

# Entrepreneurship in Mining Forum

A Focus on New Business in Mining

25–26 July 2017 • De Beers, Johannesburg



## Keynote Speakers

**Bernard Swanepoel**  
Mining Entrepreneur

**Pavlo Phitidis**  
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?

Supported by



### For further information contact:

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E-mail: [camiealah@saimm.co.za](mailto:camiealah@saimm.co.za), Website: <http://www.saimm.co.za>

### EXHIBITION/SPONSORSHIP

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

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## PERSONAL DETAILS

Title ..... First Name ..... Other Initials ..... Surname/Family Name .....

Preferred Name (for use on name badge) .....

Company ..... Designation .....

Company VAT Registration (**Compulsory—SA companies**) ..... Order No .....

Invoice Address .....

..... Code ..... Country .....

Tel/Cell: ..... Fax: ..... E-mail: .....

SAIMM Membership No. .... Are you a presenting author? ..... Do you require an invitation for visa purposes? .....

**Please note:** • **Please note: Non-members who have not previously been members of the SAIMM are entitled to free membership up to 30 June 2018, for attending this Forum.**  
• **Members of the Geological Society of South Africa are entitled to the same rates for registration as the SAIMM members.**

**Would you like to become a member of SAIMM?**  
**Please indicate by (✓ tick)** ☐

## REGISTRATION FEES — All prices are inclusive of VAT.

Please indicate your choice by (✓ tick).

SAIMM Members (Per Forum) R950.00 ☐

Non Members (Per Forum) R1 250.00 ☐

Students/Retired Members (Per Forum) R450.00 ☐

Forum 1—Decide to Act Now – Business Development 1 ☐

Forum 2—Know the Rules of the Game ☐

Forum 3—Enable Yourself ☐

Forum 4—Do it Right – Business Development 2 ☐

Registration fees include attendance at the Forums and refreshments.

### Cancellation and transfer policy:

Delegates unable to attend the event may send a substitute delegate in their place. Please send written details of substitution. Written cancellations must be received more than 10 working days prior to the date of the event and will be liable for 50% of the event fee. Failure to cancel, or cancellation received 10 working days or less prior to the event date, will result in liability for the full event fee.

■ **Special requirements** — Please advise of any special requirements for diet, health or physical disabilities.

**2 ECSA CPD point per Forum will be allocated to all attending delegates**

## PAYMENT

Please include payment itemised as follows:

Conference registration fee R .....

**TOTAL R** .....

**Cheques**—Please find enclosed a cheque/money order (in SA rands) payable to SAIMM or

**Credit Cards**—Please debit (✓ tick) my:

Visa ☐ Mastercard ☐ American Express ☐ Diners Club ☐

Card No.

CVV authorisation (last 3 digits on the back of the card)

Expiry date: .....

Signature: .....

Please print name of cardholder:

### Payment:

Full payment is due on application for registration. Registration will be confirmed **ONLY** after payment is received. **PROOF OF PAYMENT** with your invoice number reflected must be sent via fax or e-mail to the Conference Co-ordinator.  
Delegates who have not paid will not be permitted to attend the conference.

### Our banking details are:

Bank: Standard Bank  
Branch Code: 000205  
Account Type: Cheque Account

Branch: Johannesburg  
Account No: 000402974  
Swift No. SBZAJJ