



Financing Latin American e-Commerce Companies

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International Venture Partners, LLC

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International Venture Partners

- New York based Investment Banking firm
- Offices in Buenos Aires
- Partnerships in Chile, Brazil, and Peru
- Full range of financial advisory services
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What are Investor's looking for?

- Strong experienced management
- Fast path to profitability (18 to 24 months)
- Achievement of scale with bricks & mortar partner
- Strong partnerships and alliances
- Unique technologies and services
- Localized content to differing market segments
- Potential to be #1 in the market

Latin American e-Commerce

- e-Commerce sales this year will reach \$1.1B
- e-Commerce sales will reach \$10.9 B by 2003
 - Large and mid-sized corporations 37%
 - Smaller enterprises 24%
 - Home sector 21%
 - Government / education 9%
- 80-85% of SMEs in region currently online
- 100% online presence by large corporations

Source: IDC Latin America

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B2B Exchanges

- Facilitate global business by breaking down barriers:
 - Regulations
 - Language
 - Culture
 - Distance
- Allow smaller companies to compete on an international scale
- Create cost and time efficiencies

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Logistics and Services

- Solving Credit fraud / offer variety of payment methods
 - e-Cash
- Improve logistics of distribution
 - SkyBox
 - FedEx, DHL, UPS
 - Streamlined customs procedures

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Wireless

- Latin America is ahead of the curve
 - High penetration due to failure of incumbent telephone carriers and poor fixed wire infrastructure
 - Reasonable cost of cellular phones and service
 - Twice as many cell phones as personal computers
 - High quality wireless infrastructure provided by US and European companies

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Wireless Data Growth

- Latin America has fastest adoption rate for Internet service
- Majority of Latin Americans will have first Internet experience through a wireless device
- Japan - 6 million wireless data customers in 14 months
- Opportunities
 - Wireless enabling technologies (blue tooth, WAP)
 - Applications that provide rich user experiences
 - m-Commerce Applications - WAP, Blue-tooth, i-mode

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