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Hear from



Akeem Oyewale
CEO
Stanbic bank
IBTC
Stockbrokers,
Nigeria



**Vladimir
Nedeljkovic**,
Head of ETF's and
Index Products,
ABSA Capital.
South Africa



Rufaro Zengeni
Executive Director
Interfin Securities,
Zimbabwe



Gikonyo Gitonga,
Managing Director,
CB Richard Ellis,
Kenya



Nerina Visser,
Head, Beta & ETF's
Global Markets,
Nedbank Capital,
South Africa



Michael Underhill,
CIO,
Capital
Innovations,
USA



Bharat Kulkarni,
Head Trading
Operations,
Ethiopian Stock
Exchange,
Ethiopia



Sunil Benimadhu,
CEO,
Mauritius Stock
Exchange,
Mauritius



Richard Bell,
CEO,
East Africa Capital
Partners,
Kenya



Tim Marsland,
CIO,
Bifm Capital,
Botswana

More highlights Page 2 >
Full programme Pages 3 - 5 >

Africa Investment Summit 2011

20 - 23 June 2011, Sandton Convention Centre, Johannesburg, South Africa



Innovation and strategy for funds and investors

Finding ETF winners

Uncover strategies and identify innovative solutions to exploit market opportunities in Africa [page 3 >](#)

Alternatives arena – profit from potential

Discover the potential in Africa's Alternatives and how best to position yourself in this high return sphere [page 4 >](#)

New frontiers in Commodities

Explore new business frontiers and engage in new sustainable growth practices [page 5 >](#)

Separately bookable days:

- Day 1 - ETFs day
- Day 2 - Alternative Investments day
- Day 3 - Commodities day

3 Conference days, 2 workshops

Post-conference workshops:
23 June 2010

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 See back page

“As always, it was a privilege to work with the Terrapinn team. They do excellent work.”
Rob Arnott
 Chairman
Research Affiliates LLC, United States of America

“Taking on a direct infrastructure is more difficult. You have to have the right sort of governance and expertise in place”
Financial Mail
 Monday,
 10 January 2011

“Even clients with relatively low risk tolerance are now looking for higher returns, despite some additional risk”
Wayne Dicks
 General Manager
ABSA Investments, South Africa

Africa enters new investment era

In 2011 African and international investors have identified challenges in fund manager selection, transparency, liquidity and risk control. So, are investors missing out on super returns? How does Africa realise the immense opportunity in the burgeoning alternative, ETF and commodity asset classes? And what opportunities does this create for the international finance community? Read on...

Finding solutions to these challenges will undoubtedly result in higher returns for investors and managers alike.

The Africa Investment Summit is where it all comes together. Where investors learn about portfolio diversification. Where funds meet investors. And where financial leaders learn about global product innovation.

From Australia to England, international experts share global insights and best-practice. We have big players. New players. And innovators. Just take a look at our speaker line-up and conference programme!

The Summit is structured over four unique days:

- Day 1: ETF Day, featuring Deborah Fuhr [page 3 >](#)
- Day 2: Alternative Investment Day, featuring Zain Latif [page 4 >](#)
- Day 3: Commodities Day, featuring David Murrin [page 5 >](#)
- Day 4: 2 Workshops focusing on social private equity and pioneering African investments [page 6 >](#)

After you've read through the programme, talk to your colleagues and get your team registered for the conference (booking form on the back page).

As the world's leading Investment Summit brand, running from Brazil to Mongolia, we guarantee you will come away with big ideas to progress your business. And that you will be provided with opportunities to meet new and existing clients.

I look forward to maximising your returns in June 2011.

Vimbayi Kanyonganise
 Conference Manager
 Terrapinn Limited

A-list of industry experts



Zain Latif, Principal, **TLG Capital, United Kingdom**
 Zain will be addressing the key drivers into the African alternatives space and will outline private equity opportunities around Africa.



Deborah Fuhr, Managing Director, Global Head of ETF Research & Implementation Strategy, **BlackRock, United Kingdom**
 Deborah Fuhr will be using her global insight into the ETFs arena to address Africa's position, trends and future opportunities.



David Murrin, CIO, **Emergent Asset Management, United Kingdom**
 David will be sharing his extensive experience in African investment and give us direction on choosing African vehicles for commodity super returns.



Jonathan Addison, CIO, **Meat Industry Employees' Superannuation Fund, Australia**
 Jon will be unpacking institutional investor patterns and will give insights into how investment in infrastructure is the foundation of the future.



Day One - *ETFs Day* - Monday, 20th of June 2011

07:30 Registration and welcome refreshments

08:30 Chairperson's opening remarks

Mike Brown, Managing Director, **ETF South Africa, South Africa**

ETFs in Africa

08:45 Opening keynote address: Understanding Africa's position in the global ETF market

- Trends in the ETF market globally and in Africa
- New product trends, and users of ETFs
- Asset flows and trading volumes
- Users of ETF's, understanding the end users

Deborah Fuhr, Managing Director Global Head of ETF Research & Implementation Strategy, **BlackRock, United Kingdom**

09:15 Keynote address: End investors as ETF drivers - new trends in portfolio construction

- Making ETFs work for the institutional investor
- Making sense of international ETF trends
- Product mixes for Institutions
- Fully understanding the obstacles and opportunities in the ETF sphere
- Challenges of active management

Vladimir Nedeljkovic, Head of ETF's and Index Products, **ABSA Capital, South Africa**

09:45 ETFs: The key to unlocking Africa

- Africa as an investment destination to the international investor
- The lack of suitable asset choice available to pension funds in Africa
- How the retail investor in Africa can share in wealth creation
- Reversing the effect of colonialisation

Nerina Visser, Head - Beta & ETF's Global Markets, **Nedbank Capital, South Africa**

10:15 Morning refreshments and networking

Risks & product structure

10:45 The imminent and startling future of active fund management

- The End of the 'Houseview Portfolio': creating stronger portfolios with multiple sources of excess returns
- Commoditizing returns: why modular top-down investing is becoming more important than stock-picking
- New ways to adapt your portfolio to changing market conditions
- Why fund-of-funds need to focus less on manager selection and more on portfolio construction (ie risk budgeting)
- New long/short investing trends: hedge funds or low volatility strategies without active management

Roland Rousseau, Managing Director, **A-DEX, South Africa**

Indexation

11:45 Panel session: Exploring the case for indexation

- Exploring the pros and cons of passive vs. active investing
- Utilising indices and benchmarks
- Core satellite strategies
- Smart indices

Nerina Visser, Head, Beta & ETF's Global Markets, **Nedbank Capital, South Africa**

Martin Orji, Managing Director, **Nex Rubica Capital, United Kingdom**

12:30 Tracking indices utilisation of indexes to navigate the volatile stock market

- How to use and apply indexes to navigate the volatile stock markets
- Capitalising on indexes
- Traditional concepts and their proven value
- New concepts and their added value

Gareth Allison, Vice President Africa, **MSCI, South Africa**

13:00 Networking lunch

Liquidity, trading & portfolio strategies

14:00 Case study: The role of ETFs in institutional portfolios, do they work?


- Defining ETFs: what are they and how are they structured?
- The role of ETFs in portfolio construction
- Uses of ETFs to get international exposure
- Understanding and managing liquidity and costs

Martin Orji, Managing Director, **Nex Rubica Capital, United Kingdom**

14:30 Case study: Performance of NewGold ETF post Botswana listing

- Understanding the legal framework and requirements
- Implications of a secondary listing
- Providing an attractive environment for ETF listing on your bourse

Vladimir Nedeljkovic, Head of ETF's and Index Products, **ABSA Capital, South Africa**

15:00  networking and afternoon refreshments

Real estate power hour

16:15 Keynote address: Getting the most out of African soil

- Africa's attractiveness for investors compared to other emerging markets
- Direct investments vs. local partners
- The pros and cons of setting up an African office
- African investors and developers learning from the international community, and vice versa

Derrick Roper, CEO, **Novare Investments, South Africa**

16:45 Presentation: Unpacking Africa's real estate to get high returns

- The Old Mutual perception of African potential
- Decision point that have been faced in Africa
- Our experiences so far and where to from here

Philip Barttram, Head of Research, **Old Mutual Properties, South Africa**

17:15 Chairman's closing remarks and end of ETFs day

17:30



Eat, drink and network...

Join us for an evening of networking, cocktails and snacks in the delegates lounge after the conference

The earlier you book the more you save.

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Day Two - Alternative Investments Day - Tuesday, 21st of June 2011

08:30 Chairperson's opening remarks
Thomson Reuters sub-Saharan Africa

Re-imagining alternative investment portfolios

08:45 Opening keynote: Suitable alternative investment structures for Africa



- Using developed market technologies to create alternative investment structures with an African flavour
- Overcoming legal obstacles in African markets
- Local currency structures: attracting capital and finding assets
- Managing an African portfolio in local currency

Tim Marsland, Investment Director, **BiFM Capital**, Botswana

09:15 Keynote address: Private equity as the vehicle to do business in African markets



- Key drivers into the alternatives space in Africa
- Africa's consumer markets and private equity investments
- Global investor trends and the increased necessity to take equities to reduce risk
- Why private equity? – risk management and exiting strategies

Zain Latif, Principal, **TLG Capital**, United Kingdom

09:45 Keynote address: Capital market investments – risk vs. returns



- African capital markets – investment environment, new structures, and opportunities
- Liquid assets – traded products (debt, equity), currency, rates, credit products, and distressed debt
- Managing capital markets exposure and risk – political risk, regulatory, legal and other considerations

Quinton Zunga, Director Debt Capital Markets, **Merrill Lynch**, South Africa

10:15 Panel discussion: Multi-managers' perspective for mega returns in Africa

- The benefits of numerous products to portfolio managers
- Investment techniques for macro-strategy and investment vehicle to utilise
- Macro investment strategy to seize Africa's alternative potential

Fatima Vawda, Managing Director, **27 Four Asset Managers**, South Africa

George Herman, Head Strategic Investing, **Citadel Asset Management**, South Africa

Jaco Brink, Managing Partner, **TBL Mirror Fund**, Kenya

11:00 Morning refreshments and networking

Partnerships and diversification

11:30 Panel session: Infrastructure - investing in the foundation of the future

- What infrastructure investment opportunities are on the horizon?
- Why should pension plans consider infrastructure investing?
- How does a plan invest, including a discussion on public-private partnerships?
- Unlisted infrastructure as a specific asset class vs. existing sector public indexes
- Defining infrastructure on a private versus public equity basis
- Indexed linked products for direct, synthetic investment and risk

Michael Underhill, CIO, **Capital Innovations**, USA

Jon Addison, CIO, **Meat Industry Employees' Superannuation Fund**, Australia

James Mworira, CEO, **Centum Investment**, Kenya

12:15 Panel session: Venture capital in Africa- recognising the potential

- The role of venture capital in Africa
- Identifying the challenges in raising capital
- Evaluating the best investment strategies
- Recognising the sectors that will offer the best returns

Donovan Chimhandamba, Head of Strategic Projects, **National Empowerment Fund**, South Africa

Richard Bell, CEO, **East Africa Capital Partners**, Kenya

Guido Boysen, CIO, **Grofin**, South Africa

Folabi Esan, Partner, **Adelvo Asset Management**, Nigeria

13:00 Networking lunch

14:15 Panel session: Principles of responsible investing

- Understanding the trustee issues associated with social investment
- Addressing the under provision of funds by providing extra measure of comfort
- Recognising sound investments and building this sector
- Exploring the effects of partnering with governments

Heather Jackson, Head Socially Responsible Investments, **Cadiz Asset Management**, South Africa

Adrian Bertrand, ESG Manager, **Government Employees Pension Fund**, South Africa

Risk and regulation

15:00 Institutional investors' panel: Playing it safe in the world of the alternatives

- Criteria investors use when selecting funds
- How ready are international investors to allocate to emerging markets?
- What is the threshold post-crisis?
- What new terms and liquidity considerations exist?
- Top fund manager FAQs

Dale Lippstreu, Partner, **Maitland Fund Services**, South Africa

Eline Blaauboer, Investment Director, **TBL Mirror Fund**, Kenya

15:30 networking and afternoon refreshments

14:45 Case study: Opening Nigerian opportunities to the alternatives arena

- Regulators perspective on Hedge Funds and ETF's in Nigeria's market
- Future trends and plans for the Nigerian Market
- Accessing the Nigerian market early days for high returns

Folabi Esan, Partner, **Adelovi Capital Partners**, Nigeria

16:30 Panel session: Reducing the cost & risk of investing

- Regulation as a market stimulant and not a deterrent
- Protection and guidance not just for the investor but for the manager alike
- Alternative investment behaviour without liabilities
- Understanding recent legislative changes and how they will affect the investment arena

Lavinia Khangala, Director of Legal, **Jewellery Pension Fund**, South Africa

George Herman, Head Strategic Investing, **Citadel Asset Management**, South Africa

James Mworira, CEO, **Centum Investment**, Kenya

17:30 Chairperson's closing remarks and end of Alternative Investments day

Day Three - Commodities Day - Wednesday, 22nd of June 2011

07:30 Registration and welcome refreshments

08:30 Chairperson's opening remarks

Commodities outlook

08:45 **Opening keynote: Choosing the African vehicle for commodity super returns**



- Finding the correct commodities for maximum returns
- Evaluating long-term supply concerns and constraints
- Understanding major factors that will shape prices going forward
- The impact of increased investor flow into commodities on suppliers and prices

David Murrin, Chief Investment Officer, **Emergent Asset Management, United Kingdom**

09:15 **Keynote address: The right commodities at the right time**



- Assessment skills that put you in the right place at the right time
- Key geopolitical and environmental issues that could significantly impact commodity markets going forward
- Predicting and cushioning the effects of macro-economic movements

Fungai Tarirah, Head Africa Investments, **RMB Bank, South Africa**

09:45 **Keynote case study: Nigeria focus, effects of legislation amendments**



- The Nigerian market, legislation and changes and requirements
- Understanding the commodity trade in Nigeria and asset classes that are high yield
- Where to from here, how legislation is going to open up the Nigerian market space

Akeem Oyewale, CEO, **Stanbic bank IBTC Stockbrokers, Nigeria**

10:30 Morning refreshments and networking

Distribution and derivatives

11:00 **Panel session: Drivers for commodity trading**

- Understanding what is on the stock exchanges and why
- What drives trading and commodity prices?
- Consumer markets, knowing their demands and translating that to high returns
- Africa market trends in soft and hard commodities

Agbola Bolade, Executive Director, **Cash Craft Asset Management, Nigeria**

Bharat Kulkarni, Head Trading Operations, **Ethiopian Stock Exchange, Ethiopia**

OB Sisay, Head of Africa Research, **FM Capital Partners, United Kingdom**

11:45 **Determining optimal commodity allocation for a risk free institutional portfolio**

- Why should an institutional portfolio invest in commodities?
- Identifying your exposures and developing appropriate risk management strategies
- Successfully allocating to commodities as part of a larger portfolio

Michael Waller, Chief Investment Officer, **Praesidium Capital Management, South Africa**

12:15 **Panel session: Traditional high return commodity classes- Bourse perspective**

- Trends being seen on the African stock market, what a good commodity trader can see
- Investing in classes that have traditionally yielded high returns and still are

- Understanding short term and long term investment strategies in commodities

Michael Waller, Chief Investment Officer, **Praesidium Capital Management, South Africa**

Isaac Kwesu, Head of Investment Research and Advisory Services, **MMC Capital, Zimbabwe**

Bharat Kulkarni, Head Trading Operations, **Ethiopian Stock Exchange, Ethiopia**

12:45 Networking lunch

Commodities expose

14:00 **Case study: Direct investment in Africa's cash cow - agriculture**

- What are the unique issues investors should be aware of when looking at direct investments in agric and softs?
- How important will global food pressures be in pushing prices?
- What will offer the best returns in the short and long term – tobacco, soybeans, wheat, corns or cotton
- Overview of the Ethiopian coffee market and how to grow investment networks

Bharat Kulkarni, Head Trading Operations, **Ethiopian Commodities Exchange, Ethiopia**

14:45 **Case study: Zimbabwean equities, seeing the potential in Africa's re-emerging market**

- Understanding Zimbabwe country risk, the perception versus the reality on the ground
- Picking winners on the Zimbabwe Stock Exchange
- Where to from here, the Zimbabwean economy in 2011 and beyond

Rufaro Zengeni, Executive Director, **Interfin Securities, Zimbabwe**

15:30 **SPEED NETWORKING** networking and afternoon refreshments

16:00



This is your chance to enter into in depth discussions with your peers about core subjects that affect you in your day to day business.

Roundtable 1: Precious Metals

Roundtable 2: Oil

Roundtable 3: Agriculture

17:00 Chairperson's closing remarks and end of Commodities day



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Post Conference Workshops – Thursday, 23rd of June 2011

WORKSHOP I

The business case for social private equity

Objective

Introduction to the principles of social private equity: is it bankable? Delegates will be given an executive summary of a hypothetical investment project and asked to make decisions that will yield maximum social and financial profit. Delegates will also learn how the values of social private equity can be harnessed to improve traditional private equity models.

08:30 Registration and refreshments

09:00 Introduction

- Fundamentals of social private equity investments
- The context of social private equity

10:15 Private equity has no meaningful role in a developmental state

- Is this true?
- How can socially responsible investing achieve financially competitive performance?
- Panel debate on the value of socially responsible investing

11:15 Morning refreshments and networking

11:45 Social private equity investing in the social space

- Social private equity vs. conventional investments
- What level of commitment is needed from business to society?
- How does social private equity add value to existing private equity investment models?
- Does this asset class yield competitive value for investors?
- How do we measure returns?

12:45 Social investing

- Is this a viable alternative to philanthropy, charity and State interventions?

13:30 Networking lunch

14:30 Group case studies

- Break away groups
- Feedback
- Identifying winning investments
- Discussion

15:45 Afternoon refreshments and networking

16:15 The business case for mobilising capital to achieve transformative social impact

16:45 End of workshop

Your workshop leader



Ferdinand Niyimbanira University of KwaZulu Natal

Ferdinand holds a BCom degree (Business Finance and Economics), BCom Honours degree (Economics) and MCom (Economics) obtained in 2006, 2007 and 2009 respectively from same university.

WORKSHOP II

Understanding fund of funds

Objective

Innovation in the African private equity industry has seen the emergence of independent fund of fund providers at country, regional and pan-African levels. Hear about the opportunities and challenges of Africa's fund of fund pioneers.

09:00 Registration and refreshments

09:30 What is a fund of funds?

10:00 The case for a fund of funds

- In-house versus outsourced fund selection
- Are the double layer of fees worth it?
- When and when not to go the fund of fund (FOF) route

10:30 Morning refreshments and networking

11:00 Overview of African funds of funds

- South African FOF's
- West African FOF's
- Pan-African FOF's

12:30 Networking lunch

13:30 Fund of funds target investors

- Are DFI's FOF or FOF investors
- Examples of DFI investors in FOF
- Unlocking African pension funds
- Banks, insurance and other financial Investors
- Sovereign wealth funds
- Impact investors and foundations as FOF investors

14:00 Fund of funds target investors

- Fund investments
- Direct and co-investment
- Secondary investments
- FOF a vehicle for new fund start-ups

14:30 Fund of funds selection process

- FOF universe
- Selection criteria
- Due diligence for FOF's

15:00 Afternoon refreshments and networking

15:30 Policy environment for African fund of funds

- Regulatory and policy bodies
- Institutional framework
- Role of industry associations - ILPA, AVCA

16:00 Legal framework for fund of funds

16:45 End of workshop

Your workshop leader



Omaru Badara Sisay Head of Africa Research FM Capital Partners, United Kingdom

Omaru joined FMCP from Exclusive Analysis (EA), leading a global strategic intelligence company forecasting investment risks and opportunities across emerging markets.

Becoming a sponsor

Heads of ETFs, alternative investors and commodity funds have identified the following as major problems:

- Where to invest
- What products to invest in
- What strategies and vehicles to use
- What product distribution and duration to invest with
- How to penetrate and exit African markets

As their key challenges....

If you were to facilitate and resolve such challenges by exposing new opportunities being created by international investors coming into Africa and by demonstrating skills

then it's essential for you to be in Johannesburg 20 - 23 June 2011

Take advantage of this ONCE A YEAR opportunity and Come on board now! This is a unique opportunity for you to position yourself as a leader in the African market.

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Day 1 - EFT Day Day 2 - Alternative Investments Day Day 3 - Commodities Day Workshop 1 Workshop 2

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