

FROST & SULLIVAN

GIL 2015: AFRICA

The Global Community of Growth, Innovation and Leadership



Frost & Sullivan Institute



CONVERGENCE

The Journey to Visionary Innovation

20 August, 2015

The Table Bay Hotel, Cape Town, South Africa

ww2.frost.com/event/calendar/gil-africa-2015/



Dear Colleague,

It is our pleasure to once again extend a personal invitation to you to join us and our global community of senior executives on the next phase of our Journey to Visionary Innovation, **“Convergence”**

In our fifth consecutive year, GIL 2015: Africa continues to bring together a global network of today’s best thinkers, visionaries and thought leaders, learning how to leverage innovation as a resource to address global challenges.

We are inspired and even more enthused about the unlimited potential that exists in our quest for excellence driven by all the monumental and innovative visionary perspectives shared around the globe, in more than the twenty countries that comprise our GIL community.

This year, as we continue sharing, engaging and inspiring one another, we are proud to welcome Frost & Sullivan’s Best practices Award recipients and their management teams to our community. These distinguished guests - visionaries, innovators and leaders - represent Frost & Sullivan’s 2015 “Best-in-Class” organisations and are a key driver fuelling our community’s thought leadership and global think tanks. The positive impact of these superlative performers’ innovative solutions and services across a diverse range of markets will be formally recognised during our prestigious Growth Excellence Awards Banquet.

Reinforce your commitment to Growth, Innovation and Leadership and join our 2015 Journey to Visionary Innovation today.

We look forward to seeing you at GIL 2015: Africa.

Sincerely,



A handwritten signature in black ink, appearing to read 'H. Malan'.

Hendrik Malan
Operations Director, Africa,
Frost & Sullivan



A handwritten signature in black ink, appearing to read 'B. Cederstrom'.

Birgitta Cederstrom
Global Commercial Director, Growth,
Innovation and Leadership, Frost & Sullivan



**Your "C" Suite:
CEO, CTO, CSO, CFO, COO**

- Business Development
- Competitive Intelligence
- Corporate Development
- Corporate Venture Fund
- Investors
- Marketing
- Marketing Research
- Research & Development
- Sales
- Strategic Planning
- Venture Capital

Why is this a 'MUST-ATTEND' Event?

- Frost & Sullivan's global community of Growth, Innovation and Leadership is focused on sharing, engaging and inspiring a continuous flow of new ideas and fresh perspectives which leverage innovation as a resource to help address global challenges.
- Year after year, CEOs and members of their Growth Team invest their time to experience a GIL event, renewing their passion, fueling their creativity and gaining access to best practices, tools and strategies that will drive growth and inspire innovation.
- Industry Think Tank sessions afford participants the opportunity to examine a unique 360 Degree Perspective of their industry, global trends and critical factors influencing market growth. These sessions will allow for interactive exchanges with Frost & Sullivan's analyst community and leading industry experts.
- Benchmark and strengthen your company's growth strategy against proven best-practice tools and strategies.
- Gain access to a wealth of best-practice tools and strategies to support you in critical decision making as a member of your company's Growth Team.



About Frost & Sullivan: Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants. For more than 50 years, we have been developing growth strategies for the Global 1000, emerging businesses, the public sector and the investment community. Is your organisation prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies? [Click here to contact us: start the discussion](#)

The Six Platforms of Growth, Innovation and Leadership



Visions & Benchmarks



Corporate Enlightenment



360 Degree Visionary Perspective



Inspiring Innovation



Implementation



The GIL Community

19 AUGUST 2015

17:00 PRE-REGISTRATION: WINE RECEPTION AND PARTNERSHIP EXHIBITION

20 AUGUST 2015

08:30 REGISTRATION, AGILE, AND ONLINE GIL COMMUNITY TOUR

09:00 WELCOME TO THE GIL JOURNEY

Dorman Followwill, Senior Partner and Director, Frost & Sullivan

09:15 KEYNOTE: CONVERGENCE GIL 2015 AFRICA - THE GAME CHANGING VISIONARY FUTURE

Aroop Zutshi, Global President & Managing Partner, Frost & Sullivan

09:30 EVOLUTION OF BUSINESS - THE HOLY GRAIL TO NEW BUSINESS MODELS AND SUCCESS

Mark Simoncelli, Global Director, Growth Implementation Solutions, Frost & Sullivan

10:00 GROWTH SUCCESS STORY I BY T-SYSTEMS SOUTH AFRICA

Gert Schoonbee, Managing Director, South Africa, T-Systems

10:15 NETWORKING, EXHIBITION AND REFRESHMENT BREAK

10:45 INTERACTIVE THINK TANK I: 360 DEGREE CONVERGENCE INSIGHTS

Dorman Followwill, Senior Partner and Director, Frost & Sullivan

Mark Simoncelli, Global Director, Growth Implementation Solutions, Frost & Sullivan

Birgitta Cederstrom, Global Commercial Director, Growth, Innovation and Leadership, Frost & Sullivan

11:45 GIL 2015:AFRICA AWARDS RECOGNITION

Aroop Zutshi, Global President & Managing Partner, Frost & Sullivan

12:00 CEO Panel: IMPACT OF CONNECTIVITY AND CONVERGENCE

Hendrik Malan, Operations Director, Africa, Frost & Sullivan

13:00 NETWORKING LUNCHEON

14:00 INTERACTIVE THINK TANK II: CONNECTED INDUSTRIES - A CLIENT STUDY ON THE ICT, AUTOMOTIVE AND CHEMICALS INDUSTRIES IN AFRICA

Moderated by: Mark Simoncelli, Global Director, Growth Implementation Solutions, Frost & Sullivan

Presented by:

ICT: Hendrik Malan, Operations Director and Head ICT Africa, Frost & Sullivan

Automotive: Byron Messaris, Industry Analyst, Frost & Sullivan

Chemicals: Mani James, Operations Manager, Africa, Frost & Sullivan

15:00 GROWTH SUCCESS STORY II BY DHL EXPRESS

Charles Brewer, Managing Director, sub Saharan Africa, DHL Express

15:15 GIL YOUNG ENTREPRENEURIAL AWARDS 2015 AFRICA RECOGNITION

Presented by:

Birgitta Cederstrom, Global Commercial Director, Growth, Innovation and Leadership, Frost & Sullivan

15:30 NETWORKING, EXHIBITION AND REFRESHMENT BREAK

16:00 INTERACTIVE THINK TANK III: 360 DEGREES PERSPECTIVE - BIG 7 GLOBAL CHALLENGES ACROSS BUSINESS, FUNCTIONS & INDUSTRIES

Dorman Followwill, Senior Partner and Director, Frost & Sullivan

17:00 GIL 2015:AFRICA CONCLUDES

Dorman Followwill, Senior Partner and Director, Frost & Sullivan

Birgitta Cederstrom, Global Commercial Director, Growth, Innovation and Leadership, Frost & Sullivan

17:15 NETWORKING, EXHIBITION AND WINE RECEPTION

18:30 2015 AFRICAN BEST PRACTICES AWARDS BANQUET REGISTRATION AND CHAMPAGNE WELCOME - BY INVITE ONLY



Aroop Zutshi

*Global President & Managing Partner
Frost & Sullivan*

Aroop Zutshi is based in Mountain View California, and sits on the corporate board of Frost & Sullivan Inc. As the Global President & Managing Partner, with over 30 years of experience, he is responsible for the day to day operations and performance of the network of Global offices. Aroop has been involved in developing the growth strategy for the company. Aside from personally driving the globalization of Frost & Sullivan from five different offices in five countries, he has also been responsible for Frost & Sullivan's expansion of business across 32 countries with 43 office locations. Besides being responsible for managing Frost & Sullivan, Aroop also works with fortune 500 companies in designing their growth strategies by evaluating new opportunities for growth.



Birgitta Cederstrom

*Global Commercial Director,
Growth, Innovation and Leadership,
Frost & Sullivan*

Birgitta Cederstrom is the Global Commercial Director for Growth, Innovation & Leadership, Frost & Sullivan. Prior to her current role, she was the Business Unit Leader for ICT Africa for three years. She has over twenty years of experience at senior executive level within ICT, Consulting and strategy implementation. Birgitta brings with her in-depth insight into African business, ICT and FMCG related development and has worked with leading companies unpacking growth opportunities in Africa. She is a well recognized guest speaker and presenter at a variety of international and local African events, particularly in Mobility and Telecommunications, Cloud, Managed Service, Convergence and overall Disrupt Technology, VAS and Social Media. Birgitta holds a BCom (Hons) from the University of Lund, Sweden.



Dorman Followwill

*Senior Partner and Director
Frost & Sullivan*

Dorman Followwill's inspirational leadership and contributions to the global Frost & Sullivan team have accounted for outstanding performance in regional EIA sales and profit as a Partner, Director and Executive Committee member for the Europe, Israel, and Africa region, in 2008 and 2009, as well as record profitability in the Healthcare business unit in North America from 2002-2005. Dorman has played a leading role in some of the largest consulting engagements in the history of the firm, including ongoing projects with Bayer Biologicals and Philips, and key projects with Merck Chemicals, Montagu Private Equity, and Novartis. He also supports several key sales and new business development initiatives in EIA. Dorman has a B.A. in The Management of Organisations from Stanford University and currently resides in Oxford, U.K., with his family.



Charles Brewer

*Managing Director, sub Saharan Africa,
DHL Express*

Charles Brewer took up the position of Managing Director for DHL Express sub Saharan Africa in February, 2011. Prior to this, he served on the Board of DHL USA as the Senior Vice President and GM of DHL Express USA. A supply chain professional and specialist in international shipping, he has over 30 years of industry experience, covering multiple global regions and disciplines. Charles started his career at DHL UK in 1984 as a customer service agent. He spent 15 years with the company in the UK and then moved to the DHL Express Asia Pacific region. In his current position he has 54 countries and territories, over 3500 employees, over 250 facilities, five regional hubs and 14 dedicated DHL aircraft under his guidance.



Gert Schoonbee

*Managing Director, South Africa,
T-Systems*

Gert Schoonbee was appointed Managing Director of T-Systems in South Africa from April 2012. Gert is a passionate South African, who grounds the majority of his value-system on his upbringing in the rural areas of South Africa. Gert joined T-Systems in August 2000. Prior to T-Systems, Gert was a director and co-owner at e-volution, responsible for Business Development. Gert is a shareholder in a commercial agricultural concern. In his role of Director, he assists the organisation with elements like product portfolio and sales approach. Schoonbee Estates are exporting to various countries, including Canada, UK, Russia, Scandinavia and China. Gert holds a Bachelors degree in Industrial Engineering from the University of Pretoria, and an MBA from the Graduate School of Business of the University of Cape Town.



Hendrik Malan

*Operations Director, Africa,
Frost & Sullivan*

Hendrik Malan is the Operations Director for Frost & Sullivan Africa. He has over eleven years of management consulting experience specialising in the design and implementation of corporate growth strategies across the Middle East and African regions. Particular process expertise includes growth idea generation, growth strategy design, strategy implementation, innovation management, sector development and economic impact assessment. Since starting with Frost & Sullivan he has successfully completed a number of large scale corporate and public sector projects and has long standing relationships with leading industry participants within the financial, public, ICT and chemicals sectors, to name but a few. Hendrik holds a BCom (Hon) in Business Management from Stellenbosch University, South Africa, and a MBA from Vlerick Business School, Gent, Belgium.



The GIL Community Newsletter (GCN)

Stay informed about the latest market trends, developments, tools and strategies driving the future of your business. Each month, a customised GCN issue will be delivered to you via email; this is a road map that will lead you closer to achieving your growth goals and objectives. Each issue is full of new ideas and fresh perspectives being discussed and shared with more than 400,000 senior executives of our GIL community in more than 40 countries around the world. Visit www.frost.com/gcn to subscribe.



Mani James

*Operations Manager, Africa
Frost & Sullivan*

Mani James is the Operations Manager for Africa. He has extensive strategic consulting experience having worked for over fourteen years with clients in North America, South East Asia, Asia Pacific and Africa. He has particular expertise in market entry and expansion strategies, customer analysis and segmentation, competitive strategy and solutions modelling and implementation. Mani has in-depth and wide experience with working across multiple domains in many countries and regions. Mani is responsible for the market intelligence across all the business units in Africa. Mani also heads up the Chemicals Materials and Food & Healthcare business units for Africa. Mani holds a B.Tech (Mechanical Engineering), National Institute of Technology (NIT), Calicut, India and Project Management Professional (PMI), USA and PGDCM, XIME, Bangalore, India.



Mark Simoncelli

*Global Director, Growth Implementation Solutions,
Frost & Sullivan*

Mark has over thirteen years of large scale business transformation expertise, including thought leadership and implementation, specifically post-deal integration, business change implementation, strategy implementation, organisation development and culture change; and process optimisation and business results realisation. Since joining Frost & Sullivan, Mark has successfully completed a number of large scale projects for private and public sector firms in the way of business transformation. Mark holds a BSc Honours from Rhodes University in Grahamstown, South Africa.



The Association of Growth, Innovation and Leadership Executives (AGILE)

The Association of Growth, Innovation and Leadership Executives (AGILE) and our members are passionate about effectively leveraging their knowledge in order to help solve the "Big 7" challenges of our world.

AGILE – the Association of Growth, Innovation and Leadership Executives:

- Is a 501(c)(3) non-profit association designed and governed by its members.
- Has regional chapters, programs and annual events which span more than 20 countries around the globe.
- Supports an executive member base of over 1 million followers, 33 industries and 10 career functions.
- Leverages the skills, talents and assets of its members to make significant strides in addressing the "Big 7" global challenges that face our world today.
- Programs promote the acceleration and development of its members' careers inclusive of collaboration, career coaching, certification, networking, smart investing, and access to best practices.
- Provides the ultimate serendipity engine that supports their members' Journey to Visionary Innovation.



GOLD PARTNER



T-Systems shapes the future of business and society and creates value for customers, employees and investors thanks to innovative ICT solutions. Our goal is to help

you grow and develop your business in line with your goals, even in times of changing markets and increasing competitive pressure. We see ourselves as an enabler, making your business more simple and competitive. Our services are based on our three core values: innovation, simplicity and competence. T-Systems – an ICT partner you can depend on. Our objective is to build a true partnership around your specific needs. With this kind of partnership in place, we can effectively put our technologies and experience to work for you. With T-Systems as your partner, you'll see a significant increase in your company's efficiency, effectiveness and competitive edge. T-Systems South Africa – Transforming Business, Building a Nation. As a multi-national company operating in South Africa, T-Systems South Africa has both the privilege and the responsibility to contribute to the development of our country. T-Systems South Africa is rated a Level 2 Broad Based Black Economic Empowerment (BBBEE) contributor.

BRONZE PARTNERS



The Logistics company for the world **DHL** is the global market leader in the logistics industry and "The Logistics company for the world". DHL commits its expertise in international express, air and

ocean freight, road and rail transportation, contract logistics and international mail services to its customers. A global network composed of more than 220 countries and territories and about 285,000 employees worldwide offers customers superior service quality and local knowledge to satisfy their supply chain requirements. DHL accepts its social responsibility by supporting environmental protection, disaster management and education. DHL is part of Deutsche Post DHL. The Group generated revenue of more than 55 billion euros in 2013. www.dpdhl.com



Engen in South Africa focuses on the downstream refined petroleum products market and related businesses. The company's core functions are the refining of crude oil, the marketing of our primary refined petroleum products and the provision of convenience services via our extensive retail network.

Engen also markets Hydrocarbon Solvents and Process Oils manufactured at the Engen Refinery, as well as Fluids, Polymers, Chemical Intermediates, Dyes and White Oils sourced from ExxonMobil Chemical and other multinational suppliers.

GLOBAL ALLIANCE PARTNERS



BrightTALK provides online events for professionals and their communities. Every day, thousands of thought leaders are actively sharing their insights, ideas and most

up-to-date knowledge with professionals all over the globe through the online event technologies BrightTALK has created. www.brighttalk.com



The Frost & Sullivan **Global Alliance Partner** Program offers one of the most compelling channel relationships in the industry with the goal of bringing world class solutions to our global clientele.



Lenos Software is revolutionizing Relationship Event Marketing. The Lenos Campaign Platform puts the power of Event Marketing in the hands of Marketers for rapid, custom site creation without coding to drive revenue generation and lead management. Lenos enables actionable business intelligence, critical customer insight, campaign measurement, compliance and dramatically improves productivity. www.lenos.com



The Manufacturing Leadership Council, Frost & Sullivan, is the world's first member-driven, global business leadership network dedicated to senior executives in the manufacturing industry. The Manufacturing Leadership Council's mission is to help senior executives define and shape a better future for themselves, their organizations, and the industry at large. The Council produces an extensive portfolio of leadership networking, information, and professional development products, programs, and services—including the Manufacturing Executive Website, an online global business network with over 5,000 members around the world; the Manufacturing Leadership Council, an invitation-only executive organization of over 100 members; the annual Manufacturing Leadership Summit; the Manufacturing Leadership 100 Awards, celebrating industry achievement; and the thought-leading Manufacturing Leadership Journal. www.manufacturingleadershipcouncil.com



Eloqua is the category-defining marketing automation leader and provider of best-practices expertise for marketers around the world. The company's mission is to make its customers the best marketers on earth. Thousands of customers, including Aon, Apple, Fifth Third Bank, Dow Jones, Fidelity and Sybase, rely on Eloqua to execute, automate and measure programmes that generate revenue. www.eloqua.com



Prominic.NET helps small-sized and mid-sized companies navigate their cloud transformation, quickly and safely. Our innovative StartCloud™ platform delivers cloud-based desktops, servers, data backup, content management and collaboration tools. Our optional on-site appliance solves the "where's my data?" problem and offers real-time data synchronization between your site and the cloud. www.prominic.net



PR Newswire, an industry-leading content syndication network, reaches audiences of key influencers such as journalists and bloggers worldwide, to drive awareness, social sharing and buyer interest. With news distribution, multimedia, and video production capabilities, PR Newswire helps marketing and communications professionals implement cutting-edge campaigns that stand out from the crowd.



Scip is a global, non-profit organization providing education, networking and professional development opportunities to business professionals involved in developing competitive intelligence that enhances organizational decision-making. www.scip.org



Zula is a cross platform mobile app enabling teams of all sizes and types to bring their communication to the 21st century. Any and all functionality needed for streamlined team communication in one mobile offering. File sharing, polling, group messaging and much more! www.zulaapp.com

MEDIA PARTNERS



25° in Africa is part of Media in Africa's range of independent, unbiased magazines. Published bi-monthly in print format and digitally via the Internet with an international readership, 25° covers the whole gamut of energy sources and provides meaningful, educational and technical reporting on the major energy issues of the day

throughout the African continent, with interviews and reports from international experts, governmental policy statements, statistical analyses, and the views of decision makers – all forming part of our balanced independent editorial programmes. www.25degrees.net



The Brains Network was founded under the name of **AfricanBrains** in 2009 by managers who have been working in Africa and the Middle East for over 18 years. Since then the "Brains" brand has expanded onto ArabBrains,

ChineseBrains & AustralianBrains. The Brains Network is regarded as a top source of education, innovation, ICT, science & technology news and, in addition, organises high-level summits bringing government, business and civil society together across Africa, the Middle East and beyond. www.africanbrains.net



Africa investor (Ai) is a specialist investment communications firm advising governments, international organisations and businesses on communication strategies for capital market and foreign direct investments in Africa. Africa investor publishes Africa investor, the leading international newsstand magazine for Africa's investment decision makers; maintains the Ai40 Investors' Index, hosts the Ai Institutional Investment Summit & Awards, Ai Investment Climate Summit and Investments and Business Leader Awards and the Ai Infrastructure Investment Summit & Awards, amongst other events. www.africainvestor.com



Alternative Energy Africa is the continent's first magazine dedicated to literally filling the energy information gap in Africa. Alternative Energy Africa provides its readers updates on private sector projects, government initiatives, business and investment news, and strategies for a thriving alternative/renewable energy market on the African continent, all of this in addition to global project news and groundbreaking technology coverage. And to complement the magazine, www.AE-Africa.com offers the latest updates between issues making the AEA online and print duo "the premiere source" of alternative and renewable energy news covering the African continent.



Automotive Business Review (aBr) is the preeminent automotive aftermarket publication in South Africa. Unique in its publishing approach, aBr is refreshing, upbeat, and relevant. Presented in a clear, crisp and anecdotal style, aBr never forgets its promise to its readers – that they will receive WORDS IN ACTION and the REAL DEAL. Based on this premise, over 12 500 executives in the automotive industry anxiously wait for the latest aBr to land on their desks the first week of the month, February to December, 11 times a year. <http://www.abrbuzz.co.za/>



Bizcommunity.com is South Africa and Africa's leading B2B website, with a focus on the nation's advertising, marketing, media, retail and associated sectors. A daily mix of original and quality news coverage has made bizcommunity.com the vehicle of choice for a diverse online audience. Our portal dedicated to Advertising, Marketing & Media is the key influencer in these sectors in Africa and has become the go-to hub for business drivers, opinion makers and recruiters. We are dedicated to building, showcasing and servicing online business communities in our region.



Cape Business News, founded in 1980, is a specialist publication that provides business readers with comprehensive news on a monthly basis with extensive coverage of the Cape's general business trends, events, statistics, new products, services and projects. It is primarily a promotional vehicle for companies which have the Cape Business community as a primary target market. www.cbn.co.za



With all forms of energy now crucial to the future economic, political and social futures of every country in the world – especially Africa – **Energy Forecast** provides a comprehensive

coverage of exploration, development and innovation every quarter. While attention is given to traditional carbon fuels and nuclear power we provide plenty of news about alternative sources of energy being developed with ingenuity around the African continent together with emphasis on water and climate change. www.energyforecastonline.co.za



Engineering News is source of weekly real economy news on projects, products, policies, personalities and technoeconomic progress, covering a

wide range of industries. The news magazine, websites and newsletters provide a unique forum where readers can find news and comment critical to business success. A mobile version of Engineering News is available at m.engineeringnews.co.za and an Engineering News application is available in the iTunes and Google Play stores for users of the iPhone and Android devices respectively. www.engineeringnews.co.za



Frontier Market Network is a business-to-business online platform that assists companies and individuals to build networks and presence in Africa.

Create your project today and start generating new business partnerships and trade leads from the Frontier community. Get started by registering for free on www.frontiermarketnetwork.com



How we made it in Africa, established in April 2010, is aimed at African business people as well as foreign investors with an interest in the continent. Despite the growing interest in Africa as an investment

destination for foreigners, African companies and entrepreneurs have been conducting business successfully on the continent for hundreds of years. These businesses are constantly looking to improve their operations and access new growth opportunities. How we made it in Africa provides readers with responsible business journalism that informs, educates and inspires <http://www.howwemadeditinafrica.com/>



IT News Africa was established in May 2007, and is Africa's premier ICT news and information website. Our mission is to promote the abundant opportunities for Africans within the ICT sector and to encourage investment by government agencies and the private sector. IT News Africa is a highly regarded international media partner, co-sponsoring such prestigious international conferences as the ITU Telecom World Conference, AfricaCom, GITEX, Commonwealth Telecoms Summit and the IDC CIO Summit amongst others.



ITWeb is South Africa's leading technology focused publisher, with media products and services that span online, print and events. Its online ITWeb services, available across all digital platforms - Web, e-mail, mobile, social media - is recognised as the most trusted source of news,

views and analysis of the key trends and developments that shape the local IT and telecoms markets. ITWeb's Brainstorm magazine, South Africa's most influential business IT monthly, reaches 12 000 executives and decision-makers www.itweb.co.za



Leadership magazine is one of the oldest and most prestigious magazines in South Africa. Founded by Hugh Murray in 1983, Leadership became the choice read for the country's business and political

leaders. Leadership's aim is to give insights, intelligence and interviews with those leaders who are defining the world around us. It offers leaders a space to express their views, fears and hopes, without those being travestied by truncation, or refracted through the ideological prism of the commentariat. www.leadershiponline.co.za



mybroadband

As the largest IT website in South Africa, **MyBroadband** attracts over 80% of all traffic to IT websites. MyBroadband forms part of the top 10 largest websites in the country and is the only IT website to see 1 million unique readers a month who are largely

attracted by quality content and breaking industry news. With the largest social networking platform for IT professionals in SA, and over 4,8 million posts and 85,000 registered members, MyBroadband has become a hub of activity for IT and telecommunications discussions. www.mybroadband.co.za



Transport World Africa is a bimonthly magazine that covers the complete transport and logistics management solutions; it also

focuses on the movement of freight throughout Africa. It is endorsed by the Federation of East and Southern African Road Transport Associations (FESRTA) and by the South African Association of Freight Forwarders (SAAFF). Transport World Africa is published by 3S Media – 53 years of publishing excellence. <http://www.transportworldafrica.co.za/>

STRATEGIC NON-PROFIT PARTNERS



AGILE's unique contribution to the world is leveraging executives who are experienced in and passionate about growth, innovation and leadership to address the globe's big 7 challenges by forming visionary perspectives on each challenge and exploring new and innovative approaches for transforming challenges into opportunities. AGILE members leverage their entrepreneurial skills, capital and leadership abilities working toward creating "The Next Big Thing" and solving some of the planet's most complex and overwhelming challenges of our time.

forming visionary perspectives on each challenge and exploring new and innovative approaches for transforming challenges into opportunities. AGILE members leverage their entrepreneurial skills, capital and leadership abilities working toward creating "The Next Big Thing" and solving some of the planet's most complex and overwhelming challenges of our time.



The Association of International Product Marketing and Management (AIPMM) is the world's largest professional organisation of product managers, brand managers, product marketing managers

and other individuals responsible for guiding their organisations and clients through a constantly changing business landscape. It is the only organization that represents those who manage the entire product life-cycle throughout any industry. www.aipmm.com



The **Appropedia** Foundation is building a crowd-sourced multi-lingual sustainable knowledge base at Appropedia.org. Beyond providing infrastructure, Appropedia also fosters a community of volunteers, foundations, academic institutions, international development organizations and for-profit firms that support open sharing of practical wisdom to enable

better living with a sustainable environmental footprint. www.appropedia.org



BMA is the business marketer's first line of defence in changing business marketing environments. Today, we're

even better at delivering membership benefits that make a difference to your business...today and tomorrow. From our information-packed website to our online skills-building and marketing certification programme, to papers and industry surveys, to interaction with peers, no other organisation delivers the same level of commitment to the information and networking needs of business-to-business marketers. www.marketing.org



Frost & Sullivan Institute (FSI) is a non-profit organization dedicated to leveraging innovation to address global challenges. Our world is facing serious challenges, which in the coming years could have result in catastrophic impacts on our lives if nothing is done to shape the future. The institute leverages Frost & Sullivan research, its staff, clients and partners to work

in collaboration to leverage technology innovation and ideas to address these challenges. The institute also provides research support and marketing services to other non-profits around the globe whose missions are aligned with ours. The mission of Frost & Sullivan Institute is to support the leveraging of emerging innovation to address global challenges. Together with the support of Frost & Sullivan — the Growth Partnership Company — and members of its Global Partnership Alliance, FSI works in collaboration with its partners to inspire and evolve technology innovations and ideas to address global challenges.

STRATEGIC GLOBAL MEDIA PARTNERS

BoogarLists

With a qualified directory of more than 2,000 Venture Capital and Mid-Market/LBO private equity firms, **BoogarLists** is an excellent place for entrepreneurs to begin their search for investment capital. Whether starting a new company or striving to take an early stage company to the next level, CEOs and CFOs will invariably want to seek out new sources of capital or other financial services. BoogarLists provides an extensive directory of financial, operations and marketing services, as well as a comprehensive directory of conferences and associations, across the technology, media and communications industries. www.boogar.com

CEOWORLD Magazine

CEOWORLD Magazine is the only magazine written strictly for chief executive officers (C-level or C-suite) and business leaders — the senior executives, corporate manager, entrepreneurs, venture capitalists, researchers and their peers. As an authority on the future of Business, Finance & Technology, it is a leading source for reliable news, review and updated analysis for people who create and fund the innovations that drive the global economy. With more than 12 million monthly page views, it is now one of the most widely read and respected magazines in the world. An invaluable source of intelligence for and about CEOs, it provides ideas, strategies and tactics for top executive leaders seeking to build more effective organizations. www.ceoworld.biz

Conference Guru

Conference Guru knows that the reasons you attend conferences are to help establish your leadership position in the marketplace and network with your peers. A worthwhile conference experience generates new contacts, sales leads, potential strategic partners and investors; helps gather competitive intelligence and even provides inspiration for new products and services. Conference Guru helps find the right conference for you and hopefully save you a few bucks along the way. www.conferenceguru.com

Connect-World

The **Connect-World** series of magazines is a forum where the highest-level decision-makers in the ICT industry can air their views regarding the impact these technologies have upon regional and global development. Connect-World publishes editions for each of the world's major regions: Africa and the Middle East, Asia-Pacific, EMEA, Europe, India, Latin America and North America. www.connect-world.com

EXEC DIGITAL

Exec Digital is a pioneering portfolio of digital media products for professionals and executives, featuring all aspects of executive business and lifestyle. Through its digital magazine, online website, daily news and weekly e-newsletter, Exec Digital helps executives stay up-to-date with the most current business and lifestyle concerns. www.execdigital.com

Toolbox.com

A CORPORATE EXECUTIVE BOARD Company

The online communities at **Toolbox.com** help professionals do their jobs better by enabling them to easily share knowledge with experienced peers. Leveraging a proprietary contextual matching system, **Toolbox.com** packages advertising content into the community interaction process to add value to users and deliver market-leading ROI to vendors advertising to this community of 3 million professionals. www.toolbox.com

Networking that never ends - the GIL Global Online Community



GIL GLOBAL

THE GLOBAL COMMUNITY OF GROWTH, INNOVATION AND LEADERSHIP

- Access to best practice insights and key take-away's via downloadable presentations shared across all GIL Global events worldwide*.
- Your very own "Peer Connect" profile and ability to search and communicate directly with members of the global community.
- Participate and share your own ideas and fresh perspectives through various blogs and forums from the GIL Global Visionaries, Innovators and Leaders.

*Complimentary access for all GIL 2015: Africa participants

Register online! ww2.frost.com/event/calendar/gil-africa-2015/

Registration for GIL 2015: Africa is **'By Invitation Only'**. Delegate Fee indicated herewith would be applicable for interested delegates. The same will be subject to confirmation on the basis of seat availability, which would be allocated on first-come, first-served basis. For information on how to partner with Frost & Sullivan event, please contact Birgitta Cederstrom at Birgitta.Cederstrom@frost.com and for Marketing and Events, please contact Tamsin Gallick at tamsin.gallick@frost.com



VENUE INFORMATION

The Table Bay Hotel
Quay 6 Victoria & Alfred Waterfront
Cape Town
8001
South Africa
Tel: + 27 21 406 5000

The Table Bay Hotel, Room Reservations
Block Code: GIL201504
Rate Code: GRP60
Tel +27 (0) 11 780 7810



TO REGISTER ONLINE

ww2.frost.com/event/calendar/gil-africa-2015/



FOR QUERIES EMAIL

gilglobal@frost.com

PHONE

+ 27 (0) 21 680 3263

Attire: Business Casual

Pre-registration on arrival

Collection of Registration documentation will take place on Wednesday, 19 August 2015 between 17:00pm - 18:30pm, served with a Wine selection in the Exhibition area. Delegates can collect all registration documentation during this period.

Payment Procedures

Payment in full is required immediately upon registration and is non-refundable. Every effort is made to ensure that the speakers noted in this brochure are present, but changes beyond Frost & Sullivan's control may occur. The program agenda will be updated bi-weekly and can be downloaded from ww2.frost.com/event/calendar/gil-africa-2015/.

Frost & Sullivan makes every effort to hold the planned event. In the unlikely occurrence that the event is cancelled or postponed, Frost & Sullivan is not responsible for any hotel or travel arrangements that you have made.

Frost & Sullivan takes no responsibility on any room bookings placed with the Table Bay Hotel; this hotel is listed due to the venue being located in house. Other hotels are available within the area and all attendees are to select based on person preference.

Booking Terms and Conditions

Registration Fees: A full invoice will be forwarded on receipt of registration. Fees must be paid in full prior to the event.* The fee includes refreshments, lunch and full documentation. Cheques/Demand Drafts should be made payable to **Frost & Sullivan International**

*Note: If full payment is not received prior to the event start date then admission to the event may be refused.

Change of Terms: It may be necessary for reasons beyond our control to alter the venue, timetable or content of the event. Fees will be refunded should the event be cancelled by Frost & Sullivan. We accept no liability for any other cost.

About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants.

Our "Growth Partnership" supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

- **The Integrated Value Proposition** provides support to our clients throughout all phases of their journey to visionary innovation including: research, analysis, strategy, vision, innovation and implementation.
- **The Partnership Infrastructure** is entirely unique as it constructs the foundation upon which visionary innovation becomes possible. This includes our 360 degree research, comprehensive industry coverage, career best practices as well as our global footprint of more than 40 offices.

For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community.

Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

CONTACT US:
[Start the discussion](#)

JOIN US:
[Join our community](#)

SUBSCRIBE:
[Newsletter on "the next big thing"](#)

REGISTER:
[Gain access to visionary innovation](#)

Registration/pricing schedule

- GIL 2015: Africa ZAR 5,000.00 (US\$ 500)**
The Global Community of Growth, Innovation and Leadership
- *Early bird online registration fee ZAR 3,750.00 (US\$ 375)
- *Early bird registration discount code: **EB15AFR**

GIL Africa 2015 Discounted Pricing, additional options are available when requesting rooms

The Table Bay Hotel

- *King/Twin Sea Facing Luxury Double Occupancy R 2571.00
- *Mountain facing Luxury king/twin rooms Double Occupancy R 2795.00

Annual African Awards Banquet

Black Tie gala dinner celebrating award recipients from 2015
R 1,200 a seat or (U\$100)

If interested then kindly contact Birgitta Cederstrom (or)
Tamsin Gallick

To Register Online

ww2.frost.com/event/calendar/gil-africa-2015/

Note: - Fees are exclusive of all applicable taxes.
- Rates provided are for information purposes only and are subject to change without notice. Rates for actual transactions may vary and Frost & Sullivan is not offering to enter into any transaction at any rate displayed.

Group Discounts Available

Dial + 2 7 (0) 2 1 6 8 0 3 2 6 3 for details

Schedule a One-On-One Growth Strategy Dialogue

Dietary Requirements:

- Vegetarian
- Kosher
- Halaal
- Other (Please Specify) _____

Interested delegates, Please contact

Birgitta Cederstrom,
Global Commercial Director,
Growth, Innovation & Leadership,
Frost & Sullivan

Phone: + 27 (0) 21 680 3263
Email: birgitta.cederstrom@frost.com

Tamsin Gallick,
Marketing and Events,
Growth, Innovation & Leadership,
Frost & Sullivan

Phone: +27 (0) 21 680 3267
Email: tamsin.gallick@frost.com

Meetings are available on a first-come, first-served basis.