



May 5<sup>th</sup> and 6<sup>th</sup> 2016, London, Park Plaza Riverbank, UK

# AFSIC ANNUAL CONFERENCE **2016**



## 4<sup>TH</sup> AFRICA FINANCIAL SERVICES INVESTMENT CONFERENCE

30+ COUNTRIES | REGISTER BY 30<sup>TH</sup> NOVEMBER 2015 FOR EARLY BIRD RATE £575 + VAT | [WWW.AFSIC.NET](http://WWW.AFSIC.NET)



**BPC**  
O seu Banco de sempre

**ison**



Maitland



**JEUNE AFRIQUE**

**THE AFRICA REPORT**



# OVERVIEW | AFRICAN FINANCIAL SERVICES INVESTMENT CONFERENCE

Now in its 4th year AFSIC 2016, to be held in London on May 5th and 6th 2016, is developing into the leading investment conference for regulated financial services companies operating within the continent of Africa. AFSIC 2015 was attended by Financial Services companies from 25 countries across Africa. In addition to the extremely high quality range of informative presentations, this high level event is designed with ease of networking clearly in mind. Individual meeting spaces may be booked to facilitate the holding of meetings, and one month prior to the event you will have access to the online meeting system which will allow you to pre-book meetings with the very wide range of delegates attending. These delegates are likely to include:

- Many of Africa's leading financial services companies, including Banks, Insurance Companies, Microfinance companies, Leasing companies, Asset Managers, Stock Brokers from across all parts of the African continent;
- Africa's most significant Private Equity Funds, looking for investment opportunities in the largest of African financial services companies to smaller companies;
- Leading listed equity investors, with a focus on investing in companies listed on African stock exchanges;
- Leading Development Finance Institutions, such as Proparco, CDC, USAID, DFID, Bio-Fund, Swedfund, DEG;
- Leading Supranational investors such as the African Development Bank, World Bank and IFC;
- Sovereign Wealth Funds from Africa;
- Leading dealmakers from Europe, USA, and from many African countries;
- Other providers on services that may be of use to you, such as credit rating agencies, leading financial services consultancies and advisors, global press, software suppliers;

The core of AFSIC 2016 consists of a Meet African Dealmakers dinner held the night before the official start of AFSIC 2016, followed by two days of high quality presentations from key market participants running in parallel streams allowing you to focus on the presentations that are of most interest to you. In addition a key feature of AFSIC 2016 focuses on the ability for delegates to pre-arrange individual meetings prior to arrival between investors, dealmakers, African financial services companies and other key participants in Africa's financial services sector. As such it is rapidly becoming a NOT TO BE MISSED Event.

## HOW TO REGISTER

**1** **ONLINE**  
[www.afsic.net/delegate-registration](http://www.afsic.net/delegate-registration)

**2** **TICKET INFORMATION**  
Select your ticket options

**3** **REGISTRATION**  
Complete the registration form

**4** **PAYMENT**  
Make an easy online payment using credit card or request an invoice

The early bird delegate rate for AFSIC 2016 is GBP575 + VAT valid until 30<sup>th</sup> November 2015. This includes one delegate place at the conference, refreshments, lunch and any relevant documentation. All registered delegates will have access to an internet based meeting system which will be available a month before the conference. The delegate rate does not include accommodation, access to the MAD Dinner, or to a dedicated meeting space.

If you wish to arrange several meetings at the venue you may want to book a dedicated meeting space for your convenience.

You can either register and pay online with a credit card by completing the Ticket Information on the Registration page of the event website [www.afsic.net](http://www.afsic.net). Or if you would prefer not to use a credit card but to receive an invoice and pay by bank transfer you may request an invoice.

If you have any queries with registration please contact us at [event@afsic.net](mailto:event@afsic.net)



## LOCATION | LONDON, PARK PLAZA RIVERBANK, UK

Park Plaza Riverbank London is a stunning 4-star deluxe hotel – perfect for business or pleasure due to its state-of-the-art facilities and impressive location. Luxury guest rooms, superb function space, fitness suite and home to the award-winning Chino Latino Pan-Asian Restaurant & Bar, Bar & Lounge.

- This superb 4-star deluxe hotel is situated on the south side of the River Thames boasting dramatic views of the river and the London skyline.
- Park Plaza Riverbank London is within walking distance of some of the city's most impressive landmarks and attractions such as the Houses of Parliament, Big Ben and the London Eye.
- The hotel is within easy reach of both London Waterloo and Vauxhall rail and underground stations. Westminster underground station is also close by providing access to the District, Circle and Jubilee lines to the City.
- The hotel offers 395 spacious guest rooms including superior and executive rooms and suites, some with stunning river views.
- All guest rooms are fully air-conditioned and boast plasma screen TV with interactive entertainment system, large work desk, UK, EU & US power sockets, mini-bar, tea & coffee making facilities, iron and ironing-board and marbled bathrooms with walk in power shower.
- Extensive state-of-the-art conference facilities, including the spectacular Thames Room with its 180 degree panoramic vista of the river as well as a Ballroom and several syndicate suites.
- Business Centre with computers, printers, fax machines and secretarial services on request
- Executive Lounge – accessible to guests staying at executive level – offers internet accessibility, newspapers, plasma screen TV and refreshments throughout the day.
- Fitness suite with a range of cardiovascular equipment
- Wi-Fi connectivity throughout
- 24-hour room service
- Club Lounge
- On site parking

### RESTAURANTS & BARS

Chino Latino Pan-Asian Restaurant & Bar is located on the ground floor of the hotel. The restaurant offers an impressive East meets West combination of cuisine – stunning sushi, seafood and signature dishes such as Black cod in Miso feature on the menu. Alternatively, enjoy cocktails, fine wines or refreshing coffees in the comfort of the Lounge & Bar.

The Club Lounge offers breakfast and a private dining experience.



### VENUE



Park Plaza Riverbank London

18 Albert Embankment London  
SE1 7TJ United Kingdom

Email: [pprlres@pphe.com](mailto:pprlres@pphe.com)

T: +44 (0) 844 854 5290

F: +44 (0) 844 854 5291

GDS Chain Code:

PK [parkplaza.com/riverbank](http://parkplaza.com/riverbank)

The hotel is AIM Gold accredited by  
the Meetings Industry Association.



## 2015 SPEAKERS | 2016 SPEAKERS TO BE CONFIRMED



**GEORGE ASANTE**  
MANAGING PRINCIPAL  
HEAD OF TRADING-EX SA  
Barclays Africa Group



**GEOFFREY L. TASSINARI**  
CHAIRMAN  
Madagascar Development Partners LLC



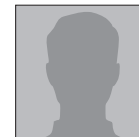
**ZINA SANYOURA MOURA**  
SENIOR INVESTMENT MANAGER  
Bamboo Finance



**LAURA CROW**  
PRINCIPAL PRODUCT  
DEVELOPMENT MANAGER,  
M-Pesa, Vodafone Group Services Ltd



**PIERRE-ANTOINE BALU**  
PARTNER FINANCIAL SERVICES ADVISORY LEAD  
FOR FRANCOPHONE AFRICA & MAGHREB,  
PwC France & Francophone Africa



**TAKUDZWA MUTASA**  
INVESTMENT PROFESSIONALS  
Development Partners International



**JOSEPH M. CHIKOLWA**  
MANAGING DIRECTOR,  
Zambia National Building Society



**YVES EONNET**  
CEO, Tagattitude



**CHRIS PAIZIS**  
MANAGING PRINCIPAL  
Barclays Africa



**RICHARD CORRIGAN**  
DEPUTY CHIEF EXECUTIVE OFFICER,  
Jersey Finance



**CHANTELÉ CARRINGTON**  
AFRICA FINANCIAL SERVICES LEAD,  
PwC UK Africa Business Group



**PHILIP BUYSKES**  
CHIEF EXECUTIVE OFFICER  
Frontclear



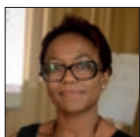
**DOUGLAS BENNET**  
DEPUTY HEAD OF GUARANTCO,  
Frontier Market Fund Managers



**DR. SUZAN HAMDY**  
HEAD OF CAPITAL MARKETS GROUP  
Banque Misr, Egypt



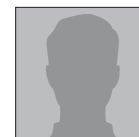
**WILLIAM NKONTCHOU**  
BOARD MEMBER ORAGROUP  
AND DIRECTOR ECP  
Oragroup | ECP | ORABANK, Togo



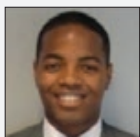
**KANINI MUTOONI**  
DIRECTOR  
East Africa Trade and Investment Hub/Trade Africa



**DR. YEMI OSINDERO**  
MD, PRIVATE EQUITY, WEST AFRICA,  
Standard Chartered Private Equity



**MARK NAPIER**  
DIRECTOR  
FSD Africa



**Rui Oliveira**  
Member of the Board | Executive Director,  
BODIVA – Angola Securities Exchange



**RONALD MUTANDAGAYI**  
GROUP CHIEF EXECUTIVE  
ZB Financial Holdings Limited, Zimbabwe



**LUCIEN MOOLENAAR**  
CO-FOUNDER  
Emerging Crowd

## 2015 SPEAKERS | 2016 SPEAKERS TO BE CONFIRMED



**VAHID MONADJEM**  
FOUNDER AND CEO  
Nomanini



**CHRISTIAN LIM**  
SENIOR MANAGER  
AfricInvest



**OLIVER BELL**  
PORTFOLIO MANAGER  
T. Rowe Price



**REBECCA MCKENZIE**  
CO-FOUNDER AND DIRECTOR OF OPERATIONS  
Agora Microfinance Partners LLP



**SEBASTIAN ASHONG-KATAI**  
GROUP HEAD, FINANCIAL INSTITUTIONS &  
INTERNATIONAL ORGANISATIONS  
Ecobank Transnational Incorporated, Togo



**SOULEYMANE BA**  
PRINCIPAL  
Helios Investment Partners



**DAVID MCEVOY**  
HEAD OF INSTITUTIONAL RELATIONS  
Trust Merchant Bank S.A. (TMB), DRC



**DAVID BARKER**  
MANAGING PARTNER,  
TRANSACTION ADVISORY SERVICES  
EY



**FARAH CHAMS**  
INVESTMENT OFFICER  
Triodos Investment Management



**RYAN MCDUGALL**  
GROUP FINANCIAL DIRECTOR  
Trustco Group Holdings Ltd, Namibia



**AKSHAY GROVER**  
SENIOR VICE PRESIDENT CORPORATE  
DEVELOPMENT  
ISON Group



**CLIVE MSIPHA CFA**  
FOUNDING CHIEF EXECUTIVE OFFICER  
Untu Holdings Limited, Zimbabwe



**JOÃO PEDRO MATSINHE**  
EXECUTIVE DIRECTOR  
Bolsa de Valores de Moçambique  
(Mozambique Stock Exchange)



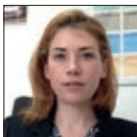
**PHILIP BURGIN**  
GROUP HEAD OF CLIENT SERVICES  
JTC Group



**JOSEPH ROHM**  
PORTFOLIO MANAGER  
Investec Asset Management



**TOMÁS MATOLA**  
PRESIDENT & CEO  
BNI – National Development & Investment Bank,  
Mozambique



**LAURA FRENCH**  
SENIOR INVESTMENT OFFICER - FINANCIAL  
SECTOR DEVELOPMENT DEPARTMENT  
African Development Bank



**MANZI RWEGASIRA**  
SENIOR MANAGER STRATEGY AND  
SPECIAL PROJECTS  
NMB Plc, Tanzania



**DANIEL P. ASTAIRE**  
PARTNER  
Grosvenor Law Ltd



**ALLAN CHRISTOPHER MICHAEL LOW**  
GROUP MANAGING DIRECTOR,  
Letshego Holdings Limited, Botswana



**JAN SCHOOMBEE**  
CHIEF COMMERCIAL OFFICER  
MMI Holdings Ltd, South Africa

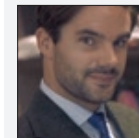
## 2015 SPEAKERS | 2016 SPEAKERS TO BE CONFIRMED



**DR RAMAKRISHNA SITHANEN**  
**CHAIRMAN**  
International Financial Services Limited Mauritius



**PAUL VAN AALST**  
**MANAGING DIRECTOR**  
SOVEC Africa SME Fund



**PIERRE GRANDJEAN,**  
**HEAD OF CORPORATE & INVESTOR RELATIONS**  
Marechal & Associés Conseils Finance



**ZOLTAN SZALAI**  
**MD - HEAD OF FINANCIAL INSTITUTIONS**  
**GROUP, INVESTMENT BANKING**  
Renaissance Capital



**RICHARD KETLEY**  
**DIRECTOR AND HEAD OF**  
**FINANCIAL SECTOR STRATEGY**  
Genesis Analytics (Pty) Ltd



**HARTMUT SIEPER**  
**CEO**  
Trans Africa Invest



**THOMAS L FERRÉ**  
**PRIVATE EQUITY MANAGER**  
MicroVest Capital



**NICHOLAS PIQUITO**  
**GROUP CHIEF INVESTMENT OFFICER**  
African Alliance Asset Management



**UDAYAN GOYAL**  
**MANAGING PARTNER**  
Apis Partners



**MATTEO STEFANEL**  
**MANAGING PARTNER**  
Apis Partners



**MARK RICHARDS**  
**PARTNER**  
Actis



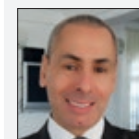
**SOPHIE LE ROY**  
**HEAD OF BANKING AND CAPITAL MARKETS**  
Proparco  
(Groupe Agence française de Développement)



**COLIN WAUGH**  
**RESEARCH & INVESTMENT ADVISOR**  
Southern Cone Capital Partners, Mozambique



**MATHILDA STROM**  
**DEPUTY CEO**  
Bima



**YUCEF GHOULA**  
**ALM TREASURY AND**  
**CAPITAL MARKETS MANAGER**  
BNP Paribas Algeria



**VALENTINE SEGUN WHENSU**  
**PRESIDENT**  
National Association of Microfinance Banks, Nigeria



**HOLGER ROTHENBUSCH**  
**MANAGING DIRECTOR**  
CDC



**BRENDON JONES**  
**BUSINESS DEVELOPMENT MANAGER**  
Maitland



**MARIA TERESA ZAPPIA**  
**CHIEF INVESTMENT OFFICER**  
BlueOrchard Finance S.A.



**KARL WESTVIG**  
**GROUP CEO**  
Afb Group, Mauritius



**NEIL GOSRANI**  
**DIRECTOR**  
Financial Services Group,  
Standard & Poor's Ratings Services



## OVERVIEW | HEAR WHAT OUR 2015 DELEGATES HAD TO SAY

"Thank you for a very well organized event." Jan Schoombee, Chief Commercial Officer, MMI International, MMI Holdings Limited, South Africa

"I had an excellent time at the conference and made lots of connections", Kanini Mutooni, Director, East Africa Trade and Investment Hub/Trade Africa, Kenya

"The conference gets better every year. Well done for a most enjoyable and fruitful conference." Mkuzo Kuwani, Managing Director, Pan African Building Society, Zambia

"An excellent event. Fills a gap in the African financial sector conference agenda. Well organized. Meeting systems works very well. Great return on time and money spent." Per van Swaay, Senior Vice President of Structuring, The Currency Exchange Fund (TCX)

"Many thanks for organizing a really world class conference" Colin Waugh, Southern Cone Capital, Mozambique

"Thank you for hosting such an interesting and productive two days. I overheard so many participants commenting on how well organized everything was. In particular, the online meeting system was much appreciated." Laura French, Senior Investment Officer, Financial Sector Development Department, African Development Bank

"Congratulations for AFSIC 2015" Geoffrey L. TASSINARI, Chairman & CEO, Madagascar Development Partners LLC

*"Congratulations! The event was definitely a great success. The Senegalese delegation has been so happy and so honored to attend the conference. Thank you for giving us opportunity to meet many potential partners for CDC" Mamadou Lamine Sylla, Directeur des Études, de la Stratégie et des Financements, Caisse des Dépôts et Consignations (CDC), Senegal*

"I would like to take this opportunity to congratulate you again on this 3rd amazingly grown conference." Kadi Fadika-Coulibaly, Managing Partner, Hudson & Cie, Cote D'Ivoire

"Thank you for the excellent conference - the best I have been to for a long while. We look forward to participating again next year." Richard Ketley, Director, Genesis Analytics, South Africa

"Thank you very much for a superb event. It was the most fruitful and interesting I've attended in the past year. AFSIC attendees are the most dedicated African finance professionals I've met. There is a true sense of commitment to deals on the continent." Elizabeth Howard, Co-founder, CEO LelapaFund

"Thank you giving me the platform to increase the profile of my Company." Clive Msipha, Founding CEO, Untu Holdings Limited, Zimbabwe

"Thank you for organizing this very well planned conference." Stephane Sapor, Regional Director Africa, ResponsAbility Investment AG

*"I must also register my sincere commendation to your event team for their support, attention to every details and planning skill, it is much appreciated." Valentine Whensu, President, National Association Of Microfinance Banks, Nigeria.*

"Well done on a good conference. " Mark Richards, Partner, Actis

"I must congratulate you on hosting a great event. I feel the exposure AFSIC provides is phenomenal and we would like to continue to participate." Saad Sheikh, TLG Capital Investments Limited

"Thank you for an excellent event and great organisation. It was useful." Christian LIM, Senior Manager, Africinvest

"I thought that this year's conference was better than ever and that the Monday evening networking dinner was a very good addition. We will definitely take part in next year's event." David Burbidge OBE, Non Executive Chairman, Burbidge Capital, Kenya

"Thanks for a good conference" Chris Paizis, Managing Principal, Barclays Africa

"Many thanks again for inviting me and for hosting a very successful event. I am sure it will continue to be in the annual calendar of African banking community" Holger Rothenbusch, Managing Director, CDC

"The event was very informative and great for networking." Steven Hodgetts, Maitland Group

"The conference does demarcate itself as being one that spans a wider spectrum of the financial services industry, regrouping various players and enabling a broader interaction on industry matters. It was a very good networking opportunity as well for us." Neeraj Yogesh Ramyeed, IFS, Mauritius

"Congratulations to you and the team for the amazing job " Farah Chams, Investment Officer, Triodos Investment Management BV

"Thanks again for the invitation, and the great organization during these two days" Thomas L. Ferré, Private Equity Manager, MicroVest Capital Management LLC, USA

"Thank you again for a well curated event", Pat Wilson, Frontier Investments Group, Accion

"I writing to let you know that the conference was a great success. The number of participants, projects and quality of projects was really high. I learned a lot and was impressed by the booming activity in the financial sector in Africa. "Marie-Laure Mikkelsen, Founding Partner, Alfinas Advisory Services, Switzerland

"Congratulations on a very successful AFSIC. Once again a very valuable forum for meeting many people in this space within a short period of time." Dominic Liber, Partner, Leapfrog Investments

"It was a fantastic conference that has generated many useful leads" Tom Childs, Senior Development Officer, Saïd Business School, University of Oxford

"May I say that I found the conference to be one of the best I have had the opportunity to attend. The event organisation was excellent, as was the meeting tool. The general atmosphere was very productive and business like. The presentations I attended were highly relevant, stimulating, and focused." David McEvoy, Head of Institutional Relations, Trust Merchant Bank SA, DRC

"A big bravo for the conference. It was very well organized. The panels of speakers was great and the quality of attendees excellent." Hichem Bouchouareb, Dey Capital, Algeria

## OVERVIEW | FREQUENTLY ASKED QUESTIONS

### WHAT IS THE OBJECTIVE OF THE AFRICA FINANCIAL SERVICES INVESTMENT CONFERENCE (AFSIC)?

AFSIC's objective is to provide a forum where regulated African financial services companies and dealmakers can undertake a very significant number of focused business meetings with a wide range of Africa's most important Private Equity and Listed Equity investors, Development Finance Institutions, and Supranationals such as the African Development Bank, European Investment Bank, and the World Bank.

### HOW DOES IT ACHIEVE THIS OBJECTIVE?

Many of Africa's most important investors, and deal makers, attend AFSIC annually with the objective of meeting regulated African financial services companies operating in Africa that may be looking for expansion debt or capital, or deal opportunities such as acquisitions.

Meetings with these investors can be pre-requested up to one month prior to AFSIC using the event's dedicated online meeting system which facilitates communication between delegates prior to AFSIC.

### SHOULD I ATTEND AFSIC 2016?

Attendance at AFSIC is open to all, however you should consider attending AFSIC if:

- You are a Senior Executive involved in Africa's Financial Services sector;
- You wish to meet a wide range of Africa's most important investors in one place at one time; perhaps for debt or equity capital, or even looking for acquisition opportunities arising from the investors' own portfolios;
- You wish to establish your company's profile on a broader basis across Africa, or within the investment community;
- You are a dealmaker looking to expand your dealmaking and investor network across Africa; or wanting to source transactions in Africa;
- You wish to meet a wide range of key participants in Africa's financial services sector such as leading advisors, dealmakers, credit rating agencies, press etc.

## ABOUT US

### HISTORY

AFSIC 2016 will be the fourth Africa Financial Services Investment Conference. The first Africa Financial Services Investment Conference took place in Brighton in May 2013. The objective was, and remains, to bring together African financial services companies with a wide range of Africa's most important investors, both debt and equity. In consideration of the difficulty of travelling within and across different African countries, the event provides an important forum where a large number of high impact meetings can be held in one place at one time.

AFSIC 2014 saw considerable growth with over 125 companies. The event grew considerably again in 2015 with over 220 companies attending representing 25 different African countries. The number of investors attending grew yet again, and the number of African financial services companies attending grew particularly strongly.

As news of AFSIC spreads throughout the continent it is likely that the event will continue to develop into Africa's largest financial services investment event attracting banks, insurance companies, consumer lending companies, micro finance companies, leasing companies, investment banks and brokerages and similar companies.



## OVERVIEW | FREQUENTLY ASKED QUESTIONS CONTINUED

### WHAT TYPES OF AFRICAN FINANCIAL SERVICES COMPANIES ATTEND?

AFSIC focuses on regulated African financial services companies, that are either listed on a stock exchange or private companies. The sectors covered include retail and investment banking, insurance and reinsurance companies, consumer lending companies, micro finance banks, leasing companies, African asset managers, stockbrokers and similar companies.

These companies are geographically based across all 54 countries on the African continent including North Africa.

### WHAT TYPES OF INVESTORS ATTEND?

Investors with both a debt and equity focus attend, as well as private equity and listed equity funds. These investors are likely to include many of Africa's largest listed equity funds, the most significant Development Finance Institutions, as well as many of the most important African Private Equity funds.

### HOW DO I MEET DELEGATES?

We recommend that delegates use the Event's online meeting system which opens one month prior to AFSIC in order to secure investor meetings. This will allow you to communicate directly with the investors to establish their information requirements in order to maximise your "face to face" meeting time.

We have also built a number of time periods, and events into the Programme designed to facilitate networking with the other attending delegates.

We recommend that you book your own dedicated meeting space for the duration of the conference. This is a one-off payment and provides you with a meeting space for the entire duration of the event.

### LANGUAGE REQUIREMENTS

The operational language for AFSIC is English, we do not offer simultaneous translation services. Team members at the event will be able to communicate in Portuguese and also French.

### DO I NEED A VISA?

To find out whether you require a visa please check the UK Border Agency website which can be accessed at:

<http://www.ukba.homeoffice.gov.uk/visas-immigration/do-you-need-a-visa/>

It is highly recommended that you apply for your visa in good time prior to the conference as the British Visa system can be slow. We can issue visa invitation letters upon request.

### DIETARY REQUESTS

All food is Halal. If you have any other specific dietary requests please contact the organisers on [event@afsic.co.uk](mailto:event@afsic.co.uk)