

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, Chairman: SAVCA
15h50 - 16h20	KEYNOTE PRESENTATION Cheryl Carolus, Chair: Peotona Holdings
16h20 - 17h20	PANEL DISCUSSION: Institutional investors' perspectives on private equity in Southern Africa and beyond Moderator: Cora Fernandez, Chief Executive: Sanlam Investments Institutional Business Panellists: Paul Boynton, CEO: Old Mutual Alternative Investments Anne Keppler, Vice President Corporates & Funds, Africa, Equity and Mezzanine: DEG Sbu Luthuli, Chief Executive and Principal Officer: Eskom Pension and Provident Fund Daniel Schoneveld, Principal: Hamilton Lane Decio Tractenberg, Senior Investment Officer: FMO <i>Discussion topics: 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?</i>
17h20 - 17h25	CLOSE
17h30 - 19h00	COCKTAIL FUNCTION

THURSDAY, 18 FEBRUARY 2016:



MAIN CONFERENCE PROCEEDINGS: DAY 2

07h00 - 08h15	REGISTRATION
08h15 - 08h30	WELCOME Maya Fisher-French: Programme Manager
08h30 - 09h05	KEYNOTE INTERVIEW Laurie Dippenaar, Non-Executive Chairman: FirstRand Limited Interviewer: Erika van der Merwe, CEO: SAVCA
09h05 - 09h45	PANEL DISCUSSION: Dealing in Abundance: Southern Africa's private equity deal-making opportunity Moderator: Michael Katz, Chairman: ENSafrica Panellists: Clive Howell, Head: Private Equity: Nedbank Corporate and Investment Bank Dalein van Zyl, Director: Metier Shaun Zagnoev, Partner: Ethos Private Equity <i>Discussion topics: 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?</i>
09h45 - 10h25	PANEL DISCUSSION: Which way to the exit? Moderator: Tom Whelan, Partner, Global Head of Private Equity: Hogan Lovells Panellists: Mike Donaldson, Director: RMB Corvest Craig Forbes, Co-Head, Corporate Finance: RMB Ngetha Waitthaka, Investment Principal: Actis <i>Discussion topics: 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?</i>
10h25 - 11h00	Break

THURSDAY, 18 FEBRUARY 2016:

MAIN CONFERENCE PROCEEDINGS: DAY 2

11h00 - 11h40

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 Capital

Murray Grant, Managing Director: CDC Group

Lelo Rantloane, CEO: Ata Capital

Herc van Wyk, CEO: Pembani Remgro Infrastructure Managers

Discussion topics: 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?

11h40 - 12h20

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 topics: 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?

12h20 - 13h00

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

Shirley Maltz, Group CEO: Homechoice Holdings

Garth Towell, CEO: Twinsaver

Discussion topics: 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 CEO's engage in a frank conversation about their experiences.

13h00 - 14h00

LUNCH

THURSDAY, 18 FEBRUARY 2016:



MAIN CONFERENCE PROCEEDINGS: DAY 2

14h00 - 14h35

PITCH YOUR THEME: Private equity changes lives

Moderator: Bruce McGlogan, Head of Private Equity and Real Estate Fund Services: Maitland

Panellists:

Ryno Byleveldt, Business Analyst: EIB: INFRASTRUCTURE
Chinesom Ejiasa, Director of Investments: Africa Integras: EDUCATION
Nicola Gubb, CIO: WDB: WOMAN'S PERSPECTIVE ON INVESTING
Keshan Pillay, CEO: Makalani: EMPOWERMENT
Samantha Pokroy, CEO and Founder: Sanari Capital: SME INVESTING
Dean Sparrow, CEO: Capital Eye Investments: TECHNOLOGY
Walter van Helvoirt, ESG Officer: 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.

14h35 - 15h10

KEYNOTE ADDRESS

Wendy Appelbaum: Chair: De Morgenzon Wine Estate

15h10 - 15h40

BREAK

15h40 - 16h20

PANEL DISCUSSION: Getting the fund manager to scale - and to a second fund

Moderator: Carlos Héneiné, Partner: Quilvest and Partners

Panellists:

Luc Albinski, Managing Partner: Vantage Mezzanine
Daniel Hatfield, Director: Edge Growth
Justin Stanford, Co-Founder and Managing Director: 4Di Capital
Garth Willis, Director: Capitalworks

Discussion topics: What are the critical success factors for ensuring that fund managers build track record and are able to move to scale?

16h20 - 16h25

SAVCA video show reel

16h25 - 16h55

CLOSING KEYNOTE SPEAKER: "Building Economies of HOPE"

Marlon Parker, Founder: RLabs; Winner of the Lead SA award for National Hero of the Year 2015

16h55 - 17h00

CLOSE and COCKTAIL FUNCTION