

Natgrowth - Proudly African – I’Africa Iyathuthuka



NATGROWTH FUND



NATGROWTH



I’AFRICA IYATHUTHUKA

National and Africa Growth, Development and Investment Centre

NATVEST: NATGROWTH INVESTMENTS

GOING FOR GROWTH AND INVESTMENT 2009-2010

Implementing High-Impact Strategies, Projects and Investment Deals

31 MARCH – 2 APRIL 2009, GALLAGHER ESTATES, MIDRAND

YES WE ARE OVERCOMING THE GLOBAL CRISIS TOWARDS BROAD-BASED PROSPERITY

This Unique Programme **Aims to Implement High-Impact Growth Strategies, Projects and Investments**, Addressing Key Global and SA Challenges and Opportunities with Bold Strategic Leadership.

The Outcomes include **Bankable Business Plans, Practical Projects, Investment Funding & Implementation**, building on past Successes, with high impact on Growth, Job Creation, LED, BBBEE, SMME & Skills Development

Key Sectors include **Infrastructure, 2010, Tourism, Solar Energy, Trade & Industrial Centres, Housing, Agri-BEE, EPWP, ICT, LED, Transport, Education, Health and Integrated Social & Economic Development.**

Key Skills covered include **Strategic Management, Leadership, Business Planning, Budgeting, Financial Management, Investment, Marketing and Project Implementation**, with ongoing Monitoring & Evaluation.

Participants engage on **Work-related Projects** and may proceed to an International **Postgraduate Management** qualification. The Unique **Board-room Small Group Format** allows for intensive interaction, strategic networking, **partnerships and deal-making**, providing the **Keys to the Door** of business, career and economic development

DAY 1: NEW GLOBAL, NATIONAL, PROVINCIAL AND LOCAL GROWTH STRATEGIES AND PROJECTS

DAY 2: NEW INDUSTRIAL AND SECTOR GROWTH STRATEGIES, PROJECTS AND INVESTMENTS

DAY 3: NEW BUSINESS DEVELOPMENT STRATEGIES, PROJECTS AND INVESTMENT DEAL-MAKING NETWORK

PANELISTS AND PARTICIPANTS

CONFIRMED: Peter Ahmad **City of Joburg**, Zanele Monnakgotla, **DBSA**, Thami Twala **IDC SHIP**, Nelson Mongale **Advanced Manufacturing Centre**, Paul Maseko **Emoyeni Trading** Gauteng Transport, Chris Hart **Investment Solutions**, Peter Namingona **Llale & Co**, **SOLAR:** Andrew Etzinger, Cedric Worthmann **ESKOM**, Paul Vermeulen **City Power**, Theo Rautenbach **NASTEP**, Neriell Hurwitz **SUNTANK**, Lih-Wen Chu **Thebe Securities**.

PROVISIONAL: 2010 **LOC**, Andrew Makenete **ABSA**, Blue IQ, Itumeleng Kotsoane **DG Housing, DME, dti, Ekurhuleni, NEF, NW, KZN, Limpopo, Mpumalanga, Gauteng** Education, Local Gov, Housing, Sport, Tourism, **Ilembe, Raizcorp, Tshwane, SALGA, Samancor, KHULA, Kwikot, Matla, SESSA, Southern Cross, TIL**

INVITED: National, Provincial and Local Government, Business, CEF, IHS, Public Sector, Banks, Financial Institutions, Investors, Stakeholders, GEDA, GEP, GTA, Raizcorp, Supergroup, TradeInvest SA, Transnet.

Previous programmes: Presidency, Minister of Labour, ABSA, AFD, AfriVula, AIDC, ANC, Anglo, BAM-SA, Banking Council, Business Connexion, Business Partners, B-Tel, BUSA, Callforce, Cape Town, CENTLEC, CHAMSA, Coca Cola, COSATU, CSIR, Deloitte, DBSA, DEAT, DME, DOA, DOC, DOL, DOH, DOT, DME, DPE, DPLG, DPW, DSR, Dti, DWA, DIP, ECDC, ECSECC, EDI, Education, Ekta, Ekurhuleni, ELIDZ, ESKOM, Ethanol Africa, Embassies: French, German, Israel, UK, USA; Embizeni, Eskom, Ethanol Africa, FASSET, FDC, FNB, FEDUSA, GCIS, GEDA, GEP, GPF, GPG, GTKF, Hibiscus, IBM, ICASA, IDC, IDT, Innovation Hub, Interakt, Investec, Invest NW, Ithala, Jasco, Joburg, Khula, KZN Growth Fund, Land Bank, Liberty, LimDev, Llale, Lucent, M&R Badiri, Mandela Metro, Mangaung, Maxim, MboxOne, MEGA, MIDZ, MINTEK, NAAMSA, NAFCOC, NDA, Nedbank, NEF, NEDLAC, NEPAD, NMCF, NPI, NT, NWU, Okhahlamba, OR Thambo, PMR, MIDZ, Proudly SA, Rainbow, Resilient, SA Breweries, SABC, SACCOM, SACOB, SA Canegrowers, Samaita, SAIRR, SALGA, SARB, SEDA, SGI, SETA’s, Sisonke, SML, Southern Cross, Stanbic, Stats SA, Telkom, TECSA, TEP, TETA, Tiffany, TIL, TIKZN, TISA, Transnet, Ubuntu, Ugu, UKDFid, UKZN, UNDP, UYF, World Bank, XStrata, Yebo Coops

NATGROWTH is a leading **Growth, Development and Investment Centre, Driving Business** and Economic Development Programmes, Projects and Investments, as a **Strategic Partner**. **NATGROWTH GROUP** includes

© Natgrowth 3/23/2009 Tel 011-403-5483; Fax 011-403-3237 Email natgrowth@global.co.za

Natgrowth - Proudly African – I’Africa Iyathuthuka

NATGROWTH FUND, NATVEST, NatDevbank, Gti Global Trade & Industrial Centres, I’Africa Iyathuthuka, I’Africa Foundation (non-profit) and London School of Business SA. See: www.natgrowth.co.za; www.londev.co.za.

Executives: Eric Stillerman B SocSc BA Hons B Acc CA (SA) MA CEO, Artie Phatlane NDE COO, Allan Dendere* MBA H Dip Ed, Boniface Okanga* LLB Lon, MBA (final), Sphiwe Mathebula; Luxolo Ngcutshu DSM; Lisantias Mupambireyi BSc Econ Lon AMD IMM, Cameroon Shan* LLB Lon. **Non-exec:** Dr Colin Lawrence UK. (*Non-SA)

BIG 42 X10 = 420+ STRATEGIES AND FLYWHEEL PROJECTS

FOR 10 X BROAD-BASED GROWTH AND INVESTMENT

- FOR ALL 9 X 10+ PROVINCIAL GOVERNMENT DEPARTMENTS AND CLUSTERS
- FOR ALL 283 MUNICIPALITIES, DISTRICTS, COMMUNITIES AND STAKEHOLDERS
- FOR ALL BUSINESSES: **SMALL, MICRO, MEDIUM AND LARGE ENTERPRISES**
- FOR ALL FINANCIAL INSTITUTIONS, INVESTORS AND DEVELOPMENT AGENCIES

1. **Infrastructure:** Transport, Logistics, Construction, Housing and Expanded Public Works (EPWP)
2. **2010 Projects:** Stadia, Infrastructure, Tourism, Trade, Transport, ICT and Business Development
3. **Tourism:** 2010, Accommodation, Domestic & Global Business, Shopping, Trade and Leisure Tourism
4. **Trade: Gti Global Trade and Industrial Centres** in all Provinces serving SADC, Africa and beyond
5. **Energy: Solar** Roll-out, Demand Management, Sustainable Energy Supply and Procurement
6. **Integrated Housing,** Human Settlements, Property, Township and Shopping Centre Development
7. **Agriculture, Agri-BEE, Agro-processing, Hydroponics,** Land and Water Projects and Partnerships
8. **Call Centres / BPO&O / ICT** Projects with new incentives and more cost-effective telecom access
9. **Industrial Parks and IDZ’s:** Logistics, Distribution, Trade and Investment Projects in all Regions
10. **Industrial Policy Action Plan** Sector Projects & Incentives for Growth, Jobs and Competitiveness
11. **Bio-fuels:** Accelerating and Commercialising Sustainable Biofuel projects and by-products
12. **Automotive** and Components: new Strategies and Development Programmes in the Global Downturn
13. **Minerals, Metals and Beneficiation:** Diversification of downstream and sidestream value chains
14. **Value-added Manufacturing** Projects in all Sectors including
15. **Appliances** and Mass Consumer Goods
16. **Integrated Forestry,** Pulp, Paper and Wood Products
17. **Clothing, Textiles, Leather and Footwear** Products: adding value, reducing cost, niche markets
18. **Capital and Transport** Goods
19. **Chemicals,** Petro-chemicals, Plastics and Pharmaceuticals
20. **Creative Sectors:** Integrated into the lucrative Tourism, Media and Entertainment industries
21. **Integrated Social and Economic** Development Projects
22. **Comprehensive Model Healthcare** and Productive Social Services to eradicate poverty
23. **Pro-active Strategic Leadership Projects** and Active Partnerships for World Class Delivery
24. **Broad-based Growth Projects:** Integrating the “Second and First” Economies
25. **BBBEE: Accelerating BBBEE, SMME, Enterprise** and Coop Development and Procurement
26. **Accelerating Regional and Local Economic Development** Projects and Investment Initiatives
27. **Financing Growth: Growth Funds,** Partnerships, PPP Models, Pro-active Development Finance
28. **SMME, Cooperatives and Enterprise Development** Projects, Partnerships and Incentives
29. **HRDS: HR Development:** Bridging the Education and Skills Gap for Growth and Job Creation
30. **Macro-Economic Management** Projects for Balanced Sustainable Growth and Development
31. **Bold Marketing Projects: Positioning** SA, Provinces and Districts as Centres of the Action
32. **Spatial Development Corridor Projects** Expanding economic development all around the corridors

+ 10 X 10 PROVINCIAL, METRO AND LOCAL PROJECTS

33. **Gauteng PGDS and Spatial Projects**
34. **Global City Region Projects**
35. **City of Joburg Metro Spatial Development Programmes and Projects**
36. **Ekurhuleni Metro Projects**

Natgrowth - Proudly African – I’Africa Iyathuthuka

37. *Tshwane Metro Projects*

38. *Metsweding District Projects*

39. *Midvaal District Projects*

40. *Sedibeng District Projects*

41. *West Rand District Projects*

42. *GEDA, GEP and GTA Projects*

DAY 1: NEW GLOBAL, NATIONAL, PROVINCIAL AND LOCAL GROWTH STRATEGIES AND PROJECTS

08.00 Registration/Refreshments/Networking

08.30 OBJECTIVES AND OVERVIEW: GROWING BEYOND 2010 – YES WE ARE RECOVERING!

PROGRAMME DIRECTOR ERIC STILLERMAN CEO NATGROWTH & ALL PARTICIPANTS

- **Going for Broad-based Growth** and Prosperity in 2009-2010 and Beyond
- **Meeting Key Global, National and Local** Challenges and Opportunities
- **Strategic Leadership**, Confidence and Direction in Dynamic environment
- **Business Development Strategies, Projects**, Finance and Investment Opportunities
- **Sustainable Job Creation**, Skills and SMME Development
- **The Big 420 + Projects** and Investment Initiatives
- **Finance and Investment:** Unlocking R700b Public and R700b Private Sector Funds
- **Implementation and Management:** Action Plans for Real Results
- **Participant Objectives:** Key Issues, Strategies, Projects and Funding Requirements

09.15 NEW GLOBAL AND NATIONAL GROWTH STRATEGIES, PROJECTS AND INVESTMENTS

LIH-WEN CHU, THEBE SECURITIES, INTERNATIONAL ECONOMIST

- **New Global and National Economic** Scenarios, Strategies and Projects
- **New Macro-Economic** Strategies, Budget and Public Sector Investment Projects
- **New Investment Strategies and Projects** Towards and Beyond 2010
- **New Employment** Creation and Retention Strategies and Projects

10.00 Morning Refreshments/Networking

10.30 NEW PROVINCIAL GROWTH STRATEGIES, PROJECTS AND INVESTMENTS

PANEL INVITED: ECONOMIC CLUSTER, DEPT OF LOCAL GOVERNMENT

- **New Global City Region Projects: Integrating All Provinces and Districts**

11.15 NEW METRO, DISTRICT AND LOCAL IDP, LED AND SPATIAL STRATEGIES & PROJECTS

- **New City of Joburg Spatial Development Programmes and Projects**

PETER AHMAD, CITY OF JOBURG DEVELOPMENT PLANNING

12.00 FIFA WORLD CUP 2010 AND TOURISM STRATEGIES AND PROJECTS

PANEL INVITED: 2010 LOCAL OFFICES, HOST CITIES, DEAT, SRSA

- **New Stadia and Infrastructure Projects**
- **New Tourism and Trade Projects**
- **New Business Development Projects** and Procurement Opportunities

13.00 Lunch/Networking

14.00 INFRASTRUCTURE PROGRAMMES AND PROJECTS

- **New Transport, Public Works and EPWP Projects**
Provisional: Gauteng Dept of Public Transport, Roads and Works

Natgrowth - Proudly African – I’Africa Iyathuthuka

- **New Construction Projects**
Peter Namingona, Liale & Company

15.00 Afternoon Refreshments/Networking

15.30 WORKSHOPS: BUSINESS PROJECT PLANNING, IMPLEMENTATION AND INVESTMENT
ALL PARTICIPANTS, PROGRAMME DIRECTOR

16.15 DISCUSSION AND CONCLUSIONS
ALL PARTICIPANTS, PROGRAMME DIRECTOR

17.00 Closure

DAY 2: NEW INDUSTRIAL AND SECTOR GROWTH AND INVESTMENT STRATEGIES AND PROJECTS

08.00 Registration/Refreshments/Networking

08.30 GROWTH AND INVESTMENT OUTLOOK AND STRATEGIES
CHRIS HART, INVESTMENT SOLUTIONS

09.00 AGRI-BEE, AGRI-BUSINESS AND BIOFUEL STRATEGIES AND PROJECTS
ANDREW MAKENETE, ABSA AGRI-BUSINESS UNIT

10.00 Morning Refreshments/Networking

10.30 SOLAR WATER HEATER ROLL-OUT STRATEGIES: OVERVIEW, UPDATE, KEY ISSUES
CEDRIC WORTHMANN, ESKOM Renewable Portfolio Manager
ANDREW ETZINGER, ESKOM Marketing and Communications Manager

11.15 SOLAR ROLLOUT, MARKETING, FINANCING AND SUPPLY CHAIN MANAGEMENT
THEO RAUTENBACH, NASTEP Director
NERIEL HURWITZ, SUNTANK Marketing and Business Development
INVITED: CEF, DBSA, KWIKOT, SESSA AND OTHER INDUSTRY REPRESENTATIVE/S

12.00 SOLAR ROLLOUT PROJECTS: PANEL DISCUSSION AND CONCLUSIONS
ALL PARTICIPANTS, CEF, DBSA, ESKOM, NASTEP, SESSA, SUNTANK, CITY POWER

12.30 STRATEGIC HIGH IMPACT PROJECTS AND INVESTMENTS (SHIP)
ZANELE MONNAKGOTLA, THAMI TWALA, IDC SHIP PROGRAMME

13.30 Lunch/Networking

14.15 INTEGRATED HOUSING AND PROPERTY DEVELOPMENT PROJECTS

Natgrowth - Proudly African – I’Africa Iyathuthuka

PANEL INVITED: DEPARTMENT OF HOUSING, PROPERTY DEVELOPERS, BANKS, DBSA, INTERNATIONAL HOUSING SOLUTIONS

15.00 Afternoon Refreshments/Networking

15.15 INVESTMENT FUNDING AND DEAL-STRUCTURING

BETHUEL NETSHISWINZHE, DBSA REGIONAL MANAGER

16.00 NEW TRADE AND INDUSTRIAL SECTOR PROJECTS

PANEL INVITED: KHAYA NCGAKA, MALEBO MABITJE-THOMPSON, DTI

NELSON MONGALE, ADVANCED MANUFACTURING CENTRE, NCPG AND NWPG

17.00 DISCUSSION AND CONCLUSIONS

- **BUSINESS PROJECTS**
- **INVESTMENT DEALS**
- **IMPLEMENTATION ACTION PLANS**

18.00 Closure

DAY 3: NEW BUSINESS DEVELOPMENT STRATEGIES, PROJECTS, FINANCE AND INVESTMENT DEAL-MAKING NETWORK

08.00 Registration/Refreshments/Networking

08.30 NEW BUSINESS AND ENTERPRISE DEVELOPMENT STRATEGIES AND PROJECTS

PANEL INVITED: RAIZCORP, NATGROWTH, PROGRAMME DIRECTOR

- **BUSINESS PLANNING FOR VIABILITY, BANKABILITY AND SUSTAINABILITY**
- **PROJECT PACKAGING, PARTNERSHIPS AND INVESTMENT PROPOSALS**

09.15 GLOBAL TRADE AND INDUSTRIAL CENTRES

PANEL INVITED: SUPERGROUP MICOR, GTi, TRADE & LOGISTICS SECTOR

10.00 Morning Refreshments/Networking

10.30 FINANCE AND INVESTMENT DEAL-MAKING

PANEL INVITED: BANKS, DFI'S, DBSA, IDC, KHULA, NEF, OTHER

- **BANKABLE BUSINESS PLANS, CASHFLOWS AND FINANCIAL MANAGEMENT**
- **TYPES OF FINANCE: EQUITY, STRUCTURED, LOANS, ASSET AND TRADE FINANCE**
- **INVESTMENT PROPOSALS, CRITERIA AND DUE DILIGENCE**
- **MOU'S, DEALS, CONSORTIUMS, PARTNERSHIPS, STRUCTURES AND DRIVERS**

11.30 INVESTMENT DEAL-MAKING WORKSHOP

ALL PARTICIPANTS, PROGRAMME DIRECTOR

- BUSINESS INVESTMENT DEALS
- BBEE INVESTMENT DEALS
- NATGROWTH FUND AND NATVEST INVESTMENT DEALS



NATGROWTH



I’AFRICA IYATHUTHUKA

12.30 Lunch/Networking

13.30 TOURISM AND CREATIVE SECTOR STRATEGIES AND PROJECTS

DORIS WöRFUL, CEO, SOUTHER CROSS GROUP

14.15 WORKSHOPS: OTHER SECTOR STRATEGIES AND PROJECTS

- GEOGRAPHICAL INFORMATION SYSTEMS *ESKOM GIS TEAM*
- ICT, BPO&O AND CALL CENTRE STRATEGIES AND PROJECTS
- PROPERTY AND TOWNSHIP DEVELOPMENT
- EDUCATION AND SKILLS DEVELOPMENT
- INTEGRATED SOCIAL AND ECONOMIC DEVELOPMENT

15.15 Afternoon Refreshments/Networking

15.30 WORKSHOP: IMPLEMENTATION AND CONCLUSIONS

- IMPLEMENTATION AND MANAGEMENT ACTION PLANS
- PROJECT AND FINANCIAL MANAGEMENT
- THE WAY FORWARD: FOLLOW-UP PROCESSES

17.00 Closure



NATGROWTH FUND

National and Africa Growth, Development and Investment Centre

REGISTRATION FORM AND TAX INVOICE

Fax 011-403-3237; Tel 011-403-5483; Email: natgrowth@global.co.za

Attention: Artie Phatlane _____ Allan Dendere _____ Sphiwe Mathebula _____
Luxolo Ngcuthushe _____ Boniface Okanga _____ Eric Stillerman _____

Contact Name _____ Position _____

Organisation _____ Department _____

Tel _____ Fax _____

Cell _____ Email _____

Postal Address _____ Code _____

We wish to Participate as follows: ✓ Delegates _____ Number of Delegates _____

Speakers _____ specify _____ Sponsors _____ specify _____

___ 31 March – 2 April National & Gauteng ___ 05-07 May Free State ___ 02-04 June Limpopo

© Natgrowth 3/23/2009 Tel 011-403-5483; Fax 011-403-3237 Email natgrowth@global.co.za

Natgrowth - Proudly African – I’Africa Iyathuthuka

___ **30 June – 2 July North West**

___ **28-30 July Mpumalanga**

___ **25-27 Aug Northern Cape**

___ **22-24 Sep Eastern Cape**

___ **27-29 Oct KwaZulu-Natal**

___ **24-26 Nov Western Cape**

Fees (Incl Vat) **1 Day** R2 500 (R2 850); **2 Days** R5 000 (R5 700) **Day 3** R1100 (R1254) **3 Days** R6 100 (R6 954)

Discounts **2 - 4 Delegates -10%; 5 - 10 Delegates -20%; 11+ Delegates and Special Rates on inquiry**

Delegates **Day 1** _____ **Day 2** _____ **Day 3** _____ **All 3 Days** _____

Total Number _____ Delegates x _____ Days x Fee above R_____ R_____

Discount _____%: see above - R_____

Fees ex Vat R_____

Vat 14% Vat Reg: 4430141921; Your Vat Reg No:_____ R_____

TOTAL FEES Payable in Advance R_____

BANK DETAILS NATGROWTH, NEDBANK, BUSINESS CENTRAL BRANCH 128405, ACC 1284046540

CREDIT CARD Cardholder:_____ Expiry:___/____ Type: ✓ Visa_____ Master_____

Card number:_____ CCV:_____ Amount: R_____

Signature:_____ ✓Straight:___ Budget:___ Months:_____

NOTE Investment, Finance, Project and Partnership facilitation is available during and after the programme with market-related facilitation fees and options for partnership participation.

PARTICIPANTS Please indicate special diet, health or other requirements - on a separate page if necessary

Name	Position	Tel / Cell	Fax	Email