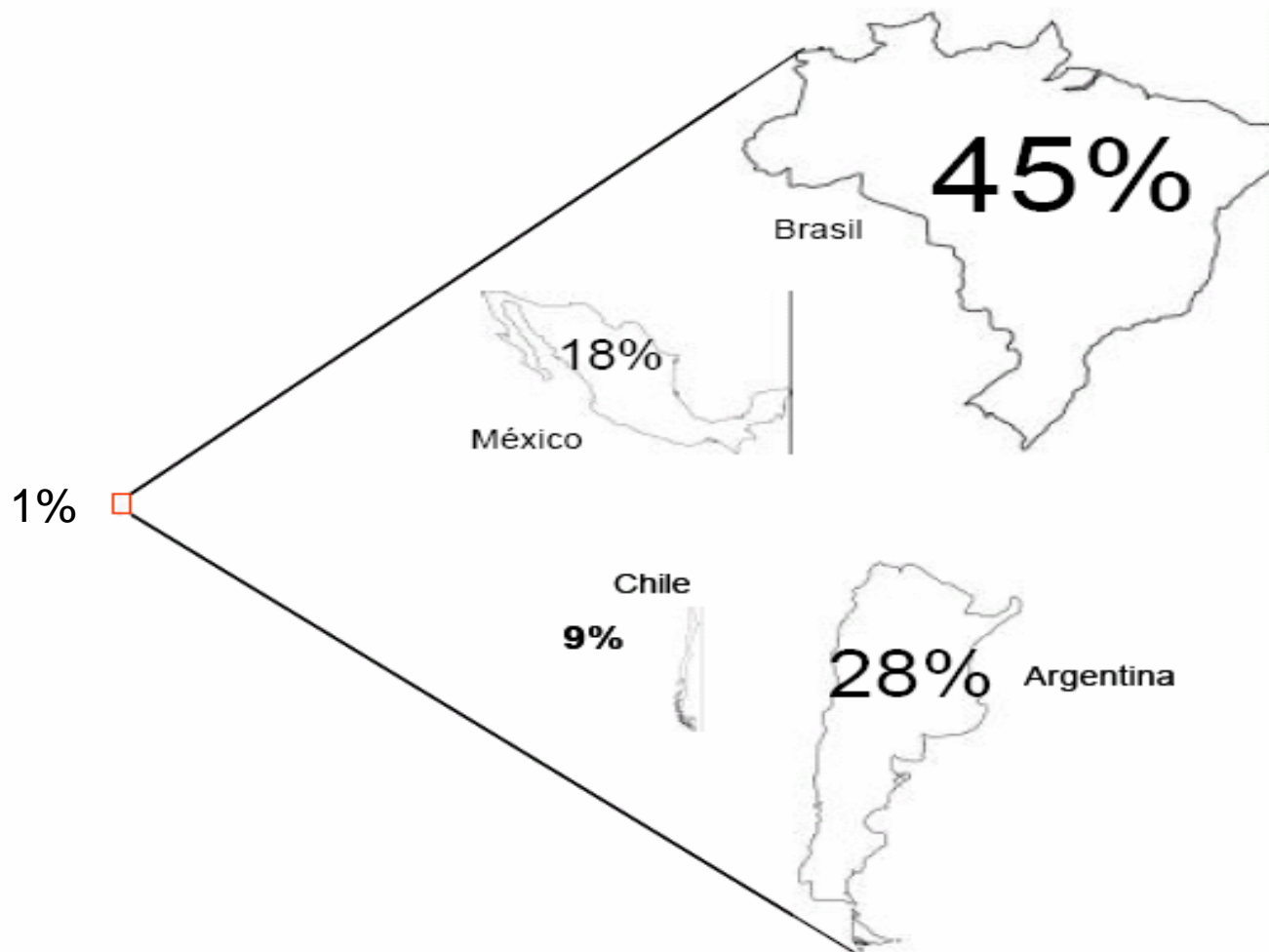


DESAYUNOS Y COMIDA CORRIDA

CAFE JUANMAR II



New Ventures



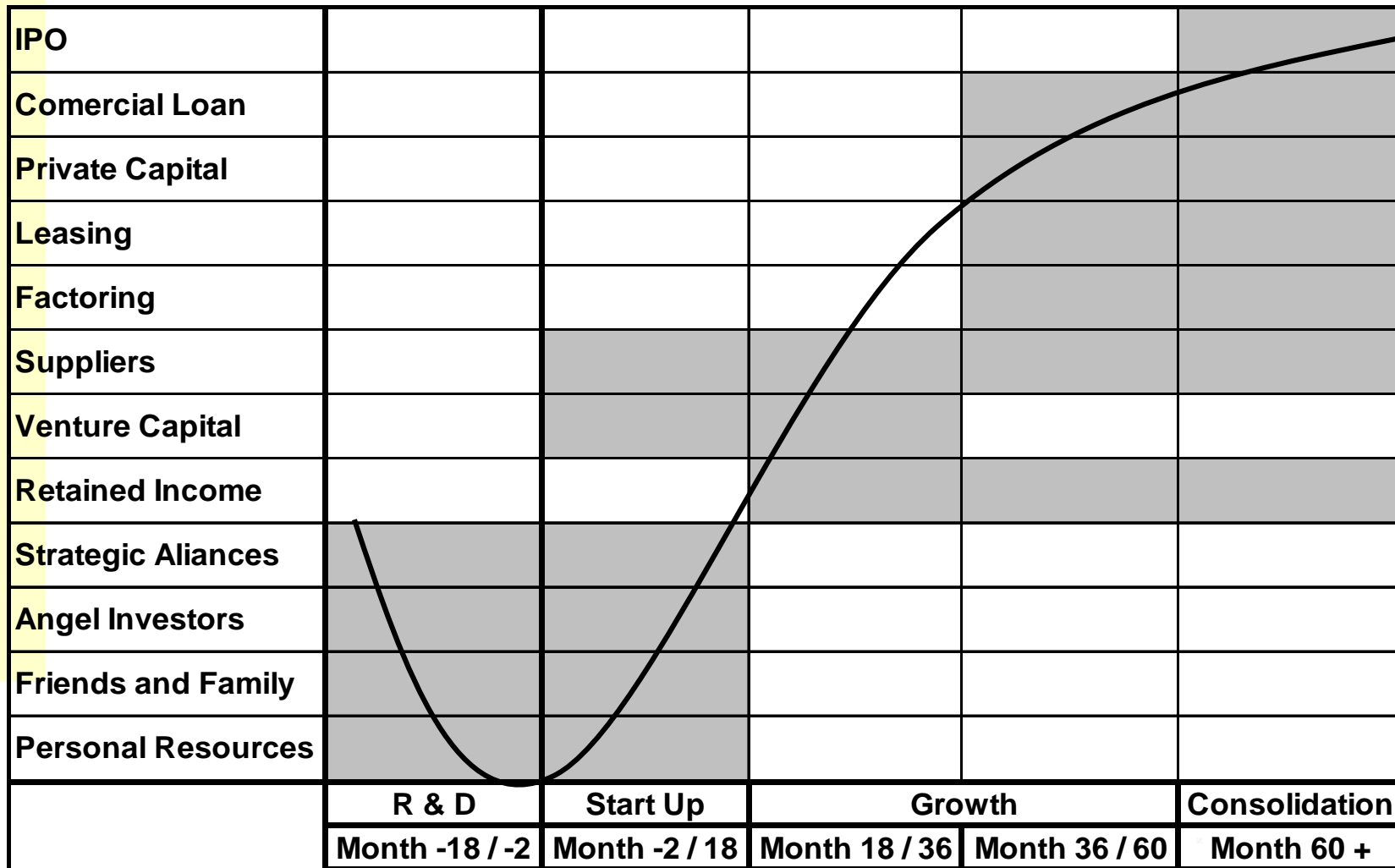
New Ventures México es un programa del Fondo Mexicano para la Conservación de la Naturaleza, A.C. y el World Resources Institute



WORLD
RESOURCES
INSTITUTE

A New Way of Doing
Business

Financing Sources



Financing Sources in Mexico

IPO					
Comercial Loan				Grey	Blue
Private Capital				Red	Grey
Leasing				Grey	Blue
Factoring				Grey	Blue
Suppliers		Grey	Blue	Blue	Blue
Venture Capital		Red	Red		
Retained Income			Grey	Blue	Blue
Strategic Aliances	Grey	Blue			
Angel Investors	Red	Red			
Friends and Family	Red	Red			
Personal Resources	Grey	Grey			
	R & D	Start Up	Growth		Consolidation
	Month -18 / -2	Month -2 / 18	Month 18 / 36	Month 36 / 60	Month 60 +
		Micro	Small	Medium	Large

 Easy Access in Mexico
 Difficult Access in Mexico
 No Access in Mexico



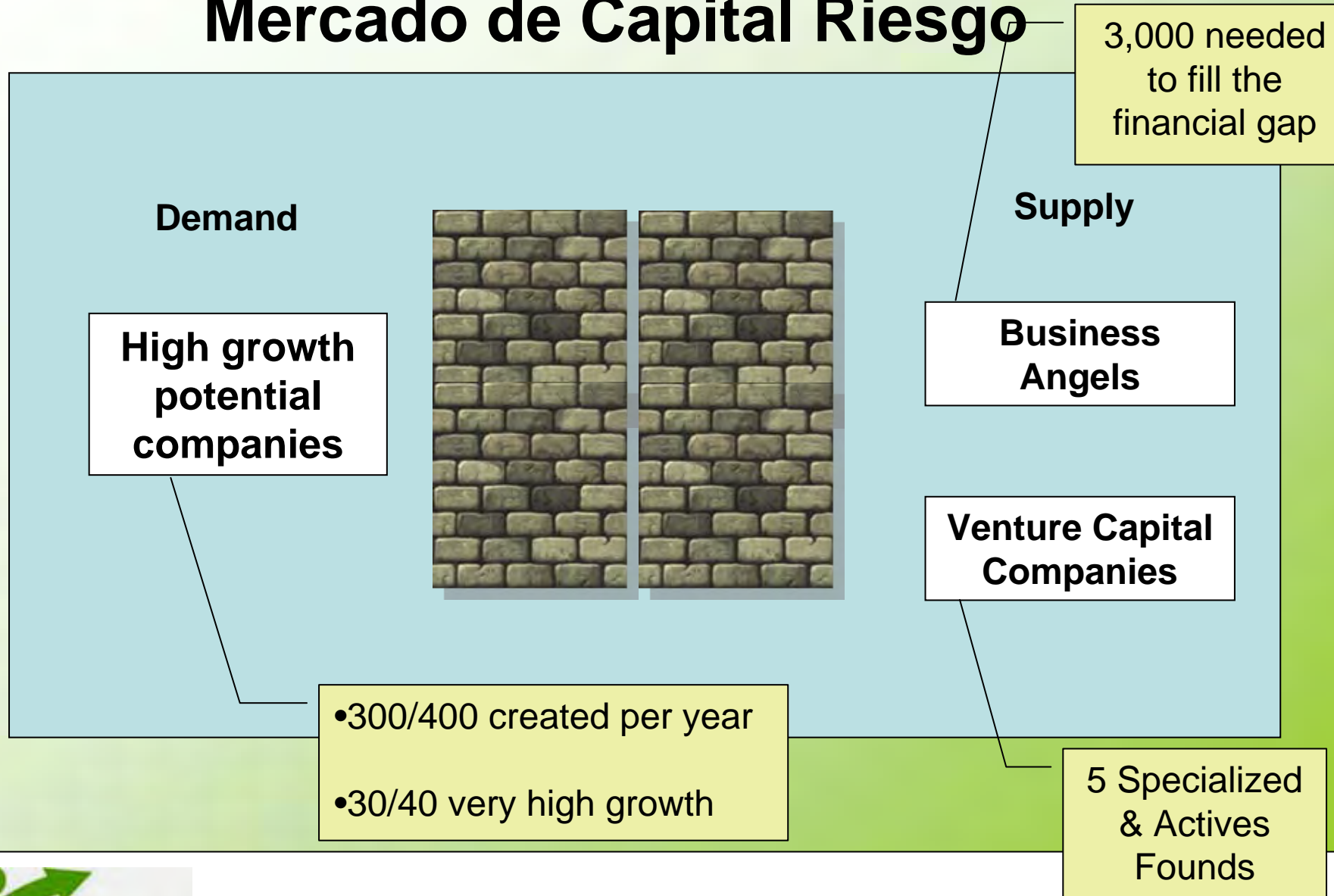
Venture Capital Market in Argentina: Is it possible?

Gabriel Jacobsohn



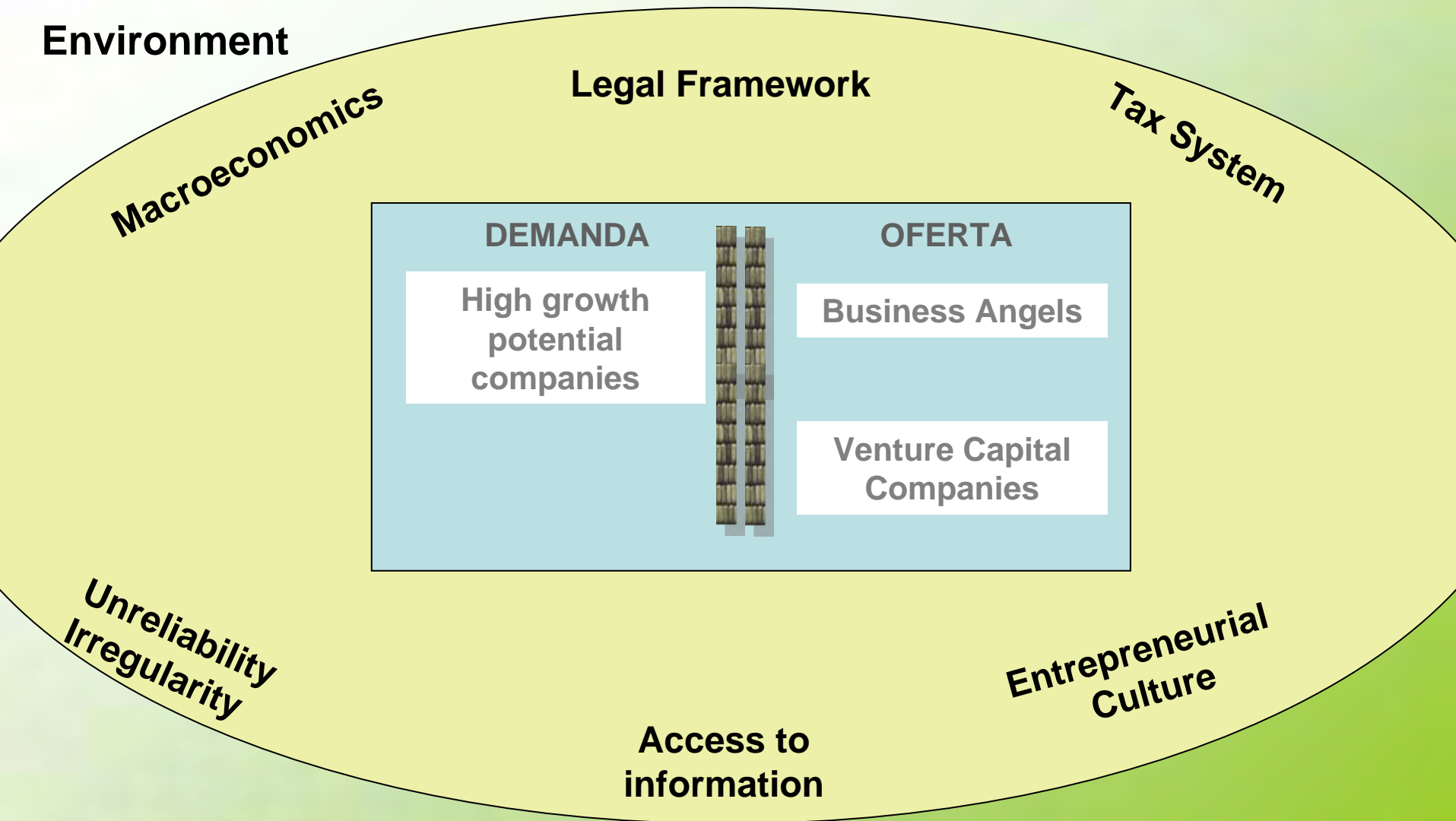
gjacobsohn@iecyt.com.ar

Mercado de Capital Riesgo

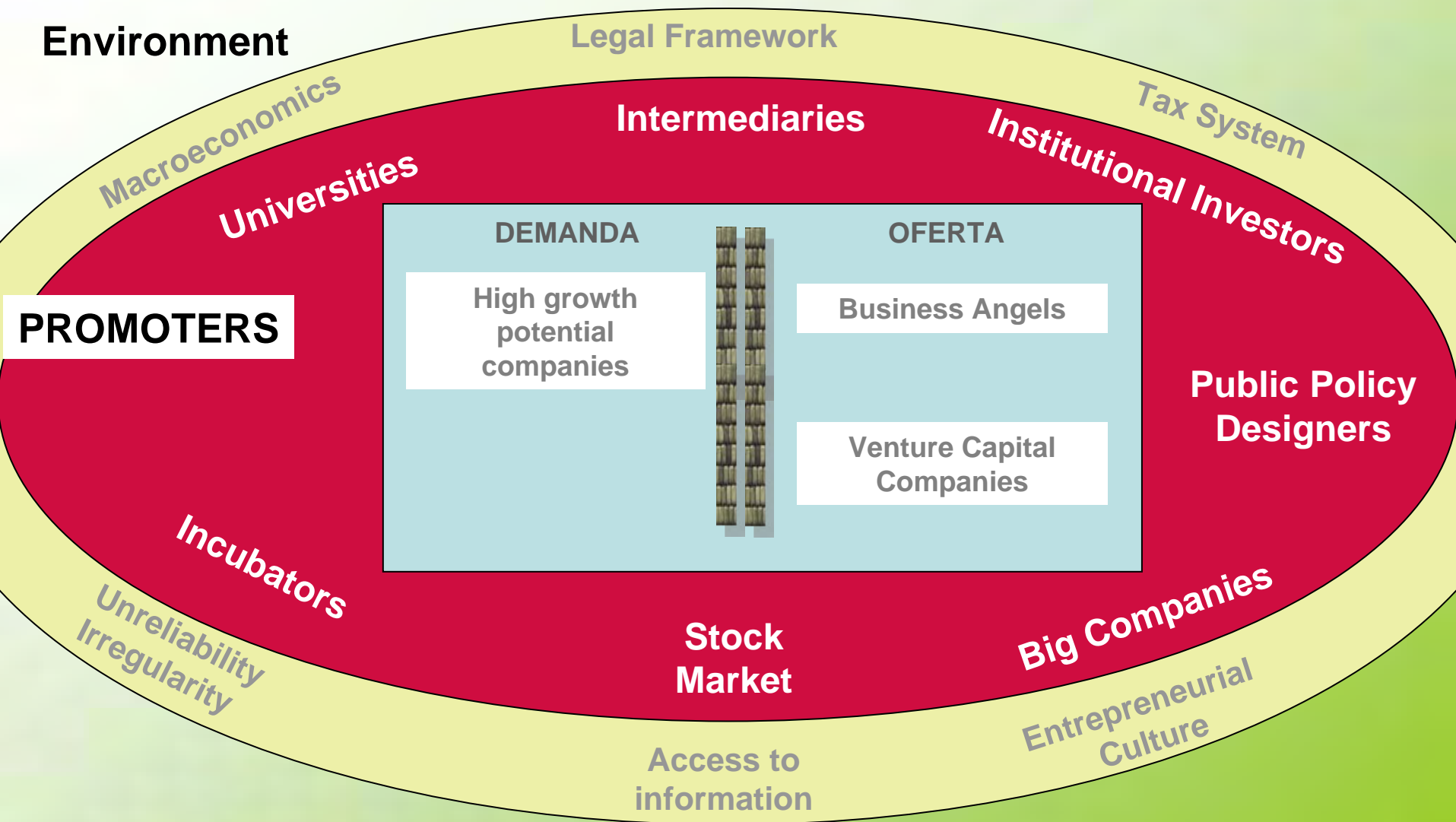


Venture Capital System

Environment



Venture Capital System



Public Policies to foster the Venture Capital Market

- **Environment**

- Macroeconomic Stability
- Promotion of an entrepreneurial culture
- Set up a legal framework to create new firms
- Institutional Learning
- Facilitate exist strategies

- **Entrepreneurs**

- Venture Capital Culture
- Investment Readiness
- Demand of K data bases

- **Business Angels**

- **Venture Capital Companies**

- Found of funds
- Subventions
- Guaranties
- Credits

- Sensitize, Information & Formation
- Supply of K data bases
- First filtering of opportunities
- Angels Networks
- Tax benefits



Venture Forum 2004 & 2005



Just Do It !!!!!



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