

**SPEAKING NOTES  
NEDBANK-NEPAD NETWORKING FORUM**

**By**

**ELIAS MASILELA  
PIC CEO**

**19 July 2012**

---

## **1. Context**

- We have said this before
- Avoid repeating
- Things we worry about
- No better time to drive Africa programme with a South African at helm of the AU.
- But, it is critical to use this opportunity responsibly

## **2. Concerns that drive the PIC**

- Stark Poverty
- Escalating Unemployment
- Inadequate growth
- Competitiveness of the economy
- Positive correlation between macro economy and asset performance.
- The financial crisis is a big lesson for us

## **3. Why are these concerning us?**

- We have a dual mandate
- Owners of capital are critical about how and where we use these resources.
- We cannot ignore the areas they originate from...
  - Rural areas, locations.
- We can also not ignore that they would want to experience welfare improvements ...
  - private education
- How can we assist government to deliver on economic development

#### **4. Challenges of going offshore?**

- Economic and social backlogs in South Africa.
- We cannot fail.
- Imbalances on the rest of continent cannot be ignored.
- South Africa cannot be an island
- Being at the helm of the continent will come with new expectations and challenges

#### **5. What are we doing about it?**

- Replicate developmental investment agenda
  - Four pillar model...
  - Needs are similar to those we see in South Africa
  - However, markets are slightly different...
    - Limited listed market
    - Reliance will be on PE and infrastructure investment.
  - Risks are different
    - Reliance on partnerships
    - Utilise South African based entities
  - Ecobank as a key vehicle for defining our footprint .
  - This only defines the initial steps to a 10 year plan approved last year
  - Ten year targets?
    - Previously disadvantaged to lead sectors
    - Taking South Africa deep into the BRICS

#### **6. Why am I talking at Nedbank today?**

- SA inc. Success wherever it is
- Because partnership are essential for South Africa's success globally
- Need for smart partnerships