



Spier, Stellenbosch
17-18 February 2016
SAVCA Private Equity Industry Conference
Dealing in Abundance



WEDNESDAY, 17 FEBRUARY 2016: MAIN CONFERENCE PROCEEDINGS: DAY 1

08h00 - 15h30 **REGISTRATION**

15h30 - 15h40 **WELCOME**

Maya Fisher-French: Programme Manager

15h40 - 15h50 **OPENING ADDRESS**

Dave Stadler, Chairperson: SAVCA

15h50 - 16h20 **KEYNOTE PRESENTATION**

Cheryl Carolus, Chairperson: Peotona Holdings

16h20 - 17h20 **PANEL DISCUSSION: Institutional investors' perspectives on private equity in Southern Africa and beyond**

Moderator: TBC

Panellists:

Paul Boynton, CEO: Old Mutual Alternative Investments

Anne Keppler, Vice President: Equity and Mezzanine, Africa: DEG

Sbu Luthuli, CE: EPPF

Daniel Schoneveld, Principal: Hamilton Lane

Decio Tractenberg, Senior Investment Officer: FMO

Discussion points: What are investors' mandates for 2016 and beyond? How are investors matching their perceptions of regional risks and opportunities with their investment objectives? What are the new developments in their manager-selection criteria? Is there a sufficiently diverse spread of institutional-quality managers in the region?

17h20 - 17h25 **CLOSE**

17h30 - 19h00 **COCKTAIL FUNCTION**

THURSDAY, 18 FEBRUARY 2016: MAIN CONFERENCE PROCEEDINGS: DAY 2

07h00 - 08h15 **REGISTRATION**

08h15 - 08:30 **WELCOME**

Maya Fisher-French: Programme Manager

08h30 - 09h00 **KEYNOTE INTERVIEW**

Laurie Dippenaar, Chairperson: FirstRand

Interviewer: Erika van der Merwe, CEO: SAVCA

09h00 - 09h35	PANEL DISCUSSION: Dealing in Abundance: Southern Africa's private equity deal-making opportunity Moderator: Michael Katz, Chairperson: ENSafrica Panellists: Clive Howell, Head: Private Equity, Nedbank Capital Dalein van Zyl, Director: Metier Shaun Zagnoev, Partner: Ethos Private Equity Discussion points: Deal-making trends in Southern Africa and beyond are shifting: What are the new opportunities? How are managers sourcing the right deals? Does creative deal-making introduce new complexities to the M&A process? Does a disciplined approach to deal pricing extend the negotiation process?
09h35 - 09h40	Video on deal trends and exits
09h40 - 10h15	PANEL DISCUSSION: Which way to the exit? A look at industry trends in asset realisations Moderator: Tom Whelan, Partner: Hogan Lovells Panellists: Mike Donaldson, Director: RMB Corvest Natalie Kolbe, Partner: Actis Craig Forbes, Co-Head, Corporate Finance: RMB Discussion points: A track record of successful exits is essential for the future of private equity in Southern Africa. What are the most recent trends in asset realisations? Are managers delivering the cash returns desired by investors? How does the exit pricing and process vary across jurisdictions?
10h15 - 10h45	BREAK
10h45 - 11h20	PANEL DISCUSSION: Mind the gap: On LPs and GPs finding common ground in fundraising for Southern Africa and sub-Saharan Africa Moderator: Nicole Paige, Private Equity Sector Co-Head: Webber Wentzel Panellists: Carlo Dickson, Managing Director: Ke Nako Murray Grant, Managing Director: CDC Group Lelo Rantloane, Ata Capital Herc van Wyk, CEO: Pembani Remgro Infrastructure Fund Discussion points: What are the nuances in the requirements of commercial vs DFI investors? What can first-time managers expect? What is the evidence on the ideal, viable fund size? Are Southern African funds competing with sub-Saharan African managers for funding?
11h20 - 11h55	PANEL DISCUSSION: Private equity's value-adding approach: Generating private equity returns in a low-growth environment Moderator: Daniel Schoneveld, Principal: Hamilton Lane Panellists: Runa Alam, Co-Founding Partner and CEO: DPI Andrew Dewar, Managing Partner: Rockwood Private Equity Gerben Dijkstra, Investment Principal: Investec Africa Frontier Private Equity Fund

Discussion points: What strategies are managers following to take portfolio companies to world-class standards? Do managers have access to the skills and experience needed to implement returns-generating operational and strategic changes within portfolio assets?

11h55 - 12h30 **PANEL DISCUSSION: Perspectives from practice: Portfolio company CEOs talk about life with private equity**

Moderator: Jeremy Cleaver, Portfolio Director, Africa Funds: CDC Group

Panellists:

Norman Drieselmann, CEO: Retailability

Bevan Ducasse, Founder and CEO: wiGroup CEO

Shirley Maltz, CEO: Homechoice

Garth Towell, CEO: Twinsaver

Discussion points: Private equity's approach of active stewardship in post-investment management is an attractive model for business stakeholders; does it always work out well? Portfolio-company CEOs engage in a frank conversation about their experiences.

12h40 - 13h40 **LUNCH**

13h40 - 14h15 **PITCH YOUR THEME: Private equity changes lives**

Moderator: Bruce McGlogan, Maitland

Panellists:

Ryno Byleveldt, EIB: INFRASTRUCTURE

Chinesom Ejiasa, Director of Investments: Africa Integras: EDUCATION

Nicola Gubb, CIO: WDB: INVESTING IN WOMEN

Keshan Pillay, CEO: Makalani: EMPOWERMENT

Dean Sparrow, CEO: Capital Eye: TECHNOLOGY

Walter van Helvoirt, FMO: GREENING YOUR PORTFOLIO

Description: A session of short (2-minute) presentations by fund managers and investors into funds, showcasing a wide range of private equity investment activities, and their impact.

14h15 - 14h45 **KEYNOTE ADDRESS**

Wendy Appelbaum: Chair: De Morgenzon Wine Estate

14h45 - 15h10 **To be confirmed**

15h10 - 15h40 **BREAK**

15h40 - 16h20 **PANEL DISCUSSION: Getting the fund manager to scale -- and to a second fund**

Moderator: Carlos Heneine, Partner: Quilvest and Partners

Panellists:

Luc Albinski, Managing Partner: Vantage Mezzanine

Daniel Hatfield, Director: Edge Growth

Justin Stanford, Co-Founder and Managing Director: 4Di Group

Garth Willis, Director: Capitalworks

Discussion points: What are the critical success factors for ensuring that fund managers build track record and are able to move to scale? How critical are team construction, team dynamics and skills? How do managers manage the simultaneous demands of portfolio management and fundraising?

16h20 - 16h30 **SAVCA video show reel**

16h30 - 17h00 **CLOSING KEYNOTE SPEAKER: Building Economies of Hope**

Marlon Parker: RLabs Founder; entrepreneur and advocate for using technology for social good

17h00 - 19h30 **CLOSE and COCKTAIL FUNCTION**