

December 4, 2017

Mr. Senén Barro Ameneiro
Director General
RedEmprendia
Edificio Emprendia
Campus Vida, s/n
15782
Santiago de Compostela
Spain

Re.: **Inter-American Development Bank – RedEmprendia’s contribution concerning the 2017 WeXchange Forum**

Dear Mr. Barro Ameneiro:

By means of this letter agreement, the Inter-American Development Bank, as Administrator of the Multilateral Investment Fund (hereinafter, the “IDB”) is pleased and honored to acknowledge and accept the offer of a grant of twenty thousand dollars of the United States of America (U.S.\$20,000.00) (hereinafter, the “Contribution”) from RedEmprendia, to support the 2017 WeXchange Forum (hereinafter, the “Forum”) that is expected to take place in Santiago, Chile on December 4-5, 2017, substantially on the terms described in the attachment hereto (hereinafter, the “Attachment”) and in the IDB Technical Cooperation RG-X1248 and its accompanying memorandum.

The Contribution will be accounted for separately from the IDB’s assets at the discretion of the IDB, and will be administered together with other contributions received by the IDB.

The utilization of the Contribution will be subject to the following terms:

1. RedEmprendia shall make available twenty thousand dollars of the United States of America (U.S.\$20,000.00) to cover general expenses of the Forum, unless the parties agree otherwise in writing. Any major deviations from the objectives or activities described herein (including the Attachment) will require RedEmprendia’s written approval. The Contribution shall be made in U.S. dollars and the IDB shall have the right to exchange the funds into other currencies at its discretion, without assuming any risk in the conversion of currencies.
2. The Contribution shall be transferred to the IDB in full in a single installment, upon the IDB’s written request, to the account indicated by the IDB in writing (the “Account”) by means of a “billing of statement”. Such Account is denominated in U.S. dollars and includes resources provided as grant funds by other donors for other IDB projects. The

Contribution will be administered in the Account without distinction from other donors' contributions.

3. RedEmprendia acknowledges and agrees that the Contribution shall be completely untied and that the procurement of goods and services to be financed with the Contribution shall be undertaken in accordance with the IDB's policies and procedures. The IDB may, at its discretion, invest and reinvest the resources of the Contribution pending its disbursement in relation to the Forum. The IDB may keep for its own account, as compensation for its administrative costs in relation to the Contribution, any investment income generated by the Contribution pending its disbursement for the Forum.
4. Unless otherwise agreed between RedEmprendia and the IDB in writing, any portion of the Contribution not used for the purposes described herein shall be cancelled and returned to RedEmprendia as soon as possible after the Forum takes place or all accounts payable related to the Forum have been resolved, as soon as possible thereafter.
5. The IDB shall provide to RedEmprendia information on the use of the Contribution and the Forum as may be maintained by the IDB in the course of its regular operations, and that RedEmprendia may reasonably request in writing.
6. The IDB shall list RedEmprendia as a sponsor in the Forum materials. The IDB may also use RedEmprendia's name and/or logo in any other way or form in the Forum materials, including any publications and/or advertisements. Any other use of RedEmprendia's name and/or logo will require RedEmprendia's written consent. RedEmprendia agrees to obtain the IDB's written consent before using the IDB's name in any way or form, related or not to the Forum.
7. RedEmprendia will be regarded as a sponsor of the Forum. RedEmprendia acknowledges that no other benefits will be afforded to RedEmprendia as a result of the Contribution.
8. RedEmprendia further acknowledges that the IDB's commitment to use the Contribution as contemplated herein is subject to the IDB's formalization of all internal approvals necessary for the Forum.
9. At the IDB, the Office of the Multilateral Investment Fund (MIF) shall have technical responsibility for the Forum, including specific coordination with RedEmprendia regarding the Forum and any reporting requirements related thereto. The contact persons at MIF are Ms. Susana García-Robles, Principal Specialist (tel: (202) 942-8220, e-mail: susanaro@iadb.org) and Gyoung Joo Choe, Senior Associate (tel: (202) 623-2004, email: gyoungc@iadb.org). The Grants and Co-financing Management Unit (ORP/GCM) will be responsible for forwarding the transfer request mentioned in paragraph 2 to RedEmprendia. The contact person at ORP/GCM is Ms. Sonia Rivera, Chief (tel: (202) 623-2018, e-mail: soniar@iadb.org).
10. Any communications addressed to RedEmprendia in connection with this letter

agreement will be sent to the attention of Mr. Senén Barro Ameneiro and Mr. Gabriel Viloria Fuentes at the following e-mail addresses: secretaria@redemprendia.org, gviloria@gruposantander.com and senen.barro@usc.es.

11. Subject to its policies and procedures with respect to the disclosure of information, the IDB may make this letter agreement publicly available.
12. This letter agreement will enter into force on the date of last signature of the parties herein.

On behalf of the IDB, I wish to express our sincere appreciation for the important support provided by RedEmprendia for the Forum.

Sincerely,



Bernardo Guillamon
Manager
Office of Outreach and Partnerships

Acknowledged and agreed
for RedEmprendia



REDEMPRENDIA

Senén Barro Ameneiro
Director General

Date: _____

Agenda WeXchange 2017

#womenSTEAMpreneurs

Día 1 - 4 de diciembre (Sólo para emprendedoras)

8:00 - 9:00AM	Registro y desayuno
9:00 - 9:10AM	Palabras de bienvenida Susana García-Robles , Jefa de Unidad, Operaciones Financieras, Fondo Multilateral de Inversiones
9:10 - 10:00AM	Capacitación #1 - ¿Cómo preparar un pitch deck efectivo para inversores? Carolyn Rodz , CEO, Circular Board
10:00 - 11:00AM	Capacitación #2 - Técnicas infalibles de networking y práctica Sylvia Chebi , Directora Ejecutiva y Cofundadora, ThalesLab
11:00 - 11:30AM	Café
11:30 - 12:30PM	Capacitación #3 - 10 tips de diseño centrado en el usuario para tu startup Martin Vivas , Director para América Latina, F6S
12:30 - 1:30PM	Capacitación #4 Pasos clave para adquisición y retención de clientes Carolyn Rodz , CEO, Circular Board
1:30 - 3:00PM	Almuerzo
3:00 - 3:20PM	Sesión #5 - Lo que aprendí del programa de inmersión en Silicon Valley Komal Dadlani , CEO y Cofundadora, Lab4U Gyoung Joo Choe , Asociada Senior, Fondo Multilateral de Inversiones Nora Palladino , Directora Regional de Marketing, NXTP Labs
3:20 - 3:30PM	Sesión #6 - Demostración de HELLO ALICE Carolyn Rodz , CEO, Circular Board
3:30 - 5:30PM	Sesión #7 - Un mentor para tu startup! Sesión de mentoría organizada por Endeavor
6.30PM	WeXchange & Startup Chile Entrepreneurs Meet and Greet (co-organizado con Startup Chile)

Día 2 - 5 de diciembre

8:00 - 8:45AM	Registro y desayuno
8:45 - 9:00AM	Palabras de apertura Susana García-Robles , Jefa de Unidad, Operaciones Financieras, Fondo Multilateral de Inversiones
9:00 - 10:00AM	Sesión #1 - Emprendedoras en industrias no convencionales Susana Balbo , Propietaria, Dominios del Plata Winery y Chair de Women20 Argentina 2018 Jennifer Bisceglie , CEO, Interos Solutions & Vigilence; Presidenta y CEO, Quantum Leaps Susana García-Robles (Moderador) , Jefa de Unidad, Operaciones Financieras, Fondo Multilateral de Inversiones
10:00 - 10:45AM	Sesión #2 - Más allá de las fronteras: Lecciones aprendidas de emprendedoras expandiendo sus compañías Carolina Reis Oliveira , Cofundadora y CEO, OneSkin Technologies Monica Retamal , Directora, Nisum y KI Teknology; Directora Ejecutiva, Fundación Kodea Laura González-Estéfani , Fundadora y CEO, The Venture City Mauricio Jaramillo Marín (Moderador) , Fundador, Hangouts de Periodismo e Impacto TIC
10:45 - 11:15AM	Café
11:30 - 1:00PM	Pitch Competition Marta Cruz , Socia Fundadora, NXTP Labs <u>Jurado online</u>

1:30 - 3:00PM	Almuerzo
3:00 - 3:30PM	Sesión #4 - Corporaciones y Startups: una nueva era de innovación Claudia Muchaluat , Gerente Digital de América Latina, IBM
3:30 - 4:00PM	Sesión #5 - Presentación del estudio - Pedimos a los hombres que ganen y a las mujeres que no pierdan: cerrando la brecha de género en el financiamiento de startups Dana Kanze , Doctoranda, Universidad de Columbia Marta Cruz , Socia Fundadora, NXTP Labs
4:00 - 4:30PM	Café
4:30 - 5:00PM	Sesión #6 - El poder del "NO" Daniella García , Fundadora y CEO, Elemental Lorena Banchero , CEO y Cofundadora, GFDas SpA Tadashi Takaoka (Moderador) , Gerente de Emprendimiento, CORFO
5:00 - 5:30PM	Sesión #7 - Ni demasiado temprano, ni demasiado tarde: emprendiendo sin edad Susana Cappello , Cofundadora, Wary (Smart Straws) Maria Luisa Fulgueira , Propietaria y CEO, Daltosur SRL Karina Santo , CEO, GXC & K2B
5:30 - 7:30PM	Ceremonia de premiación del Pitch Competition + Recepción