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Hear from



Richard Laing
CEO
CDC



Luc Rigouzzo
CEO
Proparco



Nagi Adel Hamiyeh
Managing Director of Investments
Temasek Holdings



Liliang Teng
Chief Representative
China-Africa Development Fund



Dirke Hoke
CEO
Siemens Africa



Nick Greenwood
Pensions Manager
Royal County of Berkshire Pension Fund



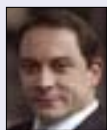
Judy Curry
Finance Director and Secretary
Commonwealth Education Trust



Sev Vettivetpillai
CEO
Aureos



Simon Jackson
Head of Co-finance and Syndication
African Development Bank



Dirk Harbecke
CEO
African Development Corporation

Africa Investment Summit 2011

28 Feb – 2 March 2011, Royal Garden Hotel, London, UK



Connecting European institutional investors with the African opportunity

Learn from the key European LPs already investing in Africa

Discover what African exposure has worked for top European pension funds, including, Royal County of Berkshire Pension Fund, British Steel Pension Fund, Commonwealth Education Trust, Hermes Pension Management and Hewitt. (See page 5)

Navigate the challenges surrounding the deployment of European private equity to secure significant returns

Gain the insights of the organizations that know what's happening 'on the ground': hear from the CEOs of the CDC, Aureos, Proparco and the African Development Corporation as well as the Commonwealth Secretariat, China-Africa Development Fund, African Development Bank and Emergent Asset Management. (see page 6)

Investigate how to overcome the illiquidity concerns that face investors in Africa

Explore the challenges of investment in Africa with over 20 investors with the experience on the ground to succeed. Gain the insights into investment in Africa that you need when planning your portfolio strategy for the next decade. (see pages 4, 5 & 6)

3 content packed days

Private Equity Focus Day

Monday 28 February 2011 – Page 4

Analysing the African Opportunity

Tuesday 1 March – Page 5

Accessing the African Opportunity

Wednesday 2 March – Page 6

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players in one
place”**

Peter Van-Kleef,
CEO,
**Lakeview Arbitrage
International**

Bringing European institutional capital to Africa.

The final frontier

The potential presented by Africa as an investment destination has never been far from the headlines this year. From unprecedented levels of Chinese investment and interest in the continent to the euphoria surrounding the recent World Cup, Africa, as the ‘final frontier’, has become as subject of much discussion and debate.

Yet, despite the headlines and massively increased interest, surprisingly little is known by many in the European investment community about the specifics of investment in Africa. Any decision to invest in Africa can only be made if sufficient knowledge and understanding is acquired of what makes investment in Africa different to investment in Western markets.

Where the European investment community will meet to explore Africa as an investment prospect & secure the knowledge needed to profit from this exciting continent

The event is centered on the simple premise that while there is great interest amongst the European investment community in the opportunities that Africa presents, there is insufficient knowledge and information about how to go about investing in Africa and where the best opportunities lie.

Explore the African opportunity with our expert speakers, including the CDC, China-Africa Development Fund and Aureos. Learn how to identify the African opportunities that will add value to your portfolio.

Land of opportunity?

Within the next 30 years, Africa will be home to 20% of the world’s under 25s and the size of its labour force will be greater than that of China. Africa has almost 60% of the world’s uncultivated arable land and GDP growth has averaged 5-6% over the last decade.

Gain the essential knowledge needed to evaluate these opportunities and make successful investments in Africa.

From private equity to listed companies, from infrastructure to commodities, ensure that your operation is equipped with the tools it needs to take advantage of this growing and underrealized continent while the opportunities are still up for grabs!

Bringing together 150 investors, asset managers and African businesses over 3 days and 10 hours of networking

**Space is limited so register now
to avoid disappointment.
Call Bianca Geldenhuis on
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and register today.**

10 Reasons to attend

1) **Examine the key drivers behind the surge in interest in Africa as an investment.**

Get the detail on the most important developments and challenges from; the CDC, Proparco, Aureos, the China-Africa Development Fund, the African Development Corporation, Goldman Sachs and Frontier Advisory (p4)

2) **Learn from businesses that have succeeded in Africa and understand what it takes to profit from the opportunities presented:** case studies from corporations including Siemens and Agroils (p4)

3) **Uncover the significant factors stimulating growth in the African economy and the areas which need investment for further development. Be amongst the first to benefit from early-stage opportunities.** Case studies on opportunities from the Commonwealth Education Trust, Lagos State Public Private Partnership Office and the Acumen Fund (p4)

4) **Explore the process behind identifying the right choice of investment in Africa.** Hear from our experts, including Temasek, Hermes Pension Management, British Steel Pension Scheme, Berkshire Pension Scheme, Emergent Asset Management, Frontier Advisory and more (p5)

5) **Understand the key to successful investment in African public equities** Let Thames River Capital be your guide (p5)

6) **Assess the opportunities across asset classes and sectors with our interactive round table sessions.** Focusing on: banking and financial services; infrastructure; natural resources and agriculture; and real estate (p5)

7) **Unearth the secrets to managing and mitigating the risks to investing in Africa.** Hear from Silk Invest on how to overcome illiquidity and the key to diversification and hear the importance of local, on the ground knowledge from Sustainable Capital (p5)

8) **Evaluate the risks and rewards of private equity investment in Africa from the largest players in the sector.** Hear from the Commonwealth Secretariat, the CDC, Proparco, Aureos, the China-Africa Development Fund, and the African Development Corporation (p6)

9) **Discover the secret to successful private equity investments in Africa.** In-depth insights from Aureos, Capital Dynamics and Emergent Asset Management (p6)

10) **Navigate the path to a successful exit strategy for your investments and the factors which determine the strategy to take.** Raj Morjoria, CIO of Aureos will guide you through this potentially thorny and complicated subject. (p6)

Engage with our speaker faculty of top investors and Africa experts:

Leading LPs



Richard Laing, CEO, CDC

Richard will examine the opportunities that African private equity investments present to the European investor and the conditions that need to be present for it to succeed. As the CEO of a Development Finance Institution (DFI), controlling net assets of over £2.5 billion and with 50% of capital invested in sub-Saharan Africa, Richard is ideally placed to be your guide.



Nagi Adel Hamiyeh, Managing Director of Investments, Temasek Holdings

As the Managing Director of Investments of Singapore's \$140 billion Sovereign Wealth Fund, and someone who actively oversees the groups holdings in Africa, Nagi knows the investment landscape on the continent. Does Nagi think there is more to investment in Africa than natural resources?



Luc Rigouzzo, CEO, Proparco

Luc, who oversees the management of over a billion euros of investment in over 30 countries, will join others to assess the role of DFIs in supporting investment in Africa and building sustainable growth.



Liliang Teng, Chief Representative, China-Africa Development Fund

Learn from the Chief Representative of a sovereign wealth fund worth \$5 billion, making equity investments that support Chinese investments in Africa, why Africa is now of such importance to the global economy and the business case for investment in the continent.



Judy Curry, Finance Director and Secretary, Commonwealth Education Trust

Explore the importance of the role that education plays in economic growth in Africa and the opportunities for realizing a return from educational infrastructure projects. As the principal executive of an institution established to advance education, Judy is ideally placed to understand the possibilities. Also, as an end investor, how does Judy view Africa as an investment prospect?



Nick Greenwood, Pensions Manager, Royal County of Berkshire Pension Fund

What does Nick look for when assessing an African opportunity for his £1.3 billion fund? Has he found the returns to be worth the potentially higher risk?



Hemal Naran, Fund Manager, Alternatives, British Steel Pension Scheme

With over £10 billion under management, the British Steel Pension scheme is one of the largest funds in the UK. The fund actively invests in African opportunities. Discover what Hemal Naran, Fund Manager of Alternatives thinks about the range of options that are available in African investment and the risks associated with 'frontier' investments.



Saker Nusseibeh, Head of Investments, Hermes Pension Management

Hermes manages the assets of BT's £30 billion pension scheme; does their Head of Investments believe that Africa offers a realistic alternative to more 'traditional' investments when considering how to protect the value and long term growth of such a large scheme?

Expert Asset Managers



Sev Vettivetpillai, CEO, Aureos

Aureos is a specialist emerging market private equity firm with over \$1.2 billion under management. Their African funds are worth a total of \$578 million. What strategy does Sev advocate for African private equity?



David Murrin, CIO, Emergent Asset Management

As the CIO of an award winning asset management firm, David Murrin is one of the most respected figures in emerging markets investment. How does David think that the global economic crisis has transformed the comparative risk of emerging markets and the investment imperatives for European funds?



Martyn Davies, CEO, Frontier Advisory

What does Martyn, the Director of the China Africa Network at the Gordon Institute of Business Science (GIBS) at the University of Pretoria, make of China's massive expansion into Africa? How does the 2010 'Young Global Leader' (an honour bestowed by the World Economic Forum each year to recognise the most distinguished young leaders from around the world) predict this expansion will affect others investing in Africa and what will be the consequences for European investors failing to grasp the African opportunity?



Anna Stupnytska, Macro Economist, Global Macro Markets and Research Group, Goldman Sachs

At the Asset Management Division of Goldman Sachs, based in London, Anna focuses on global macroeconomic themes, including the interplay between the developed and developing world. Together with Jim O'Neill, Anna has written a number of papers on the BRICs and Next 11. Hear Anna's assessment of the prospects for economic growth in Africa up to 2050.



Sean Segar, CIO, Liberty Properties, Liberty Holdings

Explore, with Sean, how African real estate can add real value to your holdings and learn the on the ground know-how to succeed. Liberty Holdings is an African wealth management group based in Johannesburg. The group's principal operating business, Liberty Life, is the third largest life insurer in South Africa. As CIO of the real estate arm of the business, Sean is ideally placed to help you navigate the world of African property.

Something to say?

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Head of Risk
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**AP3 (3rd Swedish
National Pension
Fund)**

Conference Day One – 'Analysing the African Opportunity': Tuesday 1 March 2011

08:30 Registration and refreshments

THE FINAL FRONTIER: WHY AFRICA? WHY NOW?

09:05 **The growing role of Africa in the world's economy: is it now safe for investors?**



- New opportunities from harnessing untapped human and natural resources: Africa's value to the world
- Challenges facing Africa's drive for growth
- Examining Africa's potential as a global trading partner
- Current focus of the China Africa Development Fund

Liliang Teng, Chief Representative,
China-Africa Development Fund

09:45 **The path to 2050: how exciting is Africa's potential?**

- Do Africans collectively share the same bright future as the Brazilians, Russians, Indians and Chinese? Projections for Africa over next few decades.
- Charting the rise of an African middle-class consumer, stimulating domestic consumption and economic prosperity
- Assessing conditions for growth in Africa
- Can these conditions be improved, and how? Key to realizing the dream of an African BRIC

Anna Stupnytska, Macro Economist, Global Macro Markets and Research Group, **Goldman Sachs**

10:25 **Financial services in frontier markets of Sub-Saharan Africa: a prerequisite for growth**

- How financial services are at the heart of every developed economy
- Assessing Africa's financial markets and their ability to provide growth
- Are we at a turning point for Africa's financial sector?
- Is there great potential for high returns for early investors?
- The importance of a hands-on approach with active management and knowledge transfer

Dirk Harbecke, CEO, **African Development Corporation**

11:05 Morning refreshments and networking

11:35 **How China's interest in the continent has changed the investment landscape in Africa**



- Outlining the impetus behind China's interest: why China needs Africa
- What impact is this having on the investment landscape in Africa?
- What are the consequences for Europe and the West?
- How can European investors take advantage of these developments?
- What are the downsides to the increased interest in Africa?

Martyn Davies, CEO, **Frontier Advisory**

12:15 **Panel discussion: what are African nations doing in order to attract major international investment and energise their markets?**

- What progress has been made in supporting economic growth and making Africa attractive to investment?
- Maintaining stability and building political and legal structures to support commerce: what still needs to be done?
- Investment over aid, but what can Western governments do to help facilitate private investment?
- Is there an argument that increasing foreign investment might be counter-productive to African growth?

Richard Laing, CEO, **CDC**

Luc Rigouzzo, CEO, **Proparco**

Liliang Teng, Chief Representative,

China-Africa Development Fund

Sev Vettivetpillai, CEO, **Aureos**

David Ashiagbor, Adviser, International Finance & Capital Markets, **Commonwealth Secretariat**

13:00 Networking lunch

LEARNING FROM THE LOCALS: SUCCESSFUL AFRICAN BUSINESS CASE STUDIES

14:00 **Learning from the experiences of multinational companies in Africa**



- What obstacles do MNCs face in developing business in Africa?
- Why is Africa attractive for MNCs?
- The business case for Siemens
- Examining the value of Africa to the global operation
- Working with local partners for success

Dirk Hoke, CEO, **Siemens Africa**

14:30 **Fuels for the future: insights from a European bio-fuels enterprise investing in Ghana**

- Explicating the importance of bio-fuels to a Europe legally committed to reducing reliance on oil and CO2 emissions.
- Navigating 'ethical' objections relating to the plantation of 'cash-crops' versus 'food-crops'
- Dealing with the Ghanaian Government and navigating regulatory hurdles
- What possibilities does the Ghanaian bio fuels sector present to the European investor?

Giovanni Venturini Del Greco, Partner, **Agroils**

15:00 **SPEED NETWORKING**

15:40 Afternoon refreshments

STIMULATING GROWTH IN AFRICAN ECONOMIES

16:00 **Investing in education in Africa**

- The role of education as a driver of economic growth
- Investment opportunities and challenges
- Developing a sound planning, control and performance management framework

Judy Curry, Finance Director and Secretary,
Commonwealth Education Trust

16:30 **Patient capital: achieving investment returns through entrepreneurial philanthropy**

- Exploring the concept of patient capital
- Investments that yield both financial and social returns
- How can small-scale investments produce a knock-on effect for the whole economy?
- What does this mean for investors?

Brian Trelstad, CIO, **Acumen Fund**

17:00 **How infrastructure investment will stimulate growth and create new opportunities for investors**

- How Nigerian infrastructure projects are serving to stimulate the economy in Lagos state
- What the Nigerian government is doing to facilitate growth
- What are the opportunities for European investors?
- What kind of timescale and returns can be expected?

Abisola Kamson, Head of Core Infrastructure,
Lagos State PPP Office

17:30 **Fund Manager speaking opportunity.**
Contact **Daniel Slavin** at daniel.slavin@terrapinn.com

18:00 **Chairman's closing remarks and close of day one**

18:10 **African cultural evening & drinks reception**



Book early and save fffs

See the website for the most up to date programme

Conference Day Two – 'Accessing the African Opportunity': Wednesday 2 March 2011

09:00 **Chairman's opening remarks**

IDENTIFYING THE RIGHT CHOICE OF INVESTMENT IN AFRICA

09:05 **How African investments fit in to the investment strategy of Singapore's Sovereign Wealth Fund**



- Reflecting on the importance of diversifying the fund's portfolio
- Why do African investments provide an attractive compliment to more conventional holdings?
- Assessing commodities as a long-term store of value
- Is there more to investing in Africa than natural resources?

Nagi Adel Hamiyeh, Managing Director of Investments, **Temasek Holdings**

09:45 **Investing in Africa in the face of a new global risk paradigm**



- Dealing with the new context of comparative risk in a post credit-crunch world
- What does this mean for markets previously deemed 'too-risky'?
- Examining the chief risks of investment in Africa: illiquidity and lack of transparency
- How potentially lucrative and realistic are some of the 'headline' opportunities?
- What do European investors stand to lose by not taking Africa seriously?

David Murrin, CIO, **Emergent Asset Management**

10:25 **Investor panel discussion: which fund models and allocations feature in African portfolios?**

- Assessing the landscape: what to look for when evaluating a potential investment in Africa
- Which sectors and asset classes are the most reliable?
- Which can yield the biggest returns?
- How can a balanced portfolio of African investments be built?

Sean Segar, CIO, Liberty Properties, **Liberty Life**
Greg Barker, Director, Investment Research, **Sustainable Capital**
Martyn Davies, CEO, **Frontier Advisory**

11:25 **Morning refreshments and networking**

11:55 **Investor panel discussion: which areas are providing the best returns or are of most interest to European pension funds?**

- What is the focus of European pension funds already investing in Africa?
- What is the perception of those yet to 'take the plunge'?
- What is the best way to begin thinking about whether Africa is right for your fund?

Saker Nusseibeh, Head of Investments, **Hermes Pension Management**
Nick Greenwood, Pensions Manager, **Royal County of Berkshire Pension Fund**
Hemal Naran, Fund Manager, Alternatives, **British Steel Pension Scheme**
Judy Curry, Finance Director and Secretary, **Commonwealth Education Trust**
Brendan Walshe, Senior Investment Consultant, **Hewitt**

INVESTING IN AFRICA'S LISTED COMPANIES: FINDING VALUE IN EQUITIES

12:55 **What can Africa's equity markets offer to European investors that their Western and Eastern counterparts cannot?**

- Charting the rise of the major African exchanges over the past 5 years
- What can European investors gain from investing directly in companies listed in Africa rather than choosing European

listings with African exposure?

- What does the European investor need to know about the various African exchanges?
- Having decided to invest in African equities, what is the best way to proceed and who should I speak to?
- What do African equities offer that other investment options do not?
- Trends in African equities yields versus commodities, farmland and infrastructure investments
- How does the ease of access and egress from African equities markets compare with the alternatives?

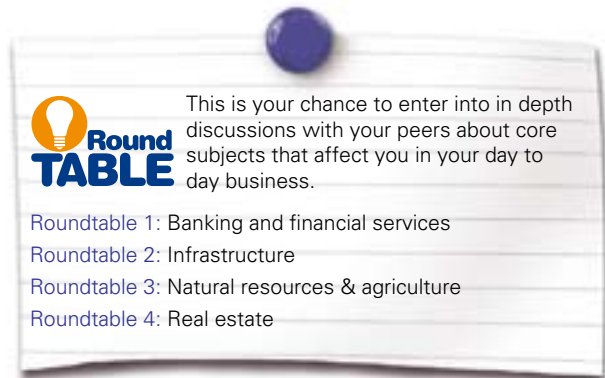
Simone Lowe, Fund Manager, **Thames River Capital**

13:30 **Networking lunch**

EVALUATING THE INVESTMENT OPPORTUNITIES ACROSS ASSET CLASSES AND SECTORS

14:30 **Sector-specific interactive round-table sessions**

- How does the sector differ from its European equivalent?
- What are the major challenges and opportunities?
- Which areas are the top performers?
- An analysis of opportunities in Africa and the best way to access them, broken down into the following four sectors:



For speaking opportunities please contact daniel.slavin@terrapinn.com

16:00 **Afternoon refreshments**

MANAGING THE RISKS OF INVESTING IN AFRICA

16:30 **Overcoming illiquidity and minimizing risk through diversification**

- Ensuring a broad portfolio of investments in Africa
- Keeping apprised as to the situation 'on-the-ground'
- Learning from the Latin American and Asian experience
- What is the reality of corruption in Africa?
- Are the risks any higher than any other emerging market?

Daniel Broby, CIO, **Silk Invest**

17:10 **The importance of local knowledge and understanding in risk management**

- Explaining how a level of political and cultural expertise is vital to success
- Ensuring an understanding of legal frameworks and regulatory environments
- Finding a reliable 'agent' in Africa

Greg Barker, Director, Investment Research, **Sustainable Capital**

17:50 **Chairman's closing remarks and close of conference**

See the website for the most up to date programme

Private Equity Focus Day - Monday 28 February 2011

08:30 Registration and refreshments

08:55 Chairman's opening remarks

PRIVATE EQUITY IN AFRICA: RISKS AND REWARDS

09:05 Enhancing development while reaping enviable returns: assessing the private equity landscape in Africa



- Examining the opportunities for private equity in a continent in need of focused and flexible capital
- The danger of vital, targeted, investment being crowded out by the 'aid agenda'?
- What makes the nature of investment in Africa unique?
- Which sectors provide the greatest promise?
- Which countries provide the most conducive investment climates and why?
- What are the main challenges?

Richard Laing, CEO, CDC

09:40 Panel discussion: the role of DFIs in supporting private equity investment in Africa: experiences and successes

- Development finance institutions as pioneers of investment in emerging markets
- Supporting investors: what can DFIs do to assist private equity investors?
- Financing and co-financing opportunities
- What are the specific successes of DFI involvement in Africa?
- What are the limits to what DFIs can realistically expect to achieve for development through external investment?

Luc Rigouzzo, CEO, Proparco

Dirk Harbecke, CEO, African Development Corporation

Simon Jackson, Head of Co-finance and Syndication, African Development Bank

Richard Laing, CEO, CDC

10:30 Is Africa ready for the European venture capitalist and is the European venture capitalist ready for Africa?

- Which African nations have sufficient institutional framework to support investment?
- Are there simply better, less risky, opportunities out there or can the returns justify the risks?
- Examining the availability of leverage
- Overcoming market concentration for global opportunities

David Ashiagbor, Adviser, International Finance & Capital Markets, Commonwealth Secretariat

11:00 Morning refreshments and networking

THE KEY TO SUCCESSFUL PRIVATE EQUITY INVESTMENTS IN AFRICA: A GUIDE FOR LPS

11:30 How does private equity in Africa compare to other emerging markets?

- Comparing African private equity with similar opportunities in Eastern Europe, Asia and South America
- What are the lessons learned from other experiences in frontier and emerging markets?
- What makes Africa different?
- How can African private equity markets fundraise and position against other competing markets?
- Adding value beyond funding: what are target companies' main expectations from PE funds beyond equity infusions?

Janusz Heath, Managing Director, Capital Dynamics

12:10 Panel discussion: examining private equity fund strategies in Africa

- What's hot and what's not? Assessing sectors and key geographical locations

- Where should I invest: expansion or early-stage funds?
- Assessing unconventional investment structures
- Examining SME-focused funds in Africa

Sev Vettivetpillai, CEO, Aureos

David Murrin, CIO, Emergent Asset Management

12:55 Networking lunch

OPPORTUNITIES IN AFRICAN REAL ESTATE

14:00 Real estate: an opportunity to profit by investing in this essential component of Africa's economic development

- Assessing Africa's economic prospects and the impact on real estate
- The status of the African real estate industry and what makes this unique
- Where are the opportunities and who are the players
- How to profit from the sector and what to watch out for

Sean Segar, CIO, Liberty Properties, Liberty Group

CONNECTING A CONTINENT: NAVIGATING AFRICAN PRIVATE EQUITY INFRASTRUCTURE

14:40 Infrastructure in Africa: key to economic development in the continent, but does it present a sound case for European investors?

- Why is private equity so vital to development of African infrastructure?
- Where are the growth pockets and sustainable returns?
- Examining ways to streamline public sector support for infrastructure development to encourage investment
- Telecoms: the star of infrastructure investment in Africa?
- Which will provide the greater yield: transport or telecomms?
- Identifying opportunities in transport infrastructure and ensuring that there is sufficient government 'buy-in'

Abisola Kamson, Head of Core Infrastructure, Lagos State PPP Office

15:20 Afternoon refreshments and networking

MAINTAINING LIQUIDITY AND ENSURING AN EXIT STRATEGY

15:50 Developing an effective exit strategy

- What are the key success factors for a successful exit strategy?
- How realistic have exit strategies in Africa proved to be?
- What can be done by governments to facilitate exit opportunities and remove the barrier of illiquidity?

Raj Morjaria, CIO, Aureos

16:25 Private Equity Fund speaking opportunity.

Contact Daniel Slavin at daniel.slavin@terrapinn.com

17:00 Chairman's closing remarks

17:10 Close of Private Equity Focus Day

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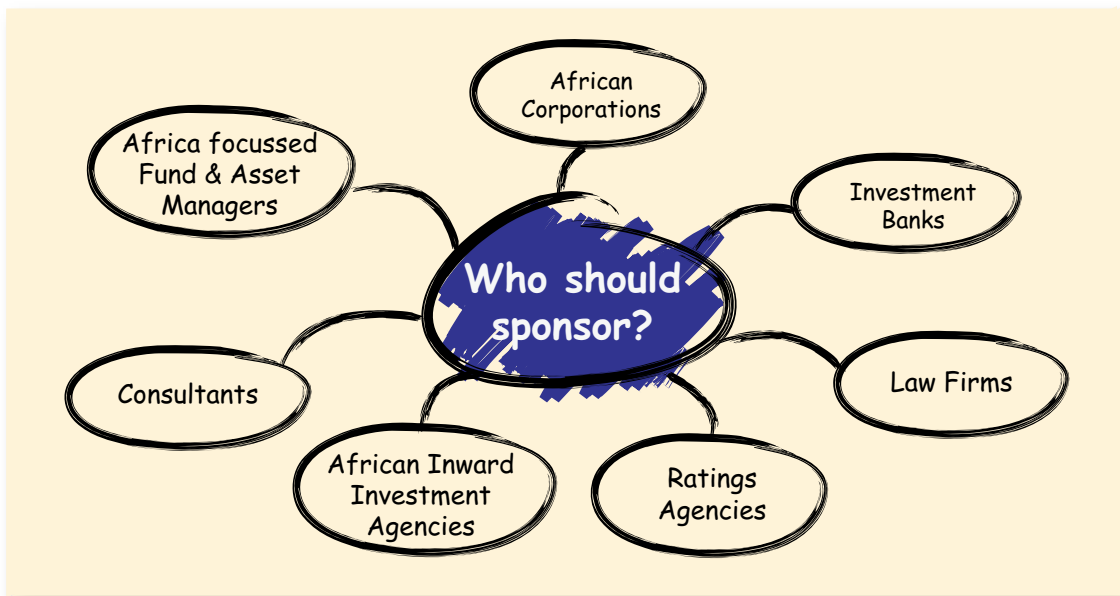
- In a tough fund raising environment no one can afford to sit back and let the business come to them
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For groups of more than 6 please attach a separate sheet with details of all attendees. Alternatively call +44 (0) 207 242 2324.

Payment details

Payment terms are 14 days from date of invoice. Notwithstanding this, payment must be received prior to the conference taking place. Kindly note the terms and conditions on our registration page.

Bank transfer Invoice me Credit card Visa American express Mastercard

Card number --- Expiry date: ___/___/___

Card holders name..... Card holders signature.....

Bank Transfers: Account Name: Terrappinn Limited, Sort Code: 20-78-98, Bank account number: 30412791, Bank Name & Address: Barclays Bank PLC, 27 Soho Square, London, W1D 3QR, Swift Address: BARCGB22, IBAN: GB14 BARC 2078 9830 4127 91. **Reference: please quote 111705 and the delegate's name**

How to book your ticket

Online

www.terrappinn.com/2011/africainvest
 You can use our online calculator to tailor your ticket and buy multiple tickets. The calculator automatically selects the most favorable discount for you. If you book and pay online you also save a further £100.

Offline

You can use our online calculator to tailor your ticket and then print a pdf of your order and fax to +44 (0)20 7242 1508 or complete this form and fax to +44 (0)20 7242 1508 or call +44 (0)20 7242 2324 and we'll take your booking over the phone.

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Why not send your team and save more.
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 the Terrappinn group; or reputable third parties.

Cancellation policy

- Should you be unable to attend, a substitute delegate is welcome at no extra charge.
- Terrappinn does not provide refunds for cancellations. Invoiced sums are payable in full, except in cases where Terrappinn has been able to mitigate loss.
- Terrappinn will make available course documentation to a delegate who is unable to attend and who has paid.
- Terrappinn reserves the right to alter the programme without notice including the substitution, alteration or cancellation of speakers and / or topics and / or the alteration of the dates of the event.
- Terrappinn is not responsible for any loss or damage as a result of a substitution, alteration, postponement or cancellation of an event.

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Don't forget huge discounts are available for group bookings. See above for details.

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