

## MAIN CONFERENCE PROCEEDINGS: DAY 1

### 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 Alternatives Investments

Sbu Luthuli, Chief Executive and Principal Officer: EPPF

**Description:** A panel of local and international LPs with allocations to Southern Africa, providing insights on how fund managers should best position themselves when fundraising. 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 **PANEL DISCUSSION: 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 and 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**

Spier Wine Farm: Heidi Newton-King, Sustainability and HR Director

Play Africa: Gretchen Wilson-Prangle, Founder and CEO

17h25 - 17h30 **Closing**

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

## MAIN CONFERENCE PROCEEDINGS: DAY 2

### 22 February 2018

07h45 - 08h15 **REGISTRATION**

08h15 - 08h25 **WELCOME**

Andile Khumalo, Managing Director: POWER 98.7

08h25 - 08h55 **INTERVIEW: Leading through a crisis**

Andrew Milne, Chief Executive Officer: Spier

**Description:** We explore how Spier had the foresight to do the right thing, when in hindsight it was the right thing to do.

08h55-09h35 **PANEL DISCUSSION: Fundraising 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

Garth Willis, Principal: Capitalworks

**Description:** Exploring fundraising 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.

09h35-10h15 **World Café: Exploring Transformation and Diversity by looking back and looking forward**

10h15 - 10h45 **BREAK**

10h45 - 11h25 **PRESENTATION: When negotiation skills will 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 will 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 Manager

Andrew Dewar, Managing Partner: Rockwood Private Equity

Nhlanganiso Mkwanazi, Co-founder and Executive Director: Medu Capital

Peter Rowse, Principal: Metier

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.

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, Director: Risk Capital Advisors

Richard Rose, Fund Head: Vumela Fund

**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 the potential blended finance structures/mechanisms that will help catalyse investment from commercial funders in impact funds.

12h45 - 13h45 **LUNCH and PHOTO OPPORTUNITY**

13h45 - 14h25 **KEYNOTE PANEL: THE ROAD TO SUCCESS (HINDSIGHT.INSIGHT.FORESIGHT)**

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

**Panellists:**

Penny Heyns, Olympic Gold Medallist / Director

Daryl Impey, Professional Cyclist

Chester Williams, Rugby Icon/ Head Coach

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

Randy Mitchell, Vice President Strategic Engagement: EMPEA

John Oliphant, Director and Chairman: Third Way Investment Partner

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:** With the war for talent, we explore how the private equity industry can attract and retain top talent.

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 / CEO and Founder: Flux Trends

17h00 - 17h15 **CLOSING**

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