

## About the Moderators

### **Peter Eccles**, Partner, Akerman LLP

Peter Eccles is Partner in the New York office of Akerman LLP. His practice focuses on M&A, joint ventures, private equity and venture capital transactions, and other corporate and commercial arrangements. His practice is primarily cross-border, focusing on Latin America and particularly, Brazil, where he lived as a youth. Mr. Eccles is a member of the Corporate Group, the International Practice Group, and the Brazil Practice Group. In addition to advising private equity, venture capital, strategic, and family office investors on investments in the US, Brazil, and Latin America, Mr. Eccles has advised leading companies in the region on novel debt and equity financings, including the first-ever Rule 144A ADR capital markets transactions involving Brazilian issuers. He also has extensive experience counseling emerging growth companies in Brazil, including fintechs, healthtechs, agtechs, proptechs, e-commerce, and micro-mobility companies, regarding international corporate matters, investment into the US, and venture capital and growth equity financings. Mr. Eccles holds a B.A., *magna cum laude*, from Harvard College and a J.D. from Harvard Law School. He is fluent in Portuguese and is a member of the Council on Foreign Relations.

### **Lisa Worcman**, Partner, Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados

Lisa Worcman, Partner at Mattos Filho, is a tax lawyer with expertise in tech law. She practices with a focus on consulting in the technology and entertainment sectors, and in conjunction with other practice areas of the firm to serve her clients using a multidisciplinary approach. Her tax practice specializes in consulting, transfer pricing, applicability of international treaties, mergers and acquisitions (M&A) transactions, including those of a cross-border nature, and the structuring of foreign company business in Brazil. Ms. Worcman's practice in regulatory matters concerning the entertainment industry involves her broad knowledge of intellectual property, copyright (including software), the rules of the Brazilian National Telecommunications Agency (ANATEL), and those of the Brazilian Agency of National Cinema (ANCINE). Her contributions to debates regarding the regulation of video on demand (VOD) and streaming, as well as those relating to the imposition of the Contribution to the Development of the National Film Industry (Condecine) in this sector, are noteworthy. She is an enthusiast of the crypto industry, with a good knowledge of the market players and their activities, being invited as a speaker in leading events in the country. She has also drawn together international legal experience as an attorney for multinational conglomerates in the audiovisual media industry, such as pay TV and entertainment. Ms. Worcman holds a Bachelor's in Law from Universidade Presbiteriana Mackenzie, completed an extension course in Entertainment Law at New York University (NYU), holds a Tax Specialization from Pontifícia Universidade Católica de São Paulo (PUC-SP), and holds an MBA in Economic and Financial Administration from Fundação Getúlio Vargas (FGV-SP). She is a member of the Special Commission on the Freedom of the Press of the São Paulo State Branch of the Brazilian Bar Association (OAB/SP) and a member of the Mattos Filho Israel Desk.

## About the Speakers

### **Fabiana Andrade**, *Partner, Oria Capital*

Partner at Oria since 2020, Fabiana Andrade is primarily responsible for capital formation, investor relations, and international business development, as well as involvement in the management of the firm. Her 24-year career spans several strategy and business development roles at alternative asset managers. Previous roles include leading Credit Suisse Private Fund Group's activities in Latin America and acting as Director of Business Development and Strategy at LAVCA. Ms. Andrade holds a degree in Marketing & Administration from Mackenzie University, a post-graduate degree in International Business from Fundação Armando Alvares Penteado – FAAP, an MBA in International Management from Thunderbird School of Global Management, and a specialization in Private Equity / Venture Capital from Harvard Business School. She serves on the Investment Committee at NESST, a not-for-profit organization dedicated to building dignified and sustainable employment in emerging markets.

### **Andy Tsao**, *Managing Director, SVB Global Gateway, Silicon Valley Bank*

Andy Tsao is Managing Director at Silicon Valley Bank and leads SVB's Global Gateway, which assists innovation companies in the emerging markets with their US and international market expansion. He brings more than 20 years of experience banking dynamic companies in technology industries worldwide. In his roles, Mr. Tsao manages SVB's relationships with venture capital and private equity firms outside the US, and helps emerging market companies as they seek US market entry and US companies as they seek to expand abroad. In both capacities, he provides these firms with strategic advice and banking services, including debt financing, based on a deep understanding of their needs. Previously, Mr. Tsao led and helped found SVB's UK-based operation, SVB Financial Group UK Ltd, which was established in 2004. For six years, he was responsible for building senior debt relationships with high-growth technology, life sciences, and clean technology companies in the UK and Europe. He routinely speaks about technology and venture financing at conferences such as events held by the European Venture Capital Association, Super Return, BayBrazil, and Latin American Venture Capital Association. He is a TiE Silicon Valley Charter Member and Asia America MultiTechnology Association (AAMA) Silicon Valley Co-President and Charter Member, and serves on the West Coast Advisory Board for Colgate University. While based in London, Mr. Tsao founded and moderated SVB Financial Group UK's Venture Capital Advisory Board, was a two-time European Tech Tour Selection Committee member, and served on Think London's North American Task Force and the Advisory Board for Astia UK. Before endeavoring to open the UK office for SVB Financial Group, Mr. Tsao was Senior Vice President in Silicon Valley Bank's Boston office, where he served as a technology lender and senior relationship manager focused on New England's technology industry. Prior to this, he was a technology lender at BankBoston and at BayBank in Burlington, MA. He began his banking career with USTrust in Boston in 1988. Mr. Tsao holds a bachelor's degree from Colgate University and an MBA from Boston University.

### **Victor Santos**, *Co-Founder and CEO, Airfox*

As a social entrepreneur and Co-Founder and CEO of Airfox, Victor Santos' mission has always been to bring financial inclusion to unbanked populations. Through his efforts, Airfox has become a leader in affordable data plans for prepaid wireless carriers. Mr. Santos holds a BS from UC Berkeley and is an ex-Google. He was named as an influential entrepreneur to *Forbes'* "30 Under 30" list.