

# Creating new global companies in Latin American with the use of advanced technology

2018 Global Commercialization Conference & Workshop, GCC KAIST

Adrián García, Managing Partner, CARAO Ventures

# About Carao Ventures

- First investment firm focused on early-stage VC in Central America; Founded in 2012
- Combination of best practices from VC firms, accelerators, venture builders, angel networks
- 35 investors: HNWI and family offices from Central America or USA
- \$4.3 million invested to date; \$2 million in investment budget for 2017

# Founders | Management Team



**Allan Boruchowicz**

6 yrs: Investing & advising startups - LatAm & USA

5 yrs: PE, M&A & Consulting - LatA

1 yr: Private banking - Boston, USA

B.Sc. Finance & Entrepreneurship - Babson College



**Adrián García**

6 yrs: Investing & advising startups - LatAm & USA

6 yrs: Consulting & PE - Central America

1 yr: M&A Advisory - Costa Rica

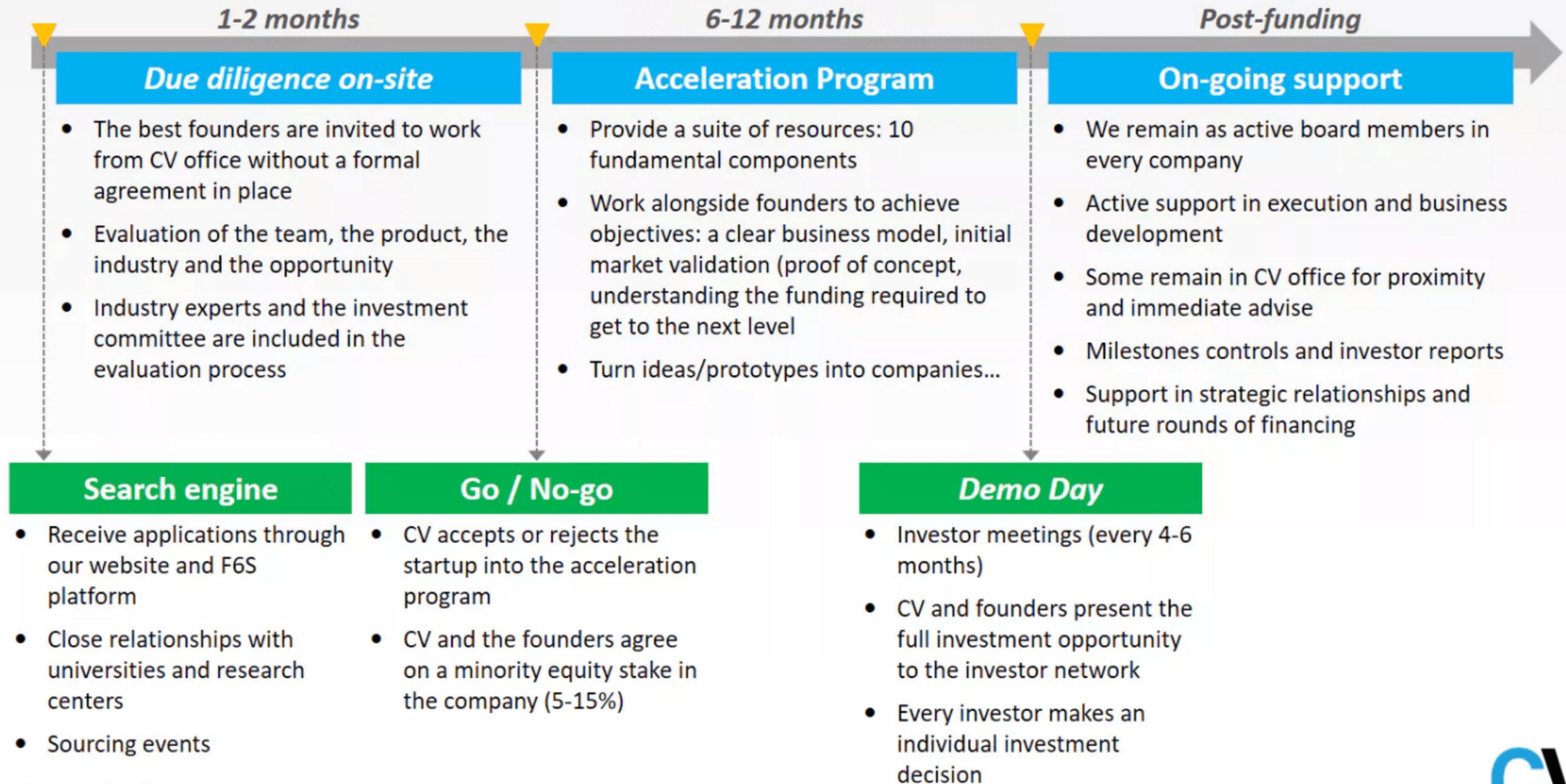
MBA - MIT Sloan | B.A. Economics - UT Austin



Acceleration / Venture building

Investment

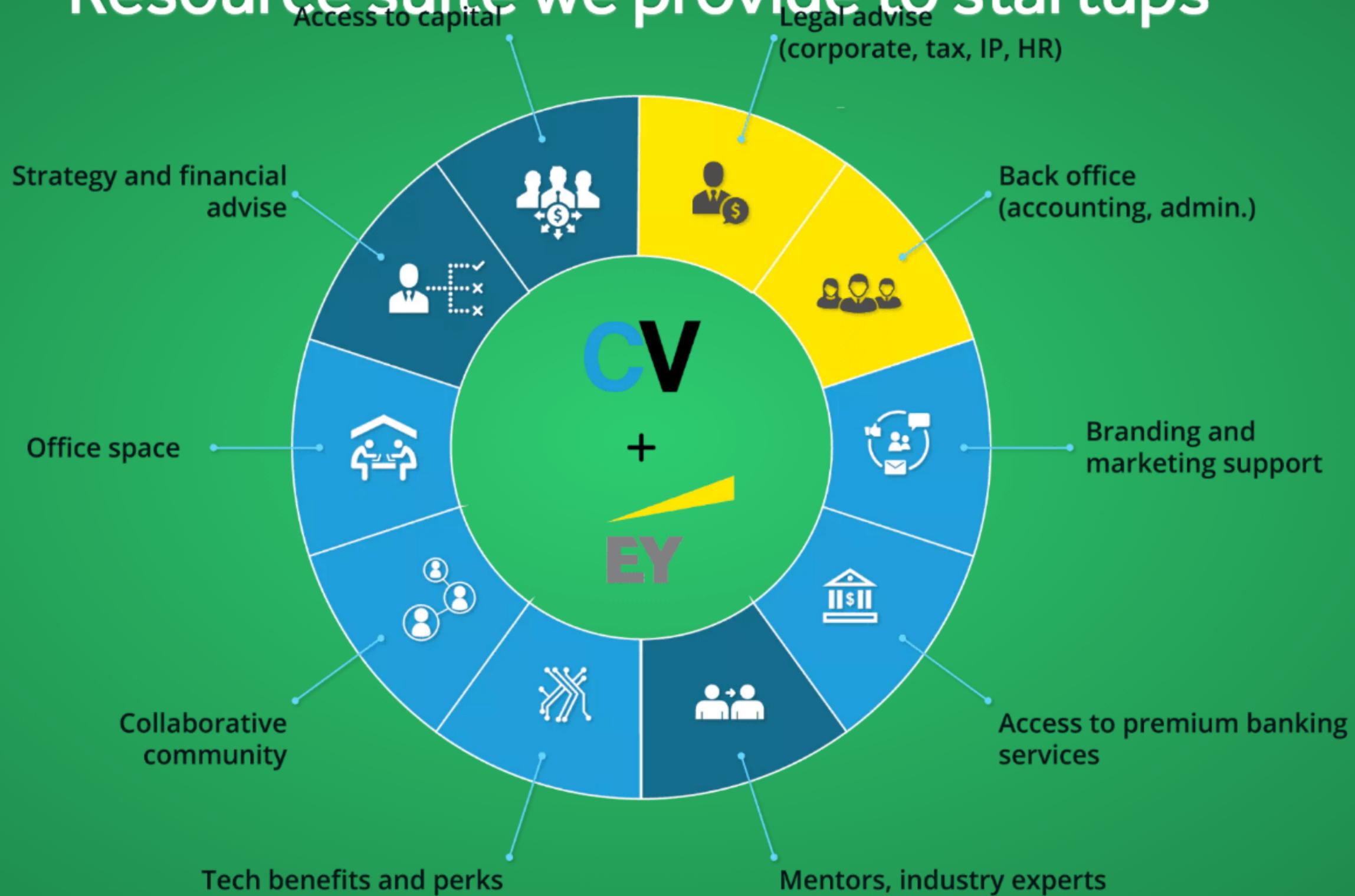
# Our process, in a nutshell...



Our business process



# Resource suite we provide to startups



# We formally invest in the first 2 startup funding stages

## Pre-seed investment

**\$20K - \$100K**

- Product conceptualization and prototyping
- Proof of concept / market testing
- Core initial team conformation (first employees)
- Relationships with suppliers, partners
- Business opportunity sizing and scoping
- Alpha and beta launch strategies
- Growth planning
- Preparing for a first fundraising process

***CaraoV Acceleration Fund I***

## Seed-round investment

**\$250K - \$2M**

- Product development
- Launch / first growth plan execution
- Business development and partnerships
- Strengthening team, recruiting
- Corporate structure, legal and admin order
- Exploration of new products, opportunities
- Strategic and growth planning
- Preparing for future rounds of financing

***CaraoV Angel Investor Club***

**Selectivity** is the key in these industry: We look to invest in winners

**>2,200**

Reviewed oportunties

**6**

Investments completed

**6**

Opportunities in Acceleration  
Process

SPERATUM

BildTEK

slidebean

Junar

b  
BELLELLI

GoPato



FT Technologies  
INNOVATING THE WAY YOU PAY

TITANIUM

GO  
PASS

SINGULARITIES

localeyes

Our portfolio

# General information about Costa Rica

**Technology demand information and  
collaboration ideas**

**Carao**  
Ventures

**Adrián García**

@adriangs

ag@carao.v.com

www.carao.v.com