

SAVCA SHOWREEL 2014

SAVCA AGM
22 October 2014



Meeting our mission

SAVCA Mission:

- To contribute towards a vibrant private equity and venture capital industry in South Africa, characterised by:
 - Access to capital to fund private equity and venture capital transactions
 - Healthy market for exits
 - Supportive regulatory and tax regime
 - Professional and ethical conduct

SAVCA Initiatives:

- Research and surveys
- Networking and events
- Interaction with regulators and policymakers
- Training and education
- Guidelines and standards

SAVCA Sub-Committees

- Regulation
- VC
- Asset-Class Promotion
- Conference
- SAVCA-KPMG Industry Survey
- Research
- BEE
- Exploring Southern Africa
- Remco

Other

- SAVCA sits on the National Treasury Task Team for Infrastructure Funding

Annual conference 2014

- 340 attendees in 2014, up from 272 in 2013
- 95.6% of delegates rated the conference 'good' to 'excellent'
- Attendance by over 70 delegates from institutional investors and fund-of-funds

“This is the most practical and thought-provoking conference that resonates well with commercial and developmental imperatives for an African focus for PE funds”

“A fantastic event in a great location”

“It captures the overall landscape of private equity funds in Southern Africa”

“The tempo was great, the agenda was well thought out, the format was diverse and the speakers were interesting.”

“An excellent conference”.



Presented by

SAVCA
SOUTH AFRICAN VENTURE CAPITAL AND PRIVATE EQUITY ASSOCIATION

EMPEA
Emerging Markets Private Equity Association

PRIVATE EQUITY IN SOUTHERN AFRICA
GEARED FOR GROWTH | 2014

11 February 2014 | Spier, Stellenbosch | 20 Years of Democracy In South Africa

Events in 2014

Over 20 events hosted so far this year:

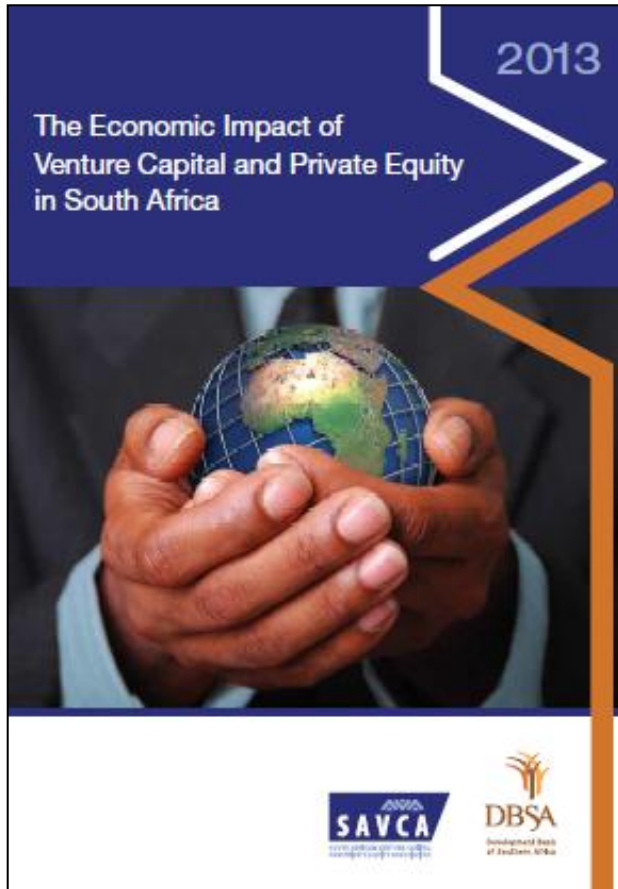
- Asset-class promotion events
 - LP Master-class
 - Quarterly LP breakfasts
- Industry information sessions
 - SAVCA Legal & Regulatory Council Meeting
 - Regulatory briefings
- Industry networking events
 - Women in Private Equity
 - Industry cocktails
- Launches
 - SAVCA-DBSA Economic Impact Study
 - SAVCA-KPMG Annual Industry Survey (Johannesburg & Cape Town)
 - SAVCA Members' Directory



- Successful training partnership with GIBS
 - Foundation Programme in Private Equity: 150 delegates
 - Advanced Programme in Private Equity: 97 delegates
- First SAVCA Venture Capital Foundation Course
 - 27 delegates
- Private Equity Accounting Crash Course
- Over 400 delegates attended seminars on topics including:
 - Private Equity Accounting & Reporting
 - Competition Law
 - Enterprise Development
 - Offshore Fundraising
 - Regulatory Requirements
 - ESG
 - Transactional Risk Insurance
 - Pensions in Africa



Research projects & partnerships in 2014



- SAVCA-DBSA Economic Impact Study
- SAVCA-KPMG Private Equity Industry Survey
- Deloitte Confidence Surveys
- SAVCA Remuneration Survey
- SAVCA-EY Research: Valuing a GP
- SAVCA-EY Excellence in Exits Video Series
- SAVCA-RisCura Quarterly Performance Reports
- SAVCA Case Study Compendium (to be launched at the 2015 SAVCA Private Equity Conference)

Sponsorships in 2014

- SAVCA committed funding to support SiMODiSA's activities
- SAVCA sponsored the first SiMODiSA Start-Up South Africa event in October 2014
 - Aimed at amplifying entrepreneurship in South Africa and unblocking barriers to growth
 - +- 700 attendees



SiMODiSA
START-UP

Representation at industry conferences

Attendance

- PRI in Person, Cape Town: October 2013 (moderated panels)
- SuperReturns, Accra: December 2013 (moderated panel)
- IFC-EMPEA, Washington: May 2014
- Bowman Gilfillan Pension Law and Investments: July (moderated panel)
- EMPEA, London: October 2014
- SiMODiSA Start-Up South Africa: October 2014
- SuperReturn, Cape Town: December 2014 (forthcoming)

Speaking opportunities:

- Retirement Funds, Governance and Investments:
May 2014
- Actuarial Society of South Africa, September 2014



Publicity in 2014

- Average of four pieces of quality media coverage achieved each month, touching on the impact and merits of Private Equity
- Approximately 25 media interviews with SAVCA CEO
- 14 media releases distributed so far in 2014
- Publicity achieved on the SAVCA-KMPG Annual Industry Survey alone was upwards of R1 million
- A cover feature on InvestSA on private equity
- SAVCA Members' Directory distributed with Entrepreneur Magazine, SA's largest business publication



Key Regulatory Interventions and Successes:

Regulatory Body

Matter

National Treasury

Section 23N
Section 12J

SARS

FATCA;
Dividend Withholding Tax;
Interest Withholding Tax

FSB

Detailed submissions on Draft Code of Conduct for PE Fund Managers;
Extension of Exemptions for PE, from FAIS;
Comments on Amendments to FAIS 13(1);
Comments on proposed changes to Code of Conduct for FSPs, in respect of Sign-On Bonuses;
AIFMD



Membership growth 2014

5
new full
members
(2013: 7) ↓

18
new associate
members
(2013: 3) ↑

Total Members: 137
Full Members: 85
Associate members: 52



New members 2014: Full Members

TAKURA
CAPITAL

ASHBURTON
INVESTMENTS
Focused Insight



i-Cubed
Capital



Principal Partners



MERGENCE
INVESTMENT MANAGERS



New members 2014: Associate Members





PRIVATE EQUITY IN
SOUTHERN AFRICA **2015**



INVESTING FOR GROWTH
INVESTING FOR GOOD

SPIER, STELLENBOSCH • 12-13 FEBRUARY 2015

Spier Wine Estate, Stellenbosch

- **2015 SAVCA Private Equity Industry Conference**
13 February 2015
- **LP Master-Class**
12 February 2015

- More than **10% savings** on standard registration fees until 23 November 2014

Many sponsors confirmed already. Limited **sponsorship opportunities** available.
Act now!

www.savca2015.co.za