

The PEI Africa Forum

Helping finance the growth of a continent

Cavendish Conference Centre, London
18-19 June, 2009



Rod Evison,
Managing Director,
CDC Group



Tom Gibian,
Chief Executive Officer,
ECP Private Equity



Papa Madiaw Ndiaye,
Founding Partner &
Chief Executive Officer,
AFIG



Tshepo Mahloele,
Chief Executive Officer,
**Harith Fund Managers
(Pty) Ltd**



Sev Vettivetpillai,
Chief Executive Officer,
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THE QUEEN'S AWARDS
FOR ENTERPRISE
2009

The PEI Africa Forum

Helping finance the growth of a continent

These are exciting times for the private equity industry in Africa. Government reforms, burgeoning middle classes, a population of a billion and a fast evolving, dynamic financial industry are combining to create a rare opportunity for investors in this time of global uncertainty.

So, we are delighted to welcome you to the inaugural PEI Africa Forum in London, a spin-out event from PEI Media's long-running Emerging Markets Private Equity Forum. Here you will meet an unparalleled array of market experts to discuss Africa in depth and to pick apart the manifold strategies and geographies for successful investing.

The forum will introduce European investors to the managers on the ground in Africa and the sectors that need capital to grow, such as telecoms, financial services, natural resources and infrastructure.

Join some of Africa's most experienced private equity managers as they share their story from one of the most exciting investment frontiers.

We look forward to seeing you there.

For further information about this forum please contact **Nicholas Lockley**:
email nicholas.l@peimedia.com or call **+44 (0)20 566 5450**

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Why Africa now? Four speakers at the forum explain...



“Private equity fund managers can find blue chip African companies with exciting growth opportunities without re-inventing the wheel. Value is created the old fashioned way with no need for dependence on debt for large returns.”

Tom Gibian,
Chief Executive Officer,
ECP Private Equity



“There is no shortage of entrepreneurial talent in Africa. Yet there remains a lack of access to business development assistance, appropriately structured finance and links to market. While it is certainly true there is a need for more private equity and venture capital across the continent, I believe that sustained and significant economic growth will only occur through investing in successful initiatives that target small and growing businesses.”

Chris West,
Director,
Shell Foundation



“Africa offers a tremendous private equity opportunity with good growth prospects as a burgeoning middle class develops and consumption increases. One of the biggest hurdles to doing deals in this environment is educating the market about what a private equity firm is and can do - the benefits of long term equity capital as compared to bank debt. But, for the owner/manager that means selling a stake and diluting control to get the necessary funding - so deals take time and patience to get everyone comfortable with the plan.”

Graham Thomas,
Managing Director,
Standard Bank Private Equity



“Over the last five years the Private Equity asset class in Africa has grown from a South Africa centric activity to a pan-African business. Africa now figures on the radar screens of institutional investors, attracted by the African growth opportunity as well as the maturing track record of the GPs. Despite the challenges from the global financial crisis, African GPs are in a stronger position to broaden their fund-raising relationships beyond their traditional backers. We see them increasingly investing in their fund management businesses to equip themselves to meet the fund-raising challenge of tomorrow.”

Rod Evison,
Managing Director,
CDC Group



Luc Albinski,
Director,
Vantage Risk Capital



Ritesh Anand,
Investment Manager,
Wellcome Trust



Richard Bell,
Chief Executive Officer,
East Africa Capital Partners



Jonathan Berman,
Managing Director,
FPCG Mauritius,
Fieldstone



David Creighton,
President & Chief
Executive Officer,
Cordiant Capital



Greg Durst,
Principal,
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Actis



Ramz Hamzaoui,
Head of Corporate Banking,
Medicapital Bank



Warren Hibbert,
Partner,
**MVision Private
Equity Advisers**



Andrew Hunt,
Managing Director,
Marlow Capital



Ngugi Kiuna,
Director,
Transcentury Ltd



Paul Kokoricha,
Partner,
**African Capital Alliance
(ACA)**



Mosun Layode,
Executive Director,
LEAP Africa



Bruce MacRobert,
Principal,
Brait Private Equity



Tshepo Mahloebe,
Chief Executive Officer,
**Harith Fund Managers
(Pty) Ltd**



Ndaba Mpofu,
Chief Investment Officer,
VPB Ltd



Papa Madiaw Ndiaye,
Founding Partner & Chief
Executive Officer,
AFIG



Kenny Nwosu,
Director - African Investments,
ShoreCap International



Skander Oueslati,
Principal Investment Officer,
**AfricInvest Capital
Partners**



Ashish Patel,
Managing Director,
Intel Capital



Dr Heather Sherwin,
Fund Manager – Bioventures,
Biotech Venture Partners



Nigel Van Zyl,
Partner,
SJ Berwin



Sev Vettivetpillai,
Chief Executive Officer,
Aureos Capital



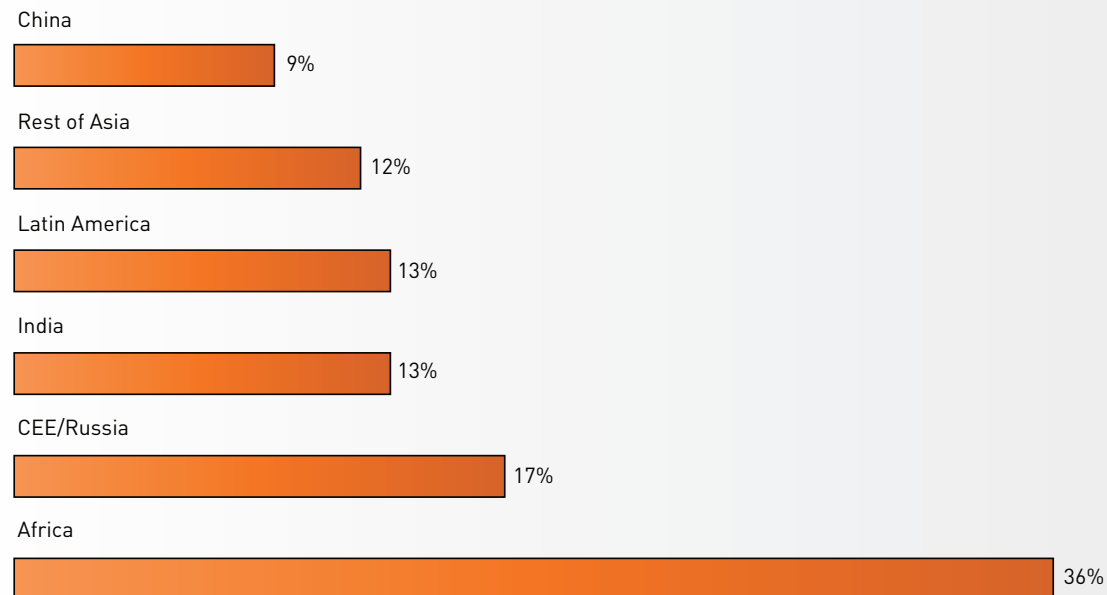
Panos Voutyritsas,
Partner,
**Kingdom Zephyr
Africa Management**

Africa's time has come

At the 2008 Emerging Markets Forum in London we asked our audience the question:

"If I could have dry powder to invest in PE deals in any emerging market right now, I would pick..."

The answer was emphatic:



Key themes

- Private equity – seizing opportunities in telecoms, financial services, energy and agribusiness
- Infrastructure – meeting the demands of developing economies
- International development – understanding the role of government and development financial institutions in the growth of African economies
- Investment patterns – tracking and securing capital flowing into the continent
- Fundraising, risk analysis, valuations and exits – are they different in Africa?

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The PEI Africa Forum

Helping finance the growth of a continent

18-19 June 2009, Cavendish Conference Centre, London

Day One: Thursday 18th June 2009

08:45 – 08:50

PEI Welcome

08:50 – 09:00

Chairman's Welcome

09:00 – 09:30

Opening address – Africa: defining the investment proposition

- What needs to happen to make Africa a more attractive destination for mainstream investors?
- How the private sector, the G8 countries, other donors and African governments and institutions can support Africa's vision for sustainable growth and development
- What role can private equity play?

09:30 – 10:15

Panel session – Mitigating risk and enhancing returns in growing sectors

- Managing risk – political, legal, economic, socio-cultural
- Maximising the upside – value creation strategies, getting your hands dirty
- Introducing the hot sectors: consumer-related businesses for a burgeoning middle class, financial services, energy infrastructure, natural resources

10:15 – 11:00

Panel session – Building Africa: infrastructure investment

- Coping with the global slowdown while meeting Africa's urgent need for investment
- Regional integration holds the key to reducing infrastructure costs - trading power across national borders
- Freeing the log-jam – too many projects fail to progress to a stage where they are ready for financing – what can the industry do?

11:00 – 11:30

Networking coffee break

11:30 – 12:00

Keynote address – Governance: holding African leaders to account

- Ensuring the rule of law; delivering health and educational facilities for an empowered civil society to create a framework for strong economic growth
- What role does private equity play in this?
- Creating positive legacies – what happens after the deal is done?

12:00 – 12:45

The Big Debate - Two teams go head-to-head to debate the motion:

- This house believes private equity investment in Africa should focus on a financial return and not a social one

12:45 – 14:30

Lunch

14:30 – 15:00

The PEI Interview – Investing in the people: Africa's richest resource

- On-stage interview with a leading figure from the African investment community

15:00 – 15:30

Keynote address – Creating an entrepreneurial culture

- The equity capital is ready, where are the networks?
- Trivialising failure – how to incentivise success
- Removing the barriers to creativity – creating centres of excellence

15:30 – 16:00

Coffee

16:00 – 16:45

Roundtables I

Geographic focus

- Southern Africa
- West Africa
- East Africa
- Frontier Africa

16:45 – 17:30

Roundtables II

Fundraising – seizing the opportunity

- What are LPs looking for?
- Fund strategies – regional or sector focus?
- Professionalising the firm – young firms need to grow up fast

Terms and conditions

- What are the structures that work in Africa?
- Are LPs in the driving seat? Are fee structures changing?
- Key man clause – getting comfortable

17:30 – 19:30

Cocktail reception

Day Two: Friday 19th June 2009

08:45 – 09:00

Chairman's recap

09:00 – 09:30

Opening address - The investor's view: it's not just about making money

- Responsible investment with profits: managing the double bottom line
- Selecting the right managers – diversification strategies
- Backing first-time funds; finding experienced operators in new markets

09:30 – 10:15

Panel session – The African diaspora comes home

- A wealth of opportunity, a dearth of experience: how can local managers move up the learning curve?
- Encouraging local entrepreneurs – why are China and India leading the way?
- Black Economic Empowerment - righting the historic wrongs

10:15 – 11:00

Panel session – Natural resources: Africa's sweet spot

- Mitigating the risks in exploratory concessions
- Growing established and mature mining operations
- Building the infrastructure that makes mining viable

11:00 – 11:30

Coffee

11:30 – 12:15

Panel session – Regulation and a changing landscape

- US anti-corruption legislation and the impact on local GPs
- Local African institutions finally free to invest in the asset class
- Why is it so hard to start a business in sub-Saharan Africa?
- How can the continent become more business friendly?

12:15 – 13:00

Panel session – Investing In Africa - what next?

- What are the funds for the future?
- Where are the managers of tomorrow – backing first time funds?
- Climate change – the African doomsday; does private equity have a role?

13:00 – 14:30

Lunch and close of conference

* This is a provisional agenda and remains subject to change at the discretion of the organisers



Delegates at the Emerging Markets 2008 forum

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Photos from the 2008 Emerging Markets Forum, London



Venue

The Cavendish Conference Centre

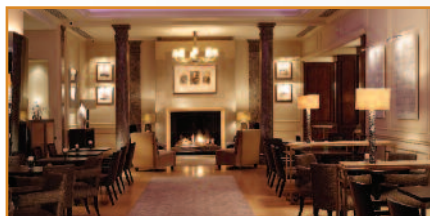
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The two-day forum will be held at the purpose built Cavendish Conference Centre ideally located in the heart of London within minutes of all major transport interchanges.



Accommodation



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About Private Equity International

Private Equity International (PEI) is the leading financial information group dedicated to alternative assets globally – private equity, real estate and infrastructure.

We provide news, intelligence and insight of the highest value to the private equity industry globally in a number of different formats. We publish five magazines, host four news websites, manage what is probably the most extensive set of databases dedicated to alternative assets, run 22 annual conferences globally, publish a library of 20 books and directories and have a fast growing training business.

Over the years we have grown into a widely-known and highly-regarded business that delivers detailed coverage to our customers. We have members of our award-winning editorial team sat in all three of our offices [London, New York and Singapore] and likewise our conference business runs events based from each of these locations.

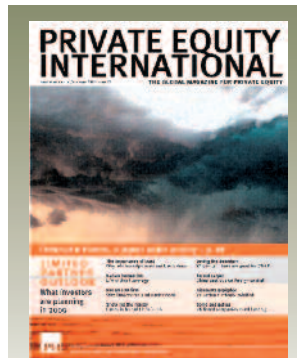
We feel strongly that the industries we cover are inherently international and resolutely cross-border - so to cover them effectively we must be able to connect with them in every market and in any time zone.

We take great pride in designing and delivering forums that are substantive, topical, well organised and, as a result, well attended. Combining education with interaction, you will gain both practical and strategic knowledge whilst significantly developing your network of contacts.

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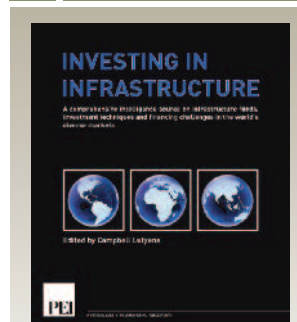
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The PEI Africa Forum, 18-19 June, London

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