

ADFW

ABU DHABI FINANCE WEEK

27-30 NOV | 2023

- Venue: ADGM, Abu Dhabi, UAE
- Asset Abu Dhabi GP x LP Programme
27th Nov, 2023
- International Family Office Congress
28th Nov, 2023



EMIRATES
FAMILY OFFICE ASSOCIATION



COLLAB

COLLATE. CONNECT. CREATE.



Founded in 2019 by Carlos Fonseca and Marcelo Pessoa, Galapagos Capital is an independent investment company, whose mission is to be the protagonist in the evolution of the financial and capital markets. Galapagos Capital has three major business units, Investment Banking, which provides independent advisory in M&A, capital raising, origination, and structuring of debt securities for companies; Asset Management, which manages structured credit, multi-strategy, global macro, real estate, and systematic trend-following investment funds; Wealth Management, which provides portfolio management for individuals and families.

The investment banking area is responsible for the execution of M&A and DCM transactions and has +19 years of experience, +150 closed transactions, and BRL +15 Bn negotiated, with 50% cross-border transactions. The asset management department engages in fund structuring and management, accounting for BRL +13 Bn of assets under management, +50.000 clients, and +23 funds liquids and illiquids. Galapagos Wealth Management manages portfolios for individuals and families, accounting for BRL + 10 Bn of assets under management and +5.000 clients. Galapagos Capital is based in São Paulo and has offices in 10 cities in Brazil, 1 office in Miami/USA, and 1 office in Geneva/CH.

Galapagos Oros Mining Fund

The collaboration between Galapagos Capital and Oros Asset Management originated the Galapagos Oros Mining Fund, whose objective is to invest in mining assets in Brazil. Galapagos Oros Mining Fund will develop and consolidate the mining rights of relevant mining groups in Brazil, taking advantage of the gap between large producers and the potential for ore extraction in Brazilian soil. The objectives of the fund are:

- Prioritize strategic assets with solid economics that will allow for a better risk-return profile for its investments
- Staff its portfolio and projects with experienced executives with solid track record in the industry
- Acquire control (or path to control) in its investments, limiting capital exposure by restricting capital deployment commitments to the achievement of viability milestones, while retaining the ability to consolidate the portfolio to improve potential future exit returns
- Seek strategic partnerships and minority stakes opportunistically to accelerate the go-to-market, acquire capabilities, and enhance investment returns
- Centralize project management and support functions (e.g., procurement) to oversee all projects invested by the fund, ensuring better control and visibility of operations, as well as significant gains in scale and scope

ADFW

ABU DHABI FINANCE WEEK

27-30 NOV | 2023

- Venue: ADGM, Abu Dhabi, UAE
- Asset Abu Dhabi GP x LP Programme
27th Nov, 2023
- International Family Office Congress
28th Nov, 2023



EMIRATES
FAMILY OFFICE ASSOCIATION



COLLAB

COLLATE. CONNECT. CREATE.



Marcelo Pessoa

Chairman

Marcelo Pessoa is the Chairman and Senior Partner at Galapagos Capital. With over 40 years of experience in the mining sector, Marcelo is also the founding partner and board member at GME4 Global Mining Exploration / Brasil Exploracao (Bemisa). Formerly, Marcelo has been the manager at Copenor and Metanor. Marcelo also has vast experience in venture capital and business development



Carlos Fonseca

Partner

Carlos Fonseca is the senior partner and the Chief Operating Officer at Galapagos Capital. With over 25 years of experience in the financial market, specializing in M&A, Private Equity, Real Estate and others. He is also the former partner at Fator Bank. Formerly he has been the managing director and partner at BTG Pactual. Carlos has also been the co-founder and partner at C6 Bank.

ADFW

ABU DHABI FINANCE WEEK

27-30 NOV | 2023

- Venue: ADGM, Abu Dhabi, UAE
- Asset Abu Dhabi GP x LP Programme
27th Nov, 2023
- International Family Office Congress
28th Nov, 2023



EMIRATES
FAMILY OFFICE ASSOCIATION



COLLAB

COLLATE. CONNECT. CREATE.



Eduardo Borges

Partner

Eduardo Borges is the senior partner at Galapagos Capital. With over 30 years of experience in the financial market with expertise in investment funds. A former managing director and partner at Modal Bank, head of investment banking, structured operations, and private equity divisions. He is also a former board member at Taesa.