

Francisco Flores Moderates Panel at the 2022 FinTech Nexus LatAm Conference

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Winston & Strawn's Latin America Practice sponsored the 2022 FinTech Nexus LatAm Conference, which brought together 1,000+ banks, FinTech companies, and investors transforming the LatAm lending and banking industries to learn, network, and do business.

Structured Finance Practice Co-Chair, Francisco Flores, moderated a panel at the conference titled, "How FinTechs Should Think About Venture Capital in 2023."

The panelists discussed how, similarly to 2022, 2023 is expected to be challenging for FinTechs in the venture capital market. However, there is cautious optimism that the market will turn around in the short to mid-term.

According to the panelists, this cautious optimism is based on a number of factors:

- The resiliency and resourcefulness of the entrepreneurs that participate in the FinTech space;
- the size of the untapped market;
- the problems and market needs to be addressed by FinTech products; and
- the quality of such FinTech products.

From the investor's perspective, there is an emphasis on a "back-to-basics" approach in terms of organizational features and structure, economics, and product development and adoption.

There is a sense that adversity will test the mettle of market participants, but at the same time bring the best out of them—"rough seas make stronger sailors."



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Francisco Flores