



We have pleasure in *inviting you and colleagues* to participate in the

**STRATEGIES FOR GROWTH, DEVELOPMENT,  
INVESTMENT AND MANAGEMENT**

**OBJECTIVES**

- ❖ **To Accelerate Broad-based Growth**, Development and Prosperity
- ❖ **To Mobilize Investment and Funding** of High Impact Projects
- ❖ **To Drive Implementation** with World Class Management

**OUTCOMES**

- ❖ **Practical High Impact Projects** and Implementable Strategies
- ❖ **Bankable Business Plans** and Investment Funding
- ❖ **Real Growth, Employment** and Business Development

**SECTORS**

**Infrastructure, Transport, Energy, Green Industries, ICT, Mobile, Trade, Industry, “Turning Townships into Cities”**, Agriculture, Rural Development, Minerals and Beneficiation, Tourism, Financial Services, Human Settlements, Property Development, Education, Health, Social Development & Water

**DAY 1: GROWTH, DEVELOPMENT AND INVESTMENT STRATEGIES AND PROJECTS**

**DAY 2: INDUSTRY SECTOR STRATEGIES AND PROJECTS**

**DAY 3: BUSINESS DEVELOPMENT, FINANCE AND IMPLEMENTATION**

**WHO SHOULD ATTEND**

All Leaders, Executives, CEO's, DG's, Directors, Managers, Decision-makers, Entrepreneurs, Bankers, Investors, Business Developers, Marketers, Labour, Professionals others in the Public & Private Sectors

**Previous Participants** include representatives of Government, Business and other Stakeholders including ABSA, AFD, ANC, Anglo, BAM-SA, Banking Council, Business Connexion, Business Partners, BUSA, Callforce, Cape Town, Coca Cola, COSATU, CSIR, Deloitte, DBSA, dti, DIPA, ECDC, ECSECC, EDI, Education, Ekta, Ekurhuleni, ELIDZ, ESKOM, Exarro, Embassies: French, German, Israel, UK, USA; Eskom, FNB, FEDUSA, GCIS, GEDA, GEP, GPF, GPG, GTKF, IBM, ICASA, IDC, IDT, Innovation Hub, Interakt, Investec, Invest NW, Ithala, Jasco, Joburg, Khula, Lafarge, Land Bank, Liberty, LimDev, Liale, Lucent, M&R Badiri, Mandela Metro, Mangaung, Maxim, MboxOne, MEGA, MIDZ, MINTEK, MTPA, NAAMSA, NAFCOC, NDA, Nedbank, NEF, NEDLAC, NEPAD, NMCF, NPI, NT, NWU, Okhahlamba, OR Thambo, PMR, Proudly SA, Rainbow, Resilient, SAB, SABC, SACOB, SAIRR, SALGA, SARB, SEDA, SGI, SETA's, SML, Smiths, Southern Cross, Stanbic, Stats SA, Telkom, TECSA, TEP, TETA, TIL, TIKZN, TISA, Tongaat Hullett, Transnet, UKDfid, UNDP, UYF, World Bank, XStrata

**NATGROWTH** is a **Growth, Development and Investment Centre**, facilitating Programmes, Projects, Investments and Support Services as Partners with all Stakeholders - The original **ECODESA**: Economic Codesa. **NATGROWTH GROUP** includes NATVEST, NATGROWTH FUND, l'Africa lyathuthuka & Foundation (non-profit). Associate **London School** of Business SA provides tuition in SA for international qualifications recognised by SAQA, established 1993. See [www.natgrowth.co.za](http://www.natgrowth.co.za); [www.londev.co.za](http://www.londev.co.za); **Executives**: Eric Stillerman B SocSc CA (SA) MA CEO, Artie Phatlane NDE COO, Tumelo Lekgetho H. Dip Man; Lee Mupambireyi\* BSc Econ Lon AMD, IMM **Non-exec**: Dr Colin Lawrence\* \*Non-SA

## DAY 1 GROWTH, DEVELOPMENT AND INVESTMENT STRATEGIES AND PROJECTS

08.00 Registration/Refreshments/Networking

### 08.30 INTRODUCTION, OBJECTIVES AND OVERVIEW

*PROGRAMME DIRECTOR, ERIC STILLERMAN, CEO NATGROWTH*

*INTERACTIVE ENGAGEMENT: ALL PARTICIPANTS*

- Vision and Objectives
- Broad-based Growth and Investment
- Towards a Prosperous Africa
- The Diamond of Development
- High-impact Projects
- World-Class Leadership



### 09.00 GAUTENG INFRASTRUCTURE DEVELOPMENT STRATEGIES AND PROJECTS

*QEDANI MAHLANGU, MEC INFRASTRUCTURE DEVELOPMENT, GAUTENG*

10.00 Morning Refreshments/Networking

### 10.15 ECONOMIC GROWTH, INVESTMENT AND EMPLOYMENT OUTLOOK AND STRATEGIES

*PANEL INVITED: CHRIS HART AND OTHER LEADING ECONOMISTS*

### 11.15 NATIONAL GROWTH, DEVELOPMENT AND INVESTMENT PROGRAMMES AND PROJECTS

NATIONAL DEVELOPMENT PLAN, NATIONAL GROWTH PATH, IPAP, NEPAD, OTHER

*PANEL INVITED: PRESIDENCY, NPC, NEDLAC, NEPAD, DED*

### 12.15 REGIONAL, PROVINCIAL & LOCAL GROWTH & DEVELOPMENT STRATEGIES & PROJECTS

*PANEL INVITED: NEPAD, PREMIERS, MAYORS, MM'S, ECONOMIC CLUSTER, COGTA*

13.15 Lunch/Networking

### 14.00 TRANSPORT, TRADE AND LOGISTICS PROJECTS

*PANEL INVITED: TRANSNET, DEPARTMENTS OF TRANSPORT & PUBLIC ENTERPRISES*

15.00 Afternoon Refreshments/Networking

### 15.30 ENERGY AND GREEN ECONOMY PROJECTS

*GREEN ECONOMY INVESTMENT: SOLAR, WIND, HYDRO, GAS, OTHER PROJECTS*

*PANEL INVITED: ESKOM, DOE, IDC, SESSA, SAISA*

### WATER STRATEGIES AND PROJECTS

*INVITED: DEPARTMENT OF WATER AFFAIRS*

### 16.30 DISCUSSION AND CONCLUSIONS

*ALL PARTICIPANTS*

17.00 CLOSURE

## DAY 2 INDUSTRY SECTOR STRATEGIES AND PROJECTS

08.00 Registration/Refreshments/Networking

**08.30 TRADE AND INDUSTRIAL DEVELOPMENT STRATEGIES, PROJECTS AND INCENTIVES  
INDUSTRIAL POLICY ACTION PLAN - IPAP 5**

***INVITED: GARTH STRACHAN, CLEMENT MANOKO DTI COMMUNICATIONS***

10.00 Morning Refreshments/Networking

**10.30 TRADE: WHOLESALE, RETAIL, LOCAL, AFRICA AND GLOBAL**

***PANEL INVITED: DTI, AFRICA SHOPPING NETWORK, MASSMART, OTHER***

**11.30 ICT, TELECOMS, BPS, DIGITAL, MOBILE AND KNOWLEDGE INDUSTRIES**

***PANEL INVITED: DOC, VODACOM, DIGITAL SYSTEMS GROUP, OTHER***

12.30 Lunch/Networking

**13.30 PARALLEL SESSIONS**

**AGRICULTURE, RURAL DEVELOPMENT, WATER AND FORESTRY**

***PANEL INVITED: DEPT OF AGRICULTURE, RURAL DEVELOPMENT, WATER & FORESTRY***

**MINERALS AND BENEFICIATION: BEYOND MARIKANA**

***PANEL INVITED: CHAMBER OF MINES, MINING HOUSES, DMR, LABOUR***

**MANUFACTURING STRATEGIES, PROJECTS AND OPPORTUNITIES**

***PANEL INVITED: MANUFACTURING SPECIALISTS, LABOUR***

**TOURISM AND CREATIVE INDUSTRIES STRATEGIES AND PROJECTS**

***PANEL INVITED: DEPT OF TOURISM, PRIVATE SECTOR, LABOUR***

15.00 Afternoon Refreshments/Networking

**15.30 SOCIAL SECTORS: INFRASTRUCTURE, FUNDING, MANAGEMENT, SERVICE DELIVERY**

***PARALLEL SESSIONS PANELS INVITED: PUBLIC AND PRIVATE SECTORS, LABOUR***

**HUMAN SETTLEMENTS & PROPERTY DEVELOPMENT: TURNING TOWNSHIPS INTO CITIES**

**EDUCATION AND SKILLS DEVELOPMENT**

**HEALTH AND SOCIAL DEVELOPMENT**

**17.00 DISCUSSION AND CONCLUSIONS**

17.30 CLOSURE

## **DAY 3: BUSINESS DEVELOPMENT, INVESTMENT AND IMPLEMENTATION**

08.00 Registration/Refreshments/Networking

### **08.30 BUSINESS PLANNING AND ENTERPRISE DEVELOPMENT STRATEGIES AND PROJECTS** *ERIC STILLERMAN, CEO NATGROWTH*

- **BUSINESS STRATEGY** AND PLANNING FOR VIABILITY AND SUSTAINABILITY
- **PROJECT PACKAGING**, PARTNERSHIPS AND INVESTMENT PROPOSALS
- **BANKABLE BUSINESS PLANS**, FINANCIAL MANAGEMENT AND STRUCTURING

### **09.15 WORKSHOP: STRATEGIC BUSINESS PLANNING AND DEVELOPMENT** *ALL PARTICIPANTS, CHAMBERS OF COMMERCE*

10.00 Morning Refreshments/Networking

### **10.30 INVESTMENT AND FINANCING STRATEGIES**

*PANEL INVITED: BANKS, DBSA, IDC, GGDA, GEP, NEF, KHULA, NATVEST*

- **TYPES OF FINANCE: EQUITY, STRUCTURED, LOANS, OTHER**
- **FINANCIAL STRUCTURING AND CORPORATE FINANCE**
- **INVESTMENT FACILITATION, PROPOSALS AND DEAL-MAKING**

### **11.30 ENTERPRISE MOBILITY FOR GROWTH IN VOLUMES, VALUE AND BOTTOMLINE** *INVITED: ALLISON SINGH, VODACOM GAUTENG SALES MANAGER*

12.30 Lunch/Networking

### **13.30 PERFORMANCE MANAGEMENT, IMPLEMENTATION, MONITORING AND EVALUATION** *PANEL INVITED: PRESIDENCY, LEADERSHIP AND MANAGEMENT SPECIALISTS*

- **STRATEGIC ACTION PLANS**
- **PERFORMANCE MANAGEMENT**
- **IMPLEMENTATION, TARGETS AND TIMEFRAMES**
- **KEY PERFORMANCE AREAS AND INDICATORS**
- **MONITORING AND EVALUATION**

### **14.30 MENTORSHIP AND CUSTOMER RELATIONSHIP MANAGEMENT (CRM)** *GARY E SEGAL [www.garyesegal.com](http://www.garyesegal.com)*

15.00 Tea / Coffee / Networking

### **15.30 DISCUSSION AND CONCLUSIONS**

- **WORKING GROUPS**
- **PARTNERSHIPS**
- **WAY FORWARD**
- **FOLLOW-UP INITIATIVES**
- **PROGRAMME EVALUATION AND FEEDBACK**

16.30 **CLOSURE**