

Melissa Yoo
1234 Avenue Street, No. 2
Community, WI 53000

October 1, 2002

Mr. Arturo Nielsen
Vice President, Latin American Finance
Velocity Venture Capital
1234 Telmanyi Street
Chicago, IL 60001

Subject: Latin American VC Specialist

Dear Mr. Nielsen:

I'm writing to you at the suggestion of your colleague Shandra Mez, who was kind enough to describe to me Velocity's exciting Latin American expansion plans at the recent New West Capital conference. As someone steeped in the dynamics of the Latin American new venture market, I have been following with admiration Velocity's impressive efforts to establish its reputation for Latin American high-tech expertise. I am writing to offer you my ten years of experience as an international investment banker focusing on technology firms in emerging economies.

As a vice president with SouthBank's Emerging Markets Group I have gained rare experience in the complex process of identifying and evaluating promising companies and new business opportunities in overlooked markets:

- I have performed over one hundred financial, strategic, and industry analyses in such diverse technology industries as telecommunications, ERP software, broadband services, and network data storage.
- I have analyzed more than thirty-five private placements and private equity deals in the Latin American market--representing more than \$1 billion in financed capital to date.
- I have offered sell-side advice to an IPO in the Brazilian laptop manufacturing industry, helped a Chilean pre-IPO broadband provider locate investment capital, structured leasing financing deals for a Venezuelan network equipment firm, and developed road show presentations and M&A pitch materials for Argentinean startups.

Today, I have the sophisticated finance skills, wide technology experience, and specific cross-border knowledge to help an aggressive, ambitious VC firm like Velocity recognize, value, and nurture emerging businesses in the growing Latin American high-tech environment.

In short, I can offer Velocity the analytical skills, personal commitment, and professional track record to realize its strategy to become the leading U.S. VC firm in the Latin American technology space. May I have an opportunity to discuss with you some of the ideas I have for financing the Brazilian Internet market? If so, I will contact your assistant this Tuesday to learn when it would be most convenient for us to speak. I look forward to meeting you and thank you for your time and consideration.

Sincerely,

Melissa Yoo
Enclosure