



Get up to 10.5 CPD Points

# 2<sup>nd</sup> Africa Structured Products & Alternative Investments Conference 2017

The Maslow | Johannesburg | 1-3 November 2017



@Structured Retail Products

@SRP\_Insider #SRPAfrica

## Hear from the industry's leading experts:



**Candice Dott**  
Head of Market Development, Africa  
Thomson Reuters



**Nerina Visser**  
ETF Strategist and Advisor  
etfSA



**Liesl Bebb-Mckay**  
Head of FOUNDeRY  
Rand Merchant Bank



**Maarten Ackerman**  
Advisory Partner & Chief Economist  
Citadel



**Bongani Khulu**  
Head of Family Office  
Absa Wealth



**Thapelo Tsheolo**  
CEO,  
Botswana Stock Exchange



**Brian McMillan**  
Retail Structured Products, Financial Division  
Investec



**Adèle Hattingh**  
Manager, Business Development & Exchange Traded Products  
JSE

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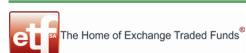
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# WHERE THE MARKET FOR STRUCTURED PRODUCTS AND ALTERNATIVE INVESTMENTS IN AFRICA MEETS



**Jack Stannard**

European Account Manager

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+44 (0)20 7779 8239

“

Welcome to the second annual **Africa Structured Products & Alternative Investments conference** which brings together senior representatives from local and international investment banks, insurance companies, retail & private banks, asset managers, hedge funds, IFAs, law firms, regulators, index providers, exchanges and the wider derivatives ecosystem to meet and engage in active debate.

The three-day event starts with a Derivatives Masterclass, a day of dedicated workshops providing an introduction to Structured Products and ETFs. Both courses offer a thorough grounding in how these products are created and how they may be used in client portfolios and are designed for advisors, portfolio managers, compliance specialists and any new starters in the sector. The Derivatives Masterclass ends in a drinks reception for the delegates, followed by the second Africa Leaders' Forum, an invitation only roundtable debate.

We are excited to bring you a conference packed with first class content and speakers, culminating in SRP's Africa Awards ceremony and dinner and followed by a celebratory Golf tournament on the second and third days respectively.

”

## WHAT TO EXPECT ACROSS THIS THREE DAY EVENT



### CPD ACCREDITED DERIVATIVES MASTERCLASS

Gain a thorough grounding in Structured Products and ETFs through our CPD accredited workshops run with the support of Nerina Visser and Tiago Fernandes. *See page 4 for more information.*

With support from:



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Investec  
Specialist Bank



### 2<sup>ND</sup> STRUCTURED PRODUCTS & ALTERNATIVE INVESTMENTS CONFERENCE

Join senior representatives from local and international investment banks, insurance companies, retail & private banks, asset managers, hedge funds, IFAs, law firms, regulators, index providers, exchanges and the wider derivatives space to debate the most relevant topics facing the industry today. *See page 5 for full programme.*



### NETWORKING GOLF TOURNAMENT

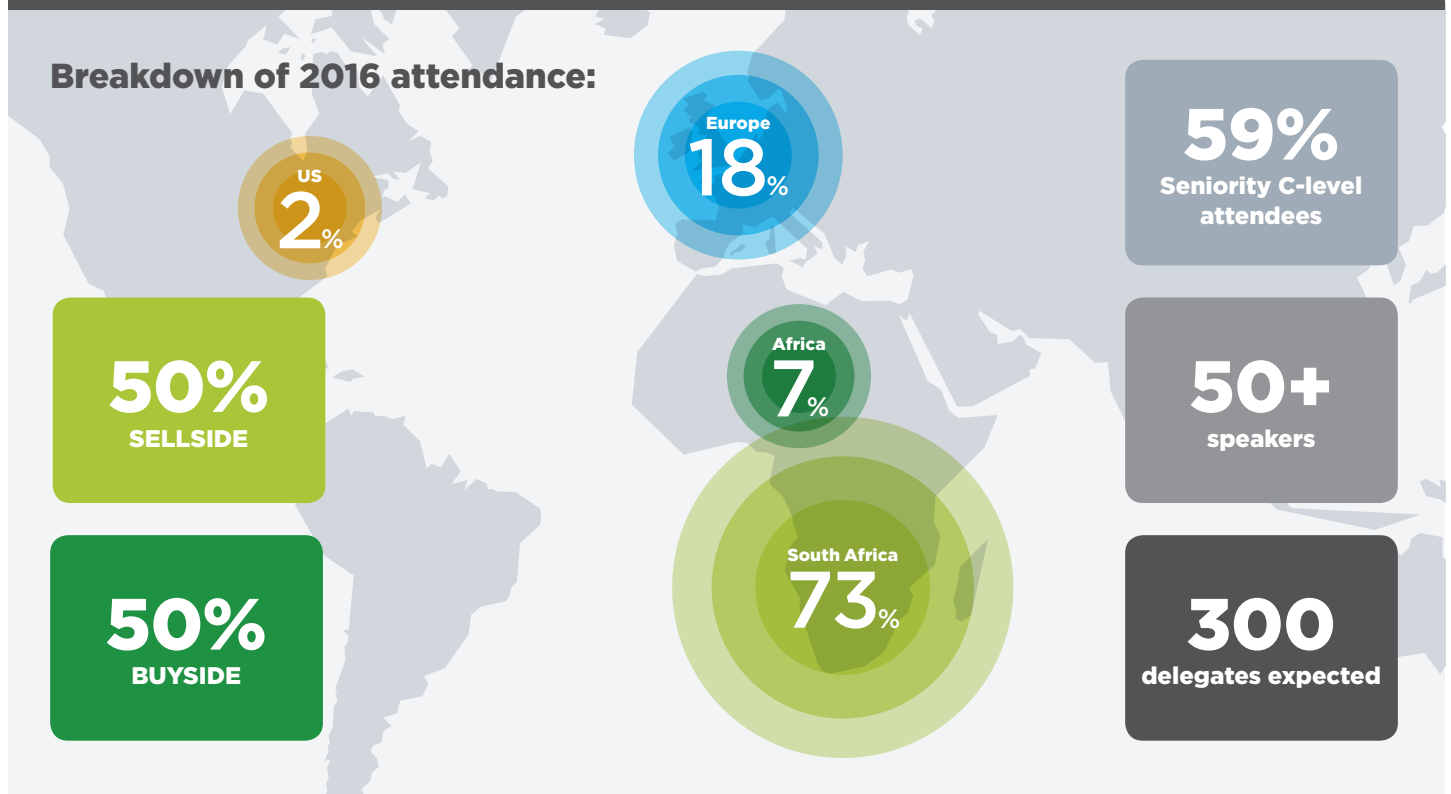
Sponsored by



On the final day, cement those relationships at the Country Club, Woodmead as we run our annual networking golf tournament, sponsored by Absa. Limited spaces available. *See page 9 for more information.*

## WHO WILL YOU MEET?

### Breakdown of 2016 attendance:



"...an excellent event. The attendance and content were outstanding and I would strongly support our participation next year."

Head of CEEMEA Distribution, BNP Paribas

## WHO SHOULD ATTEND?

### Anyone involved with:

- Capital Markets
- Distribution
- Equities and Derivatives
- Index Business
- Investment Advisors
- Investment Management
- Investment Strategy
- Listed Products
- Private Banking
- ETFs
- Retail Distribution
- Retail Investment Products
- Structured Equity Distribution
- Structured Investments
- Structured Products
- Structuring & Financial Engineering
- Wealth Management

### Company Type

- Broker Dealers
- Clearing Houses
- Exchanges
- Hedge Funds
- Investment Advisors
- Index Providers
- Industry Bodies
- Associations
- Insurance Companies
- Investment Banks
- Law Firms
- Private Banks
- Regulators
- Research Companies
- Securities Companies
- Technology Providers
- Trading & Distribution Platforms
- Trading Companies
- Wealth/Asset Managers
- ETF Providers

# Derivatives Masterclass

Worth 6.5 CPD Points

**TIAGO FERNANDES**Global Head of Data, **SRP**

Tiago Fernandes is the Global Head of Data at SRP in London, which he joined from Caixa Geral de Depósitos, where he was an analyst for structured products in Portugal. Before that, Fernandes worked at BNP Paribas and at DIF Broker.



**NERINA VISSER**Strategist and Advisor, **etfSA**

Nerina is a director of etfSA Portfolio Management, vice president on the CFA Institute South Africa Society board and a consultant to the World Bank/IFC. She is also chair of the Asisa ETF Standing Committee, a member of the JSE Issuer Regulation and Product Advisory committees, and serves on the Swift African Advisory Group, the editorial advisory committee of Collective Insight and is a retirement fund trustee.

**BRIAN MCMILLAN**Retail Structured Products, Financial Division, **Investec**

Brian McMillan has 25 years of experience in financial markets. Brian joined Investec in 2000 and is the Head of Sales for Investec Retail Structured Products.

## 7.30 Welcome Breakfast and Registration

	<b>STRUCTURED PRODUCTS WORKSHOP</b> Supported by 	<b>ETFs WORKSHOP</b> Supported by 
8.00	<ul style="list-style-type: none"> <li>South Africa and Mauritius market update.</li> <li>Global structured products trends.</li> <li>Structured Products: The building blocks.</li> </ul>	<ul style="list-style-type: none"> <li>Introduction to ETFs.</li> <li>What they are, how they work and why you should care.</li> <li>Putting ETFs in context: comparing ETFs and traditional funds.</li> </ul>



## 09.45 Refreshments

10.15	<b>Investec Presents:</b> <ul style="list-style-type: none"> <li>Structuring Products.</li> <li>Managing risks and type of products.</li> <li>How to maximise the benefits of Structured Products?</li> </ul>	<ul style="list-style-type: none"> <li>What's under the bonnet?</li> <li>Costs, fees and distributions.</li> <li>ETFs in client portfolios: the key things to consider</li> <li>ETFs and tax.</li> </ul>
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## Q&As with Market Leaders - Open to attendees of the Morning and Afternoon Workshops

12.00	<b>A Conversation with Brian McMillan, Investec</b> <ul style="list-style-type: none"> <li>Where do we go from here?</li> <li>Product ideas for the future.</li> </ul>	<b>ETFs Q&amp;A with Market Leaders</b> <b>Maurice Madiba</b> , CEO, Cloud Atlas <b>Jason Swartz</b> , Head of Portfolio Solutions, Satrrix
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## 12.30 Lunch

	<b>ETFs WORKSHOP</b> Supported by 	<b>STRUCTURED PRODUCTS WORKSHOP</b> Supported by 
14.00	<ul style="list-style-type: none"> <li>Introduction to ETFs</li> <li>What they are, how they work and why you should care.</li> <li>Putting ETFs in context: comparing ETFs and traditional funds..</li> </ul>	<ul style="list-style-type: none"> <li>South Africa and Mauritius market update.</li> <li>Global structured products trends.</li> <li>Structured Products: The building blocks.</li> </ul>

## 15.00 Refreshments

15.30	<ul style="list-style-type: none"> <li>What's under the bonnet?</li> <li>Costs, fees and distributions.</li> <li>ETFs in client portfolios: the key things to consider.</li> <li>ETFs and tax.</li> </ul>	<b>Investec Presents:</b> <ul style="list-style-type: none"> <li>Structuring Products.</li> <li>Managing risks and type of products.</li> <li>How to maximise the benefits of Structured Products?</li> </ul>
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## 17.00 Drinks Reception

Available for Sponsorship

# Conference

Worth 4 CPD Points

7.15	<b>Breakfast and Registration</b>	<i>Available for Sponsorship</i>
8.00	<b>Welcome from the Conference Chairman</b> <b>Theo Thomas</b> , Head of RMB Global Markets, <b>Rand Merchant Bank</b>	
8.10	<b>Keynote Address: Empowering Africa's Success through Embracing Disruption</b> <b>Candice Dott</b> , Head of Market Development for Africa, <b>Thomson Reuters</b>	
8.50	<b>A Structured Products Global Market Overview</b> <b>Tiago Fernandes</b> , Global Head of Data, <b>SRP</b>	
9.20	<b>Fintech Disruption – Can You Bank On It? Exploring the Opportunities and Managing the Threats</b> <ul style="list-style-type: none"> <li>Automation in banking - can changing the consumer experience grow the bottom line?</li> <li>Single &amp; multi-user platforms - a faster, more efficient way to invest?</li> <li>Who has the skillset to build investment platforms from scratch?</li> <li>What kind of automated solution do end clients want?</li> <li>Robo-advice - can you marry artificial intelligence with financial advice?</li> </ul> <p>Moderator:  <b>Liesl Bebb-McKay</b>, Head of FOUNDeRY, <b>Rand Merchant Bank</b></p> <p>Panellists:  <b>Fritz Jost</b>, Managing Director, Platform Partners, Global Head Acquisition, <b>Leonteq Securities</b>  <b>Biju Kulathakal</b>, Co-founder &amp; CEO, <b>Halo Investing</b>  <b>Eugene Maree</b>, CEO, <b>Wealthport</b>  <b>Lance Solms</b>, Director of Retail Business Development and Customer Relations, <b>iTransact</b></p>	
10.00	<b>Networking Break</b>	<i>Available for Sponsorship</i>
10.30	<b>Presentation: Regulatory and Product Placement Risk Management</b> <ul style="list-style-type: none"> <li>Liability management in placing structured products.</li> <li>Identifying “Target Market” and why this is important.</li> <li>What procedures do you need in place?</li> <li>Good practices to observe.</li> <li>Recent examples of where it went wrong.</li> </ul> <p><b>Matthew Grigg</b>, Partner, <b>Clifford Chance</b></p>	
11.00	<b>The Regulatory Developments Affecting Your Business – Are You Compliant?</b> <ul style="list-style-type: none"> <li>RDR in South Africa: what is the timeline for implementation?</li> <li>How can the industry prepare?</li> <li>Assessing Mifid II's impact to your business.</li> </ul> <p>Moderator:  <b>Matthew Grigg</b>, Partner, <b>Clifford Chance</b></p> <p>Panellists:  <b>Marius De Jongh</b>, Senior Specialist, Collective Investment Schemes, <b>Financial Services Board (FSB)</b>  <b>Brett Gallie</b>, Head of Global Markets Legal, Fixed Income, Structured Products &amp; Africa Region, <b>Standard Bank</b></p>	



**11.30 What the Buy-side wants - in Dialogue with IFAs**

- What are the biggest hurdles for IFAs?
- What are the essential factors when choosing a product for a client?
- What innovation do you need from the sell-side?
- What product features are most important in your market?
- What do you need to have double-digit sales of structured products and ETFs?

Moderator: **Natasja Hart**, Wealth Manager, **GCI Wealth**

Panellists:

**Robert Foster**, Manager Director, **Seed Investment Partners**

**Stephen Katzenellenbogen**, Executive Director, **NFB Private Wealth Management**

**12.15 Lunch**

*Available for Sponsorship*

	Stream A – Asset Allocation & Risk Management	Stream B – Indexation, ETF's & Listed Markets
<b>13.30</b>	<p><b>Achieving the Perfect Pension Portfolio Allocation</b></p> <ul style="list-style-type: none"> <li>• What is the optimum asset allocation for a drawdown client?</li> <li>• What kind of protection does your portfolio require?</li> <li>• Income versus Growth – how structured products adapt to changing requirements.</li> <li>• Delivering asset managed solutions through corporate schemes.</li> </ul> <p>Moderator: <b>Rex Cowley</b>, Co-Founder, <b>Overseas Trust &amp; Pension</b></p> <p>Panellists:  <b>Glen Copans</b>, Fund Manager, <b>Investec Specialist Investment</b>  <b>Graeme McCallion</b>, Africa Sales Manager, <b>IDAD</b>  <b>Anthony Palmer</b>, Director Investments &amp; Products, <b>Carrick Wealth</b></p>	<p><b>Presentation: Client “Co-Creation”: the Surprising Confluence of Algorithms, Indexation &amp; Client-Centricity.</b></p> <ul style="list-style-type: none"> <li>• Mass customisation.</li> <li>• Payoff shaping with factor strategies.</li> <li>• Structured payoffs vs. “buy-and-hope”.</li> <li>• Why the discipline of rules-based strategies are good for investors and markets.</li> <li>• How “smart” is Smart Beta?</li> </ul> <p>Presentation by <b>Hannes Du Plessis</b>, Quantitative Strategist, Cross-Asset Structuring, <b>RMB Global Markets</b></p> <p><b>A Discussion with Index Providers</b></p> <p>Moderator: <b>Hannes Du Plessis</b>, Quantitative Strategist, Cross-Asset Structuring, <b>RMB Global Markets</b></p> <p>Panellists:  <b>Gareth Allison</b>, Executive Director &amp; Head of Client Convergence for Sub-Saharan Africa, <b>MSCI</b>  <b>Roberto Lazzarotto</b>, Senior Managing Director &amp; Global Head of Sales, <b>Stoxx</b>  <b>Mark Randall</b>, Head of Data Solutions, <b>JSE</b></p>
<b>14.15</b>	<p><b>Catering to High Net Worth Individuals &amp; Institutions</b></p> <ul style="list-style-type: none"> <li>• How can structured products help diversify and protect your portfolio?</li> <li>• What type of products do wealthy investors want?</li> <li>• What sells most into institutions?</li> <li>• Protective Asset Management - how you can use derivatives to hedge portfolios.</li> <li>• Blending Active &amp; Passive.</li> <li>• Should you invest offshore? If so, how much?</li> </ul> <p>Moderator:  <b>Nkonye Okoh</b>, Executive Director, Head of Private Bank/Wirehouse Structured Product Distribution, <b>JP Morgan</b></p> <p>Panellists:  <b>Maarten Ackerman</b>, Advisory Partner and Chief Economist, <b>Citadel Wealth Management</b>  <b>Melissa Dyer</b>, Head of Advisory, <b>Harbour Wealth</b>  <b>Bongani Khulu</b>, Head of Family Office, <b>Absa Wealth</b>  <b>Clayton Stewart</b>, Chief Investment Officer, <b>Caleo Capital</b></p>	<p><b>Exchange Traded Funds – Building Blocks, Stumbling Blocks and Opportunities in Africa</b></p> <ul style="list-style-type: none"> <li>• Asset management through passive products – what advantages are there apart from lower fees?</li> <li>• Alternative risk premia – how are investor needs evolving?</li> <li>• Have Factors succeeded smart beta?</li> <li>• What are the stumbling blocks for ETF growth in Africa?</li> </ul> <p>Moderator:  <b>Nerina Visser</b>, ETF Strategist &amp; Advisor, <b>etfSA</b></p> <p>Panellists:  <b>Len Jordaan</b>, Head of ETF Distribution: Structured &amp; Risk Solutions, <b>Absa/Newfunds</b>  <b>Maurice Madiba</b>, CEO, <b>Cloud Atlas</b>  <b>Jason Swartz</b>, Head of Portfolio Solutions, <b>Satrix</b></p>

Thursday 2<sup>nd</sup> November

14.45

### Discovering Opportunities Outside South Africa and Offshore

- What are the advantages to investing offshore?
- Mauritius – Africa's offshore hub?
- Exploring the key investment themes outside South Africa
- Botswana, Namibia, Nigeria, Kenya, Ghana... where is the growth and how to nurture it?
- Accessing funding & liquidity in fledgling markets

Moderator: **Neville Mandimika**, Africa Analyst, Global Market Research, **Rand Merchant Bank**

Panellists:

**Mike Christelis**, Group Managing Director Markets & Treasury, **Atlas Mara**

**Yann Robbiola**, Chief Executive Officer, **LS Advisors**

### What Are Exchanges Doing for Your Market?

- How do exchanges support liquidity and "tradeability"?
- Do listed products benefit investors?
- How do we list more structured products on exchange?
- Are exchanges best placed to create indices for investment products?
- Is competition among exchanges good for the market?
- Exchanges as market regulators – is this the right model?

Panellists:

**Adele Hattingh**, Manager, Business Development & Exchange Traded Products, **JSE**

**Etienne Nel**, Chief Executive Officer, **Zar-X**

**Thapelo Tsheole**, Chief Executive Officer, **Botswana Stock Exchange**

15.25

### Networking break

*Available for Sponsorship*

15.55

### An Analysis of Product Performance – The Good, the Bad & the Ugly

Presentation featuring a comparison of structured product markets globally (particularly US & UK) as well as a comparison between structured and other products, such as mutual funds, ETFs and unit-linked products.

**Tiago Fernandes**, Global Head of Data, **SRP**

16.15

### Product Innovation: What is New in the Market and Where is the Demand?

- Where do you see the opportunities for manufacturers and distributors?
- The Changing Art of Distribution – what is new in structured products?
- Will multi-issuer platforms take off in South Africa?
- Exchange-traded funds & structured products: do they complement or compete?
- Is the traditional IFA network still the best distribution vehicle?

Moderator: **Larry Wilson**, Managing Director, Head of North America Retail Distribution, Structured Investments, **JP Morgan**

Panellists:

**Brett Dugmore**, Head of Structured Solutions, South Africa, **BNP Paribas**

**Johann Gunter**, Head of External Distribution: Structured & Risk Solutions, **Absa**

**Brian McMillan**, Retail Structured Products, Financial Products Division, **Investec**

**Ebrahim Patel**, Commodities/Alternative Asset Specialist, Metals & Energy, **Rand Merchant Bank**

17.00

### Closing Remarks

**Jan Scibor-Kaminski**, Managing Director, **SRP**

17.05

### Drinks Reception

*Available for Sponsorship*

18:30

## Africa Structured Products & Alternative Investments Awards Dinner & Ceremony 2017

Awards Dinner & Ceremony & Entertainment with Comedian, Alfred Adriaan and an Auction by Waves for Change, a Cape Town based kids' charity



## Awards Ceremony and Dinner

SRP's Africa Awards are the industry's most prestigious accolade, designed to recognise the best buy- and sell-side firms in Africa, as well as identifying the best service providers. After the conference, we welcome you to join us for the evening to relax with a few drinks, excellent food and great entertainment.

### Limited Availability.

For more information, please contact Jack Stannard on

T: +44 (0)20 7779 8239

E: [Jack@structuredretailproducts.com](mailto:Jack@structuredretailproducts.com)



## Awards Shortlist

### Manufacturer Awards

#### Best House, Africa

Absa  
BNP Paribas  
Commerzbank  
Credit Suisse  
Investec

#### Best House, Equities

Absa  
BNP Paribas  
Commerzbank  
Credit Suisse  
Investec

#### Best House, Multi-Asset

Absa  
BNP Paribas  
Credit Suisse  
Investec  
Standard Bank

### Distributor Awards

#### Best Distributor, South Africa

Absa  
Investec  
Standard Bank

#### Best Distributor, Mauritius

MCB Capital Markets  
LS Advisors

#### Best Performance, South Africa

Absa  
Investec  
Standard Bank

#### Best Performance, Mauritius

MCB Capital Markets  
LS Advisors

#### Best Offshore Distributor

Investec  
LS Advisors  
Standard Bank

#### Best Technology Platform

Bloomberg  
Strate  
Wealthport

### Service Providers

#### Best Index Provider

FTSE/JSE  
MSCI  
S&P Dow Jones

#### Best LISP Platform

Glacier  
iTransact  
Wealthport

#### Best Law Firm

Allen & Overy  
Bowmans  
Norton Rose Fulbright

#### Best Proprietary Index Provider

Absa/Commerzbank  
BNP Paribas  
RMB

#### Best Exchange

Johannesburg Stock Exchange  
Stock Exchange of Mauritius  
Zarx

#### Best Technology Platform

Bloomberg  
Strate  
Wealthport

### Other Awards

#### Personality of the Year

Will be Announced at the Awards Ceremony

#### Best Financial Advisor (Network)

Harbour Wealth  
Gradidge-Mahura Investments  
PSG

#### Best ETF House

Absa New Funds  
Blackrock iShares  
CoreShares  
Sygnia Asset Management

#### Deal of the Year

Absa  
BNP Paribas  
Investec

#### Best Educational Initiative

Absa  
JP Morgan



## WHY YOU SHOULD ATTEND?

Join senior representatives from investment banks, wealth managers, product distributors, asset managers, regulators, product developers and actuaries to:



Gain a thorough grounding in Structured Products and ETFs through CPD-accredited workshops run by independent experts.



Learn about asset allocation and how and when to use different products in client portfolios.



Discuss the latest trends and best practices in product design and regulations.



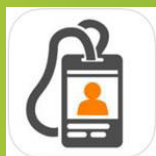
Discover how Fintech and RDR are changing the traditional distribution model and where the opportunities are.



Network with the Structured Products and Alternatives industry throughout the two days and at our celebratory Golf tournament at the Country Club Johannesburg golf course.



### CONVENE - LIVE EVENTS APP BY THOMPSON REUTERS



Download Convene and get full access to the day's agenda, dive into sessions and speaker details, take part in live polling, connect with attendees on social media and give real-time feedback on sessions.

Download Convene- live events app from Apple's App Store, or the Android Store to get access today.

Once downloaded, look for the "SRP's 2nd Africa Structured Products & Alternative Investments Conference 2017" under the "Find Events" tab.

## SECURE YOUR PLACE NOW:

### BUYSIDE:

#### Conference Pass\*

\*Includes access to Training, Drinks Reception and Conference

**£150**

#### 3-for-2 offer

#### Conference Pass\*

\*Includes access to Training, Drinks Reception and Conference

**£300**

**Save £150**  
**Full price £450**

### SELLSIDE:

For sponsorship opportunities please contact

**Jack Stannard**  
Account Manager EMEA  
+44 (0)20 7779 8239

#### Sell-side companies include:

Investment Banks, Law Firms, Exchanges/Clearing Houses, Tech Companies, Consultancy/Accounting Firms, Index Providers, any other service provider

#### Buy-side companies include:

Retail Banks, Private Banks, Fund Managers, Life Insurance Companies.

*Prices are subjected to VAT if applicable*

## 3 EASY WAYS TO REGISTER



#### 1. Online

[www.StructuredRetailProducts.com](http://www.StructuredRetailProducts.com)



#### 2. Call us on

+44 (0)20 7779 8239



#### 3. Email us at

[Jack@StructuredRetailProducts.com](mailto:Jack@StructuredRetailProducts.com)



## AWARDS CEREMONY

Limited availability

To make sure your company is represented, book now by phone **+44 (0)20 7779 8239** or email **Jack@StructuredRetailProducts.com**

**For details on the Awards Dinner and Golf Day, please contact SRP**



## Cement those relationships on the golfing green on the third day, as we run our 2nd Networking Golf Tournament!

Join us to meet our sponsors, thank your clients and network with other industry leaders in a relaxed environment and practice your swing at the 2nd SRP Golf Tournament at one of Johannesburg's premier golf courses.

Limited Availability. For more information, please contact Jack on **+44 (0)20 7779 8239** or e-mail **Jack@structuredretailproducts.com**

### Venue Information



#### THE MASLOW HOTEL

146 Rivonia Rd, Sandton,  
Johannesburg, 2031, South Africa  
Phone: +27 10 226 4600

SRP has negotiated a specially discounted room rate for delegates requiring overnight accommodation in Johannesburg. Once you have confirmed your registration for the conference, we will provide details on how to book your room at the discounted rate.