



Date:
27-28th May, 2024

Venue:
Rosewood Hotel, Abu Dhabi

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Founded in 2019 by Carlos Fonseca and Marcelo Pessoa, Galapagos Capital is an independent investment company, committed to constant evolution, integrating innovation, expertise, and opportunity making it our mission to be the catalyst for evolution in financial and capital markets, shaping the future of finance.

Over the past five years, we've continually evolved, crafting a comprehensive ecosystem of services tailored to meet the evolving needs of our clients with a reputation built upon a foundation of integrity, innovation, and unparalleled client service.

With three major business units – Investment Banking, Asset Management, and Wealth Management – we have consistently delivered exceptional results, solidifying our position as a trusted partner and advisor to corporations, institutions, and individuals alike.

Our Investment Banking division provides independent advisory in M&A, capital raising, origination and structuring of debt securities for companies with experience spanning over 19 years, our team has executed over 150 closed transactions, totaling over BRL 15 billion negotiated, including 50% cross-borders transactions. Our commitment to excellence and innovation ensures that our clients receive tailored solutions that drive value and propel growth.

Galapagos Capital's Asset Management division engages in fund structuring and management which manages structured credit, multi-strategy, global macro, real estate, and systematic trend-following investment funds, accounting for over BRL +13 Bn in assets under management, a client base exceeding 50,000 clients, and +23 liquid and illiquid Funds.

Galapagos Capital's Wealth Management division manages portfolios for individuals and Families with over BRL 10 billion in assets under management and over 5.000 clients.

Headquartered in São Paulo, Galapagos Capital operates from 10 strategic locations across Brazil, with additional offices in Miami, USA, and Geneva, Switzerland.

In collaboration with Oros Asset Management, we introduce the Galapagos Oros Mining Fund, poised to raise USD 1 billion for strategic investments in Brazilian mining assets via an Abu Dhabi-based fund. This venture will develop and consolidate mining rights of relevant mining groups in Brazil, taking advantage of the gap left by large producers and capitalizing on Brazil's untapped mining potential for Iron Ore extraction.

The Galapagos Oros Mining Fund is guided by a set of clear objectives:

- Prioritize strategic assets with robust economics to optimize risk-return profiles, ensuring favorable outcomes for investors.
- Executive Expertise: Our portfolio is led by seasoned industry executives, ensuring operational excellence and maximizing returns.
- Capital Efficiency: We acquire control or secure a path to it, limiting capital exposure and optimizing returns through milestone-based commitments while retaining the ability to consolidate the portfolio to improve potential future exit returns
- Strategic Partnerships: Seeking alliances and minority stakes, we accelerate market penetration, 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.
- Operational Excellence: By centralizing project management and support functions, we ensure better control, visibility, and scalability, driving efficiency and maximizing returns.

Galapagos Oros Mining Fund aims not only to deliver attractive returns but also to catalyze sustainable growth and innovation within Brazil's mining sector, shaping the future of mining in Brazil and beyond.



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Marcelo Guimarães Pessôa

Founding Partner
Galapagos Capital



Marcelo Guimarães Pessôa is a seasoned Brazilian professional with a diverse background in business administration and investment management. He holds a Bachelor of Business Administration (BBA) from UNIFACS – Universidade Salvador and has completed language courses at King School in London and Bournemouth School.

Additionally, he is a Founding Partner at Maq Rent Negócios Ltda. and MGP Investimentos e Participações Ltda., with interests in machine and equipment rental and real estate investment holding, respectively.

Marcelo brings extensive experience from various industries, including mining, petrochemicals, methanol production, and securities brokerage. He served as a Founding Partner and Board Member at Bemisa Holding S.A., formerly known as GME4 do Brasil Participações e Empreendimentos S.A. His earlier roles include managerial positions at Copenor – Companhia Petroquímica do Nordeste, Metanor S.A. – Metanol do Nordeste, Morgado Corretora de Títulos e Valores Mobiliários, and Imperial Corretora de Títulos e Valores Mobiliários. Before his current ventures, Marcelo was an Executive Officer in the Business Division at Banco C6 S.A.

Marcelo is fluent in Portuguese, English, and Spanish and maintains a network of professional references for further validation of his expertise and accomplishments.



Carlos Fonseca

Founding Partner
Galapagos Capital



Carlos Daniel Rizzo da Fonseca is a prominent Brazilian professional with a wealth of experience in banking, investment management, and executive leadership. He holds a Bachelor of Business Administration (BBA) from Pontifícia Universidade Católica de São Paulo and has established himself as a Founding Partner at Galapagos Capital Investimentos e Participações Ltda., specializing in asset management, investment banking, and wealth management.

Throughout his career, Carlos has held various executive positions at renowned financial institutions, including Banco C6 S.A., Banco BTG Pactual S.A., Banco UBS Pactual S.A., and Banco Fator, where he played pivotal roles in investment banking, asset management, and mergers and acquisitions.

Carlos has also served as a Board Member for several organizations across diverse industries, including motor vehicle manufacturing, real estate, healthcare, and public service concessionaires. Carlos is fluent in both English and Portuguese, enabling him to navigate international business environments effectively.



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Andrea Di Sarno Neto

Founding Partner
Galapagos Capital



Andrea Di Sarno Neto is a highly accomplished Brazilian professional with a diverse background in law, economics, and finance. He holds a Bachelor of Laws (LLB) from Escola de Direito de São Paulo da Fundação Getúlio Vargas (EESP-FGV) and a Bachelor's degree in Economics from Faculdade de Economia e Administração da Universidade de São Paulo (FEA-USP).

Currently serving as a Founding Partner at Galapagos Capital, Andrea has established himself as a prominent figure in the asset management industry, specializing in investment banking, asset management, and wealth management. In addition to his role at Galapagos Capital, Andrea holds key positions in various organizations, including Chairman of the Board at GetNinjas, a technology services company, and Board Member at Grafeno, a fintech firm. His extensive professional experience includes tenure at prestigious institutions such as Banco BTG Pactual S.A. and Credit Suisse, where he excelled in associate and analyst roles, respectively. Fluent in Portuguese and English, with intermediate proficiency in Spanish and Italian, Andrea possesses a strong foundation for navigating international business environments.