



The SAVCA GIBS Foundation Programme for Private Equity 6 - 8 August 2014

PROGRAMME AGENDA* (as of 16 July)

Day One

7.30 am – 8.20 am Registration and arrival refreshments

8.20 am – 8.30 am **Welcome Remarks from Moderator**
Erika van der Merwe,
Chief Executive Officer: Southern African Venture Capital and Private Equity Association (SAVCA)

INDUSTRY TRENDS & PERFORMANCE – THE BIG PICTURE

8.30 am – 9.30 am **The new state of play: From fundraising and mandates, to deal-making and exits**
Warren Watkins, Head of Private Equity Markets, Africa Region: KPMG

WINNING STRATEGIES & BEST PRACTICES

9.30 am – 10.30 am **Deal generation: Sourcing and clinching the winning deal**
Stuart Bradley, Senior Partner: Phatisa

10.30 am – 11.00 am Morning refreshments

11.00 am – 12.00 pm **Top strategies and guidelines for performance frameworks**

- Structuring funds
- Valuation guidelines
- Reporting fund/portfolio performance

Craig Dreyer, Chief Financial Officer: Ethos Private Equity

12.00 pm – 1.00 pm Networking lunch

THE RISE OF VENTURE CAPITAL

1.00 pm – 2.00 pm **Roadmap for the SA venture capital market**

- Overview and significance of the venture capital industry
- Private Equity vs Venture Capital
- New opportunities and growth

Keet van Zyl, Co-founder & Partner: Knife Capital

A MENU OF INVESTMENT OPPORTUNITIES

Moderator

John Bellew, Partner: Webber Wentzel

2.00 pm – 3.15 pm **Investing panel – where are the new opportunities and what are the challenges?**

Emerging markets

Natalie Kolbe, Partner: Actis

Resources

Soria Hay, Head of Investments: Bravura Capital

ICT

Idan Segal, Chief Investment Officer & Partner: Convergence Partners

Infrastructure

Emile Du Toit, Head of PAIDF1: Harith General Partners

3.15 pm – 3.30pm **Reflections and peer-to-peer lightning round Q&As**
Closing remarks

3.30 pm – 4.00 pm Afternoon refreshments

End of day 1

Day Two

7.45 am – 8.25 am Arrival refreshments

8.25 am – 8.30 am **Opening Remarks from Moderator**

Erika van Der Merwe, CEO: SAVCA

CRITICAL FINANCING FRAMEWORKS

8.30 am – 9.30 am **Distinguishing the different types of private equity finance**

- Growth
- Restructuring
- Investment cycle and its different stages

Lourens Campher, Specialised Finance, Investec Corporate & Institutional Banking: Investec Bank

9.30 am – 10.30 am **Role of debt capital in private equity transactions**

- Mezzanine financing
- High-yield instruments

Warren van der Merwe, Chief Operating Officer: Vantage Capital

10.30 am – 11.00 am Morning refreshments

THE DEVIL YOU KNOW – MANAGING RISKS

11.00 am – 12.00 pm **Due diligence checklist and effective risk-management process**

Michael Judin, Senior Partner: Goldman Judin

12.00 pm – 1.00 pm Networking lunch

POST-INVESTMENT CHALLENGES & BEST TACTICS

- 1.00 pm – 2.00 pm **Venture management – Maximising ROI**
Ron den Besten, Managing Director: The Abraaj Group
- 2.00 pm – 3.00 pm **Business strategy for value generation and added competitive advantage**
Ron den Besten Managing Director: The Abraaj Group

SPOTLIGHT ON INSTITUTIONAL INVESTORS

- 3.00 pm – 4.15 pm **How does Private Equity fit into institutional investors' allocation equation?**
▪ *Hemal Naran, Head of Investments and Actuarial services: Government Employees Pension Fund (GEPF)*

Findings and learnings from the RisCura-AVCA-SAVCA Survey of institutional investors

- *Rory Ord, Head: RisCura Fundamentals*

Re-evaluating investment mandates – is there is shift in fund-manager selection criteria? What are the challenges for asset owners?

- *Thiru Pather, Fund Principal: Public Investment Corporation*
▪ *Sbu Luthuli, Chief Executive Officer: Eskom Pension and Provident Fund*
▪ *Michael Fischer: Director Regional Office Southern Africa: DEG*
▪ *Hemal Naran, Head of Investments and Actuarial services: GEPF*

Q&As

- 4.15 pm – 4.20 pm **Reflections and peer-to-peer lightning-round Q&As**
Closing remarks

- 4.20 pm - 5.15 pm **Networking Cocktail sponsored by Investec**

End of Day 2

Out of the Ordinary®



Day Three

- 7.45 am – 8.25 am **Arrival refreshments**
- 8.25 am – 8.30 am **Opening Remarks from Moderator**
Erika van Der Merwe, CEO: SAVCA

EVALUATING INVESTMENT OPPORTUNITIES

- 8.30 am – 9.30 am **The “why”, “what” and “how”**
John Hannig, Director: Metier Investment & Advisory Services
- 9.30 am – 10.30 pm **Case study: Evaluating an early-stage high-growth venture – challenges & lessons learned**
John Hannig, Director: Metier Investment & Advisory Services

- 10.30 am – 11.00 am **Morning refreshments**

AFRICA - OPPORTUNITIES AND RETURNS

- 11.00 am – 12.00 pm **Private Equity Investments in Africa – Driving high returns in an uncertain and challenging environment**
Alex-Handrah Aimé, Managing Director: Emerging Capital Partners

SUCCESSFUL EXITS – EVIDENCE AND OPPORTUNITIES

- 12.00 pm – 1.00 pm** **Exits in Africa: Value creation and value realisation trends across the region**
Graham Stokoe, Associate Director – Transaction Advisory Services: Ernst & Young Advisory Services
- Case studies and lessons learned from private equity exits in the Southern African market**
Video
- Listing as an exit option for private equity**
Patrycja Kula, Business Development Manager: Johannesburg Stock Exchange
- 1.00 pm – 1.15 pm** **Reflections and peer-to-peer lightning-round Q&As**
Closing remarks
Handing out of certificates
- 1.15 pm – 2.00 pm** Closing lunch

****Speakers are confirmed as of this date. There may be changes and updates. Kindly continue to visit our website www.gibs.co.za/conferences***

CFA Charter-holders who attend the full course can log 2 continuing education (CE) points.