

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

Samantha Pokroy, CEO: Sanari Capital

09h15 - 10h00 LOOKING ACROSS THE PE 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 - 10h30 REFRESHMENTS

10h30 - 11h15 FUNDING MODELS

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

Nicole Paige, Partner and Co-Head of Private Equity: Webber Wentzel

11h15 - 12h00 DEAL GENERATION

Strategies for sourcing and clinching the winning deal

Lize Lubbe, 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 - 16h35 POST-INVESTMENT: VALUE ADDITION AND BEST PRACTICE

Portfolio management: Maximising ROI

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

Jason Golderg, Director of Growth Acceleration Services: Edge Growth

16h35 - 17h10 CAREER CONVERSATION

PANEL DISCUSSION: Career paths in private equity

Moderator:

Alton Solomons, Independent Private Equity Practitioner

Panellists:

Fatima Vawda, Managing Director: 27four Investment Managers

Philile Maphumulo, Managing Partner: Heritage Capital

Trishanta Chetty, Principal: Metier Investment & Advisory Services

17h10 - 17h20 CLOSING REMARKS

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

07h30 - 08h15 ARRIVAL REFRESHMENTS

08h15 - 08h30 MODERATOR'S WELCOME

Michael Avery, Anchor: Classic FM

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

The role of debt funding in private equity

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

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

Mezzanine funding: The nature of the opportunity

Warren Van der Merwe, Managing Partner: Vantage Capital

10h00 - 10h30 REFRESHMENT BREAK

10h30 - 11h15 NAVIGATING THE AFRICAN PRIVATE EQUITY OPPORTUNITY

Driving high returns in an uncertain and changing environment

Dean Horton, COO: AIIM

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

Fund structuring, valuation guidelines and the reporting of fund performance

Shelley Lotz, Head of Regulatory Affairs: SAVCA

12h00 - 13h00 NETWORKING LUNCH

13h00 - 13h45 SUCCESSFUL EXITS - EVIDENCE AND OPPORTUNITIES

Exits: Value creation and value realisation trends across the region

David Cooke, Partner - Private Equity: Actis

13h45 - 14h30 REGULATORY LANDSCAPE

Regulatory landscape, TWIN Peaks

Shelley Lotz, Head of Regulatory Affairs: SAVCA

14h30 - 15h00 REFRESHMENT BREAK

15h00 - 16h00 SPOTLIGHT ON INSTITUTIONAL INVESTORS

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

Moderator:

Cathy Goddard, CEO: Firebird Fund Managers

Panellists:

David Moore, Head of Alternative Investments: Alexander Forbes

Fulu Makwetla, Managing Director: Third Way Investment Partners

Shafeeq Abrahams, Acting Chief Executive: Eskom Pension and Provident Fund

16h00 - 16h15 CLOSING REMARKS