

The must-attend conference for the discerning investor

SA-Angola Business Conference

Including
first hand
experience in Angola
from leading SA
businesses

Providing South Africa's businesses with a comprehensive access 'toolkit' for the Angola market

Southern Sun, Johannesburg International
(Formerly Holiday Inn,
Johannesburg International Airport)
24, 25 & 26 October 2006

- ◆ What are the business challenges in Angola and how can you overcome them?
- ◆ How do you interpret the risk versus reward analysis for your business operations?
- ◆ Converting the challenges of Chinese economic engagement in Angola into opportunities for your business
- ◆ Identifying and creating a niche market in Angola for your products and services
- ◆ What options are available to businesses in the light of underlying political tension between South Africa and Angola?

Plus a full day workshop on:

Essential considerations for sustainable business engagement in Angola

- Getting a firm understanding of the legal and regulatory framework for doing business in Angola - a practical case study approach

Led by: Dr. Roger Ballard-Tremeer, Chief Executive, South Africa-Angola Chamber of Commerce

Learn crucial business tips from: Leading Industry Associations

- ◆ Dr. Roger Ballard-Tremeer, Chief Executive, SA-Angola Chamber of Commerce
- ◆ Keith Brebnor, Chief Executive, Chamber of Commerce and Industry-Johannesburg, NAFCOG-JCCI
- ◆ Siphon Mseleku, Chief Executive, Chambers South Africa, CHAMSA

Successful Business Operations in Angola

- ◆ Representative of Chevron, Angola
- ◆ Paul O'Flaherty, Chief Financial Officer, Group Five
- ◆ Jose Miranda, Director, Africon Engineering Services
- ◆ Peter Annesley, Managing Director, INNSCOR Group (Steers Brand), Angola
- ◆ Louis Changuion, Regional Business Development Director, Group 4 Securicor
- ◆ Alex da Cruz, General Manager, Clear Channel Outdoor, Angola
- ◆ David Dreyer, Franchise Relationship Manager, INNSCOR (Steers Brand)

Experts on Doing Business in Angola

- ◆ Fernando Barros, Partner, PWC Angola
- ◆ Dr. Jose Nascimento, Senior Partner, Jose Nascimento Attorneys
- ◆ Tagbo Agbazue, Programme Manager, Africa Corporate Sustainability Forum (African Institute of Corporate Citizenship)
- ◆ Almir de Souza, Manager, Africon Engineering, Angola
- ◆ Paulette Lopes, Senior Partner, Faria de Bastos, Sebastiao e Lopes Lawyers, Angola

The Department of Trade and Industry

- ◆ George Monyemangene, Chief Director, African Economic Relations
- ◆ Lerato Matuboge, Director, Southern Africa

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The must-attend conference for the discerning investor

SA-Angola Business Conference

Providing South Africa's businesses with a comprehensive access
'toolkit' for the Angola market

Dear Senior Executive,

Angola is a country with huge opportunities. Recent reports from the IMF lends credence to the fact that **Angola has probably the fastest growing economy in the world today**. As the Angolan economy grows, its demand for consumer imports in particular does offer South Africa increasingly attractive business opportunities.

Maximising these opportunities requires sound and professional advice. South Africa has the resources and is in a geographically-advantageous location to be a strategic investor into Angola's economy.

- How are these resources translated into sustainable business growth?
- What are the challenges involved and how can they be overcome?
- How do you assess the risk versus reward analysis?
- How do you convert the challenges of Chinese economic engagement in Angola into opportunities for your business?
- How do you identify and create a niche market for your products and services?
- What options are available to businesses in the light of underlying political tension between South Africa and Angola?
- Learn from the mistakes and successes of others that have gone before

Doing business in Angola is no harder than doing business anywhere else. The crucial difference is learning how to make your business thrive on relationships and having the right local partners.

By attending the South Africa-Angola Conference you will get useful, workable answers to these questions shared through practical case study presentations.

This is the must-attend conference for you and I look forward to welcoming you.

Yours Sincerely,

Toye Abioye

'Toye Abioye
Conference Producer

*P.S. Get your business operations
strategy right for the Angolan market
by attending the full day workshop!*

SA-Nigeria - Providing SA businesses with crucial business information for successful investment in Nigeria

18, 19 & 20 September 2006
@ Southern Sun Grayston, Sandton

Contact: 'Toye Abioye - tabioye@iir.co.za or
Jason Chadwick - jchadwick@iir.co.za

Africa and China - What you need to know to make strategic decisions about doing business with the Chinese: A focus on Sub-Saharan Africa

16, 17 & 18 October 2006
@ Southern Sun Grayston, Sandton

Contact: Shurnell Andersson - sandersson@iir.co.za
or Jason Chadwick - jchadwick@iir.co.za

Day 1 - 24 October

08h30 Registration and early morning refreshments

09h00 Chairman's welcome and opening remarks
Sipho Mseleku
CEO
Chambers South Africa, CHAMSA

Political & Economic Considerations

Keynote Address

09h15 **Keynote Address on the investment climate and how best to do business in Angola**
Dr. Lourenco Fernandes-(tentative)
Trade Representative
Angolan Trade Mission

10h00 **Understanding the socio-political environment-an overview of political, economic, social, health and security concerns**

- ◆ Understanding type of government and structure
- ◆ The politics of engaging locals in economic development
- ◆ Understanding the local culture-business and social
- ◆ Improving government relations for business development

Dr. Roger Ballard-Tremeer
Chief Executive
SA-Angola Chamber of Commerce

10h45 Mid-morning refreshments

11h00 **General business considerations in investing in Angola's economy and committing to invest in good faith**

- ◆ Overview of business environment
- ◆ Understanding business-related laws, decrees, regulations and taxes
- ◆ Business start ups and operations – the fast company registration innovation
- ◆ Overcoming the cross-cultural business diversity barrier – relationships versus contracts

Fernando Barros
Partner
PWC Angola

11h45 **Lessons on good corporate governance principles as affecting your business in Angola**
Paul O'Flaherty
Chief Financial Officer
Group Five

Case Study

12h30 Lunch

Governance-Related Issues

13h30 **Applying good corporate governance principles as necessary guide to doing**

Case Study

business in Angola in the light of post conflict reconstruction

- ◆ Linking your board strategy with human rights realities
- ◆ Promoting ethical standards and enthrone accountability and transparency
- ◆ Ensuring modern accounting standards, setting parameters and expectations
- ◆ Effective control and monitoring processes for business sustainability

Tagbo Agbazue
Programme Manager,
Africa Corporate Sustainability Forum
African Institute of Corporate Citizenship

14h15

Using the Angolan experience as an example of planning and executing new market-entry strategies for successful business operations

- ◆ Improving the quality of community life through education and environmental awareness
- ◆ Turning partnerships into local community development

Representative of Chevron, Angola

15h00

Mid-afternoon refreshments

15h15

Converting the challenges of Chinese economic engagement in Angola into opportunities for SA businesses

- ◆ What options are available to businesses in the light of underlying political tension between South Africa and Angola?
- ◆ Getting past the cultural and language barriers

Lerato Matuboge, Director, Southern Africa Relations, The Department of Trade and Industry

Almir de Souza, Manager, Africon Engineering

Jeffrey Oviyam, Country Manager, TransHex, Angola

Practical Panel Discussion I

16h15

Question and Answer Session

16h45

Chairperson's closing remarks

17h00

Close of Day 1

Day 2 - 25 October

08h30

Registration and early morning refreshments

09h00

Chairperson's welcome remarks
Dr. Roger Ballard-Tremeer
Chief Executive
SA-Angola Chamber of Commerce

Financial & Regulatory Environment

09h15 Getting enough information as a vital component to successful investing and financing mechanisms available

- ◆ Forms of possible business models and registration procedures
- ◆ Finding what opportunities exist for your business
- ◆ Finding facilities to establish your business
- ◆ Sourcing finance for your business

Jose Nascimento

Senior Partner

Jose Nascimento Attorneys

10h00 Legal and regulatory framework for doing business in Angola

- ◆ Getting your business started-immigration and labour laws
- ◆ Working with the ANIP- Angolan Investment Promotion Agency
- ◆ Getting expatriate quota, work permits for your staff
- ◆ Understanding relevant tax laws and levies
- ◆ Getting in capital and repatriating dividends

Paulette Lopes

Senior Partner

Faria de Bastos, Sebastiao e Lopes Lawyers, Angola

10h45 Mid-morning refreshments

Risk-Mitigation Strategies

11h00 Allaying fears of political uncertainty and encouraging foreign investments through transparency and accountability

- ◆ Transferability of dividends, profits and loans
- ◆ Protecting investors against nationalisation and expropriation – the IPPA of February 2005
- ◆ Sustaining political stability and policy continuity
- ◆ Addressing concerns about insecurity

David Dreyer

Franchise Relationship Manager

INNSCOR (Steers Brand)

11h45 Maximising opportunities for growth and investment initiatives in the new and emerging sectors-construction, property, security, etc.

- ◆ What new markets for your products/services?
- ◆ Adopting the right approach for your operations
- ◆ Distinguishing between political and private practices

David Thomas

Financial Director

Global Alliance Insurance

12h30

Risk vs rewards analysis as a catalyst for South African businesses to invest in Angola

- ◆ Addressing misconceptions about investing in Angola
- ◆ Business orientation and mindsets-examining the Chinese model
- ◆ Identifying niche markets for your products

Jose Miranda

Director

Africon Engineering Services

13h15 Lunch

14h15

Strategic approach to long term investment in Africa: Pan African investments vs opportunities in Angola

George Monyemangene, Chief Director, African Economic Relations, The Department of Trade and Industry

Keith Brebnor, CEO, Chamber of Commerce and Industry, NAFCOC-JCCI

Peter Annesley, Managing Director, INNSCOR Group (Steers Brand)

Alex da Cruz, General Manager, Clear Channel Outdoor, Angola

15h15 Questions and Answers

15h30 Mid-afternoon refreshments

15h45 Security considerations for your business in Angola

- ◆ Cash transportation and bank escort services
- ◆ Corporate investigations, consultancy services and risk assessment

Louis Changuion

Regional Business Development Director
Group 4 Securicor

16h30

Investing in local capacity development in order to boost manufacturing opportunities

- ◆ Transferring knowledge and experience with modern technological advances
- ◆ Maximising opportunities in skills development and training: working with the Angolan labour department
- ◆ Understanding labour policies and skills 'importation'
- ◆ Providing critical skills development and capacity building for economic development

Neilen Tolmay

Marketing Manager

Shoprite Checkers

17h15 Chairperson's closing remarks

17h30 Close of Day 2

Full Day 'Toolkit' Workshop

Essential Considerations for Sustainable Business Engagement in Angola

Led by **Dr. Roger Ballard-Tremeer**
Chief Executive, **South Africa-Angola Chamber of Commerce (SA-ACC)**

- Find out where to get what, the 'hows' and 'whys'
- Where to look for the right resources
- How to get the right business partner
- Role of networking and business development
- Relationships versus contracts
- Getting a firm understanding of the legal and regulatory framework for doing business in Angola- a practical case study approach

About your workshop leader:

Roger Ballard-Tremeer studied at under graduate and post graduate levels at the University of the Witwatersrand and more recently has participated in executive education programmes at the Wits Business School, the Gordon Institute of Business Science and the Harvard Business School. He has also completed the Director Development Course offered by the Institute of Directors in Southern Africa. He was a South African diplomat for 25 years and served as South Africa's first Ambassador to Angola, during the Mandela Administration. He is a founding member of the South Africa-Angola Chamber of Commerce and is presently the Director (voluntary) responsible for the operations of that Chamber.

Roger is a specialist in the Angolan business environment.

Endorser:



The South Africa-Angola Chamber of Commerce is a not-for-profit association of some 250 companies and individuals with a business interest in Angola.

Founded early in 2003 in response to the publicly expressed wishes of public, parastatal and private sector leaders from Africa, Europe, Asia and the Americas the Chamber supports its member's efforts to become as well informed about the Angolan business environment as possible so that they can engage in business in good faith. An elected Board of nine Directors provide the Chamber with its strategic direction.

The day to day activities of the Chamber are run by a full time Chamber Manager and a full time Chamber Administrator assisted by a part-time receptionist / credit controller. Membership is accessible to all through an affordable membership fee structure.

The Chamber strives to make it possible for the widest business spectrum possible to access the Angolan market. The Chamber membership represents probably the most concentrated pool of Angola-specific business expertise to be found anywhere. Chamber members are bound by a code of good business conduct. The Chamber members that successfully engage in business with Angola are those that take maximum advantage of the services offered by the Chamber.

It is estimated that on average Chamber members together conduct at least US \$ 10 million worth of trade in goods and services per month.

GROUP FIVE As one of the largest construction companies in Southern Africa, **Group Five** is a broad-based infrastructural company, with the skills and experience to deliver any aspect of an infrastructural project, including concept development and design, specializing in multi-disciplinary construction and engineering projects as well as materials manufacturing.

The Group is one of the top three construction and materials manufacturing companies in southern Africa, employing almost 11 500 people throughout its operations in Africa, the Indian Ocean Islands, the Middle East and Eastern Europe.

With decades of construction experience, Group Five has played a major role in the development of southern Africa's infrastructure, achieving a reputation both nationally and internationally for innovation and professionalism.

The group's customer-focused philosophy aims to provide full service solutions across the broad base of the infrastructure value chain. Service delivery is based on an incisive understanding of customer needs and requirements with the objective of standing by projects until customers are satisfied.

Media Partners:



MBendi Information Services runs Africa's leading business website at <http://www.mbendi.com> as well as a range of e-mail and alert services.



Traders African Business Journal is a high quality, quarterly business journal that aims at fostering regional business relations for companies in the Southern African Development Community (SADC) and countries up Africa. Through coverage of important and interesting programmes, projects, and operators in Africa, Traders Journal seeks to provide essential business information and promote better mutual understanding between companies, countries and sectors in Africa. The journal provides a platform for business to business as well as public to private sector communication.

Early Bird

Book and pay for all 3 days of this event before 24 August 2006 and receive one year's individual membership to the South African-Angola Chamber of Commerce ABSOLUTELY FREE!

Showcasing and Sponsorship Opportunities

Create market awareness of your company's involvement as industry leaders by using unparalleled branding and relationship marketing in the business to business environment that this event offers.

Capitalise on a captive audience by building relationships with existing customers as well as accessing brand new clients through innovative branding at the event.

For further information call Daniel De Canio on (011) 771-7143 or email ddecanio@iir.co.za

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HOW MUCH? The fee for attending this event includes LUNCH, REFRESHMENTS and DOCUMENTATION. Payment is required with your registration. A confirmation and a VAT receipt will only be sent when full payment has been received. Our Vat registration number is 4030185187. Please use this form as your request for payment.

 Any disabled individual desiring auxiliary aid for this conference should notify IIR at least 3 weeks prior to the conference in writing, or by faxing to (011) 880-6789