

SAVCA-GIBS Foundation Programme in Private Equity Day one - Tuesday, 24 July 2018

- 07h30 - 08h15 **REGISTRATION AND ARRIVAL REFRESHMENTS**
- 08h15 - 08h25 **MODERATOR'S WELCOME**
Michael Avery, Anchor: Classic FM
- 08h25 - 08h30 **OPENING REMARKS**
Tanya van Lill, CEO: SAVCA
- 08h30 - 09h15 **THE BIG PICTURE: INTRO TO PRIVATE EQUITY AND TRENDS**
From fundraising and mandates, to deal-making and exits
Samantha Pokroy, CEO: Sanari Capital
- 09h15 - 10h00 **LOOKING ACROSS THE PRIVATE EQUITY SPECTRUM: THE ROLE OF VENTURE CAPITAL**
A roadmap for the South African venture capital market
Keet van Zyl, Co-Founder and Partner: Knife Capital
- 10h00 – 10h45 **FUNDING MODELS**
The evolution of the private equity funding model for Southern Africa and Sub-Saharan Africa
- 10h45 - 11h15 **REFRESHMENT BREAK**
- 11h15 - 12h00 **DEAL GENERATION**
Strategies for sourcing and clinching the winning deal
Rinolan Moodley, Senior Deal Principal: Phatisa
- 12h00 - 12h45 **EVALUATING INVESTMENT OPPORTUNITIES (Part One)**
The 'why', 'what' and 'how' of deal evaluation
Case Study: Evaluating an early-stage high-growth venture
John Hannig, Director Investment and Advisory Services: Metier
- 12h45 – 13h45 **NETWORKING LUNCH**
- 13h45 - 14h30 **EVALUATING INVESTMENT OPPORTUNITIES (Part two)**
The 'why', 'what' and 'how' of deal evaluation
Case Study: Evaluating an early-stage high-growth venture
John Hannig, Director Investment and Advisory Services: Metier
- 14h30 - 15h15 **DUE DILIGENCE CONSIDERATIONS**
Lessons and case studies from Southern Africa
Peter McCrystal, Partner and Director: PwC
- 15h15 - 15h35 **REFRESHMENT BREAK**
- 15h35 - 16h10 **NAVIGATING THE AFRICAN PRIVATE EQUITY OPPORTUNITY**

Driving high returns in an uncertain and changing environment

16h10 - 17h00 **CAREER CONVERSATION**
PANEL DISCUSSION: Career paths in private equity
Panellists:
Lelo Rantloane, CEO: Ata Capital
Craig Beney, Co-CEO: Helical Capital Partners

17h00 - 17h10 **CLOSING REMARKS**

**SAVCA-GIBS Foundation Programme in Private Equity
Day two - Wednesday, 25 July 2018**

07h30 – 08h15 **ARRIVAL REFRESHMENTS**

08h15 – 08h30 **MODERATOR'S WELCOME**
Michael Avery, Anchor: Classic FM

08h30 – 09h15 **FINANCING PRIVATE EQUITY DEALS**
Part 1: **The role of debt funding in private equity**

09h15 – 10h00 Part 2: **Mezzanine funding: The nature of the opportunity**

10h00 - 10h30 **REFRESHMENT BREAK**

10h30 – 12h00 **POST-INVESTMENT: VALUE ADDITION AND BEST PRACTICE**
Portfolio management: Maximising ROI
Case Study: Business strategy for value generation and added competitive advantage

12h00 – 13h00 **NETWORKING LUNCH**

13h00 – 14h30 **TOP STRATEGIES AND GUIDELINES FOR PERFORMANCE FRAMEWORKS**
Fund structuring, valuation guidelines and the reporting of fund performance
Craig Dreyer, CFO: Ethos Private Equity

14h30 --15h00 **REFRESHMENT BREAK**

15h00 -- 15h45 **SUCCESSFUL EXITS - EVIDENCE AND OPPORTUNITIES**
Case studies: Value creation and value realisation trends across the region
Andrew Dewaar, Managing Director: Rockwood Private Equity

15h45 --16h45 **SPOTLIGHT ON INSTITUTIONAL INVESTORS**
PANEL DISCUSSION: Trends in investor mandates, manager selection and fund terms

16h45 – 17h00 **CLOSING REMARKS**