



LP FORUM

SOUTH
SUMMIT

WHAT IS LP FORUM?

The LP Forum is a series of interactive discussions with private, institutional, and corporate Limited Partners (LPs) and an opportunity to network with the South Summit community of VC investors both local and international. It is a private and exclusive space for the investment community. The idea is to bring more investors from the LP Community into the fold to share and learn as we discuss investment strategies and opportunities between senior decision makers.



WHAT IS AN LP?

An LP is a Limited Partner, the term used to describe investors who invest in Venture Capital, or any other kind of fund. LPs are a crucial part of the entrepreneurial ecosystem as they finance the entire VC industry who in turn back high potential startups. An LP can be any type of investor who invests in funds. Typical LPs are public institutions or government bodies; like the European Investment Fund (EIF) in Europe or ICO-Axis and the Next Gen Funds in Spain.

Most economies and regions have public LPs to incentivize and stimulate investment in Venture Capital. Family Offices, or private patrimonies, are also common LPs who are looking to diversify their investment portfolio. Pension funds are also frequent LPs and now more and more we are seeing Corporate Investors invest in private VC firms as LPs.

WHAT SHOULD I CARE?

The LP ecosystem in Europe is maturing but still somewhat behind more established industries like the US. There is significant growth in LP activity in the last decade or so however the players are still somewhat opaque and unknown. There is an emergence of professional Fund of Funds (FoF) specifically dedicated to VC investments e.j. Galdana Ventures, Isomer, Aldea Ventures, etc. reflecting a growing appetite for VC investment as the technology market in Europe matures.



WHY SOUTH SUMMIT LP FORUM?

Since 2012 South Summit has been attracting international investors, principally VC firms, into Spain. In 2023 we attracted 260 international VC firms representing over \$350BN in funds under management. These firms come in the search of investment opportunities which they find via the South Summit startup competition, and wider community.

Over 11 years 1117 startups have participated in our startup competition, including 7 unicorns, having raised over \$10BN in investment between them. South Summits' track record of identifying startup talent early is proven, we have established long term relationships with top local and international VC firms and are a credible operator within the international startup ecosystem.

For this reason, we are uniquely positioned to build a community of LPs, to extend an invitation to a new segment of investor to participate within the ecosystem, to be at the forefront in the world of technology, startups, and innovation.



PROGRESS TO DATE

Since 2022 South Summit has run 4 editions of the LP Forum. Our first one on June 9th under the umbrella of our flagship event in Madrid.

LP FORUM JUNE 2022 - MADRID @ South Summit. 50 VCs (20 international), 17 LPs, 10 corporates.

LP FORUM SEPT 2022 - MADRID @ IE Tower. 40 VCs (16 international), 16 LPs, 20 corporates.

LP FORUM NOV 2022 - BARCELONA @ SEAT:CODE. 38 VCs (15 international), 14 LPs, 17 corporates.

LP FORUM JUNE 2023 - MADRID @ South Summit. 50 VCs (20 international), 17 LPs, 10 corporates.

COMING SOON TO...

South Summit LP Forum is coming to Europe! We are planning a series of meetups in the following locations.

LP FORUM MUNICH JAN 2024

LP FORUM PARIS FEB 2024

LP FORUM LISBON APRIL 2024

LP FORUM MADRID JUNE 2024

SAMPLE AGENDA

The idea is to gather 50-60 key decision makers from the world of VC, LP and Corporate investing for a morning of conversation, shared learnings and most importantly networking. The conversations are short, concise, and specific covering expert topics by industry leaders with unique insights. The program is as interactive as possible allowing for audience Q&A and participation in the discussion.



LP FORUM

09:30 COFFEE & REGISTRATION

10:00 WELCOME TO SOUTH SUMMIT LP FORUM

10:10 THE ROLE OF THE LP IN THE ENTREPRENEURIAL ECOSYSTEM – 20 min fireside chat with one of the world’s top serial entrepreneurs on the importance of a powerful ecosystem and the role the investor and the LP has to play. 1 speaker + 1 interviewer.

10:30 THE CORPORATE AS A PILLAR OF THE LP ECOSYSTEM – 40 min conversation and Q&A about the role of the corporate as they play a greater part in the investment landscape. 3/4 speakers + 1 moderator.

11:10 CLIMATECH: URGENCY & OPPORTUNITY – 40 min discussion and Q&A with specialized ClimateTech focused funds and their investors. . 3/4 speakers + 1 moderator.

11:50 NETWORKING COFFEE OR COCKTAIL

JOIN US!

We are looking for key, expert, and strategic partners as we build out this unique investment community at a national and international level. We believe there is significant opportunity to connect with the Family Office and institutional LP community on a regional level in Spain and beyond with the growing FoF sector at a European level. Building bridges, accelerating learning, and improving returns through supporting Europe's entrepreneurial community to create a positive impact is our vision. Join us in taking it further and contributing your unique perspective to this community.



SEE YOU SOON!