



**NIGERIAN
PRIVATE EQUITY
PUBLIC EQUITY
DIALOGUE**

**Oriental Hotel, Lagos
16th September, 2015**



AGENDA

Time Slot	Programme
8.15 – 9.15 (60 mins)	Registration Registration Desk
9.15 – 9.30 (15 mins)	Welcome Address – NSE
9.30 – 10.00 (30 mins)	<p>Opening Keynote Address: What are the key imperatives for attracting and sustaining PE investments in Nigeria in such a manner to ensure sustainability and growth? How will global macro-economic trends and geopolitical trends affect the PE & Public Equity market markets in Africa, highlighting the supportive forces and inhabitants. Which markets in the SSA do you expect will offer the most exciting investment opportunities to unlock the power of Private Equity in the next 3-5years?</p> <p>Speaker: TBA</p>
10.00 – 11.00 (60 mins)	<p>Panel I:</p> <ul style="list-style-type: none"> ▪ Africa’s renaissance has been powered by ever increasing offshore & intra-Africa FDIs. Nigeria is both a top destination and exporter of FDI on the continent, albeit its capital market has remained relatively stifled and unreflective of this growth. What factors can be adjudged to have contributed to this? And what corrective measures are in place or required? ▪ As the largest economy in Africa, Nigeria’s share of Africa investments is not commensurate to its scale of potential. With Fund managers increasingly adopting a pan-African, rather than country specific remits, what is the potential for Nigeria to lose current market share and what is the envisaged impact on the market? ▪ Nigeria’s capital market is largely deemed to be susceptible to FPI flows. What factors are integral to sustainability of flows and what strategies are required to improve domestic participation and market growth? ▪ What are current regulatory enforcement priorities? ▪ Q & A from the Audience <p>Panelists: TBA</p>
11.00 – 11.25 (25 mins)	Coffee Break
11.30 – 12.00 (30 mins)	<p>Morning Keynote Address: As the apex regulator of the Nigerian Capital Market, what is the strategic vision & envisaged road-map for the market, in the face of competition from other SSA markets? What are the critical initiatives by the SEC to deepen the markets to increase its attractiveness and ability to retain global capital flows required to fund the infrastructure and other developmental needs of the country? What is the vision of the SEC for the structure of the Nigerian Capital Market? What initiatives, by market infrastructure and policies, do the regulators of Nigeria’s financial system have to ensure adequate collaboration to ensure that growth is sustainable and inclusive? SEC priorities for 2016?</p> <p>Speaker: TBA</p>



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12.00 – 12.45 (45 mins)

Panel II:

- With increasing appetite for African deals evidenced by record fund raisings by Africa focused funds, how has/will this impact on valuations in both private equity and public equity markets?
- What is the attendant implication for public exits of PE transactions & PIPEs?
- What form of regulation do market participants want and why? Are different regulatory approaches impacting the growth of Nigeria’s capital markets?

Panelists: TBA

12.45 – 13.30 (45 mins)

Panel III: Exit Readiness – Ensuring value creation through the Deal Lifecycle.

- What are the typical challenges in PE deal structuring?
- Are there advantages in PIPE deal structuring?
- What are the most common value creation opportunities that PE managers look for?
- What advantages exist in PE funding over sourcing funding from the Nigerian public markets?
- What are the critical considerations for companies seeking funding from both markets?
- How important is a well-articulated value creation strategy to investors?
- How do you parlay a value creation strategy into a successful exit?
- What factors are requisite to attract strategic buyers or launch a successful IPO?
- What have been the typical pitfalls and difficulties in deal exits within the Nigerian context, what informs the preference for PE exit routes in Nigeria?
- Have there been successful exits? Are there factors that if addressed will lead to significant interest in PE exits via IPOs and PIPEs in Nigeria?

Panelists: TBA

13.30 – 14.25 (55 mins)

Lunch

14.30 – 15.00 (30 mins)

Afternoon Keynote Address: NSE

15.00 – 15.45 (45 mins)

Panel IV

- Public Equity vs Private Equity: considering the risk/return trade-off where do the scales tilt?
- Where do emerging markets fit within the private equity markets today? What are the expectations for these markets in the face of the evolving recovery of the developed markets and the potential for increasing interest rates in developed markets?
- Which global macro-trends are most worrying? What is the envisaged outlook for Nigeria in 2016?
- Trends in reporting and transparency in private equity and public equity markets?

Panelists: TBA

15.45 – 16.00 (15 mins)

Coffee Break



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16.00 – 16.40 (40 mins)	Panel V: <ul style="list-style-type: none">▪ How do PE firms combine maximization of value creation and management of portfolio companies?▪ How does the PE ownership change the management dynamics and what are the difference with public listed companies?▪ What are the essential elements to a successful investment strategy in Nigeria▪ What are the key factors for successful fund raising with Nigeria's financial markets Panelists: TBA
16.40 – 16.55 (15 mins)	Seminar Summary and Next Steps - HCP
16.55 – 17.05 (10 mins)	Closing Remarks – NSE
17.10 – 18.30	Drinks Reception & Networking (Sponsorship Opportunity)