



**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*

**CENTRAL REGION: FREE STATE, GAUTENG, KZN, N CAPE, N WEST, LESOTHO, OTHER**

**19-21 MAY 2009, CITY LODGE, CR. NELSON MANDELA DRIVE, BLOEMFONTEIN**

**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 Needs, Challenges and Opportunities, with Bold Strategic Leadership. The Programme provides the **Direction** to move from the Global Crisis and the **Elections** towards & beyond 2010

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

**Priority Sectors** include **Infrastructure, 2010, Tourism, Solar Energy, Trade & Industrial Centres, Minerals, Agri-BBEE, EPWP, ICT, LED, Transport, Housing, Education, Health and Social Development**

**Key Skills** covered include **Strategic Management, Leadership, Business Planning, Budgeting, Financial Management, Investment, Marketing, Project Finance and Implementation**

**Participants** engage on **Work-related Projects** and may proceed to an International **Postgraduate Management** qualification. The **Board-room Small Group Format** allows intensive interaction, strategic networking, **partnerships and deal-making**, the **Keys to the Door** of business 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: DEPT. OF LOCAL GOV & HOUSING, PUBLIC ENTERPRISES, PROVISIONAL: ESKOM, FDC, FIPA, DME, DPW, MTN, SEDA. INVITED: PRESIDENCY, THE HON PREMIER, MEC’S AND HOD’S, National, Provincial and Local Government, 2010 Local Committee, ABSA, AGRI-SA, AMC, BUSA, CHAMBERS, CENTLEC, DBSA, FET’S, FDC, FNB, IDC, IHS, Investors, Jewellery Cos, Khula, Mining Companies, NAFCOC, NEF, SAB, SALGA, SASOL, SETAS, Thebe, 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, DWAF, DIPA, 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, Liale, 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 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](http://www.natgrowth.co.za); [www.londev.co.za](http://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 stage), Luxolo Ngcuthushe DSM; Lisaniyas 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. **Agriculture, Agri-BEE, Agro-processing, Hydroponics,** Land and Water Projects and Partnerships
6. **Energy: Solar** Roll-out, Demand Management, Sustainable Energy Supply and Procurement
7. **Integrated Housing,** Human Settlements, Property, Township and Shopping Centre Development
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 bye-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, REGIONAL AND LOCAL PROJECTS**

33. **EASTERN CAPE**
34. **FREE STATE**
35. **GAUTENG**
36. **KWA-ZULU NATAL**
37. **LIMPOPO**
38. **MPUMALANGA**
39. **NORTHERN CAPE**
40. **NORTH WEST**
41. **WESTERN CAPE**
42. **SADC**

**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 a Dynamic environment
- **New Investment Strategies and Projects** Towards and Beyond 2010
- **New Job Creation, Skills and SMME** Development Strategies
- **Business Development Strategies, Projects**, Finance and Investment Opportunities
- **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

**09.15 WORKSHOP: Objectives**, Vision, Needs, Key Issues, Strategies, Projects and Funding

10.00 Morning Refreshments/Networking

**10.30 NEW GLOBAL AND NATIONAL GROWTH AND INVESTMENT SCENARIOS**

***PANEL INVITED: PRESIDENCY, ECONOMIC CLUSTER, NATGROWTH***

- **New Global and National Economic** Scenarios, Strategies and Projects
- **New Macro-Economic** Strategies, Budget and Public Sector Investment Projects
- **ASGISA AND JIPSA** Annual Reports and Way Forward
- **New Planning Commission** Objectives, Scope and Processes

**11.30 PROVINCIAL AND LOCAL GROWTH AND INVESTMENT STRATEGIES AND PROJECTS**

***Dr Henning Stapelberg, Manager: Land Use Capacity Building and Special Projects***

***Christo van Vuuren, Town Planner, Dept of Local Government & Housing***

***PANEL INVITED: PROVINCIAL & LOCAL ECONOMIC AND SOCIAL CLUSTERS***

**12.30 MESSAGE OF WELCOME**

***INVITED: THE HON PREMIER E. S. (ACE) MAGASHULE OR HIS REPRESENTATIVE***

13.00 Lunch/Networking

**14.00 INFRASTRUCTURE AND PUBLIC ENTERPRISE PROJECTS**

***LITHA MCWABENI, SPECIAL ADVISOR TO MINISTER OF PUBLIC ENTERPRISES***

**14.45 FIFA WORLD CUP 2010 AND TOURISM STRATEGIES AND PROJECTS**

***PANEL INVITED: 2010 LOCAL OFFICE AND HOST CITIES***

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

15.30 Afternoon Refreshments/Networking

**16.00 DISCUSSION AND CONCLUSIONS**

17.00 Closure

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

08.00 Registration/Refreshments/Networking

**08.30 INDUSTRIAL SECTOR STRATEGIES, PROJECTS AND INVESTMENT: OVERVIEW**

*PANEL INVITED: the dti, ECONOMIC CLUSTER, PROGRAMME DIRECTOR*

**09.15 AGRI-BEE, AGRI-BUSINESS AND BIOFUEL STRATEGIES AND PROJECTS**

*PANEL INVITED: ANDREW MAKENETE, ABSA, AGRI-SA, DEPT OF AGRICULTURE*

10.00 Morning Refreshments/Networking

**10.30 MINERALS, BENEFICIATION AND ENERGY PROJECTS AND INVESTMENTS**

*PANEL INVITED: DME, ESKOM, CENTLEC, MINING COMPANIES, JEWELLERY COUNCIL*

**11.30 SOLAR WATER HEATER ROLL-OUT STRATEGIES AND PROJECTS**

*PANEL INVITED: CEDRIC WORTHMANN, ESKOM Renewable Portfolio Manager*

*MARIE ROUX, DPE SOLAR Project Consultant*

*CEF, COBRA, DBSA, ESKOM, KWIKOT, NEA, NERSA, SESSA, SUNTANK*

12.30 Lunch/Networking

**13.30 NEW TRADE AND INDUSTRIAL PROJECTS**

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

*NELSON MONGALE ADVANCED MANUFACTURING CENTRE*

*GTi, GLOBAL TRADE AND INDUSTRIAL CENTRES*

**14.30 ICT, BPO&O AND CALL CENTRE PROJECTS**

*PANEL INVITED: DOC, TELKOM,*

15.15 Afternoon Refreshments/Networking

**15.30 INTEGRATED HOUSING AND PROPERTY DEVELOPMENT PROJECTS**

*PANEL INVITED: DEPT OF HOUSING, INTERNATIONAL HOUSING SOLUTIONS*

**16.15 WORKSHOP DISCUSSION: OTHER SECTORS AND PROJECTS**

- IDP AND LED PROJECTS
- TOURISM AND CREATIVE SECTOR STRATEGIES AND PROJECTS
- INTEGRATED SOCIAL AND ECONOMIC SECTORS
- EDUCATION AND SKILLS DEVELOPMENT
- INTEGRATED HEALTHCARE STRATEGIES AND PROJECTS

**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 DEVELOPMENT STRATEGIES AND PROJECTS**

*ERIC STILLERMAN, CEO NATGROWTH*

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

**09.15 WORKSHOP: BUSINESS PLANNING AND DEVELOPMENT**

*PANEL INVITED: FDC, SEDA, NATGROWTH, OTHER*

10.00 Morning Refreshments/Networking

**10.30 FINANCE AND INVESTMENT DEAL-MAKING**

*PANEL INVITED: BANKS, FDC, 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 WORKSHOP: FINANCE AND INVESTMENT DEAL-MAKING**

*ALL PARTICIPANTS, PROGRAMME DIRECTOR*

12.30 Lunch/Networking

**13.30 WORKSHOP: OTHER SECTORS AND BUSINESS OPPORTUNITIES**

- 2010 BUSINESS OPPORTUNITIES
- BBBEE AND ENTERPRISE DEVELOPMENT
- SMME'S, COOPS AND SECOND ECONOMY DEVELOPMENT
- GLOBAL TRADE AND INDUSTRIAL CENTRES

15.00 Afternoon Refreshments/Networking

**15.30 WORKSHOP: OTHER SECTORS AND BUSINESS OPPORTUNITIES**

- HOUSING AND PROPERTY DEVELOPMENT
- ICT, BPO&O AND TELECOMS PROJECTS
- TOURISM AND CREATIVE SECTORS

**16.15 WORKSHOP: IMPLEMENTATION AND CONCLUSIONS**

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

17.00 Closure



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**REGISTRATION FORM AND TAX INVOICE**

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**Attention:** Allan Dendere\_\_\_Artie Phatlane\_\_\_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\_\_\_\_\_

Complete: 31 March – 2 April National & Gauteng

\_\_\_19-21 May Central F State, N Cape, N West, KZN \_\_\_23-25 June Northern Limpopo, N West, Mpu, SADC

\_\_\_28-30 July Eastern Mpumalanga, SADC \_\_\_25-27 Aug Western N Cape, N West, Namibia, SADC

\_\_\_22-24 Sep Eastern Cape \_\_\_27-29 Oct KZN \_\_\_24-26 Nov W Cape \_\_\_9-10 Dec SADC

**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** Early-bird Payment by 29/04/09 -10%; 2-4 Del -10%; 5-10 Del -20%; 11+ Del & Others 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 to NATGROWTH 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