



**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**

**LIMPOPO, SADC AND NORTHERN REGION**

**23-25 JUNE 2009, OASIS LODGE POLOKWANE**

**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 Strategic Direction to move from the Global Crisis towards and beyond 2010.

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

**Priority Sectors** include **Infrastructure, 2010, Tourism, Trade and Industrial Centres, Minerals, Energy, Agri-BBBEE, Rural Development, 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 INVITED**

**THE PRESIDENCY, OFFICE OF THE PREMIER, MINISTERS, MECs, HODs, National, Provincial and Local Government Councillors and Officials, 2010 Organisers, ABSA, AGRI-SA, AMC, BAM-SA, BANKS, BUSA, CHAMBERS, DBSA, ESKOM, FNB, IDC, Investors, Khula, LIMDEV, NAFCOC, NEF, SAB, SAICA, SALGA, SEDA. SETAS, TIL, 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; Lisianas Mupambireyi BSc Econ Lon AMD IMM, Cameroon Shan\* LLB Lon. **Non-exec:** Dr Colin Lawrence UK. \*Non-SA

## Natgrowth - Proudly African – I’Africa Iyathuthuka

### **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 into 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 & STRATEGIES**

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

- **New Global and National Economic** Scenarios, Strategies and Projects
- **New Macro-Economic** Strategies, Budget and Public Sector Investment Projects
- **STATE OF THE NATION, TOP 10 PRIORITIES**, POA, ASGISA AND JIPSA
- **New Planning Commission** Objectives, Scope and Processes

**11.30 REGIONAL, PROVINCIAL & LOCAL GROWTH & INVESTMENT STRATEGIES & PROJECTS**

***PANEL INVITED: THE PREMIER, DR C WHITE OFFICE OF THE PREMIER, DUKE MODJADJI ECONOMIC DEVELOPMENT***

- **Provincial Planning Commission: New Strategies, Projects and Priorities**
- **State of the Province and GDS Review**
- **SADC Regional Development and Rebuilding the Zimbabwe Economy**

12.30 Lunch/Networking

**13.30 INFRASTRUCTURE PROJECTS AND EXPANDED PUBLIC WORKS PROGRAMMES**

***PANEL INVITED: INFRASTRUCTURE DEVELOPMENT, CONSTRUCTION SECTOR***

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

***PANEL INVITED: 2010 ORGANISING COMMITTEE, BAM-SA 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: ECONOMIC CLUSTER, PROGRAMME DIRECTOR*

**09.15 PROVINCIAL INDUSTRIAL CLUSTER STUDIES AND STRATEGIES**

*PANEL INVITED: DEPARTMENT OF ECONOMIC DEVELOPMENT*

10.00 Morning Refreshments/Networking

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

*PANEL INVITED: AGRI-SA, DEPT OF AGRICULTURE*

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

*PANEL INVITED: DEPT. OF MINERALS, ENERGY, ESKOM, MINING COMPANIES*

**12.00 NEW TRADE AND INDUSTRIAL CENTRE PROJECTS**

*PANEL INVITED: DTI, GTI GLOBAL TRADE AND INDUSTRIAL CENTRES*

13.00 Lunch/Networking

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

*OFFICE OF PREMIER, STRATEGIC IT PROJECTS, REUBEN RAMMBUDA,*

*PANEL INVITED: DOC, TELKOM*

15.00 Afternoon Refreshments/Networking

**15.15 PROVINCIAL AND LOCAL INVESTMENT OPPORTUNITIES**

*PANEL INVITED: TRADE AND INVESTMENT LIMPOPO, LIMDEV*

**16.00 WORKSHOP DISCUSSION**

**OTHER SECTORS AND PROJECTS**

- IDP AND LED NETWORK PROJECTS
- TOURISM AND CREATIVE SECTOR STRATEGIES AND PROJECTS
- INTEGRATED HUMAN SETTLEMENTS
- 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: SEDA, NATGROWTH, OTHER*

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

**11.15 WORKSHOP: FINANCE AND INVESTMENT DEAL-MAKING**

12.00 Lunch/Networking

**13.00 SKILLS DEVELOPMENT SUCCESS STORY: SAICA THUTHUKA PROGRAMME**

*AMOS KOVA, SAICA PROJECT MANAGER TRANSFORMATION*

**13.45 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 and Gauteng \_\_\_\_\_ 19-21 May Central F State  
 \_\_\_ 23-25 June Limpopo, SADC and Northern Region \_\_\_ 28-30 July Mpumalanga, SADC and Eastern  
 \_\_\_ 25-27 Aug N Cape, N West, SADC, Western \_\_\_ 22-24 Sep Eastern Cape  
 \_\_\_ 27-29 Oct KZN \_\_\_ 24-26 Nov W Cape \_\_\_ 9-10 Dec SADC

**Fees (Incl Vat)** Day 1 R2 500 (R2 850); Day 2 R2 500 (R2 850); Day 1 and 2 R5 000 (R5 700);  
 Day 3 Business & Finance Deal-making Workshop R1100 (R1254); All 3 Days R6 100 (R6 954)

**Discounts** 2 Delegates -10%; 3-5 Delegates -20%; 6+ Delegates and other special discounts 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