

5th Annual

SuperReturn

Africa 2014

Main Conference, 3-4 December
Fundraising Summit, 2 December
West Africa Summit, 2 December
The Westin, Cape Town
www.superreturnafrica.com

The Largest Meeting Place For The African & Global Private Equity LP & GP Communities

- Join 500+ Private Equity Professionals
- Meet 150+ Powerful LPs
- Hear From 130+ Industry Leading Speakers
- 30+ Countries Represented



MEET OUR SUPPORTERS

Free for pension funds, endowments, foundations, DFIs & SWFs. Email lgriffin@icbi.co.uk to apply.



ESSENTIAL EVENT INFORMATION



Venue Address

The Westin Cape Town, Convention Square
Lower Long Street
8001 Cape Town, South Africa
Tel: +27 21 412 9999
Fax: +27 21 412 9001
Web: www.westincapetown.com



Accommodation

We have a special conference rate at the Westin hotel. Please visit our website at www.superreturnafrica.com and view the accommodation page for more information on rate and terms.



Dress Code

Business attire



VISA Requirements

Important: Please check if you require a visa before you travel. It is your responsibility to ensure your visa is in place before you travel and that all visa applications must be applied for individually. The ICBI team are unable to arrange this on your behalf.

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Brand New!
Fundraising Summit,
Tuesday 2 December
Plus! West Africa Summit,
Tuesday 2 December

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an **informa** business

ATTENDANCE OPTIONS

• Investors: The Free LP Pass (subject to validation)

Free for pension funds, endowments, foundations, SWFs, DFIs, Family Offices & ILPA members.
Email: Igriffin@icbi.co.uk for more information and to apply

• Managers & Service Providers: The Meeting Package or The Standard Package

To decide the right package for you, see page 10

• 40% Discount For Domestic Companies (subject to validation)

Domestic company delegate rates are available to firms who only have offices based in our list of selected African countries. Firms with offices outside of our list of countries will not be eligible. To see if the discount applies to you, see page 24.

Raise Your Profile



SuperReturn Africa presents an unrivalled opportunity to raise your profile and align your brand with the largest and most highly respected private equity conference in Africa. For a superb mixture of the leading LPs and GPs in the industry look no further than Cape Town in December. For a bespoke proposal please do not hesitate to contact me via email or phone to discuss the possibilities.

Kind Regards

James Roberts, Business Development Manager +44 (0) 20 7017 7944

jroberts@icbi.co.uk

THE 130+ SPEAKER FACULTY

Ore Adeyemi, Director

HSBC STRATEGIC INNOVATION INVESTMENTS

Matthew Boadu Adjei, Founder & CEO

OASIS CAPITAL GHANA

Alexandre Alfonsi, Founding Partner, **AXONIA PARTNERS**

Mbwana Alliy, Managing Partner, **SAVANNAH FUND**

Solomon Asamoah, Deputy CEO & CIO

AFRICA FINANCE CORPORATION (AFC)

David Ashiagbor, Stakeholder Relationship Officer

MAKING FINANCE WORK FOR AFRICA (MFW4A)

Hany Assaad, Co-Founder, **AVANZ CAPITAL**

Patrice Backer, COO, **AFIG FUNDS**

Stéphane Bacquaert, Managing Director, **WENDEL**

Peter Baird, Managing Director & Head of Africa

STANDARD CHARTERED PRIVATE EQUITY

Yvonne Bakkum, Director

FMO INVESTMENT MANAGEMENT

Goolam Ballim, Chief Economist, Head: Standard Bank Research,

STANDARD BANK

Steve Beck, Managing Director, **NOVASTAR VENTURES**

John Bellew, Partner, Private Equity, **WEBBER WENTZEL**

Vivina Berla, Senior Partner & Managing Director, Europe

SARONA ASSET MANAGEMENT

Adrian Bertrand, ESG Manager, **GEPF**

Andrea Bohnstedt, Managing Editor, **RATIO MAGAZINE**

Paul Boynton, CEO

OLD MUTUAL ALTERNATIVE INVESTMENTS

Stuart Bradley, Senior Partner, **PHATISA**

Monica Brand Engel, Managing Director

ACCION FRONTIER INVESTMENTS

Jacco Brink, Founder & Managing Partner

TBL MIRROR FUND

Andrew Brown, Partner & CIO, **ECP**

Neil Brown, Partner, Head of Investor Development Group, **ACTIS**

Marcel Bruhwiler, Principal Investment Officer, **IFC**

Haydee Celaya, Co-Founder & CIO, **AVANZ CAPITAL**

Marlon Chigwende, Managing Director, Head,

Sub-Saharan Africa, **THE CARLYLE GROUP**

Valentine Chitalu, Chairman, **PHATISA**

Jeremy Cleaver, Portfolio Director, Africa Funds

CDC GROUP

John Coates, Former Research Fellow in Neuroscience & Finance,

UNIVERSITY OF CAMBRIDGE

Colin Coleman, Managing Director & Head, Investment Banking

Division, Sub-Saharan Africa, **GOLDMAN SACHS**

Steven Costabile

Director & Global Head of Private Funds Group

PINEBRIDGE INVESTMENTS

Steve Cowan, Co-Founder & Managing Director, **57 STARS**

Jake Cusack, Managing Partner, **CROSSBOUNDARY**

Enrica Dacomo, Investment Executive, **CDC GROUP**

David Damiba, Advisor (Credit Opportunities)

HELIOS INVESTMENT PARTNERS

Hubert Danso, CEO, **AFRICAN INVESTOR**

Charles Daugherty, Managing Partner

STANWICH ADVISORS

Patrick Deasy, International Funds, Partner

KING & WOOD MALLESONS SJ BERWIN

Anthonie de Beer, Partner, **ETHOS PRIVATE EQUITY**

Gerben Dijkstra, Investment Principal

INVESTEK ASSET MANAGEMENT

Hurley Doddy, Co-CEO, **ECP**

Okey Enelamah, CEO, **AFRICAN CAPITAL ALLIANCE**

Jonathan A. English, Managing Director

PORTFOLIO ADVISORS

Bryce Fort, Partner & Head of East Africa Office, **ECP**

Nathalie Gabala, Director of Investments, Africa

EQUATOR CAPITAL PARTNERS

Davis Golding, Executive Vice President & CIO

EQUATOR CAPITAL PARTNERS

Andreas Grenacher, Senior Investment Manager, **DEG**

Eduardo Gutierrez, Partner, **DPI**

Jason Harel, Founding Partner, **BLC CHAMBERS**

Jarl Heijstee, Managing Partner, **XSML**

Andrea Heinzer, CIO and Partner, **OBVIAM**

Carlos Héneiné, Partner, **QUILVEST GROUP**

Mark Hoeing, Managing Director, **COMMONFUND**

Nicholas Hughes, Partner, **CLIFFORD CHANCE**

Matthew Hunt, Principal, **SOUTH SUEZ CAPITAL**

Hamdiya Ismaila, General Manager

VENTURE CAPITAL TRUST FUND

Peter Jädersten, Managing Partner

PYRAMID PRIVATE EQUITY PARTNERS

Afsane Jetha, Managing Director

DUET AFRICA PRIVATE EQUITY

Eric Johnson, Managing Director

CAMBRIDGE ASSOCIATES

Shaka M. Kariuki, Partner & Co-CIO

KURAMO CAPITAL MANAGEMENT

Paul Kavuma, CEO, **CATALYST PRINCIPAL PARTNERS**

Anne Keppler, Vice President Equity & Mezzanine Africa, **DEG**

Waseem A. Khan, Managing Partner, CIO, **SILKINVEST**

Hakim Khelifa, Senior Partner, **AFRICINVEST**

Julien Kinic, Managing Director, **IDI EMERGING MARKETS**

Mogens Kjolbye, Partner, **NORTH SEA CAPITAL**

Natalie Kolbe, Partner, **ACTIS**

Lucas Kranck, Managing Partner, **ASCENT CAPITAL**

Mikko Kuuskoski, Associate Director – Infrastructure **FINNISH**

FUND FOR INDUSTRIAL COOPERATION (FINNFUND)

Yemi Lalude, Managing Partner, **ADLEVO CAPITAL**

Zachary Latif, Partner, **TLG CAPITAL**

Frannie Léautier, Partner & CEO

MKOKA PRIVATE EQUITY FUND

THE 130+ SPEAKER FACULTY

Christian Lopez-Baillo, Investment Officer

EUROPEAN INVESTMENT BANK

Steven Loubser, Portfolio Manager

INVESTEC ASSET MANAGEMENT

Stuart MacKenzie, CEO, **ETHOS PRIVATE EQUITY**

Scott G. Mackin, Managing Partner & Co-President **DENHAM CAPITAL**

Herman Marais, Managing Partner, **AGRI-VIE**

Ali Mazanderani, Director, **ACTIS**

Roddy McKean, Director, **ANJARWALLA & KHANNA/ALN**

Iwan Meister, Private Equity Investment Officer, **FMO**

Tapan Meshram, Senior Investment Manager, Private Equity
STATE GENERAL RESERVE FUND OMAN

Nathan Mintah, Co-Founder & Co-Managing Partner
8 MILES

David Morley, Partner & Head of Real Estate, **ACTIS**

Ross Morrison, Principal, **ADAMS STREET PARTNERS**

Charles Mwebeih, Partner, **SANGO CAPITAL**

Hemal Naran, Head of Investment & Actuarial **GOVERNMENT EMPLOYEES PENSION FUND (GEPF)**

Ferdinand Ngon, Managing Director & Head,
Central Africa Office, **ECP**

Kevin Njiraini, Principal Investment Officer, **IFC**

Bex Nwawudu, Managing Partner
CBO CAPITAL PARTNERS

Mezuo Nwuneli, Managing Partner, **SAHEL CAPITAL**

Patrick B. O'Connor, Senior Vice President & CIO
COOK CHILDREN'S HEALTHCARE SYSTEM

Mark O'Hare, Founder, **PREQIN**

Michael O'Malley, Director, **RMB WESTPORT**

Tobi Oke, Investment Director, Sub Saharan Africa
INTEL CAPITAL

Duncan Onyango, East Africa Director, **ACUMEN FUND**

Jide Olanrewaju, Partner, **SATYA CAPITAL**

Charles Omoera, Head, Investment Research & Strategy
STANBIC IBTC PENSION MANAGERS

Eghosa Omoigui, Managing General Partner
ECHOVC PARTNERS

Rory Ord, Head, **RISCURA FUNDAMENTALS**

Ada Osakwe, Senior Investment Advisor to the Minister,
NIGERIAN FEDERAL MINISTRY OF AGRICULTURE & RURAL DEVELOPMENT

Yemi Osindero, MD, Head, Private Equity West Africa **STANDARD CHARTERED PRIVATE EQUITY**

Ziad Oueslati, Founding Partner, **AFRICINVEST**

Nicole Paige, Partner, **WEBBER WENTZEL**

Lisha Patel, Head, Direct Transactions, Investment Division **THE WELLCOME TRUST**

Fagmeedah Petersen-Lurie, CIO

ESKOM PENSION & PROVIDENT FUND

Ludovic Phalippou, Associate Professor of Finance,
Saïd Business School, **UNIVERSITY OF OXFORD**

Chairatch Phrompechrut, Director, Private Equity
PARTNERRE PRINCIPAL FINANCE

Line Picard, CIO, Private Sector Operations and Microfinance
AFRICAN DEVELOPMENT BANK

Nana Sao, Partner, Head of Africa, **DMC PARTNERS**

Florent Salvaing De Boissieux, Investment Manager
ADENIA PARTNERS

Jean-Marc Savi de Tové, Partner, **CAURIS MANAGEMENT**

Daniel Schoneveld, Principal, **HAMILTON LANE**

Craig Sherman, Credit Portfolio Manager

ASHBURTON INVESTMENTS

Natalie Shriber, Investment Officer Private Equity Africa, **FMO**

Oscar Silva, Chairman

DAVOS INTERNATIONAL ADVISORY

Denis Sireyjol

Regional Head Southern Africa & Indian Ocean, **PROPARCO**

Dushy Sivanithy, Principal, **PANTHEON**

Sven Soderblom, Partner, **ARCANO**

Jurie Swart, CEO

AFRICAN INFRASTRUCTURE INVESTMENT MANAGERS

Ronald Tamale, Director

STANDARD CHARTERED PRIVATE EQUITY

Dabney Tonelli, Investor Relations Partner

HELIOS INVESTMENT PARTNERS

Nabil Triki, Managing Director & Head of Private Equity
SWICORP

Dave Uduanu, Chairman

PENSION FUND OPERATORS ASSOCIATION OF NIGERIA

Cindy Valentine, International Funds, Partner

KING & WOOD MALLESONS SJ BERWIN

Erika van der Merwe, CEO, **SOUTHERN AFRICAN VENTURE CAPITAL & PRIVATE EQUITY ASSOCIATION (SAVCA)**

Keet van Zyl, Founder & Director, **KNIFE CAPITAL**

Danladi Verheijen, Managing Director, **VEROD CAPITAL**

Maarten Vervoort, Managing Director

ALPINVEST PARTNERS

Nonnie Wanjihia, Executive Director, **EAST AFRICA PRIVATE EQUITY & VENTURE CAPITAL ASSOCIATION (EAVCA)**

Tracy Washington, Senior Investment Officer, Private Equity & Investment Funds, **IFC**

Mike Williams

Head of Frontier & Emerging Markets Real Estate

INVESTEC ASSET MANAGEMENT

Garth Willis, Director, **CAPITALWORKS**

Alexander Wolf, Vice President

HARBOURVEST PARTNERS

Lisa Wright, Managing Director, Global M&A Products

BUREAU VAN DIJK, ZEPHYR

Ann Wyman, Senior Manager, **AFRICINVEST**

2014 GUEST KEYNOTE SPEAKERS



The Leading Economist

Goolam Ballim

Chief Economist, Head: Standard Bank Research
STANDARD BANK

Wednesday 3 December, 08.30

Goolam Ballim's interest spans politics, the real economy and financial markets. He pilots Standard Bank's views in these areas and has a particular interest in public policy. At SuperReturn Africa, Goolam will share his expert opinion on the macroeconomic trends sweeping across Africa and will explore how Africa has achieved sustained, rapid growth rates in the last 15 years.

The Ground-Breaking Academic

Ludovic Phalippou, Associate Professor of Finance
SAID BUSINESS SCHOOL, UNIVERSITY OF OXFORD

Wednesday 3 December, 10.25

Ludovic has been named as one of "The 40 Most Outstanding B-School Profs Under 40 In The World" by the business education website Poets&Quants in 2014. Ludovic specialises in the areas of private equity that are of interest to investors and potential investors, such as risk management, liquidity and measurement of returns. At SuperReturn Africa, Ludovic will present his revolutionary research on whether the rise of secondary buyouts is good news for investors.



Influential South African Financier

Colin Coleman, Managing Director & Head, Investment Banking Division,
Sub-Saharan Africa, **GOLDMAN SACHS**

Wednesday 3 December, 11.30

Colin Coleman, head of the South African Goldman Sachs office since 2000, will give his take on how South Africa is positioning itself in today's global & pan-African economies. In the early 1980s, Colin was involved in South Africa's change process and later in its constitutional transition. From 1989 until South Africa's first democratic elections in 1994, he was an executive director for the Consultative Business Movement.



The Behavioural Neuroscientist

John Coates, Former Research Fellow in Neuroscience & Finance
UNIVERSITY OF CAMBRIDGE

Thursday 4 December, 10.15

Dr. John Coates will deliver his fascinating research on *'The Biology Of Exuberance & Pessimism - The Challenge For Risk Management'*. Formerly a Research Fellow in Neuroscience and Finance at the University of Cambridge, Dr. Coates previously traded derivatives for Goldman Sachs and ran a trading desk for Deutsche Bank. He now researches the biology of risk taking and stress. His book, *The Hour Between Dog and Wolf*, was short listed for the Financial Times/Goldman Sachs Business Book of the Year.



MEET 150+ LPS

SuperReturn Africa is looking forward to welcoming over 150 LPs this year, 50+ of whom will share their knowledge and expertise as speakers. Some of the top names include:



Fagmeedah Petersen-Lurie
CIO, **ESKOM PENSION & PROVIDENT FUND**

The Eskom Pension and Provident Fund is the largest corporate Pension Fund in South Africa. Fagmeedah will speak on future investment plans as the CIO of this Fund and also draw from her experiences over the last seven years as an independent trustee to various large institutional pension funds, including the GEPPF.

Jeremy Cleaver

Portfolio Director, Africa Funds
CDC GROUP

CDC's portfolio of investments is valued at £2.5bn (year end 2013). Jeremy is responsible for sourcing, executing and monitoring fund-of-funds investments in Africa for CDC, and will share his view on what is behind the region's most successful SME investments.



Chairatch Phrompechrut, Director,
Private Equity, **PARTNERRE PRINCIPAL FINANCE**

PartnerRe invests in financial services companies and funds in the US and invests on an industry-agnostic basis in emerging markets. Chai will share his view as a leading international investor on the attractiveness of Africa as a region to invest in private equity.

Tracy Washington, Senior
Investment Officer, Private Equity &
Investment Funds, **IFC**

Tracy is the IFC Private Equity and Investment Funds Unit lead for SME Funds and the Program Manager for SME Ventures Program establishing risk capital SME funds in fragile states. Tracy will shed light on what the IFC looks for when selecting a manager with a limited track record.



Lisha Patel, Head,
Direct Transactions, Investment Division
THE WELLCOME TRUST

The Wellcome Trust endowment has now grown to \$28 billion. Lisha heads up the Direct Private team, which manages illiquid investments across a range of sectors and geographies. Lisha will talk about the investment strategies the Trust is pursuing to again exposure to Africa.

Denis Sireyjol, Regional Head
Southern Africa & Indian Ocean
PROPARCO

For the 2013 fiscal year, the total amount of commitments (deals signed) for PROPARCO through loans, equity and other securities reached €850m. From September 2014, Denis Sireyjol will be the Regional Head Southern Africa & Indian Ocean, and will provide critical insight into what could convince PROPARCO to commit before first close.



Hemal Naran, Head of Investment &
Actuarial, **GOVERNMENT EMPLOYEES PENSION FUND (GEPF)**

The Government Employees Pension Fund (GEPF) is the largest pension fund on the African continent. Hemal will share the wisdom he has gained over 16 years' experience in formulating investment strategies and managing investment portfolios for some of the world's largest institutional investors.

Paul Boynton, CEO, **OLD MUTUAL ALTERNATIVE INVESTMENTS**

At Old Mutual for nearly 20 years Paul has variously been responsible for running the largest balanced fund (circa \$50bn) and managing the research team and formulating the investment house view. Paul will shed light on Old Mutual's investment plans for this asset class.



Tapan Meshram, Senior Investment
Manager, Private Equity, **STATE GENERAL RESERVE FUND OMAN**

Currently at State General Reserve Fund (SGRF), the sovereign wealth fund of Sultanate of Oman, Tapan has been supervising the corporate direct investments globally. Moving forward into 2014, SGRF has decided to start allocating funds to Africa. Tapan will be spearheading the effort for development of the Africa Investment Platform on behalf of the Oman Sovereign Wealth Fund.

Patrick B. O'Connor
Senior Vice President & CIO,
COOK CHILDREN'S HEALTHCARE SYSTEM

Patrick currently oversees more than \$1.5 billion in total assets and will share the valuable perspective of an international LP looking at investing in Africa. He is responsible for the management of the hospital system's assets including the endowment and operating capital. Prior to joining Cook Children's, he was the CIO for The University of Arizona.



Tuesday 2 December Fundraising Summit

Big Themes:

- Who Is Investing In Africa Private Equity Funds & How Is This Pool Of Capital Evolving?
- How Many & How Much Capital Are African Private Equity Funds Looking To Raise In 2015?
- Which LPs Are Committing To First Close & What First Close Incentives Are Working?
- What Can Managers Do To Improve Their Chances Of Raising A First Time Fund?
- Why Are Successful Managers Finding It So Difficult To Raise Fund II?

PLUS LPs share their real-life experiences on the receiving end of fundraising. Also, don't miss the 'Too Hot To Touch' boardroom discussion session on fundraising horror stories & tricks of the trade. Held strictly under the Chatham House Rule, this session allows participants to speak openly on the truly critical issues.

25+ Speakers Including:

- **Yvonne Bakkum**
Director
FMO INVESTMENT MANAGEMENT
- **Dabney Tonelli**
Investor Relations Partner
HELIOS INVESTMENT PARTNERS
- **Enrica Dacomo**
Investment Executive
CDC GROUP
- **Andreas Grenacher**
Senior Investment Manager
DEG
- **Rory Ord**
Head
RISCURA FUNDAMENTALS
- **Shaka M. Kariuki**
Partner & Co-CIO
KURAMO CAPITAL MANAGEMENT

Tuesday 2 December West Africa Summit

Big Themes:

- How Are Savvy Investors Deploying Capital & Successfully Exiting In Nigeria?
- Why Haven't We Seen As Much Private Equity Activity As Predicted In Francophone Africa?
- Is Ghana Still A Resource Play & What Can Be Done To Overcome Current Fiscal & Political Uncertainties?
- How Are The Regulations Around Opening Local Pools Of Capital To Private Equity Investing Progressing?
- Harnessing The Opportunities Linked To Power Privatisation In Nigeria

PLUS understand what is behind the most successful private equity deals in West Africa through a number of factual case studies and the 'Too Hot To Touch' boardroom discussion session on the topic of doing business 'on the ground' in West Africa.

20+ Speakers Including:

- **Danladi Verheijen**
CEO
VEROD CAPITAL
- **Okey Enelamah**
CEO
AFRICAN CAPITAL ALLIANCE
- **Yemi Osindero**
MD, Head, Private Equity West Africa
STANDARD CHARTERED PRIVATE EQUITY
- **Andrew Brown**
Partner & CIO
ECP
- **Hamdiya Ismaila**
General Manager
VENTURE CAPITAL TRUST FUND
- **Jean-Marc Savi de Tové**
Partner
CAURIS MANAGEMENT

PROGRAMME HIGHLIGHTS

See pages 16-19 for full main conference agendas

Wednesday 3 December Main Conference Day 1

Big Themes:

- How Are Large Funds Sourcing Proprietary & Competitively Priced Deals?
- What Are Trade Buyers Looking For In A Private Equity-Backed Firm?
- What Are The Driving Forces Behind LP Decisions & Which Routes To Gaining Africa Exposure Are The Most Attractive?
- How Are The Most Successful GPs Preparing Their Portfolio Companies For Exit?
- How Are Savvy Managers Tapping Into The Booming African Retail Market?

PLUS don't miss this year's extended session on exits, set to debate whether the number of exits in Africa has met expectations, what a trade buyer is looking for and the growth of secondary buyouts as an exit route.



Yemi Osindero

Thursday 4 December Main Conference Day 2

Big Themes:

- What Is The Relative Performance Of African Private Equity In Comparison To Other Emerging Markets?
- Where Does Private Equity Fit In Funding Africa's Infrastructure Deficit?
- How Deep Are The African Commercial & Residential Real Estate Markets?
- How Do South African LPs View Private Equity, Both Internationally & Within Africa?
- How Far Is Africa From Forming Its Own Silicon Valley?

PLUS don't miss the year's guest keynote speaker, the leading behavioural neuroscience Dr. John Coates, on the biology of exuberance & pessimism and how it relates to the challenge for risk management. Also, make sure you sign up for the final 'Too Hot To Touch' boardroom discussion session on the vital topic of how to build the ideal skill set within an African private equity team.



Rory Ord



Hamdiya Ismaila



Patrick B. O'Connor

50+ Speakers Including:

- **Goolam Ballim**
Chief Economist, Head: Standard Bank Research
STANDARD BANK
- **Marlon Chigwende**
Managing Director, Head, Sub-Saharan Africa
THE CARLYLE GROUP
- **Patrick B. O'Connor**
Senior Vice President & CIO
COOK CHILDREN'S HEALTHCARE SYSTEM
- **Hurley Duddy**
Co-CEO
ECP
- **Chairatch Phrompechrut**
Director, Private Equity
PARTNERRE PRINCIPAL FINANCE
- **Ludovic Phalippou**
Associate Professor of Finance
SAID BUSINESS SCHOOL, UNIVERSITY OF OXFORD

50+ Speakers Including:

- **Eric Johnson**
Managing Director
CAMBRIDGE ASSOCIATES
- **Jurie Swart, CEO**
AFRICAN INFRASTRUCTURE INVESTMENT MANAGERS
- **Scott G. Mackin**
Managing Partner & Co-President
DENHAM CAPITAL
- **Mike Williams**, Head of Frontier & Emerging Markets Real Estate
INVESTEC ASSET MANAGEMENT
- **Hemal Naran**
Head of Investment & Actuarial
GOVERNMENT EMPLOYEES PENSION FUND (GEPF)
- **Fagmeedah Petersen-Lurie**
CIO
ESKOM PENSION & PROVIDENT FUND

WHICH PACKAGE IS RIGHT FOR YOU?

The Meeting Package

New for 2014! Have your own meeting table within the networking lounge to conduct your meetings over the two days of the main conference. No need to hunt for space any more, thus making it easier to fit in more meetings in a more civilised setting.

- **Meet Business Prospects At Your Own Private Table Within The Conference Area**

Select the Delegate Meeting Package and benefit from a dedicated table with chairs in a quiet area to host meetings. This table will be yours exclusively for the full two days, and will have access to power and wifi.

- **Listen, Debate & Discuss With 130 Speakers**

You will have access to all the conference sessions. See pages 12-19 for the full programme.

- **Join The Networking Sessions & Receptions**

You will have access to all the networking sessions and drinks receptions (excluding LP only sessions). See page 11 for full details of all the opportunities available.

- **Arrange Meetings In Advance Of The Conference**

Use our online MySuperReturn Networking Platform to see who is attending and arrange meetings with other attendees in advance of the conference.

The Standard Package

- **Listen, Debate & Discuss With 130 Speakers**

You will have access to all the conference sessions. See pages 12-19 for the full programme.

- **Join The Networking Formats & Receptions**

You will have access to all the networking sessions and drinks receptions (excluding LP only sessions). See page 11 for full details of all the opportunities available.

- **Arrange Meetings In Advance Of The Conference**

Use our online MySuperReturn Networking Platform to see who's attending and arrange meetings with other attendees in advance of the conference.

The VIP LP Pass

We have a limited number of free passes for Pension Funds, Endowments, Foundations, DFIs and Sovereign Wealth Funds (subject to verification and max. 2 passes per organisation). If you would like to apply, please contact Laura Griffin at: lgriffin@icbi.co.uk

THE NETWORKING EXPERIENCE



Networking is what makes your conference experience both enjoyable and useful. Throughout the conference there are a myriad of opportunities for you to make key contacts, meet business partners and catch up with old industry friends.

These icons are placed throughout the agenda on the next few pages to help you navigate the SuperReturn Africa networking features.



LP & VIP Hosted Lunch Tables

Sign up on the day and share lunch with our VIP speakers and selected LPs to have an informal discussion.



Splendid Gala Drinks Reception!

Wind down in a relaxed and informal environment during our fabulous gala drinks reception at the beautiful Westin Hotel, sponsored by



Exclusive LP-Only Breakfast Briefing

An opportunity for institutional global and African investors to interact, pool knowledge and learn from each other in an exclusive setting. This session is open only to pension funds, endowments, foundations, DFIs, SWFs and ILPA members, subject to qualification. For more information, please contact Laura Griffin: lgriffin@icbi.co.uk



MySuperReturn Networking Platform

MySuperReturn goes live two weeks before the event and stays that way until a week after. The online portal is complemented by a downloadable app for your smartphone or tablet. Use MySuperReturn to view the delegate list, complete with firm profiles; set up meetings with potential clients; view the agenda and send messages to attendees and speakers.



Too Hot To Touch Interactive Discussion Sessions

Find out what your peers really think about the most controversial topics in private equity. Taking place strictly under the Chatham House Rule in a boardroom set-up, delegates will be encouraged to speak openly, allowing for frank, honest and fruitful discussion among peers. Uncut!



Delegate QuickFire Showcase

Delegates have exactly 90 seconds to pitch their fund to the SuperReturn Africa 2014 audience without using financial or performance data. Feedback is given by our expert LP panel, with a fantastic prize for the winner.



New! SuperReturn One-to-One Meeting Service

This year we are offering brand new One-to-One meeting packages, where GPs can sign up to have specific LP meetings arranged. LPs & GPs are matched through the SuperReturn One-to-One personalised service. To find out more, contact James Roberts: jroberts@icbi.co.uk



New! Meeting Package

No need to hunt around for meeting space as you can have your dedicated table and conduct all your meetings in one place in the networking lounge over the 2 days. And don't forget to grab a coffee from our professional Barista. Just remember to tick the meeting package when booking your place.



Private Meeting Rooms

Reserve a private meeting room to meet with clients during the conference. How often are 500 industry members in the same place at the same time? To find out more, contact James Roberts: jroberts@icbi.co.uk

08.20 **Registration & Morning Coffee**

08.50 Chairman's Opening Remarks

09.00 **MAPPING THE AFRICAN FUNDRAISING LANDSCAPE**
How Many & How Much Capital Are PE Funds Looking To Raise In 2015 & How Does It Compare With The Amount LPs Plan To Invest? What Are The Characteristics Of The Funds Currently Looking To Fundraise, Who Will Succeed & Why?

Mark O'Hare
Founder
PREQIN

09.30 **INCENTIVES THAT WORK: HOW TO GET TO FIRST CLOSE**
Why Are GPs Still Heavily Reliant On DFIs At This Stage & What Can Be Done To Change This? Which Funds Are Finding It Easier & Why? Which LPs Are Committing To First Close & What First Close Incentives Are Working?

Moderator: **Oscar Silva**, Chairman
DAVOS INTERNATIONAL ADVISORY
Shaka M. Kariuki, Partner & Co-CIO
KURAMO CAPITAL MANAGEMENT
Mark Hoeing, Managing Director
COMMONFUND
Denis Sireyjol, Regional Head Southern Africa & Indian Ocean, **PROPARCO**
Bex Nwawudu, Managing Partner
CBO CAPITAL PARTNERS

10.00 **FIRST TIME FUNDS: WHAT DETERMINES THE WINNERS & THE LOSERS?**
What Can Managers Do To Improve Their Chances Of Raising A First Time Fund? What Characteristics Are Shared By The First Time Funds That Make It & Which LPs Are More Receptive To Newcomers?

Jarl Heijstee, Managing Partner, **XSM**
Nana Sao, Partner, Head of Africa
DMC PARTNERS
Anne Keppler, Vice President Equity & Mezzanine Africa, **DEG**
Enrica Dacomo, Investment Executive
CDC GROUP

10.30 **Morning Coffee**

11.00 **FUNDRAISING REGULATIONS: ALL YOU NEED TO KNOW**
What Are The Most Important Regulations Globally That Fund Managers Need To Be Aware Of When Fundraising Locally & Internationally? All You Need To Know About AIFMD, Dodd Frank & SEC Related Rules

11.30 **FUND II**
Why Are Successful Managers Finding It So Difficult To Raise Fund II? How Much Can You Rely On Re-Upping & How Can You Best Find Alignment Between GP, Loyal LPs & New Investors?

Moderator: **Alexandre Alfonsi**
Founding Partner, **AXONIA PARTNERS**
Kevin Njiraini, Principal Investment Officer
IFC
Sven Soderblom, Partner, **ARCANO**
Matthew Hunt, Principal
SOUTH SUEZ CAPITAL
Maarten Vervoort, Managing Director
ALPINVEST PARTNERS

12.00 **FUND STRUCTURES & JURISDICTIONS**
Which Structures Have Had The Greatest Success In Africa? Exploring Options Around Domiciling, Limited Partners, Pledge Funds, Managed Accounts, Investment Holding Companies & Standard 2&20 Fee Structures; What Works Best For Africa Whilst Remaining Attractive To LPs?

Nicole Paige
Partner
WEBBER WENTZEL

12.30 **RAPID RESPONSE SESSION LP VIEWS ON FUNDRAISING**
LPs Share Their Experiences On The Receiving End Of Fundraising: What Are Their Tips For Success & Pitfalls To Avoid?

Moderator: **Mark O'Hare**, Founder, **PREQIN**
Daniel Schoneveld, Principal
HAMILTON LANE
Julien Kinic, Managing Director
IDI EMERGING MARKETS
Mogens Kjolbye, Partner
NORTH SEA CAPITAL
Alexander Wolf, Vice President
HARBOURVEST PARTNERS

13.00 **Lunch Plus! 'Meet The LP' & 'VIP Hosted' Lunch Tables**



Kevin Njiraini



Mark Hoeing



Enrica Dacomo



Shaka M. Kariuki

14.30 INVESTOR RELATIONS & PLACEMENT AGENTS
What Role Are Talented Placement Agents & Proactive Investor Relations Managers Playing In The Current Fundraising Market? What Value Are They Adding? How Do International Fundraising Veterans View The African Market?

Moderator: **Dushy Sivanithy**
Principal, **PANTHEON**
Peter Jädersten
Managing Partner
PYRAMID PRIVATE EQUITY PARTNERS
Dabney Tonelli
Investor Relations Partner
HELIOS INVESTMENT PARTNERS
Charles Daugherty, Managing Partner
STANWICH ADVISORS

15.00 POOLS OF CAPITAL
Who Is Investing In African Private Equity Funds & How Is This Pool Of Capital Evolving? Exploring The Appetites, Activity & Future Allocation Plans Of DFIs, African LPs & International LPs

Rory Ord
Head
RISCURA FUNDAMENTALS

15.30 DFIS – THE CATALYSTS
How Well Are DFIs Acting As A Catalyst For Commercial LPs To Commit To African PE Funds? What Role Do DFIs Believe They Will Play In African Private Equity In 10 Years' Time?

Moderator:
Nathan Mintah
Co-Founder & Co-Managing Partner
8 MILES
Yvonne Bakkum, Director
FMO INVESTMENT MANAGEMENT
Mikko Kuuskoski
Associate Director – Infrastructure
FINNISH FUND FOR INDUSTRIAL COOPERATION (FINNFUND)
Andreas Grenacher
Senior Investment Manager, **DEG**

16.00 Afternoon Refreshments

16.30 "TOO HOT TO TOUCH" CLOSED DOOR SESSION

 *Run strictly under the Chatham House rule, what is said in this closed-door discussion cannot be attributed to any individual, encouraging participants to speak more openly on the topics that really matter. Places will be strictly limited.*

FUNDRAISING – HORROR STORIES & TRICKS OF THE TRADE

Topics To Be Covered Include:

- What really turns an LP off during fundraising?
- How can you get a quick 'no' from an LP?
- Striking the balance right; how much contact is enough?
- How can discrepancies around performance data best be managed?

Leaders Include:

Mogens Kjolbye, Partner, **NORTH SEA CAPITAL**
Anne Kepler, Vice President Equity & Mezzanine Africa, **DEG**

17.30 End Of Summit



Rory Ord



Yvonne Bakkum



Mikko Kuuskoski



Andreas Grenacher



[blogs.icbi-events.com/
SuperReturn](http://blogs.icbi-events.com/SuperReturn)



@SuperReturn



SuperReturnTV



SuperReturn
Global Series



SuperReturn Africa



SuperReturn
Global Series

08.20 Afternoon Refreshments

08.50 Chairman's Opening Remarks

09.00 MACROECONOMIC & GEOPOLITICAL ADDRESS: WEST AFRICA

What Needs To Happen To Stabilise Key West African Economies In Light Of Rapidly Growing Populations, Security Concerns, Power Privatisation & The Extraction Of Oil & Gas? Exploring Current State Level Reforms & Their Potential Implications

09.30 EXTENDED SESSION: NIGERIA

09.30-10.00

PRIVATE EQUITY INVESTING IN NIGERIA

How Are Savvy Investors Deploying Capital & Successfully Exiting In Nigeria When Faced With Governance Concerns, Currency Depreciation, High Valuations & Increased Competition? What Factors Are Shaping The Deals GPs Are Pursuing?

10.00-10.30

CASE STUDY PRESENTATION

Harnessing The Opportunities Linked To Power Privatisation In Nigeria

Yemi Lalude, Managing Partner

ADLEVO CAPITAL

Danladi Verheijen, Managing Director

VEROD CAPITAL

Okey Enelamah, CEO

AFRICAN CAPITAL ALLIANCE

Yemi Osindero

MD, Head, Private Equity West Africa

STANDARD CHARTERED PRIVATE EQUITY

10.30 Morning Coffee

11.00 FRANCOPHONE WEST AFRICA

Why Haven't We Seen As Much Private Equity Activity As Predicted In Francophone Africa & What Signs Are There Of A Growing Entrepreneur Base? Comparing Market Pressures & Opportunities In Ivory Coast, Togo, Mali, Burkina Faso, Gabon & Cameroon

Moderator:

Andrew Brown, Partner & CIO, **ECP**

Jean-Marc Savi de Tové, Partner

CAURIS MANAGEMENT

Patrice Backer, COO, **AFIG FUNDS**

Stéphane Bacquaert, Managing Director

WENDEL

Nathalie Gabala, Director of Investments, Africa

EQUATOR CAPITAL PARTNERS

11.30 ANGLOPHONE WEST AFRICA

How Sustainable Is The Growth In Anglophone Africa? Is Ghana Still A Resource Play & What Can Be Done To Overcome Current Fiscal & Political Uncertainties? To What Degree Is Private Equity Suited To Smaller Markets Such As Sierra Leone & Liberia, & What Is An Achievable Risk-Adjusted Return?

Hamdiya Ismaila, General Manager

VENTURE CAPITAL TRUST FUND

Matthew Boadu Adjei, Founder & CEO

OASIS CAPITAL GHANA

12.00 EXPANDING THE LP HORIZON IN AFRICA: THE STORY OF FAFIN

Ada Osakwe, Senior Investment Advisor

to the Minister, **NIGERIAN FEDERAL MINISTRY OF AGRICULTURE & RURAL DEVELOPMENT**

12.30 LPS IN WEST AFRICA

Why Are LPs Choosing To Invest, Or Not Invest, In West Africa & How Well Are West African Funds Meeting LP Expectations? How Are The Regulations Around Opening Local Pools Of Capital To Private Equity Investing Progressing?

Moderator: **David Ashiagbor**

Stakeholder Relationship Officer

MAKING FINANCE WORK FOR AFRICA (MFW4A)

Dave Uduanu, Chairman, **PENSION FUND OPERATORS ASSOCIATION OF NIGERIA**

Line Picard, CIO,

Private Sector Operations & Microfinance

AFRICAN DEVELOPMENT BANK

Charles Omoera

Head, Investment Research & Strategy

STANBIC IBTC PENSION MANAGERS

13.00 Lunch - Plus! 'Meet The LP' & 'VIP Hosted' Lunch Tables



Ada Osakwe



Okey Enelamah



Andrew Brown



Danladi Verheijen

14.30 "TOO HOT TO TOUCH" CLOSED DOOR SESSION



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DOING BUSINESS 'ON THE GROUND' IN WEST AFRICA

Topics To Be Covered Include:

- What are the essential factors for success in Nigeria & other key West African markets?
- How is due diligence best run on prospective portfolio companies & individuals?
- How can concerns around governance, transparency & disclosure best be managed?

Leaders Include:

Yemi Lalude, Managing Partner, **ADLEVO CAPITAL**
Okey Enelamah, CEO, **AFRICAN CAPITAL ALLIANCE**



Yemi Lalude

15.30 Afternoon Refreshments

16.00 CASE STUDY SHOWCASE

Examining Successful Investments In West Africa From Source To Exit

CASE STUDY 1.

Ferdinand Ngon, Managing Director & Head, Central Africa Office, **ECP**

Further case studies to be confirmed.



Ferdinand Ngon

17.30 End Of Summit

MYSUPERRETURN NETWORKING PLATFORM

MySuperReturn is the conference online networking portal and app.

Use it to:

- View the full delegate list 2 weeks before the conference begins
- Send messages and schedule meetings
- Find LP, GP and Fund of Fund firm profiles powered by Preqin
- View the agenda and save your favourite sessions
- Personalise your profile



MySuperReturn goes live two weeks prior to the event and stays live until a week following. That means four complete weeks of networking.

All paid attendees of the main conference will benefit from **MySuperReturn** and receive login details via email.

08.00 Registration & Morning Coffee

08.25 Chairman's Opening Remarks **Neil Brown**, Partner, Head of Investor Development Group, **ACTIS**

08.30 **MACROECONOMIC TRENDS SWEEPING ACROSS AFRICA**
How Has Africa Achieved Sustained, Rapid Growth Rates In The Last 15 Years, & Despite The 2009 Great Recession, Which Marked The Most Extreme Global Economic Shock Since The Second World War?
Goolam Ballim, Chief Economist, Head: Standard Bank Research **STANDARD BANK**

09.10 **LARGE BUYOUT**
How Are The Large Funds Sourcing Proprietary & Competitively Priced Deals? What Are The Characteristics Of The Most Impressive LBO Deals & Why? Exploring The Evolving Club Deal Universe
Moderator: **John Bellew**, Partner, Private Equity, **WEBBER WENTZEL**
Marlon Chigwende, Managing Director, Head, Sub-Saharan Africa, **THE CARLYLE GROUP**
Anthonie de Beer, Partner **ETHOS PRIVATE EQUITY**
Eduardo Gutierrez, Partner, **DPI**

09.40 **EXTENDED SESSION: EXITS**
09.40 - 10.05 - **DEBATE**
This House Believes That The Performance & The Number Of Exits Has Not Met Expectations In Africa
10.05 - 10.25
WHAT IS A TRADE BUYER LOOKING FOR?
What Are Trade Buyers Looking For In A Private Equity-Backed Firm? What Can Be Done To Improve The Attractiveness Of A Potential Acquisition Or Partnership?
10.25 - 11.00
IS THE RISE OF SECONDARY BUYOUTS GOOD NEWS FOR INVESTORS?
Against:
Hurley Doddy, Co-CEO, **ECP**
For:
Steven Costabile, Director & Global Head of Private Funds Group **PINEBRIDGE INVESTMENTS**
Ludovic Phalippou, Associate Professor of Finance, **SAID BUSINESS SCHOOL, UNIVERSITY OF OXFORD**

11.00 Morning Coffee

11.30 **SOUTH AFRICAN ADDRESS**
How Is South Africa Positioning Itself In Today's Global & Pan-African Economies? How Is The Country Working To Stabilise The Rand, Better Control Labour Relations, Manage The Current Fiscal Deficit & Improve Power Generation & Reliability? How Can South Africa Overcome The Deindustrialisation It Is Potentially Facing?
Colin Coleman, Managing Director & Head, Investment Banking Division, Sub-Saharan Africa **GOLDMAN SACHS**

12.00 **PRIVATE EQUITY IN SOUTH AFRICA**
Where Are Intelligent Managers Finding Nuggets Of Value In South Africa & What Needs To Be Done To Ensure The Country Remains Competitive As A Private Equity Powerhouse? How Effective Is South Africa As A Launch Pad For Private Equity Investing In The Rest Of The Continent?
Moderator: **Erika van der Merwe**, CEO **SOUTHERN AFRICAN VENTURE CAPITAL & PRIVATE EQUITY ASSOCIATION (SAVCA)**
Garth Willis, Director, **CAPITALWORKS**
Stuart MacKenzie, CEO **ETHOS PRIVATE EQUITY**

12.30 **EXTENDED SESSION: MID MARKET**
12.30 - 12.40
MAPPING THE MID MARKET FUNDRAISING LANDSCAPE
12.40 - 13.10 - **MID MARKET**
Examining The Universe Of Managers Currently Operating In The Mid Market: How Deep Is The Opportunity Set, Across What Sectors & Geographies Does It Span & What Strategies & Skill Sets Are Needed To Harness This?
Hany Assaad, Co-Founder, **AVANZ CAPITAL**
Moderator: **Roddy McKean**, Director **ANJARWALLA & KHANNA/ALN**
Hany Assaad, Co-Founder, **AVANZ CAPITAL**
Okey Enelamah, CEO **AFRICAN CAPITAL ALLIANCE**
Ziad Oueslati, Founding Partner, **AFRICINVEST**
Gerben Dijkstra, Investment Principal **INVESTEC ASSET MANAGEMENT**

13.10 Lunch - Plus! 'Meet The LP' & 'VIP Hosted' Lunch Tables

14.30 **INTERNATIONAL LPS ON AFRICA**
How Convincing Is The Case To Invest In African Private Equity & What Is It Competing Against? What Are The Driving Forces Behind LP Decisions & Which Routes To Gaining Africa Exposure Are The Most Attractive?
Moderator: **Ross Morrison**, Principal **ADAMS STREET PARTNERS**
Lisha Patel, Head, Direct Transactions, Investment Division, **THE WELLCOME TRUST**
Chairatch Phrompechrut, Director, Private Equity **PARTNERRE PRINCIPAL FINANCE**
Patrick B. O'Connor, Senior Vice President & CIO **COOK CHILDREN'S HEALTHCARE SYSTEM**
Tapan Meshram, Senior Investment Manager, Private Equity **STATE GENERAL RESERVE FUND OMAN**



Marlon Chigwende



Colin Coleman



Chairatch Phrompechrut



Stuart MacKenzie

TRACK A - Sectors

15.00

RETAIL & THE AFRICAN CONSUMER

How Are Savvy Managers Tapping Into The Booming African Retail Market & Which Strategies Are Offering The Best Risk Adjusted Returns? How Robust & Sustainable Is The Cookie Cutter Approach For African Shopping Malls?

Moderator:

Nathan Mintah, 8 MILES**Peter Baird****STANDARD CHARTERED PRIVATE EQUITY****Afsane Jetha, DUET AFRICA PRIVATE EQUITY**

15.30

AGRIBUSINESS & FOOD PRODUCTION

Where Along The Value Chain & In Which Regions Are The Most Rewarding Agribusiness Opportunities? Are Specialist Funds Positioned To Be More Successful & How Is The Increasing Demand For Food Security & Production Shaping The Deals That GPs Are Pursuing?

Stuart Bradley, PHATISA**Herman Marais, AGRI-VIE****Mezuo Nwuneli, SAHEL CAPITAL**

16.00

Afternoon Refreshments

TRACK A - Sector Focused Case Study Session

16.30

HEALTHCARE & EDUCATION

What Role Does Private Equity Play In These Sectors & How Large Is The Scope For Investment? What Unique Factors Are At Play Across The Continent, Which Are Shaping Current & Future Sourcing Strategies?

Jarl Heijstee, XSM**Jide Olanrewaju, SATYA CAPITAL****Bryce Fort, ECP**

17.00

2014 DEAL ACTIVITY –**WHAT ARE THE NUMBERS SHOWING?**

The "Big Picture", Africa – The Regional Story, What, Why & Where Do We Go From Here?

Lisa Wright, BUREAU VAN DIJK, ZEPHYR

17.30

Three 10 minute case studies will be presented to highlight successful investments in selected sectors. Case studies include:

1. RENEWABLES**Jake Cusack, CROSSBOUNDARY****2. FINANCIAL SERVICES****Ali Mazanderani, ACTIS**

3. Case study TBC

18.00-
19.30**SuperReturn Africa Networking Drinks Reception**

TRACK B – GP Strategy

MEZZANINE & CREDIT

What Is The Role Of Mezzanine Finance In Africa, Is It Truly Beneficial To The Continent & Which Markets Are The Most Receptive To This Kind Of Investment? How Well Is African Credit Justifying Its Place In An LP Portfolio?

Zachary Latif, TLG CAPITAL**Steven Loubser,****INVESTEC ASSET MANAGEMENT****Craig Sherman, ASHBURTON INVESTMENTS****David Damiba****HELIOS INVESTMENT PARTNERS****SME INVESTING**

Does SME Financing Make Commercial Sense & What Is Required Beyond Finance In Order To Be Successful? What Is The Key To Creating A Sustainable SME Focused Private Equity Firm?

Jeremy Cleaver, CDC GROUP**Frannie Léautier****MKOKA PRIVATE EQUITY FUND****Natalie Shriber, FMO****Jason Harel, BLC CHAMBERS****Monica Brand Engel****ACCION FRONTIER INVESTMENTS****Peter Baird**

TRACK B - Portfolio Company Management

ESG: A COMMERCIAL TOOL

How Effective Is ESG At Driving Returns In Africa, Improving Readiness For Exit & Increasing Carry? How Easy Is It For Different Types Of GPs To Demonstrate & Implement ESG & Are Current Efforts Sufficient?

Adrian Bertrand, GEPF**Andrea Heinzer, OBVIAM****Patrick B. O'Connor****THE 'HOW TO' OF A SUCCESSFUL EXIT**

How Are The Most Successful GPs Preparing Their Portfolio Companies For Exit? In Reality, How Easy Is The Execution Of An Exit & What Are The Critical Factors To Consider? What are the Most Common Pitfalls to Avoid?

Moderator:

Nicholas Hughes, CLIFFORD CHANCE**Hakim Khelifa, AFRICINVEST****Davis Golding, EQUATOR CAPITAL PARTNERS****Jean-Marc Savi
de Tové****DUE DILIGENCE: HOW TO EXPECT THE UNEXPECTED**

How Are GPs Approaching Due Diligence On Prospective Investee Companies & Are Current Standards Rigorous Enough? What Measures Can Be Put In Place To Manage Unexpected Events Further Down The Line?

Moderator: **Vivina Berla****SARONA ASSET MANAGEMENT****Jean-Marc Savi de Tové****CAURIS MANAGEMENT****Florent Salvaing De Boissieux****ADENIA PARTNERS****Adrian Bertrand**Sponsored By: **JERSEY FINANCE**

VOICE OF THE INTERNATIONAL FINANCE CENTRE

07.30 LP CLOSED DOOR BREAKFAST



Open Only To Pre-Registered Pension Plans, Foundations, Endowments, Insurance Companies, DFIs & SWFs. To see if you qualify and to register, please contact Laura Griffin: lgriffin@icbi.co.uk

08.00 Registration & Morning Coffee

08.25 Chairman's Opening Remarks

08.30 PRIVATE EQUITY PERFORMANCE IN EMERGING MARKETS

What Is The Relative Performance Of African Private Equity In Comparison To Other Emerging Markets?

Eric Johnson
Managing Director
CAMBRIDGE ASSOCIATES

09.00 EXTENDED SESSION: INFRASTRUCTURE & POWER PRIVATE EQUITY'S ROLE IN FILLING THE INFRASTRUCTURE DEFICIT

Where Does Private Equity Fit In Funding Africa's Infrastructure Deficit? What Opportunities Offer The Most Attractive, Predictable & Sustainable Returns & What Measures Can Provide Downside Protection?

Presentation 09.00 - 09.15
Followed by panel session 09.15 - 09.45

Presentation: **Patrick Deasy**
International Funds, Partner, **KING & WOOD MALLESONS SJ BERWIN**

Moderator: **Patrick Deasy**
International Funds, Partner, **KING & WOOD MALLESONS SJ BERWIN**
Solomon Asamoah, Deputy CEO & CIO
AFRICA FINANCE CORPORATION (AFC)
Jurie Swart, CEO
AFRICAN INFRASTRUCTURE INVESTMENT MANAGERS

09.45 - 10.15

POWER: KEEPING THE LIGHTS ON

Where Are The Schemes That Are Ripe For Private Equity Investment & Where Are They Located? Examining Recent Successful Deals & Exploring Future Deal Potential

Marcel Bruhwiler
Principal Investment Officer, **IFC**
Scott G. Mackin, Managing Partner & Co-President, **DENHAM CAPITAL**
Ronald Tamale, Director, **STANDARD CHARTERED PRIVATE EQUITY**

10.15 SPECIAL GUEST SPEAKER

The Biology of Exuberance and Pessimism - The Challenge for Risk Management

John Coates, Former Research Fellow in Neuroscience & Finance
UNIVERSITY OF CAMBRIDGE



John Coates

11.00 Morning Coffee

11.30 SUPERRETURN AFRICA 2014 BIG DEBATE

Which Strategies Will Deliver Outstanding Returns Over The Next 5 Years?

Sector Specific: **Valentine Chitalu**
Chairman, **PHATISA**
Pan Emerging Markets: **Natalie Kolbe**
Partner, **ACTIS**



David Morley

12.00 REAL ESTATE

How Deep Are The African Commercial & Residential Real Estate Markets, & Where Is The Unmet Demand? How Are Talented GPs Overcoming Hurdles Such As Sourcing Optimum Sites, Land Titles, Construction & Labour Risk, Importation Of Materials & Volatility? How Are The Best Deals Being Structured?

Mike Williams, Head of Frontier & Emerging Markets Real Estate
INVESTEC ASSET MANAGEMENT
David Morley
Partner & Head of Real Estate, **ACTIS**
Michael O'Malley, Director
RMB WESTPORT



Hemal Naran

12.30 SOUTH AFRICAN LPS

How Do South African LPs View Private Equity, Both Internationally & Within Africa? What Constraints Do These LPs Face & What Plans Do They Have To Invest In This Asset Class In The Next 2-3 Years? What Could Be Done To Increase Commitments From These Investors?

Paul Boynton, CEO, **OLD MUTUAL ALTERNATIVE INVESTMENTS**
Hemal Naran, Head of Investment & Actuarial, **GOVERNMENT EMPLOYEES PENSION FUND (GEPF)**
Fagmeedah Petersen-Lurie, CIO
ESKOM PENSION & PROVIDENT FUND



Fagmeedah Petersen-Lurie

13.00 SUPERRETURN AFRICA DELEGATE QUICKFIRE SHOWCASE



In this informal session, delegates will have 90 seconds to promote their fund to a panel of LPs without using fund data, statistics or overt comparisons to other funds. Our expert LP judging panel will give each delegate feedback on style and presentation, and the winner will receive a fabulous prize!

13.15 Lunch - Plus! 'Meet The LP' & 'VIP Hosted' Lunch Tables



TRACK A – Market Insights

14.30 KENYA
How Attractive Is Kenya As An Investment Destination In Light Of A New Government, The Current Account Deficit & Other Political Concerns? Who Is Best Placed To Generate Oversized Returns In Kenya Given Increased Competition & Rising Valuations?
Paul Kavuma
CATALYST PRINCIPAL PARTNERS
Jacco Brink, TBL MIRROR FUND

15.00 EAST AFRICA BEYOND KENYA
How Feasible & Large Is The Scope To Invest In Private Equity In Ethiopia, Tanzania, Uganda & Rwanda? What Has Been Behind Some Of The Successful Deals To Date & How Replicable Are They?
Moderator: Nonnie Wanjihia, EAST AFRICA PRIVATE EQUITY & VENTURE CAPITAL ASSOCIATION (EAVCA)
Duncan Onyango, ACUMEN FUND
Lucas Kranck, ASCENT CAPITAL

15.30 NORTH AFRICA
Where Are The Signs Of Growth & Recovery In This Region? How Are Savvy GPs Sourcing Investments, Adding Value & Exiting In Tunisia, Algeria & Morocco? Is It Still Too Risky To Invest In Egypt?
Ann Wyman, AFRICINVEST
Waseem A. Khan, SILKINVEST
Dushy Sivanithy, PANTHEON
Christian Lopez-Baillo
EUROPEAN INVESTMENT BANK

16.00 Afternoon Refreshments

TRACK A – Venture Capital & Technology

16.30 TECHNOLOGY
What Is The Business Case For Investing In African Technology, How Attractive Are The Returns & Which Strategies Are the Most Scalable? Dissecting Examples Of Successful Deals To Date
Moderator: Ore Adeyemi
HSBC STRATEGIC INNOVATION INVESTMENTS
Yemi Lalude, ADLEVO CAPITAL
Tobi Oke, INTEL CAPITAL
Mbwana Alliy, SAVANNAH FUND

17.00 VENTURE CAPITAL
What Does The Universe Of African Entrepreneurs Look Like, Where Are The Hubs Of Innovation & What Initiatives Are In Place To Nurture These Communities? How Far Is Africa From Forming Its Own Silicon Valley? What Is A Realistic Return Expectation For African VC?
Eghosa Omoigui, ECHOVC PARTNERS
Steve Beck, NOVASTAR VENTURES
Keet van Zyl, KNIFE CAPITAL

17.30 End Of SuperReturn Africa 2014

TRACK B – LP Perspectives

MANAGER SELECTION WHEN THERE IS A LIMITED TRACK RECORD
How Do LPs Choose The Fund To Give Them Africa Exposure? Examining Their Views On Team Skill Set, Location, Fund Strategy & Terms, ESG Policy & Other Committed LPs. How Much Skin In The Game Do LPs Want To See?
Moderator:
Haydee Celaya, AVANZ CAPITAL
Tracy Washington, IFC
Andrea Heinzer, OBVIAM
Carlos Héneiné, QUILVEST GROUP

FUNDS OF FUNDS STRATEGIES
How Can Funds Of Funds Differentiate Themselves In An Increasingly Crowded Market? How Are They Adapting Their Strategies In Light Of Changing Market Environments & LP Demands? How Do They Add Value?
Daniel Schoneveld, HAMILTON LANE
Steve Cowan, 57 STARS
Jonathan A. English, PORTFOLIO ADVISORS
Haydee Celaya, AVANZ CAPITAL

CO-INVESTING
How Are GPs Responding To The LP Appetite For Co-Investing? What Are The Potential Conflicts Of Interest & How Can LPs Manage Related Sources Of Risk Such As Adverse Selection & Negative Selection Bias?
Nabil Triki, SWICORP
Mark Hoeing, COMMONFUND
Iwan Meister, FMO

TRACK B

"TOO HOT TO TOUCH"
CLOSED DOOR SESSION
Run strictly under the Chatham House rule, what is said in this closed-door discussion cannot be attributed to any individual, encouraging participants to speak more openly on the topics that really matter. Places will be strictly limited.

HUMAN CAPITAL – BUILDING THE IDEAL SKILL SET

Topics To Be Covered Include:

- What does the perfect African private equity team look like?
- How are resourceful managers sourcing, incentivising & retaining talent?
- How can LPs identify a stable and well-structured team?

Discussion Leaders Include:

Peter Baird
STANDARD CHARTERED PRIVATE EQUITY
Andrew Brown, ECP
Stuart Bradley, PHATISA



Paul Kavuma



Tobi Oke



Tracy Washington



Jonathan A. English

EDITOR'S HIGHLIGHTS

With a choice of over 50 sessions at this year's jam-packed event, Amelia Way, the Conference Director, has selected some important industry sessions that you cannot afford to miss.



Danladi Verheijen

PRIVATE EQUITY INVESTING IN NIGERIA

How Are Savvy Investors Deploying Capital & Successfully Exiting In Nigeria When Faced With Governance Concerns, Currency Depreciation, High Valuations & Increased Competition? What Factors Are Shaping The Deals GPs Are Pursuing?

Yemi Lalude, Managing Partner, **ADLEVO CAPITAL**
Danladi Verheijen, Managing Director, **VEROD CAPITAL**
Okey Enelamah, CEO, **AFRICAN CAPITAL ALLIANCE**
Yemi Osindero, MD, Head, Private Equity West Africa, **STANDARD CHARTERED PRIVATE EQUITY**

West Africa Summit,
 Tuesday 2 December,
 9.30-10.00



Scott G. Mackin

POWER: KEEPING THE LIGHTS ON

Where Are The Schemes That Are Ripe For Private Equity Investment & Where Are They Located? Examining Recent Successful Deals & Exploring Future Deal Potential

Marcel Bruhwiler, Principal Investment Officer, **IFC**
Scott G. Mackin, Managing Partner & Co-President, **DENHAM CAPITAL**
Ronald Tamale, Director, **STANDARD CHARTERED PRIVATE EQUITY**

Day 2,
 Thursday 4 December,
 09.45-10.15



Tapan Meshram

INTERNATIONAL LPS ON AFRICA

How Convincing Is The Case To Invest In African Private Equity & What Is It Competing Against? What Are The Driving Forces Behind LP Decisions & Which Routes To Gaining Africa Exposure Are The Most Attractive?

Moderator: **Ross Morrison**, Principal, **ADAMS STREET PARTNERS**
Lisha Patel, Head, Direct Transactions, Investment Division, **THE WELLCOME TRUST**
Chairatch Phrompechrut, Director, Private Equity, **PARTNERRE PRINCIPAL FINANCE**
Patrick B. O'Connor, Senior Vice President & CIO, **COOK CHILDREN'S HEALTHCARE SYSTEM**
Tapan Meshram, Senior Investment Manager, Private Equity, **STATE GENERAL RESERVE FUND OMAN**

Day 1
 Wednesday 3
 December,
 14.30-15.00



Yvonne Bakkum

DFIS – THE CATALYSTS

How Well Are DFIs Acting As A Catalyst For Commercial LPs To Commit To African PE Funds? What Role Do DFIs Believe They Will Play In African Private Equity In 10 Years' Time?

Moderator: **Nathan Mintah**, Co-Founder & Co-Managing Partner, **8 MILES**
Yvonne Bakkum, Director, **FMO INVESTMENT MANAGEMENT**
Mikko Kuuskoski, Associate Director – Infrastructure, **FINNISH FUND FOR INDUSTRIAL COOPERATION (FINNFUND)**
Andreas Grenacher, Senior Investment Manager, **DEG**

Fundraising Summit,
 Tuesday 2 December,
 15.30-16.00



Steven Loubser

MEZZANINE & CREDIT

What Is The Role Of Mezzanine Finance In Africa, Is It Truly Beneficial To The Continent & Which Markets Are The Most Receptive To This Kind Of Investment? How Well Is African Credit Justifying Its Place In An LP Portfolio?

Zachary Latif, Partner, **TLG CAPITAL**
Steven Loubser, Portfolio Manager, **INVESTEC ASSET MANAGEMENT**
Craig Sherman, Credit Portfolio Manager, **ASHBURTON INVESTMENTS**
David Damiba, Advisor (Credit Opportunities), **HELIOS INVESTMENT PARTNERS**

Day 1,
 Wednesday 3
 December,
 15.00-15.30

NOVEL FORMATS FOR 2014

Take Your Pick From Two Fantastic Summits!

Both summits are jam-packed with debates, latest data, closed-door discussions and high-profile speakers. Plus, move freely between both summits!

• **BRAND NEW! Fundraising Summit – Tuesday 2 December**

Hear Africa's most sophisticated LPs and talented fundraisers share their opinion on what the key is to raising capital successfully. Just some of the topics to be covered include:

- Incentives That Work: How To Get To First Close
- First Time Funds: What Determines The Winners & The Losers?
- How Well Are DFIs Acting As Catalysts For Commercial LPs To Commit To African Funds?
- Raising Fund II

• **West Africa Summit – Tuesday 2 December**

The biggest names in West African private equity dispel market myths, share unrivalled insight on areas ripe for investment, present case studies on the most impressive exits as well as how to manage current economic and political challenges. Just some of the topics to be covered include:

- How Are Savvy Managers Deploying Capital & Exiting In Nigeria?
- Exploring The Opportunity Set In Francophone Africa
- Experiences From LPs Investing In West Africa
- How Sustainable Is The Growth In Anglophone Africa?

3x 'Too Hot To Touch' Sessions

Sign up on the day to participate in these unique closed-door boardroom sessions. Taking place strictly under The Chatham House Rule, participants can speak openly during the discussion and take notes, but no comments can be attributed to the person who makes them. The aim is to generate frank and honest discussion between peers on carefully selected topics that is genuinely meaningful. Expert discussion leaders will help lead the discussions by sharing their opinion and encouraging others in the room to join in. Look out for the following sessions taking place throughout the duration of the event:

- | | |
|--|---------------------|
| 1. Fundraising – Horror Stories & Tricks Of The Trade | Tuesday 2 December |
| 2. Doing Business 'On The Ground' In West Africa | Tuesday 2 December |
| 3. Human Capital – Building The Ideal Skill Set | Thursday 4 December |

Plus! Introduce Your Firm In The Delegate Quickfire Showcase

In this informal session, delegates will have 90 seconds to promote their firm to a panel of LPs without using fund data, statistics or overt comparisons to other funds. Our expert LP judging panel will provide constructive feedback to each delegate & then select a winner, based on content, style & presentation. The winner will receive a fabulous prize!

SUPPORTERS OF SUPERRETURN AFRICA



Actis: A unique firm with a distinctive heritage Actis invests exclusively in the emerging markets with a growing portfolio of investments in Asia, Africa and Latin America; it currently has US\$7 billion funds under management. Combining the expertise of over 100 investment professionals in nine countries, Actis identifies investment opportunities in private equity, energy and real estate. The firm which was founded in 2004, building on a sixty year heritage, is a signatory to the United Nations Principles for Responsible Investment (UNPRI). Actis backs quality businesses, bringing financial and social benefits to investors, consumers and communities. It calls this the positive power of capital. In 2014, Actis was named Private Equity Firm of the Year in Africa and Private Equity Firm of the year in MENA by Private Equity International (PEI), Firm of the Year for Africa and the Middle East by PERE and African Infrastructure Fund Manager of the year by Infrastructure Investor. You can learn more about Actis at www.actis



AfricInvest was founded in 1994 and is part of Integra Group, an investment and financial services company based in Tunisia. Uniquely positioned as one of the most experienced private equity investors on the continent, AfricInvest has dedicated investment teams focused on North Africa and Sub-Saharan Africa, and employs 50 professionals based in six offices. AfricInvest manages USD750 million across 13 funds and benefits from strong, long-term support from both local and international investors, including leading development finance institutions in the United States and Europe. Having co-founded the African Venture Capital Association (AVCA) as well as the Middle East North Africa Private Equity Association (MENAPEA) and the Euromed Capital Forum, the firm is an active promoter of the private equity industry in the region. Since 1994, AfricInvest has invested in 112 companies across 22 African countries in a variety of high growth sectors and maintains a broad network of high quality executives across Africa, offering extensive expertise in key growth industries, including financial services, agribusiness, consumer/retail, education and healthcare.



Anjarwalla & Khanna (A&K) is the largest corporate law firm in East Africa with an outstanding reputation in corporate and M&A work particularly in private equity and venture capital. A&K acts for many local, regional and pan-African GPs and LPs in relation to their transactional deals on a cross border basis. A&K is able to combine its knowledge of how to do deals on the ground in different African countries with its industry expertise in key sectors for Africa. A&K was voted African Law Firm of the Year 2013 by Legal Week. A&K is also part of ALN which is the leading independent alliance of top tier African law firms. ALN firms work on a seamless basis across borders on multi-jurisdictional deals through its member firms located in Botswana, Burundi, Ethiopia, Kenya, Malawi, Mauritius, Nigeria, Rwanda, Sudan, Tanzania, Uganda and Zambia and its associated firm in South Africa. A&K works closely with its ALN Mauritian partner firm BLC Chambers particularly in structuring PE transactions.



Ashburton Investments is the 'new generation' investment management business of the FirstRand Group. Ashburton Investments provides retail and institutional global investors with traditional and alternative South African, African and Asian corridor investments, from its product providers Ashburton and RMB. Core to our proposition of giving investors access to more is our ability to leverage the skills, platforms and product origination capabilities within the FirstRand Group, to give investors access to an investment universe not previously available to institutional and retail investors. Our investment proposition puts our clients' needs at the center of our thinking, and includes bespoke and segregated solutions, risk managed funds and solutions, yield enhancers, passive investments and growth investment opportunities. Our product offering spans the full spectrum of solutions and draws on varying investment styles, strategies and philosophies. Our assets under management exceed R112 billion, and we have international reach with offices in South Africa, the United Kingdom, Channel Islands, United Arab Emirates and India.



AXIS is a specialist service provider offering a full spectrum of corporate and fiduciary services to a diversified client base. With offices in Mauritius and Seychelles and an affiliated office in Kenya, we can set up companies, trusts, funds and other legal entities and provide the necessary fiduciary, corporate secretarial, administration, accounting and other ancillary services. Axis is the fiduciary and corporate services arm of BLC Chambers, a leading Mauritian law firm with a robust offshore practice ranked as a top tier firm by leading legal directories. BLC is a member of ALN, the leading alliance of independent top tier law firms in the African continent. BLC & Axis also have an association with Harney Westwood & Riegels (Harneys), a leading international offshore law firm and corporate services provider. Through the combination of our legal, corporate & fiduciary services capabilities, we are able to provide a flawless, cost-effective and comprehensive service to our clients.



Bureau van Dijk (BvD) is one of the world's leading providers of business intelligence and company information. BvD is best known for its range of international company information products that combine multiple high-quality data sources with flexible software to allow users to manipulate data for research, marketing intelligence and analysis. Products include Orbis, Amadeus, Bankscope, Isis and Osiris. BvD also publishes the global M&A database, Zephyr. www.bvdinfo.com Zephyr, published by BvD is an information solution containing M&A, IPO, venture capital and private equity deals and rumors with links to detailed financial company information. Zephyr covers various deal types including M&A activity, IPOs, joint ventures and private equity deals. The deals on Zephyr are linked to the company financials and peer reports on BvD's product range for company valuation and benchmarking. Zephyr contains information on over 1 million deals going back to 1997. Approximately 75,000 deals are added each year depending on levels of deal activity.



International law firm Clifford Chance combines the highest global standards with local expertise. Leading lawyers from different backgrounds and nationalities come together as one firm, offering unrivalled depth of legal resources across the key markets of Africa, the Americas, Asia Pacific, Europe and the Middle East. Supported by our Casablanca office and 30 year old Africa practice, we offer an award-winning global private equity practice with particular expertise in the deal dynamics that can arise in Africa and enhanced by our focus on the key African sectors. Our work in this area has been recognised in the Private Equity Africa Advisor Awards for 2012-2014. We also offer a market-leading global private funds practice with unparalleled experience in all aspects of private equity fund establishment and operation and a strong track record of advising on fund formation in the emerging markets and Africa. For more information, please visit: www.cliffordchance.com



DPI ("Development Partners International") together with its associates is a leading pan-African private equity group founded in 2007 to source, implement and manage private equity investments in Africa. DPI's team has extensive hands-on private equity and investment experience across Africa since 1990, with combined African investment experience of over 80 years. DPI combines a value investing orientation with a disciplined, process-led investment style, uncovering unique and exclusive investment opportunities in rapid growth economies and sectors throughout Africa. DPI is an engaged investor working closely with portfolio companies in order to create value. DPI currently advises two pan-African private equity funds, African Development Partners I and African Development Partners II. www.dpi-llp.com

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DUET | TEUD

Duet Group is a global alternative asset manager co-founded by Henry Gabay in 2002. The Duet Group manages over US\$5.3 billion of equity across three business areas: Hedge/Long-Only Funds, Private Equity and Fund of Hedge Funds. The Group has developed a key focus on Frontier and Emerging Markets in recent years, positioning itself as a specialist investment management firm with a proven edge and track record in these markets. Duet Group has invested more than US\$ 2.1 billion in Frontier & Emerging Markets, with Africa and Middle East representing USD 1.4bn. Duet Group's innovative Emerging and Frontier markets strategy is built on the pillars of having both an entrepreneurial culture as well as a best-in-class institutional structure. Duet's ability to create and execute on high quality, proprietary private equity transactions in these markets is based on its ability to blend classic merchant banking practices with a traditional and robust private equity approach and track record.

ECP
PRIVATE EQUITY

Emerging Capital Partners (ECP) is the first private equity firm to raise more than US 2 billion for growth capital investing in Africa. Founded in 2000, ECP was one of the first firms dedicated to Africa which, today, translates into 55 investments and 31 exits through seven funds. Today, ECP has more people on the ground than any other firm: more than 70% of its investment professionals, who hail from 10 African countries, operate from 7 local offices. ECP is committed to environmental, social and governance (ESG) principles and in 2010 pledged to operate under the United Nations Principles for Responsible Investment (UNPRI). ECP's investments are the most diversified of any African PE firm with impact capital in over 45 African countries. Sectors include financial services, telecommunications, natural resources, agriculture and infrastructure. www.ecpinvestments.com

**EQUATOR
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Capital. Talent. Impact.

Equator Capital Partners, a pioneering impact investing firm, was founded in 2003. Equator is dedicated to investing exclusively in banks, and other financial institutions, which expand access to capital for under-served communities in Africa and Asia. Through its Funds, ShoreCap International (\$28 million) and ShoreCap II Limited (\$80 million), Equator has invested in 22 financial institutions serving MSMEs in 26 countries, and has exited 14 investments. Leaders in ESG, Equator seeks opportunities that combine profitability with significant development impact. Our team's combined 90 years of banking experience, helps support our portfolio companies' management teams, to build and grow leading institutions. www.equatorcap.net

ETHOS
PRIVATE EQUITY

Founded in 1984, Ethos Private Equity is a leading South African private equity fund manager. With 30 years of successful investing, our strategy is time-tested across a range of economic and political cycles. Independently owned and managed by its investment professionals, Ethos is a management-driven firm whose interests are strongly aligned with those of our stakeholders. Ethos takes an active ownership role in its portfolio companies, utilising proven value creation strategies to generate superior and consistent returns for investors. Our core premise is that the businesses into which Ethos invests are stronger, more robust, more sustainable and more valuable on exit than they were prior to Ethos' ownership. Ethos is currently investing Ethos Fund VI with c.R7.6 billion in commitments. This Fund focuses on control and joint control acquisitions and expansion capital in medium-to-large businesses in South Africa and selectively in sub-Saharan Africa.

Guernsey
International Finance Centre

Guernsey is increasingly viewed by leading global fund promoters as the jurisdiction of choice for domiciling and servicing private equity funds. The Island services more than 1,000 funds worth nearly half a billion US dollars, including US\$144 billion of private equity funds from promoters such as Apax, BC Partners, Collier Capital, HarbourVest and Permira. Guernsey has an ideal infrastructure and expertise to service this business: experienced fund managers, administrators and custodians; pragmatic regulation; fast track capability; access to global capital markets; modern legislation; competitive tax environment; bespoke IT solutions; accounting services; and legal expertise. The high quality of Guernsey's infrastructure and expertise is reflected in the fact that US\$150 billion worth of funds domiciled in other jurisdictions are serviced in Guernsey. Guernsey's dual regime in response to AIFMD shows that the Island always strives to provide the best solutions for its truly global client base, including the African market. <http://www.guernseyfinance.com>

Out of the Ordinary®

Investec
Asset Management

Investec Asset Management is a leading investor in Emerging Markets with a particular focus on Africa. In 1991 we started in South Africa and since then we have grown from a small start-up into an international investment management business entrusted with more than \$100 billion to manage on behalf of our clients. We are one of the largest third party investors in Africa with over \$37 billion in Pan African assets invested across Public and Private Equity and Fixed Income, Special Situations and Co-investments. Our conviction around Africa's potential reflects a long-term view. We believe that it is possible to generate sustainable returns in Africa by identifying good assets through fundamental research and to invest in them at attractive valuations. High barriers to entry and a large and growing, but relatively undiscovered, African investment universe facilitates this process. This is executed by what we believe is one of the best resourced investment teams on the continent.

JERSEY FINANCE
VOICE OF THE INTERNATIONAL FINANCE CENTRE

As the world's leading offshore centre (GFCI, March 2014), Jersey has developed a leading funds sector that offers a broad range of fund regimes from regulated options through to the more sophisticated and institutional end of the market. With over 1,500 funds established in Jersey and a net asset value of Jersey funds under administration close to US\$400bn, Jersey has in more recent years evolved into a specialist centre for the alternative asset classes, including hedge, real estate and private equity funds, which account for around 70% of Jersey's overall funds business. This offering has been built upon the key factors that make Jersey a leading international finance centre, including the experience and expertise of its practitioners, its political, economic and fiscal stability, and its appropriate level of regulation and security. Its appeal as a funds centre has been underlined recently through a number of landmark fund structures being established through the jurisdiction, such as the largest real estate fund to be listed on the London Stock Exchange since the downturn, the Kennedy Wilson Europe Real Estate fund, which raised around £1 billion. With flexibility, expertise and clarity remaining at the core of Jersey's funds offering, Jersey retains easy access to the European market under AIFMD through private placement regimes and was the first 'third country' to offer a fully compliant opt-in AIFMD solution. At the same time, Jersey remains an attractive location to service and domicile funds globally under its existing regime. It maintains strong links with Africa through a growing number of fund structures targeting African assets and investors and benefits from a community of firms with African heritage such as Ashburton and Standard Bank. Read more at: www.jerseyfinance.je/funds

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**KING & WOOD
MALLESONS**

SJ Berwin has combined with leading Asia Pacific firm King & Wood Mallesons to create a genuine new choice among the global elite legal brands. As King & Wood Mallesons SJ Berwin we now offer a network of more than 2,700 lawyers in 31 locations across the world, including China, Hong Kong, Australia, Europe, the Middle East, Japan, and the US. From fund formation to buyouts, investments, exits and secondaries, King & Wood Mallesons SJ Berwin remains at the core of the industry. Our commitment to private equity and our clients is still our number one priority. Follow us on Twitter for private equity updates @KWM_SJBerwinPE and read our weekly blog #PEComment www.kwm.com



Phatisa is an African private equity fund manager, operating across sub-Saharan Africa, with offices in Mauritius, South Africa, Zambia, Kenya, Ghana, as well as London. The firm has two sector specific funds under management, totalling more than US\$ 285 million focused on food and affordable housing. Phatisa comprises a team with a significant track record of managing private equity funds and businesses throughout the continent. Phatisa's African Agriculture Fund, has committed investments in excess of US\$ 100 million, from Sierra Leone in West Africa to Madagascar, East Africa and eight other countries in between. This reflects a total of 12 investments across diverse sectors: primary farming, palm oil, processing, inputs, mechanisation, fertiliser, protein production and FMCG beverages. Phatisa also introduced an Eastern and Southern African investment initiative in response to the ever-increasing housing shortage, the Pan African Housing Fund (PAHF). The Fund first closed at US\$ 41.5 million in December 2012, commenced operations during Q1 2013. At the heart of Phatisa is development equity, as embodied in the unique formula of DevEq = PAT * x + i² a balanced blend of private equity and development finance, striving to build sustainable assets on the ground; insuring best possible returns for investors, including the community in which these operate. www.phatisa.com



Rockwood focuses on taking substantial equity positions in medium to large companies with experienced management teams. Such companies should preferably have excellent profit histories and/or good growth opportunities as well as be number one or two in their industries. Rockwood supports its portfolio companies' ambitions to expand and increase their presence in sub-Saharan Africa through the provision of strategic input and financing. This has been achieved through organic growth, new contract wins and acquisitions in, for example Mozambique, Namibia, Botswana, Nigeria, Uganda, Angola, Ghana, Guinea and Kenya. The Rockwood team forms strong relationships with the management teams of its portfolio companies and works closely with them in determining their strategy and implementing value-enhancing initiatives. The Rockwood Private Equity team spun-out of Absa Capital in December 2013, supported by Harbourvest, Collier Capital and Sentinel Pension Fund.

UDO UDOMA & BELO-OSAGIE
SOLICITORS AND SOLICITORS

Udo Udoma & Belo-Osagie's philosophy is to provide advice that is accessible, commercially-oriented and consistently sound on principle. Its depth, expertise and diversity of experience contribute to recurrently high rankings, underscored by one of the highest ratios of internationally recognised partners, per firm, in the Nigerian legal market.

With significant expertise in private equity establishment, fund formation, and financial, tax and corporate matters, its clients include industry pioneers, funds, managers and sovereign wealth funds. Its regulatory advocacy practice includes EMPEA and AVCA regulatory council representation and heading the legal team of the Minister for Industry, Trade and Investment's committee established to devise an optimal environment for private equity in Nigeria.

WEBBER WENTZEL
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Webber Wentzel is an African law firm with a leading Private Equity practice across the African continent. We act for general partners, limited partners, management teams and portfolio companies advising them on all aspects of private equity fund formation and transactional matters. We have developed and refined many of the fund structures and transactional techniques which have become market accepted best practice in our markets in Africa and are consistently involved in the highest profile deals. Depending on the nature of the fund or transaction, our industry knowledge and experience in sectors such as infrastructure, mining, energy, telecoms, financial services, real estate and agriculture can help steer clients through the opportunities and challenges of investing on the continent. Our extensive network (including the firm's collaborative alliance with global law firm, Linklaters, and association with ALN, a group of leading law firms in Africa), our experience on the ground and our proven track record mean that we can help you achieve your investment objectives in Africa. For more information visit www.webberwentzel.com

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Dates

- West Africa Summit:
2 December 2014
- Fundraising Summit:
2 December 2014
- Main Conference:
3-4 December 2014

Venue Details

The Westin Cape Town
Convention Square
Lower Long Street
8001 Cape Town
South Africa
Tel: +27 21 412 9999
Fax: +27 21 412 9001
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