

# The Africa Ton

Private Family Office Event  
21 June 2018, Claridges



Debrecks



African Alpha  
Investment Partners



Integrity. Trust. Connection. The Ton.

D E B R E C K S

# EUROPE'S LEADING FAMILY OFFICE INVESTMENT PARTNER



CONNECTING DYNAMIC ENTREPRENEURS WITH EXPERIENCED INVESTORS

Private investment roadshows and bespoke events in Europe, Africa and Asia.

Relationships with more than 500 Families.

Raised in excess of US\$ 4 billion for a wide variety of investment strategies.

*Debrecks founded in 2000 to bring the most interesting investment ideas to this new class of global Family Offices.*

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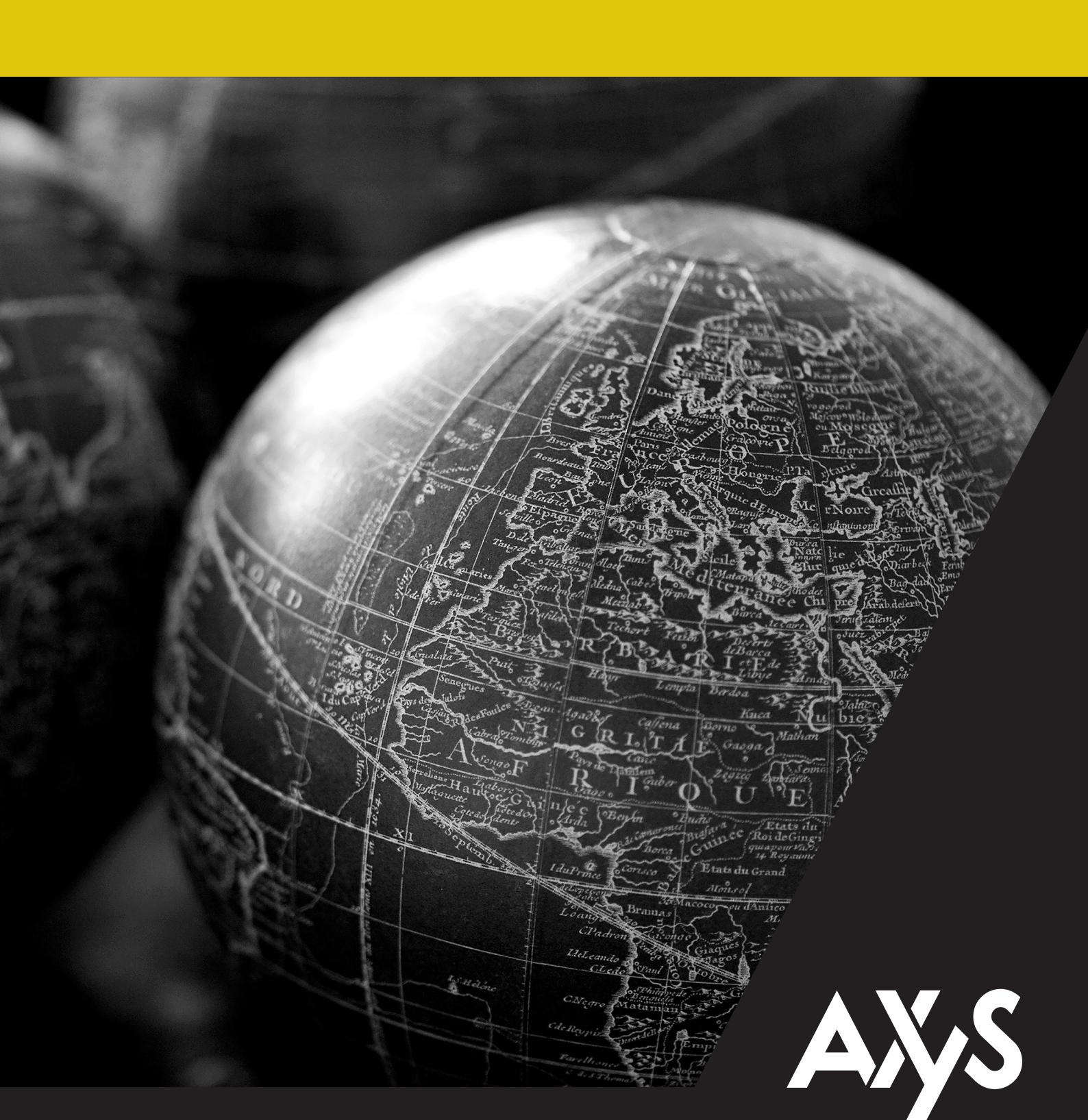
Based in London, with connections around the globe, Debrecks founder Seig de Vater started his career at Cazenove & Co, where for 12 years he looked after Family Office funds and companies, building relationships with over 500 Families.

Seig created Debrecks as a vehicle to privately introduce the most interesting investment ideas to this trusted network of investors, built up over almost thirty years, incorporating some of the newest Family Offices and the most established.

Discreet roadshows and bespoke lunches provide the opportunity for pre-qualified Family Office investors to explore select investment ideas with individual entrepreneurs, in a relaxed salubrious environment.

Debrecks has raised in excess of US \$4 billion for a wide variety of investment strategies, connecting some of the world's most dynamic entrepreneurs with some of the most experienced investors.

Seig founded the Ton Private Family Office Events and the European Family Office Investment Forum and launched the first Family Office Leadership Summit and Family Office Investment Summit, in London.



Axys

ASSET MANAGEMENT | FIDUCIARY SERVICES | BROKERAGE | CORPORATE ADVISORY

Mauritius, Geneva, Johannesburg, Kenya, Hong Kong, Dubai

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# Agenda

12:15	<b>Registration</b>
12:30	<b>Buffet Lunch</b>
13:30	<b>Welcome</b> <i>Seig de Vater, Founder, The Ton</i>
	<b>Opening Address</b> <b>Michel Guy Rivalland, AXYS CEO</b> AXYS and Africa <p>Michel is the Chief Executive Officer of United Investments Ltd (UIL), an investment holding company listed on the Stock Exchange of Mauritius, and the AXYS group of companies and its affiliates. Michel has been instrumental in transforming what started off as an Asset Management company into a diversified financial services group whose services include securities brokerage, advisory services, fiduciary services, asset financing and deposit taking. He joined the precursor company in 1999 which became AXYS and in 2010 he was appointed CEO of United Investments Ltd. Michel has not limited himself to financial services but also sought investment opportunities in fledgling companies in attractive sectors. This is how he developed businesses beyond financial services, first into Agriculture (greenfield liquid fertilizers), then into niche technology, and tourism where the investee, in seven years, has become a leading Mid-Market resort operator.</p>
	<b>Presentation One</b> <b>Ivo Mulder, Finance and Private Sector Coordinator, UN Environment (UNEP), Terrestrial Ecosystem Unit Opportunities to direct private capital towards sustainable land use in Africa</b> <p>Ivo Mulder coordinates the economic, private sector and finance work on forests and sustainable land use for the UN-REDD Programme as well as a new Land Use Finance Programme that aims to pioneer a number of private finance facilities and projects that UN Environment is setting up.</p> <p>Ivo Mulder has over twelve years of professional experience working for UN Environment (UNEP), private consulting firms and with non-governmental organisations. He has published more than fifty reports, blogs and articles. He is also a fellow of the Royal Society of Arts (RSA) and a member of the Dutch Association of Sustainable Investors (VBDO). During his free time, he pursues a variety of outdoor sports such as triathlon, diving, alpine skiing and mountain hiking.</p>
	<b>Presentation Two</b> <b>Bronwyn Corbett, CEO, GRIT Real Estate Income Group</b> Transacting in Africa and the sector trends <p>Bronwyn is a founding member and CEO of Grit Real Estate Income Group, the largest pan-African focused real estate group listed on the JSE and SEM (stock exchanges in South Africa and Mauritius respectively). Bronwyn has over 13 years' experience in the real estate investment sector. She worked in a real estate investment firm for 4 years as Financial Director before joining Motseng Investment Holdings in April 2009 as CFO. Together with the CEO, she was instrumental in growing the company's direct real estate exposure to ZAR2 billion within 3 years, before listing the portfolio on the JSE as Delta Property Fund – where she held the positions of CFO and CIO. Bronwyn was part of the executive team that grew Delta Property Fund to a portfolio valued at ZAR12 billion in 4 years and converted the structure to a REIT. In 2014, she co-founded Delta International Property where she was appointed CEO. Under Bronwyn's leadership, Grit has consistently achieved Dollar-based distribution exceeding 7%. She has driven the growth of the portfolio from US\$140 million and two assets, to approximately c.US\$600 million and 21 assets across seven jurisdictions.</p> <p><b>Greg Pearson, Co-founder, GRIT</b> Greg Pearson is a founder member of Grit and has been instrumental in sustaining its rapid growth since inception in 2014. Prior to Grit, Greg was responsible for expanding AECOM's African footprint. His hands-on experience has allowed him to develop an expansive strategic business network with local and global developers as well as influential industry players on the continent and beyond. He has successfully completed a series of developments across the office, retail, leisure, education and healthcare sectors. Greg is registered with the Chartered Management Institute and is a graduate of Kingston University, London.</p>

# Agenda

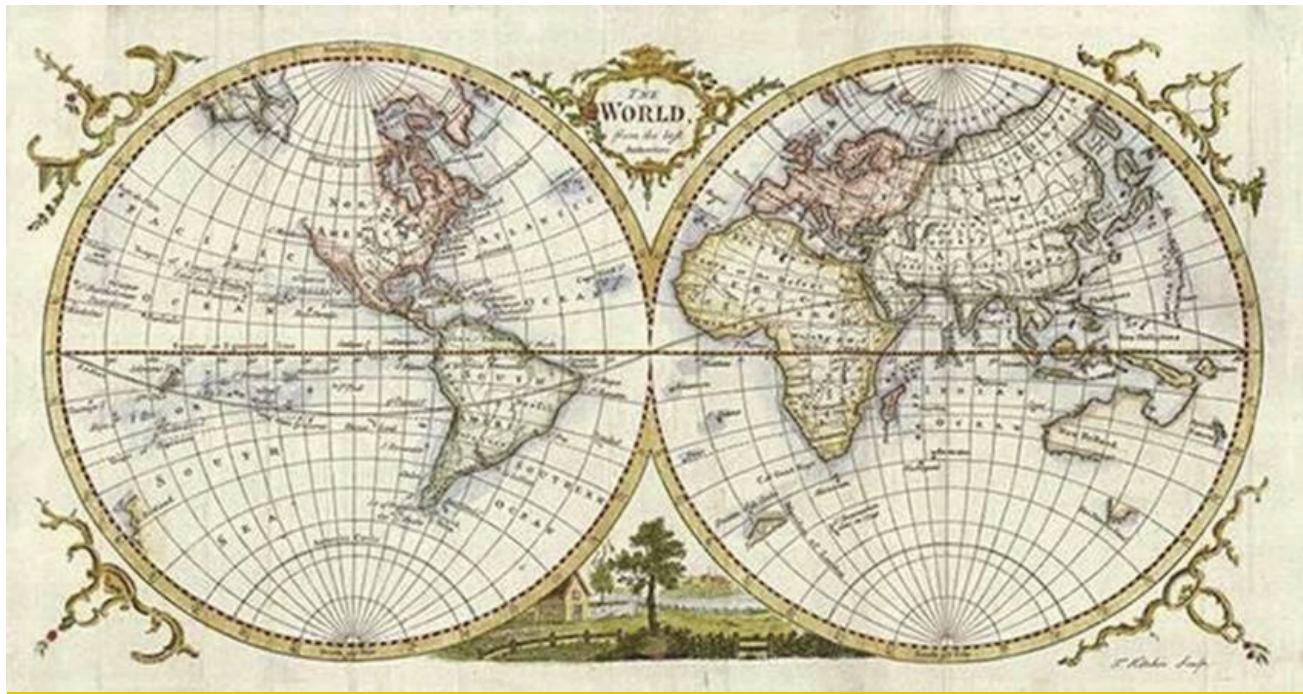
	<p><b>Presentation Three</b></p> <p><b>Brad Koen, Founding Partner, African Alpha Investment Partners.</b></p> <p><b>How do we create value in the SME Sector in Africa and managing the associated challenges</b></p> <p>Brad co-founded African Alpha Investment Partners in 2012. Over the last 6 years he has been active investing African Alpha and its co-investors in select African SME's, providing well managed, cash flow generating businesses that are constrained by capital, with the growth capital they need to accelerate their growth. A Chartered Accountant by training, Brad has over 25 years' experience in emerging markets, in particular Africa. Prior to African Alpha, Brad was Global Head of Global Markets for Africa's largest bank - Standard Bank, with trading operations in Fixed Income, Credit, Currencies, Commodities and Equities, a position he held in both Johannesburg and London. Brad subsequently built Standard Bank's sector coverage teams in Mining &amp; Metals, Oil &amp; Gas, Power &amp; Infrastructure, Telecoms &amp; Media and Financial Institutions. His qualifications include: B.Comm, B.Acc - University of Witwatersrand; Chartered Account (SA); AMP, Wharton, University of Pennsylvania.</p>
	<p><b>Presentation Four</b></p> <p><b>Louis Lallia, International Business Manager, AXYS.</b></p> <p><b>Opportunities in African Credit: the Mauritian route</b></p> <p>Louis holds a B.A in Modern Literature from the Université de la Sorbonne-Nouvelle and is an Alumni of l'Institut des Etudes Politiques de Paris (Sciences-Po Paris) from which he holds an M.A in Finance and Strategy. Louis started his career as an Investment Analyst with Silchester International Investors; a London based Long Term Equity Investment Fund. He moved to Mauritius in 2009 and set up the Front Office in the region for Plurigestion S.A before joining AXYS in 2012 where he has been responsible for the international development of the Group. Louis is a member of the Investment Committee and a Director of Four Oaks Credit Fund an African focused Credit Fund.</p>
	<p><b>Thank you and Closing Address</b></p> <p>Seig de Vater, Founder, The Ton</p>
15:15	<b>Drinks and networking</b>



# Speakers

	<p>AXYS is a Mauritian group specialised in financial services. With over more than 25 years of activity, the group has expanded its regional footprint by opening offices in Dubai, Hong Kong, Kenya, South Africa and Switzerland. The wide range of services we provide includes asset management, brokerage, fiduciary and corporate advisory services. We rely on a dedicated and experienced team to offer the best possible solutions to our clients, which has helped making AXYS a partner of choice for those wishing to do business in Mauritius. We cater for institutions as well as HNWIs with an outstanding attention to details. Passionate about our work and committed to excellence in value delivery, we have developed over the last decade, a comprehensive range of wealth management services. Our objective is to become your preferred partner for financial solutions in Africa.</p>
 Real estate income group	<p>Grit is the largest and only pan-African focused real estate income group dual listed on the Johannesburg Stock Exchange and the Stock Exchange of Mauritius. The Company focuses exclusively on real estate assets on the continent (excluding South Africa), underpinned by countries with solid fundamentals, blue-chip international tenants and US Dollar and Euro denominated long-term leases, delivering strong sustainable income. Headquartered in Mauritius, Grit has a diverse property portfolio spanning several asset classes in seven African countries, namely Botswana, Ghana, Kenya, Mozambique, Morocco, Mauritius and Zambia. Since its listing in 2014, Grit has grown its property portfolio from USD 140 million to over c.USD600 million and has successfully delivered eight dividend distributions in line with company guidance. Grit is a constituent of the SEM-10 index of the Stock Exchange of Mauritius.</p>
	<p>The United Nations Environment Programme (UN Environment) is the leading global environmental authority that sets the global environmental agenda, promotes the coherent implementation of the environmental dimension of sustainable development within the United Nations system, and serves as an authoritative advocate for the global environment. Our mission is to provide leadership and encourage partnership in caring for the environment by inspiring, informing, and enabling nations and peoples to improve their quality of life without compromising that of future generations.</p>
 African Alpha Investment Partners	<p>African Alpha invests via Private Equity structures in African SME's - addressing the "missing middle" segment that is underserved by the financial markets. Operating much like a merchant bank, the vision is to seek out and back a small number of well managed, fast growing companies, whose potential is constrained by a lack of access to capital. By selectively deploying fresh capital into the growth drivers, the team can set the company on an accelerated growth path. Thematically the firm focusses mainly on the structural growth drivers in Africa - eg rising middle class, urbanisation, use of technology, rather than the cyclical growth drivers (natural resources or commodities). Invested currently in Ethiopia in the FMCG and Pharmaceutical sectors, in Nigeria in the Quick Service Restaurant sector (Krispy Kreme Doughnuts), South Africa in E Commerce, and in West Africa in the Business services and renewable energy sectors.</p>

**The Ton**  
Private Family Office Event  
**Thursday, 4 October 2018, Claridges**



We are delighted to announce the Ton's next London gathering

**on Thursday, 4 October 2018  
at The French Salon Rooms  
Claridges Hotel, Mayfair**

The event will start with Registration at 12.15pm followed by a buffet lunch followed by brief but enlightening presentations from members of the Ton and other experts in their respective fields

This private event is for leaders and entrepreneurs from the family office, business and finance worlds.

*Please note that this is a by invitation only event*  
**R.S.V.P. [seig@theton.co.uk](mailto:seig@theton.co.uk) & [marguerite@theton.co.uk](mailto:marguerite@theton.co.uk)**

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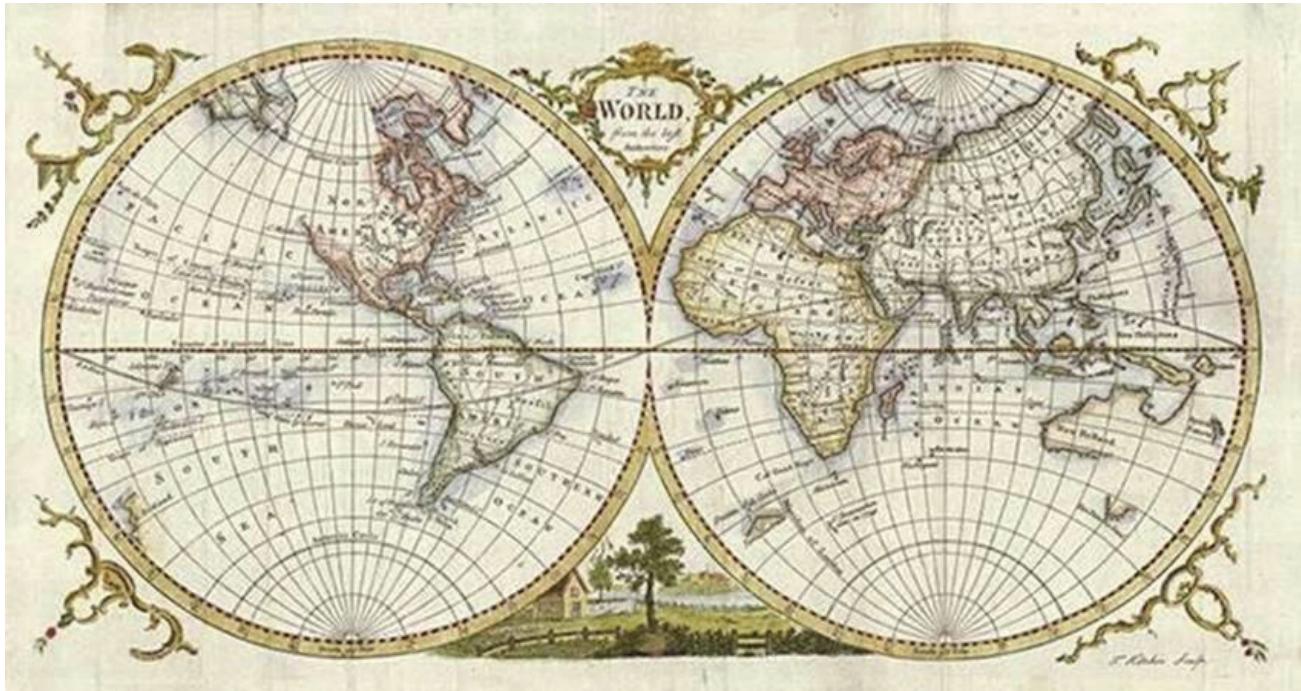
**The Ton Limited**

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Marguerite Weber | Mob. +44(0)7733 105 506

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**The Jersey Ton**  
Private Family Office Event  
**Thursday 21 September - Friday 22 September 2018**



We are delighted to announce the Ton's next Jersey gathering

**on Thursday 21 - Friday 22 September 2018  
at The Residence of Stephen Hedgecock**

**21 September 2018**

- 12.30pm Buffet lunch  
1.30pm Enlightening presentations from members of the Ton and other experts in their respective fields.  
3.30pm Post event Champagne Tasting hosted by Justerini & Brooks  
6.30pm Evening BBQ

**22 September 2018**

Le Marine, St Malo & Les Echrehoux: Depart St Helier for the French port of Cartaret. [Lunch/Dinner] at Le Marine restaurant. Introduction to the remarkable Les Echrehoux Reef, a historic 19th Century fishing community with a talk from Andrew Mitchell on the local history.

This private event is for leaders and entrepreneurs from the family office, business and finance worlds and by private invitation only.

**R.S.V.P. [seig@theton.co.uk](mailto:seig@theton.co.uk) & [marguerite@theton.co.uk](mailto:marguerite@theton.co.uk)**

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# The Ton

## Testimonials



"Our project was a little unusual but Seig and his team were able to communicate this very effectively to their network. This ensured not only a successful fundraising but also long term commercial relationships which have been invaluable."

**Henry Guy Stevens**  
**Founder & Chairman, QXE Industries Limited**



"I was fortunate enough to speak at one of the first Ton events about cyber security and other physical threats facing high net worth individuals and families. Seig pulled together an amazing group of highly successful people who not only enjoyed the fascinating presentations but also the opportunity to share their experiences and concerns about succeeding in these challenging times. I would strongly recommend anyone who gets the chance to attend or speak at one of these Ton events to do so."

**Ed Butler CBE, DSO**  
**Executive Director & Senior Advisor, SRM**



"The atmosphere was intimate and friendly, and the IT people were competent (which I have to say is not my experience on most such occasions). I was very struck by the variety of interesting people who were there. So, very many thanks for letting us join you to sell our wares. Not only did we enjoy ourselves, but we have made some useful contacts. Many thanks."

**General Sir Timothy Granville-Chapman,**  
**GBE KCB, Grosvenor Estate**  
**The Duke of Westminster's Office**



"Over the years I have worked alongside many start-ups, entrepreneurs and investors. As part of our first serious capital raise we explored a number of processes and reached to a number of VCs and brokers as a means of finding the right partner for our capital raise. We were introduced to a very charismatic and effective relationship specialist, Seig, who took a personal interest in our process and ensured that we were matched with a team of great investors, advisors and influencers. The process could not be more seamless with great returns on the investment. We were not just looking for cash, we were looking for value adding capital and really found that in Seig and his team."

**Orlando Agrippa**  
**Founder & CEO, Draper & Dash**



"Seig was invaluable in helping to guide our early fundraising efforts. Always honest in his approach with us and potential investors, ensuring that we were well prepared to discuss areas of interest. The events we held were always enjoyable and insightful and we have built long lasting relationships with many of the contacts he introduced us to."

**Martin Ijaha**  
**Co-Founder & CEO, Neyber**



"I can highly recommend the Ton experience. Their network is very strong and critically it is with individuals who are actively looking to invest and are not wasting time. The event is beautifully presented and expertly managed on the day with a professional team. However, this is much more than just a high net worth get together / networking event - these are serious investors and very entrepreneurial. We raised over £1m from our presentation at the event and post meetings were swift with funding received within six weeks. It's like very sophisticated crowd funding but with better wine!"

*Entrepreneur of the Year, National Business Awards*

**David Spencer-Percival**  
**Founder & CEO, Rosemary Water**



"We were fortunate enough to be introduced to Seig, who gave us an honest and insightful evaluation of our business and our chances of investment. As a result of Seig's unrivalled contacts, knowledge and acumen we were able to complete our investment round very quickly, with Seig assisting to make sure that we met investors with relevant experience and skill sets to make a real difference. Since our investment round, our company has enjoyed astonishing growth with Seig remaining in close contact and now advising on the next stage of our funding requirements. I couldn't recommend Seig highly enough; he is supportive, helpful and shows great empathy and understanding. We couldn't have got where we are if it wasn't for Seig's help and we consider him a trusted advisor and friend."

**Dan O'Connell**  
**Founder & Chairman, Red Storm Agency**



"Seig has a tremendous rolodex of family offices and investment personnel. Seig is very thorough on his due diligence of those who pitch investment ideas and has a great rapport with the families at the events. The added due diligence and the environment he creates with investors through the events, makes it easy to do business with Seig and potential investors. I would highly recommend Seig to others who are looking to raise money, due to his professionalism, fun nature and his ability to deliver."

**Rahul Mehta**  
**Family Director, ParkerLloyd Group**

"We had a most successful and enjoyable experience with Seig during our last funding round; a most unique way of connecting with influencers and potential investors that form part of Seig's personal worldwide network of business leaders and founders. We would not hesitate in recommending Seig services to other entrepreneurs and welcome the opportunity of working with his team again".

**Mick Newton**  
**Co-Founder & CEO, Live & Loud**



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# The Ton Notes



# The Ton Team



**Seig de Vater**  
Founder and Director

Seig has over 25 years of experience with Family Offices in the UK, starting with Cazenove & Co., where for 12 years he looked after Family Office funds and companies, building relationships with over 600 families. Seig founded Debrecks Advisory in 2000. Debrecks founded the largest Family Office Event in Europe



**Hugh Knowles**  
Finance Director

Having qualified as a chartered accountant with Arthur Andersen, Hugh spent five years with Blenheim, then Europe's leading trade show and conference organiser. He has been finance director for a number of companies specialising in transportation and storage, including Cadogan Tate and currently Fort Box.



**Marguerite Weber**  
Business Manager

Throughout her career, Marguerite has been involved in launching and developing executive search firms in the UK, Australia and Singapore. Her search experience includes introducing some of the most senior asset raisers and investment specialists in private wealth including family offices. Marguerite is instrumental in facilitating investment presentations and events for family offices.



**Marianne van Pelt**  
Marketing Director

Marianne van Pelt is a communications and marketing specialist with more than 20 years experience working with family offices, private banks, luxury property groups, and luxury brands across the USA, Europe, the Caribbean, India, and the UAE. She has worked across sectors for clients such as Sun International; the Governments of Antigua, Anguilla, and the Turks & Caicos Islands; Richmont; Ashford Castle; N Peal Cashmere; and others. Marianne van Pelt holds a BA in Journalism from the University of Bridgeport Connecticut, USA and an MA in Public Relations and New Media from the Cork Institute of Technology, Ireland.

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for more information please contact

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