

## **SAVCA-GIBS Foundation Programme in Private Equity Day one - Thursday, 11 July 2019**

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: INDUSTRY TRENDS AND PERFORMANCE

**From fundraising and mandates, to deal-making and exits**

09h15 - 10h00 LOOKING ACROSS THE PE SPECTRUM: THE ROLE OF VENTURE CAPITAL

**A roadmap for the South African venture capital market**

10h00 - 10h30 REFRESHMENTS

10h30 - 11h15 FUNDING MODELS

**The evolution of the private equity funding model for Southern Africa and Sub-Saharan Africa**

11h15 - 12h00 DEAL GENERATION

**Strategies for sourcing and clinching the winning deal**

12h00 - 12h45 EVALUATING INVESTMENT OPPORTUNITIES (Part One)

**The 'why', 'what' and 'how' of deal evaluation**

**Case Study: Evaluating an early-stage high-growth venture**

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**

14h30 - 15h15 DUE DILIGENCE CONSIDERATIONS

**Lessons and case studies from Southern Africa**

15h15 - 15h35 REFRESHMENT BREAK

15h35 - 16h35 POST-INVESTMENT: VALUE ADDITION AND BEST PRACTICE

**Portfolio management: Maximising ROI**

**Case Study: Business strategy for value generation and added competitive advantage**

16h35 - 17h15 CAREER CONVERSATION

**PANEL DISCUSSION: Career paths in private equity**

17h15 - 17h25 CLOSING REMARKS

## **SAVCA-GIBS Foundation Programme in Private Equity Day two - Friday, 12 July 2019**

07h30 - 08h15 ARRIVAL REFRESHMENTS

08h15 - 08h30 MODERATOR'S WELCOME

08h30 - 09h15 FINANCING PRIVATE EQUITY DEALS (Part One)

**The role of debt funding in PE**

09h15 - 10h00 FINANCING PRIVATE EQUITY DEALS (Part Two)

**Mezzanine funding:**

10h00 - 10h30 REFRESHMENT BREAK

10h30 - 11h15 NAVIGATING THE AFRICAN PRIVATE EQUITY OPPORTUNITY

**Driving high returns in an uncertain and changing environment**

11h15 - 12h00 TOP STRATEGIES AND GUIDELINES FOR PERFORMANCE FRAMEWORKS

**Fund structuring, valuation guidelines and the reporting of fund performance**

12h00 - 13h00 NETWORKING LUNCH

13h00 - 13h45 SUCCESSFUL EXITS -

**Exits: Value creation and realisation trends across the region**

13h45 - 14h30 REGULATORY LANDSCAPE

**Regulatory landscape, TWIN Peaks**

14h30 - 15h00 REFRESHMENT BREAK

15h00 - 16h00 SPOTLIGHT ON INSTITUTIONAL INVESTORS

**PANEL DISCUSSION: Trends in investor mandates, manager selection and fund terms**

16h00 - 16h15 CLOSING REMARKS