

Entrepreneurship in Mining Forum

A Focus on New Business in Mining

25–26 July 2017 • De Beers, Johannesburg



Keynote Speakers

Bernard Swanepoel
Mining Entrepreneur

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CEO

Aurik Business Incubator

TOPICS

Business Development

Procurement and Compliance

Finance

ABOUT THE EVENT

The Young Professionals Council of the Southern African Institute of Mining and Metallurgy is bringing you two days of high impact Forums with top industry speakers and thought leaders talking about business opportunities in mining for small and medium sized businesses. Join one or all four Forums to interact with a panel of industry practitioners and business experts. Be part of the new wave of entrepreneurs taking advantage of the exciting business opportunities in mining.

Four exciting Forums at only R1250.00 per forum

FORUM 1 - DECIDE TO ACT NOW

Business Development 1

The Mining Industry is at the heart of the South African Economy and offer opportunities for innovative thinkers and entrepreneurs. Attend this forum to hear from business leaders and entrepreneurs about the opportunities that exist in the mining industry as it transforms itself as part of Industry 4.0 and adopts the latest digital and systems thinking.

- **Keynote:** Invention to Reality
- Industry 4.0 open opportunities in Mining
- The mining landscape for Entrepreneurs
- Women in Mining
- **Panel Discussions:** What opportunities exist for Entrepreneurs in the Mining Industry.

FORUM 2 - KNOW THE RULES OF THE GAME

Procurement and Compliance

This session will aim at transferring knowledge to the delegate on what are the rules of playing the game. These sessions will give the delegate the advantage of participating in discussions with businesses in the industry regarding policies around procurement with a focus on purchasing goods and services from small businesses and local suppliers. The delegate will leave this session prepared to become a successful business partner to the mining industry.

- **Keynote:** Opportunities for doing business in the Mining Industry
- Regulatory framework for local procurement
- Managing the supplier, client relationship (case studies)
- Processes and procedures followed by mines to procure goods and services from small businesses
- **Panel Discussion:** Challenges faced by small businesses to supply mines and how to overcome them.

FORUM 3 - ENABLE YOURSELF

Finance

One of the biggest challenge in having a successful business remains financing it. This forum aims to inform, educate, and advise young entrepreneurs on where to go and how to access available funding schemes suitable for their businesses. Experts will give advice and guidance on proper channels and procedures to assist in the challenging entrepreneurial journey of heading a thriving and successful business. It is a great learning platform

from those who have insights in different funding models and their particular requirements. For attendees, this is also a perfect opportunity of networking and knowledge sharing with likeminded people.

- **Keynote:** Financing options for business start-ups (Risks and Benefits)
- What financial model works for my business?
- Strategies to attract more investors
- Knowing the most common financing pitfalls and avoiding them
- **Panel discussion:** Starting, growing and sustaining your business financially.

FORUM 4 - DO IT RIGHT

Business Development 2

This session will aim at transferring knowledge to the delegate on what are the right moves to stay ahead of the game. These sessions will give the delegate the advantage of participating in discussions with businesses in the industry that have walked to path to success and have speakers will share their experiences along the journey. The delegate will leave this session prepared for the challenges of entrepreneurship equipped with the knowledge to confidently take their business to the next level.

- **Keynote:** What does it take for an idea to become a reality?
- If I could do it all again, what would I do better?
- Keeping your hand on the pulse
- Join the crowd or stand alone?
- **Panel Discussion:** How do you contribute from your success back to the community, and how has that contributed back to you?



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EXHIBITION/SPONSORSHIP

Sponsorship opportunities are available.
Companies wishing to sponsor or exhibit should contact
Head of Conferencing