Dear Colleague,

It is our pleasure to 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, “Digital Transformation - A New Strategic Imperative”.

In our sixth consecutive year, GIL 2016: 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 will be hosting the 2016 edition of the GIL Food & Wine Pairing Dinner on 17th August 2016, we welcome our African GIL Community to attend this networking dinner. This will feature gastronomic food and wine pairing prepared by The Table Bay Hotel Executive Chef.

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. Such potential is being shared in more than 20 countries around the globe, by nearly 1 million business executives like yourself from 33 industries and 10 critical career functions for driving growth. GIL Global continues to be the only network of its kind supporting innovative, futuristic and visionary thinking to grow companies and careers.

This year we are proud to welcome Frost & Sullivan’s 2016 Growth, Innovation & Leadership Awards recipients and their management teams to our GIL community. These distinguished guests of visionaries, innovators and leaders represent today’s “Best-in-Class” organizations and visionary leaders, which is just one of the many reasons you won’t want to miss GIL 2016: Africa.

Reinforce your commitment to Growth, Innovation and Leadership and join our 2016 Journey to Visionary Innovation today.

We look forward to seeing you at GIL 2016: Africa.

Sincerely,

Hendrik Malan
Operations Director, Africa
Frost & Sullivan

Birgitta Cederstrom
Global Commercial Director, GIL, Regional Director, Africa, GIL
Frost & Sullivan
DIGITAL TRANSFORMATION
A New Strategic Imperative

What is the strategic imperative given the Disrupt, Collapse and Transform?

Global markets are being disrupted by an accelerating wave of innovations in the digital world. It is of utmost importance that organizations plan and implement concrete strategies around digital transformation to seize new opportunities and mitigate challenges. Digital Transformation is all about change. Not just a change towards becoming a digitally savvy enterprise, but embracing a fundamental shift across processes, functions, customer engagement and many other aspects of business.

Why Frost & Sullivan?

Frost & Sullivan provides the context to upcoming opportunities for growth. Our visionary perspectives on the digital transformation maturity model and well-defined roadmap will help effective benchmarking and reinforce strategies which will help enterprises reach new levels of success.

What will the clients get to learn?

Our summit highlights top mega trends and industry developments, considering their direct relation to the success of future enterprises. In this competitive business landscape, digital technology enables business leaders to predict and respond to developments. Our sessions will emphasize the importance of efficiently using a company’s current portfolio of digital assets and capitalizing on them to support critical decisions and drive business outcome.

What will be the benefit?

• Speaker Profiles: Sourced from our extensive C-level industry contacts & partners
• Growth Workshops: Strategy workshops for the CEO’s team hosted by Frost & Sullivan’s experts and industry thought leaders on changing business imperatives driven by the digital agenda
• Valuable Business Networking Opportunity: Meet the select key influential minds from the executive management, decision makers, and industry experts
• Discuss & Deliberate: with Frost & Sullivan’s analysts on the latest trends impacting the market

Why is this important?

Digital Transformation is driving change in business models and ecosystems, stemming from the creation of new game-changing technologies. These emerging disruptive technologies will help transform existing industries while shifting mindsets to future needs from today’s operational realities.

This exclusive and power-packed platform will enable your teams to understand the strategic initiatives adopted across multiple industries with respect to Digital Transformation and how they can adopt these in their own enterprises.
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

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

Why is this a ‘MUST-ATTEND’ Event?

- Frost & Sullivan’s global community of Growth, Innovation and Leadership focuses 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 give 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 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.

The Six Platforms of Growth, Innovation and Leadership

Visions & Benchmarks
Corporate Enlightenment
360 Degree Visionary Perspective
Inspiring Innovation
Implementation
The GIL Community

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## Program Agenda

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>18 August</td>
<td>18:30</td>
<td>GIL FOOD &amp; WINE PAIRING WELCOME DINNER</td>
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<tr>
<td></td>
<td>18:30</td>
<td>Atlantic Restaurant, The Table Bay Hotel</td>
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<tr>
<td></td>
<td>18:30</td>
<td>Limited seats available, please contact events team for reservations</td>
</tr>
<tr>
<td>18 August</td>
<td>08:00</td>
<td>REGISTRATION, BREAKFAST, PARTNERSHIP EXHIBITION AND ONLINE GIL COMMUNITY TOUR</td>
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<tr>
<td>18 August</td>
<td>09:00</td>
<td>WELCOME TO THE GIL JOURNEY</td>
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<tr>
<td></td>
<td>09:00</td>
<td>Dorman Followwill, Senior Partner, Frost &amp; Sullivan</td>
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<tr>
<td>18 August</td>
<td>09:15</td>
<td>GIL EXCLUSIVE: DIGITAL TRANSFORMATION – THE NEW STRATEGIC IMPERATIVE</td>
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<td>09:15</td>
<td>Dorman Followwill, Senior Partner, Frost &amp; Sullivan</td>
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<tr>
<td>18 August</td>
<td>09:30</td>
<td>INTERACTIVE THINK TANK I: DIGITAL TRANSFORMATION AS A NEW BUSINESS MODEL</td>
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<td></td>
<td>09:30</td>
<td>Wayne Houghton, Director, Growth Implementation Solutions, Africa, Frost &amp; Sullivan</td>
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<tr>
<td>18 August</td>
<td>10:15</td>
<td>GIL BITES: SHAPING SOUTH AFRICA’S SMART CITIES</td>
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<td>18 August</td>
<td>10:30</td>
<td>NETWORKING, EXHIBITION AND REFRESHMENT BREAK</td>
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<tr>
<td>18 August</td>
<td>11:00</td>
<td>GROWTH SUCCESS STORY BY T-SYSTEMS SOUTH AFRICA</td>
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<td>11:00</td>
<td>Gert Schoonbee, Managing Director, T-Systems South Africa</td>
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<tr>
<td>18 August</td>
<td>11:15</td>
<td>CEO’S VISIONARY PERSPECTIVES: SUCCESSFUL GROWTH IN AFRICA, CRITICAL ISSUES ON GROWTH LEADERSHIP</td>
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<td>11:15</td>
<td>Hendrik Malan, Operations Director, Africa, Frost &amp; Sullivan</td>
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<tr>
<td>18 August</td>
<td>12:00</td>
<td>EXECUTIVE ADDRESS: 2016 GROWTH, INNOVATION &amp; LEADERSHIP AWARD PRESENTATION</td>
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<td>12:00</td>
<td>Birgitta Cederstrom, Global Commercial Director, Gil, Regional Director, Africa, Gil, Frost &amp; Sullivan</td>
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<td>18 August</td>
<td>12:15</td>
<td>GROWTH SUCCESS STORY II</td>
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<td>18 August</td>
<td>12:30</td>
<td>NETWORKING LUNCH</td>
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<tr>
<td>18 August</td>
<td>13:30</td>
<td>EXPERIENTIAL INTERACTIVE THINK TANK I: PRESENTATION REVISITED</td>
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<tr>
<td>18 August</td>
<td>13:45</td>
<td>GROWTH EXPANSION OF AFRICAN COMPANIES INTO THE INDIA AND APAC REGIONS</td>
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<td>13:45</td>
<td>Mani James, Vice President, Sales, APAC, Frost &amp; Sullivan</td>
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<tr>
<td>18 August</td>
<td>14:00</td>
<td>SESSION TO SESSION TRAVEL TIME</td>
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<tr>
<td>18 August</td>
<td>14:05</td>
<td>INTERACTIVE THINK TANK II: 360 DEGREE DIGITAL DISRUPTION ACROSS INDUSTRIES</td>
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<td>Think Tank I. Information &amp; Communication Technologies</td>
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<td>14:05</td>
<td>Facilitator: Hendrik Malan, Operations Director, Africa, Frost &amp; Sullivan</td>
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<td>Executive Insights - Moderated by Frost &amp; Sullivan</td>
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<td>Interactive Panel Discussion</td>
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<td>18 August</td>
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<td>Think Tank II. Automotive &amp; Transportation</td>
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<td>Facilitator: Craig Parker, Programme Manager, Automotive &amp; Transportation, Africa, Frost &amp; Sullivan</td>
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<td>Executive Insights - Moderated by Frost &amp; Sullivan</td>
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<td>18 August</td>
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<td>Think Tank III. Energy &amp; Environment</td>
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<td>14:05</td>
<td>Facilitator: Aurelia van Eeden, Business Unit Leader, Energy &amp; Environment, Africa, Frost &amp; Sullivan</td>
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<td>Executive Insights - Moderated by Frost &amp; Sullivan</td>
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<td>Round Table Discussion</td>
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<td>18 August</td>
<td>14:05</td>
<td>Think Tank IV. Chemicals, Gas &amp; Oil</td>
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<td>14:05</td>
<td>Facilitator: Richard Weissenberg, Business Unit Leader, Chemicals, Materials, Food, Africa, Frost &amp; Sullivan</td>
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<td>14:05</td>
<td>Executive Insights - Moderated by Frost &amp; Sullivan</td>
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<tr>
<td>18 August</td>
<td>15:40</td>
<td>GIL BITES: BEST PRACTICES, FROST &amp; SULLIVAN SUCCESS STORY</td>
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<td>15:40</td>
<td>Birgitta Cederstrom, Global Commercial Director, Gil, Regional Director, Africa, Gil, Frost &amp; Sullivan</td>
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<tr>
<td>18 August</td>
<td>16:05</td>
<td>GIL BITES: PARTNERS FOR POSSIBILITY, LEADERSHIP DEVELOPMENT WITH SYMPHONIA FOR SOUTH AFRICA</td>
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<td>18 August</td>
<td>16:25</td>
<td>BEYOND GIL 2016: AFRICA, CONCLUSION AND LUCKY DRAW</td>
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<td>18 August</td>
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<td>NETWORKING, EXHIBITION AND WINE RECEPTION</td>
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<td>18 August</td>
<td>18:00</td>
<td>GROWTH, INNOVATION &amp; LEADERSHIP AWARDS BANQUET</td>
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<td></td>
<td>18:00</td>
<td>2016 AFRICA - by invite only</td>
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</tbody>
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Aurelia van Eeden
Business Unit Leader, Energy & Environment, Africa
Frost & Sullivan

Aurelia van Eeden is the Business Unit Leader for Africa Energy and Environment at Frost & Sullivan. Her passion and interest lies within the Water-Energy nexus. She holds an International Environmental Master’s degree from the Norwegian University of Life Science after completion of a six month research period on water rights and access in Tanzania. She has an extensive background in business consulting and industry expertise covering various applications in the Energy and Environmental sectors in sub-Saharan Africa, including her position as part of the MAC Consulting team who assisted to establish the IPP Cennergi in 2012 - a JV between Exxaro Resources and Tata Power. Furthermore, she also holds a Mail & Guardian 200 Young South African award (2014) for her work towards creating awareness about water rights and access in South Africa.

Birgitta Cederstrom
Global Commercial Director, GIL Regional Director, Africa, GIL Frost & Sullivan

Birgitta Cederstrom is the Global Commercial Director for GIL, as well Head for Best Practices in Africa. She is the former Head for the ICT Division Africa. Birgitta holds 25 years of experience as sales and marketing director and operational management, from IT, retail and consulting companies in Europe, and Africa. Key expertise in growth expansion and strategy, sales and marketing strategies and execution. She is a mentor for the Cherie Blair companies strategic insight for expansion into emerging markets. Birgitta has a BCom (Hons) from University of Lund, Sweden.

Craig Parker
Programme Manager, Automotive & Transportation, Africa
Frost & Sullivan

Craig Parker has over 10 years’ experience in economic analysis and consulting in Africa targeted at providing companies strategic insight for expansion into emerging markets. Craig is heading up the Mobility team at Frost & Sullivan Africa. Leveraging extensive experience gained in the economic landscape of Africa, he has been involved in, and run a number of key projects focusing on the market, product and competitive landscape across various industry verticals on the continent. Craig holds a Master’s Degree in Economics from Stellenbosch University in South Africa.

Dorman Followwill
Senior Partner
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. Dorman has a B.A. in The Management of Organisations from Stanford University and currently resides in Oxford, UK, with his family.

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 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 Bachelor’s 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 in Africa. He has over sixteen years of management consulting experience specialising in the design and implementation of corporate growth strategies across the Middle East and Africa 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.

Mani James
Vice President, Sales, APAC
Frost & Sullivan

Mani James is the Vice President for Middle East, South Asia and North Africa at Frost & Sullivan. He has extensive strategic consulting experience having worked for over seventeen years with clients in North America, South East Asia, Asia Pacific and Africa. Mani spent over 10 years in the African continent and has supported a number of clients in various sectors with their Africa growth strategy. Mani was part of the executive management in Africa. He has particular expertise in market entry and expansion strategies, customer analysis and segmentation, competitive strategy and solutions modelling and implementation. He has in-depth and wide experience with working across multiple domains in many countries and regions. Mani holds a B.Tech (Mechanical Engineering), National Institute of Technology (NIT), Calicut, India and Project Management Professional (PMP), USA and PGDCM.

The GIL Community Newsletter (GCN)

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Richard Weissenberg
Business Unit Leader, Chemicals, Manufacturing & Food, Africa
Frost & Sullivan
Richard Weissenberg is the Business Unit Leader for Africa: Chemicals, Manufacturing & Food at Frost & Sullivan. He has extensive experience in business leadership, management consulting, and technology consulting. With particular understanding of business architecture, operating model development and process optimisation. Richard’s fundamental understanding for both C-level consulting start-up and public companies in chemicals and fuels, retail and the financial markets has gain him a key skill set in quantitative analysis and facilitation and leadership. Richard holds a BSc (eng) ACGI, Imperial College in London; a MBA (gold medallist) University of Cape Town, South Africa and a Diploma from Mus University of Cape Town.

Wayne Houghton
Director, Growth Implementation Solutions, Africa
Frost & Sullivan
Wayne has 21 years of management consulting expertise, of which 7 years includes executive leadership. He holds particular expertise in innovation and strategy as well as programme setup and management. Wayne is the Director of Growth Implementations Solutions at Frost & Sullivan Africa. He has extensive experience covering broad range of sectors, leveraging long-standing working relationships with leading industry participants’ Senior Executives across retail, insurance and the banking and financial markets. Wayne holds a BCom in Information Systems from WITS University in Johannesburg, South Africa as well as a Post Grad Diploma in Financial Markets from Johannesburg University (prev Rand Afrikaans University) in South Africa.

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-aways 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 2016: Africa participants
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.

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.

Symphonia for South Africa: Partners for Possibility, the flagship programme of Symphonia for South Africa, creates an opportunity for business leaders to develop their leadership skills whilst making a significant contribution to Education. In partnering with school principals, they help to reignite community participation in schools as a collaborative investment in the future of education.

AFRICA BUSINESS

Alternative Energy Africa

African Power, Mining & Oil Review is the only publication in Africa that provides a quarterly reference platform, industrial insights, Independent research features and updates on the Power, Mining and Oil sectors, while instilling a sense of unity in considering the way forward on the continent. http://chegepublishing.net/magazine/

Cape Business News

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

Engineering News

Engineering News provides timely information about economic developments, including in-depth reporting on industrial project developments and on the policies and personalities shaping the real economy. Both the news magazine and website provide a unique forum where readers can find news and comment critical to business success in an increasingly competitive knowledge-based global economy. A mobile version of Engineering News is available at m.engineeringnews.co.za and an iPhone application is available for users of the iPhone. www.engineeringnews.co.za

African Business

AfricaBusiness.com is an online digital business magazine covering news, ICT, green energy, forex, hotels, events and interviews. For more information on Africa news, please visit - www.AfricaBusiness.com

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.innovation-africa.com

Symphonia for South Africa: Partners for Possibility, the flagship programme of Symphonia for South Africa, creates an opportunity for business leaders to develop their leadership skills whilst making a significant contribution to Education. In partnering with school principals, they help to reignite community participation in schools as a collaborative investment in the future of education.

MAD Budding Technologies introduces the new generation of advanced, eco-friendly solutions in the fields of alternative energy and new applications for LED lighting. The company is committed to providing high-quality products that offer operational performance, energy efficiency, and robustness.

African Power, Mining & Oil Review is the only publication in Africa that provides a quarterly reference platform, industrial insights, Independent research features and updates on the Power, Mining and Oil sectors, while instilling a sense of unity in considering the way forward on the continent. http://chegepublishing.net/magazine/

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Engineering News provides timely information about economic developments, including in-depth reporting on industrial project developments and on the policies and personalities shaping the real economy. Both the news magazine and website provide a unique forum where readers can find news and comment critical to business success in an increasingly competitive knowledge-based global economy. A mobile version of Engineering News is available at m.engineeringnews.co.za and an iPhone application is available for users of the iPhone. www.engineeringnews.co.za

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Fast Company inspires a new breed of innovative and creative thought leaders who are actively inventing the future of business. With engaging narratives as informative as they are entertaining, Fast Company motivates fans to think beyond traditional boundaries, lead proactively, and most importantly embrace change. This is more than a magazine, it is a movement. Go out and embrace disruptive innovation. http://fastcompany.co.za/

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

ITWeb Africa is a source of quality news, analysis and opinion on Africa’s ICT markets, trends, and developments. Based in ITWeb’s Johannesburg office, ITWeb Africa posts daily updates written by correspondents in Kenya, Zambia, Zimbabwe, Nigeria, Ghana and Botswana. Subscribe to ITWeb Africa’s daily newsletter for up-to-date insights into Africa’s rapidly changing ICT sector www.itwebafrica.com

Established in 1996, ESI Africa - Africa’s Power Journal - is the trusted knowledge source of African utilities and their partners across the continent. We deliver content rich in insight and analysis relating to the generation, transmission and distribution of electricity. Over 50 000 professionals use ESI Africa and the news-filled website to keep ahead of trends, technology, legislation and new investments.

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

Matchdeck is a semantic search and matching engine for business. It matches companies across the global supply chain and enables the user to establish new customer relationships and partnerships. While the platform currently has an African focus it services companies of any region and sector; www.matchdeck.com

BrightTALK provides online events for professionals and their communities. Everyday, 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

Dynamic Signal redefines how companies communicate with the world. Our proven Employee Advocacy platform lets employees receive and post company-approved content to their social networks, transforming them into experts, advocates and contributors. Founded in 2010, Dynamic Signal helps hundreds of organizations of all sizes including IBM, Salesforce, GameStop, Domo, SurveyMonkey and Bloomberg.

BrightTALK provides online events for professionals and their communities. Everyday, 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

Dynamic Signal redefines how companies communicate with the world. Our proven Employee Advocacy platform lets employees receive and post company-approved content to their social networks, transforming them into experts, advocates and contributors. Founded in 2010, Dynamic Signal helps hundreds of organizations of all sizes including IBM, Salesforce, GameStop, Domo, SurveyMonkey and Bloomberg.

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

The Frost & Sullivan Global Alliance 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’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—(June 3- 5, 2014, at The Breakers, Palm Beach, FL); the Manufacturing Leadership 100 Awards, celebrating industry achievement; and the thought-leading Manufacturing Leadership Journal. www.manufacturingleadershipcouncil.com

Prominic helps companies navigate and manage their hosting solutions. We provide many services and solutions like cloud transformation or setting up IBM Prominic* helps companies navigate and manage their hosting solutions. We provide many services and solutions like cloud transformation or setting up IBM
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 marketers and communications professionals implement cutting-edge campaigns that stand out from the crowd.

SCIP is a global, non-profit organisation providing education, networking and professional development opportunities to business professionals involved in developing competitive intelligence that enhances organisational 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

STRATEGIC NON-PROFIT PARTNERS

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 organisation that represents those who manage the entire product life-cycle throughout any industry. www.aipmm.org

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 organisations and for-profit firms that support open sharing of practical wisdom to enable better living with a sustainable environmental footprint. www.appropedia.org

PR Newswire

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 organisation 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.

AGILE’s unique contribution to the world is leveraging executives who are experienced in and passionate about growth, innovation and leadership to address the globes 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.

STRATEGIC GLOBAL MEDIA PARTNERS

BoogarLists

CEO WORLD Magazine is the only magazine written strictly for chief executive officers (C-level or C-suite) and business leaders — the senior executives, corporate managers, 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

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

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18 August, 2016

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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 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
Registration for GIL 2016: 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 events, 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
Group ID: GIL2016
Rate Code: Banqueting
Tel: +27 (0) 11 780 7810

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 www.frost.com/GILAfrica.

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 personal 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.

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.

Dietary Requirements:

- Vegetarian
- Kosher
- Halal
- Other (Please Specify)____________________

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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 analysis, research, strategy, 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, MegaTrends, breakthrough best practices, changing customer dynamics and emerging economies?