

# Institutional Investors' Lunch

Wednesday  
21 February 2018

11h00 - 11h30 ► REGISTRATION

11h30 - 11h40 ► WELCOME

Tanya van Lill, Chief Executive Officer: SAVCA

Paul Boynton, Chief Executive Officer: *Old Mutual Alternative Investments*

11h40 - 12h15 ► PRESENTATION: Global and African perspectives on private equity trends and activity  
– Themes affecting the Private Equity eco-system

Presenter: Stephen York, Principal – Johannesburg office: *Bain & Company*

12h15 - 12h40 ► LUNCH

12h40 - 13h00 ► PRESENTATION: Showcasing successful African exits

Presenter: Graham Stokoe, Africa Private Equity Leader: *EY*

13h00 - 13h15 ► DESSERT

13h15 - 14h00 ► KEYNOTE PRESENTATION: South Africa's scenarios to 2030

Frans Cronje, Scenario Planner / Chief Executive Officer: Centre for Risk Analysis, *South African Institute of Race Relations (IRR)*

14h00 - 14h15 ► SUMMARY AND CLOSING



# Main Conference Proceedings: Day 1

Wednesday  
21 February 2018

11h00 - 15h00 ► REGISTRATION

15h00 - 15h10 ► WELCOME  
Andile Khumalo, Managing Director: *POWER 98.7*

15h10 - 15h20 ► OPENING ADDRESS  
Craig Dreyer, Chairman: *SAVCA*

15h20 - 15h55 ► KEYNOTE PRESENTATION: **South Africa's political economy in 2018**  
Simon Freemantle, Senior Political Economist: *Standard Bank*

15h55 - 16h45 ► PANEL DISCUSSION – LP Perspectives: **What fund managers need to consider when fund raising**  
Moderator: Juan Coetzer, Head of Private Equity: *Ashburton Investments*

**Panellists:**

Charles Groom, Portfolio Director, Intermediated Equity (Africa Funds): *CDC Group*  
Anne Keppler, Vice President – Corporates & Funds Africa, Equity and Mezzanine: *DEG*  
Nabeel Laher, Head of International Private Equity: *Old Mutual Alternative Investments*  
Sbu Luthuli, Chief Executive and Principal Officer: *EPPF*  
James Mason, Executive Director: *Kalander Kapitaal*  
Motlatsi Mutlanyane, Head of Alternative Investments: *Momentum Alternative Investments*

**Description:** A panel of local and international LPs with allocations to Southern Africa, providing insights on how fund managers should best position themselves when fund raising. The panel will explore areas of strength and areas of improvement based on their experiences of engaging with fund managers, and focus on what LPs are actually looking for to make commitments.

16h45 - 16h50 ► VIDEO: **SAVCA 20 Years In Review**

16h50 - 17h20 ► IN CONVERSATION WITH: **A review of the history of private equity in Southern Africa**  
Moderator: John Bellew, Head of Private Equity – South Africa: *Bowmans*

**Panellists:**

Cora Fernandez, Non-Executive Director: *Group Five and Sphere Holdings*  
Shaun Zagnoev, Partner: *Ethos*

**Description:** In conversation with titans of industry, giving us insights on how PE in Southern Africa has developed through the years, the lessons learnt, where they see the industry going, and the resilience of PE through the years.

17h20 - 17h25 ► **SAVCA CONFERENCE – Investing in people and communities**

Heidi Newton-King, Sustainability and HR Director: *Spier Wine Farm*  
Gretchen Wilson-Prangley, Founder and Chief Executive Officer: *Play Africa*

17h25 - 17h30 ► CLOSING

17h30 - 19h30 ► COCKTAIL FUNCTION FOR DELEGATES AND SAVCA MEMBERS

**07h45 - 08h15** ▶ **REGISTRATION**

**08h15 - 08h25** ▶ **WELCOME**  
Andile Khumalo, Managing Director: *POWER 98.7*

**08h25 - 08h55** ▶ **KEYNOTE PRESENTATION: Discover what it takes to Win! in South Africa**  
Jeremy Maggs, South African broadcaster, chairperson, conference MC and author

**Description:** *Jeremy Maggs shares with us his experience of the compelling conversations he had with 20 successful South Africans capturing their winning ways, business challenges, some spectacular failures and the secrets of their trade to reach their ultimate goal – being winners. These conversations culminated into his latest book entitled Win!*

**08h55 - 09h35** ▶ **PANEL DISCUSSION: Fund raising lessons learnt in uncertain times**  
**Moderator:** Nicole Paige, Partner / Private Equity Sector Co-Head: *Webber Wentzel*

**Panellists:**

Zain Laher, Founding Partner: *Kleoss Capital*  
Mamedupi Matsipa, Investment Executive: *Ata Capital*  
Chris Roelofse, Head of Alternative Investments: *STANLIB Multi-Manager*  
Herc van Wyk, Chief Executive Officer: *Pembani-Remgro Infrastructure Managers*  
Garth Willis, Principal: *Capitalworks*

**Description:** *Exploring fund raising challenges in Southern Africa given the economic and political uncertainty in the region and lessons learnt on how GPs can be agile during these times.*

**09h35 - 10h30** ▶ **WORLD CAFÉ: Exploring transformation by looking back and looking forward**

**10h30 - 10h45** ▶ **BREAK**

**10h45 - 11h25** ▶ **PRESENTATION: When negotiation skills can make or break a deal**  
**Presenter:** Campbell Graham, Managing Consultant: *The Gap Partnership*

**Description:** *Expert negotiator shares his insights on the art of negotiation and how negotiation skills can make or break a deal.*

**11h25 - 12h05** ▶ **PANEL DISCUSSION: Exit trends and future considerations**  
**Moderator:** Sibongile Solombela, Partner: *Hogan Lovells*

**Panellists:**

Peter Baird, Managing Principal – Africa Private Equity: *Investec Asset Management*  
Andrew Dewar, Managing Partner: *Rockwood Private Equity*  
Nhlanganiso Mkwanazi, Co-founder and Executive Director: *Medu Capital*  
Peter Rowse, Principal: *Metier Capital Growth Funds*  
Simon Venables, Deal Origination Leader: *PwC*  
Cecil Wulfsohn, Director: *ENSAfrica*

**Description:** *Review of the exit trends in Southern and sub-Saharan Africa, with a focus on some of the complexities faced by private equity managers working towards an exit in this region and future considerations that may impact exit strategies.*

# Main Conference Proceedings: Day 2

Thursday  
22 February 2018

**12h05 - 12h45 ▶ PANEL DISCUSSION: Innovative ways to unlock private investment for both impact and financial returns**

**Moderator:** Dan Kranzler, Venture Partner: Capria

**Panellists:**

Charles Eberly, Senior Associate: CrossBoundary

Tine Fisker Henriksen, Senior Project Manager - Innovative Finance: UCT GSB Bertha Centre for Social Innovation and Entrepreneurship

Rob LeBlanc, Chief Investment Officer: Awethu Project

Guy Miller, Managing Director: Risk Capital Advisors

Richard Rose, Fund Head: Vumela Fund

Pawan Singh, Multi Strategy Portfolio Manager: Sanlam Alternative Investments

**Description:** Exploring ways to unlock private investment for both impact and financial return by reviewing the forms of impact investing in SA to date, the major learnings in this space and a look at the potential blended finance structures/mechanisms that will help catalyse investment from commercial funders in impact funds.

**12h45 - 13h30 ▶ LUNCH AND PHOTO OPPORTUNITY**

**13h30 - 14h25 ▶ KEYNOTE PANEL: The road to success (Hindsight.Insight.Foresight)**

**Moderator:** Andile Khumalo, Managing Director: POWER 98.7

**Panellists:**

Penny Heyns, Olympic Gold Medallist

Daryl Impey, Professional Cyclist

Chester Williams, Rugby Icon

Mark Williams, Former International Footballer

**14h25 - 15h05 ▶ PANEL DISCUSSION: Incubating and developing new fund managers**

**Moderator:** Gail Mwamba, Managing Editor: Private Equity Africa

**Panellists:**

Nthime Khoele, Managing Partner: Bopa Moruo Private Equity

Randy Mitchell, Vice President – Strategic Engagement: EMPEA

John Oliphant, Founding Partner and Executive Director: Third Way Investment Partners

Rory Ord, Head of Unlisted Investments: 27four Investment Managers

Samantha Pokroy, Chief Executive Officer: Sanari Capital

**Description:** Exploring the current and future efforts to develop emerging fund managers to grow into more sustainable managers.

**15h05 - 15h35 ▶ BREAK**

**15h35 - 15h55 ▶ PRESENTATION: The science and data behind hiring great leaders – a model for predictable success**

**Presenter:** Debbie Goodman-Bhyat, Chief Executive Officer: Jack Hammer

**Description:** Debbie Goodman-Bhyat, seasoned recruitment specialist, shares relevant data and personal insights on hiring trends, debunks the myths around the science of hiring and recommends a framework for high quality hiring decisions.

**15h55 - 16h00 ▶ VIDEO: Future outlook for Private Equity**

**16h00 - 16h15 ▶ PRESENTATION: SAVCA, What next?**

Tanya van Lill, Chief Executive Officer: SAVCA

**16h15 - 17h00 ▶ KEYNOTE ADDRESS: State we are in: Through a different lens**

Dion Chang, Trends Analyst / Chief Executive Officer and Founder: Flux Trends

**17h00 - 17h15 ▶ CLOSING**

**19h00 - 23h00 ▶ 20 YEAR CELEBRATION (19h00 for 19h30)**