

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

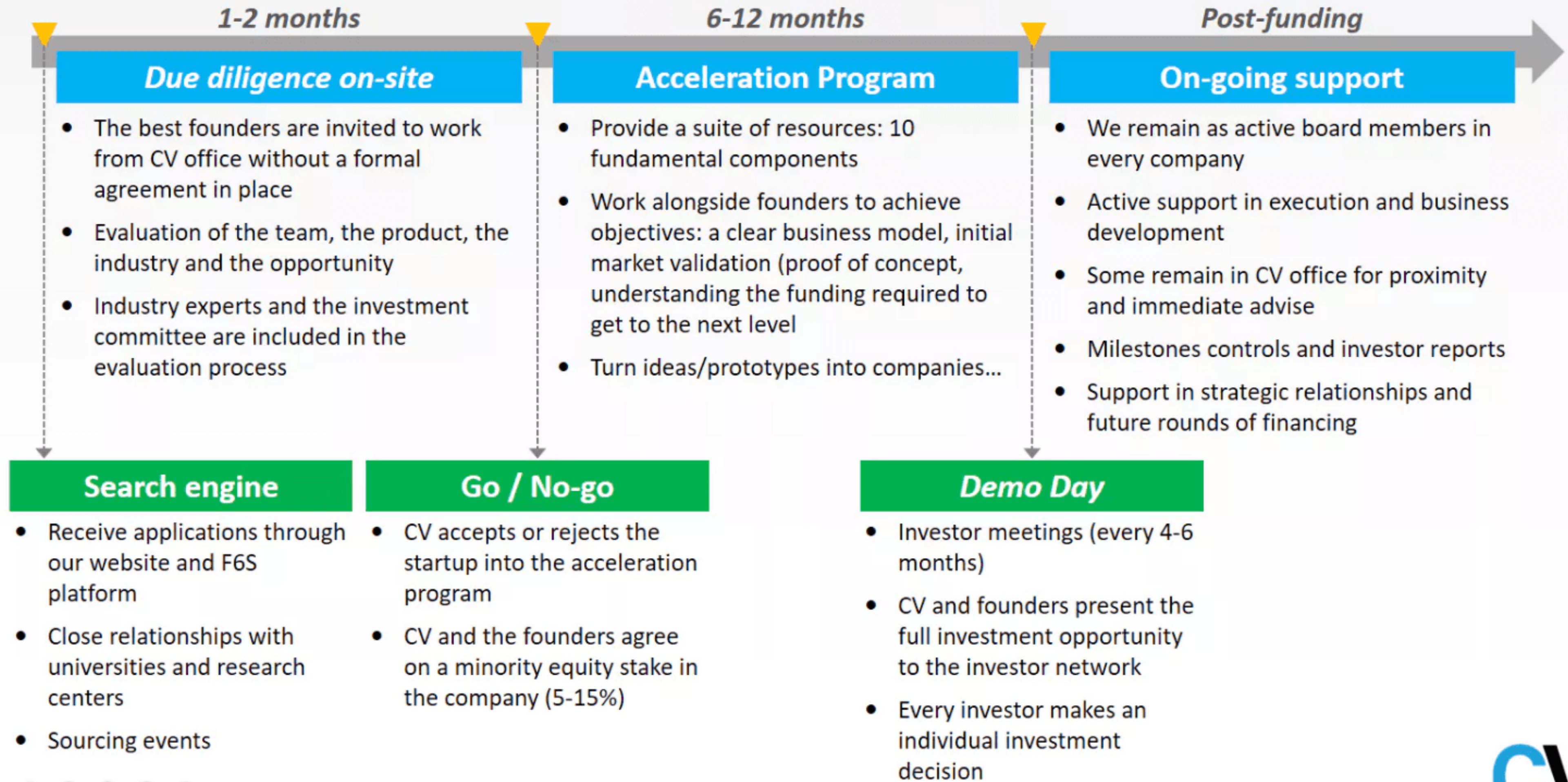
MBA - MIT Sloan | B.A. Economics - UT Austin



Acceleration / Venture building

Investment

Our process, in a nutshell...



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



Our portfolio

General information about Costa Rica

Technology demand information and
collaboration ideas



Adrián García
@adriangs
ag@caraov.com
www.caraov.com