

AN AERIAL VIEW of the CREDIT and COMPLIANCE LANDSCAPE

a Case Study not to be missed.

27 July 2023 - Indaba Hotel

Fourways - Johannesburg

Both the B2B and B2C Credit Industry in SA are facing possibly the biggest compliance challenges since the NCA, PoPIA, CPA, and that is the ongoing FICA challenge. To add insult to injury, we are currently experiencing challenging political and economic conditions, which have a direct impact on the financial and trading performance of our businesses. Vulnerabilities to external business shocks have also converged at the worst possible time, with the impact rapidly manifesting in financing becoming more difficult to secure, more expensive and so too is foreign direct investment dwindling.

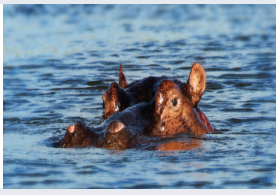
When doing business - don't forget the 2 main assets your company depends on = Your Customers and your Staff

THE CHALLENGE IS ON - ARE YOU UP TO IT? --- WHO SHOULD JOIN IN AND VENTURE INPUT?

CEOs - MDs - FDs - Credit Managers - AML Officers - Information Officers - Compliance Officers - HR Managers
Staff that on-board new Customers and Dealers - Staff that do the KYC and FICA CDDs

The main feature of this SAFARI is a Case Study, including as many Credit and Compliance issues, as we could possibly fit into it. The case study facts are on page 3, and it will be interactive - not a one-way presentation - and delegates will be challenged to participate in it. The case study will stretch the brain cells to unravel the different scenarios and find answers to help solve the mysteries and compliance issues embedded in it. Through deliberations we would all benefit to see the pitfalls and opportunities awaiting us. We will have a panel of experts, each in his/her own field, to evaluate the deliberations of the delegates and guide us to what can, or can't, be done and where regulatory compliance might, or might not, be applicable, and obviously the penalties for non-compliance.

The objective of this 53rd SAFARI into CREDIT is to bring together the Credit and Compliance Industries and their Service Providers for an Aerial View of the Credit and Compliance Landscape. We will deliberate on the happenings, look at the numbers and discuss solutions to keep our heads above the water line.



Corporate Rebels
Un-Locking True Potential

SAFARI into CREDIT is an event by the INDUSTRY for the INDUSTRY
The SAFARI platform is in its 17th year.
Attendance at the previous 52 SAFARIs: 561 presenters and 5,583 delegates.

There are only **60** seats available at this SAFARI to keep it interactive.
Book now to avoid disappointment. If you know of somebody who would benefit by joining us, please forward this program to them.

The Program and Topics for the Day

08:00 - 08:30 Registration

08:30 - 09:00 Welcoming and Setting the Scene.
The way we do business has fundamentally changed, with the pandemic acting as a major catalyst to shift all business into the digital and e-commerce realm, which brings with it exposure to new credit risks. As operating costs spiral to unsustainable levels and trading conditions become strained, so too is the incidence of debtors defaulting on payments. Not to talk about the Regulatory Compliance issues eating into our margins.
Eugenè Joubert - Chairman of the Corporate Rebels Group

09:00 - 09:20 The way we do business has fundamentally changed.
With the pandemic acting as a major catalyst to shift all business into the digital and e-commerce realm. Have you ever taken a long hard look at the new technologies that are available to your customers, how these technologies are being adopted by your customers into their everyday lives, and (most importantly!) how your customers would actually prefer to be dealing with you?
Norman Colling - CEO of Registered Communication

09:20 - 09:50 Time to put the right "pegs" into the right "holes".
Are you struggling to settle into hybrid working and how to get it right? Are you looking for ways to retain your employees? Do you need to know your "sweet spot" for working? Do you want easy, simple, and effective strategies to be most productive as well as boost mental health and well-being? Using the neuroscience connections between the human brain and the work environment you will get practical solutions to set up your staff to serve your customers successfully.
Dr Annemarie Lombard - Founder of Sensory Intelligence® and Author

10:00 - 10:30 Coffee Break

10:30 - 11:00 ***The Interactive Case Study***
Objective: Building a SA regulatory compliant "*MegaCity*"
The Scenario: Looking at the business model of the "*MegaCity*" in Berlin.
The Facts: See the next page for all the details.

11:00 - 13:00 ***Building the MegaCity in South Africa***
Input and deliberations from the Delegates
Opinions and Advice from the Panel

Adv Jan Augustyn - Enforcement - FIC
Magauta Mphahlele - Exec Director - SACRRA
Lee Soobrathi - Consumer Goods & Services Ombud
Darrell Beghin - Consultant to the Credit Industry
Jan de Beer - CEO - CR Trustees
Howard Gabriels - Credit Ombud
Reana Steyn - Ombudsman - Banking Services
Adv Andries Cornelius - CEO - Debt Collectors Council

13:00 - 14:00 Lunch Break

14:00 - 14:20 The SA Environment.
The aftermath of South Africa being Grey Listed.
TBA

14:20 - 14:40 B2B Credit in 2023.
Focusing on Trade Credit - The aftermath of South Africa being Grey Listed.
Shaun Wessels - Co-Chairman of CREDEXA

14:40 - 15:00 B2C Credit in 2023.
Focusing on Consumer Credit - The aftermath of South Africa being Grey Listed.
Darrell Beghin - Consultant to the Credit Industry

15:00 - 15:15 Wrap-Up
Eugenè Joubert

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The background

An EU based company in Germany, *MegaCity for All (GmbH),* came up with a brilliant business concept. In Berlin they have built a mega city complex, named *MegaCity*, with all the amenities for residents and office facilities for businesses.

Note: The abbreviation (GmbH) stands for Gesellschaft mit beschränkter Haftung, which means a 'company with limited liability'.

The Case Study Challenge

The majority equity stake investor in *MegaCity for All (GmbH),* wants to replicate this concept in South Africa. The investor has called in the help of the delegates to this SAFARI to look at the concept and advise him of the possibility and challenges, if any, in setting up the same *MegaCity* in Fourways Gauteng. The main concern of the investor is that he does not know the compliance environment in SA and needs the delegates help to ensure that all the elements of the MegaCity would be compliant with SA Legislation and Regulations.

The business concept of the *MegaCity* in Berlin

1. *MegaCity for All (GmbH),* owns the majority equity stake in a company called *Units for All (GmbH).* They in turn, own and rent out some 100 units in this 600-unit *MegaCity*. The other 500 units were sold to business owners for amenities and individual owners for housing.

2. *Units for All (GmbH)* manages the entire complex on behalf of all the owners and renders the following services:
   - 2.1. acting as the agent to sell any unit in the *MegaCity* that comes onto the market;
   - 2.2. acting as the agent to do the financials of *MegaCity* and to collect levies, due and overdue, from the owners;
   - 2.3. acting as the agent to collect the monthly and overdue rental, on behalf of unit owners in *MegaCity*, from their tenants; and
   - 2.4. acting as the agent to do the credit vetting of a potential tenant or buyer in *MegaCity*;

3. *Units for All (GmbH)* owns a minority equity stake in various of the businesses that bought, or rent, a unit in *MegaCity*.

To name some of the business in the *MegaCity* in Berlin that the investor wants to incorporate in the SA *MegaCity*

3.1. *Credit for All (GmbH)* who renders the following services:
   a. lending the deposit to potential buyers of units that are for sale in *MegaCity*;
   b. lending operational funding to *Units for All* against cession of the debtor's book of *Units for All*, should the levies run into a state of arrears and causes the common areas of the complex not to be properly maintained; and
   c. lending monies to unit owners in the event of unit owners suffering internal unit damages and don't have the capital to repair the damaged items.

3.2. *Fix-It for All (GmbH)* who renders the following services and products:
   a. General Handyman repair services for all unit owners and tenants; and
   b. Supply on fair credit terms all, low- and high-end, business and home appliances needed by owners and tenants in *MegaCity*.

3.3. *Rechtsanwalt for All (MDP)* who renders the following services:
   a. Rendering all Legal Services to owners and tenants in *MegaCity*;
   b. Specialising in designing Architectural and Engineering solutions for owners in *MegaCity;* and
   c. The setting up and registration of companies for business owners moving into *MegaCity*.

   Note: A Rechtsanwalt is a lawyer in Germany and when in an MDP practice may have other partners such as Architects and Engineers.

3.4. *Count for All (GmbH)* who renders the following services:
   a. Bookkeeping and Accounting services; and
   b Tax and General Financial Advice.

3.5. *Cars for All (GmbH)* who renders the following products and services:
   a. Selling suitable vehicles to the business owners and individuals residents of *MegaCity*; and
   b Servicing and repairing all vehicles sold by *Cars for All*.

3.6. *Food for All (GmbH)* who renders the following products:
   a. Supplying to all owners and tenants FMCG on a retail basis; and
   b Supplying to all business owners FMCG on a wholesale basis.

The Case Study Challenge is firstly to see if we, the delegates to this SAFARI, can guide and advise the EU company, based in Germany, to set up a ***MegaCity*** that is fully complaint with South African Legislation and Regulations. Secondly, we need to see how many of the businesses we must register, with which Authority, and what their compliance issues are.

The Presenters	Their claim to Fame
Norman Colling	Norman, the right hand batsmen and wicketkeeper that played for Eastern Province, is the Founder and Director of Registered Communication, previously he was the Management Consultant for Elixirr, Head of Solution Delivery and Service, South and Southern Africa at Standard Chartered Bank and Head of Research and Business Solutions at Nedbank. Norman is a GIBS Alumni.
Dr Annemarie Lombaard	Annemarie is the thought leader behind Sensory Intelligence®. She is a registered Occupational Therapist and practiced for 15 years with children with learning problems before taking the concept to adult learning and development. Annemarie is the author of the book "Sensory Intelligence: Why It Matters More Than IQ and EQ. She holds a PhD in Health Sciences studying SA call centers. Annemarie has been published widely across print media, a guest on radio programmes and featured television.
Shaun Wessels	Shaun is the co-Chairman of CREDEXA. He is a Strategic Credit Professional with experience working in different credit industries. Shaun is employed as an AR Executive in Finance Shared Services at AVI where he provides Shared Service Accounts Receivable services for 9 companies. Shaun has done the AVI Executive Leadership Program at the Duke University in the USA, as well as the Exec Dev Program at the UCT Business School. He holds a Post Graduate Certificate in Management from Henley at the Redding University in the UK and a MAP from the Wits Business School.
Darrell Begin	Darrell is currently a Consultant to the Credit Industry. Darrell was the previous Exec Director of SACRRA, and she has extensive credit bureau and credit data exposure and not only does research in credit information but also has a passion for it. She was the Manager Credit Info and Research at the NCR and the FinScope Director for FinMark Trust.
Eugenè Joubert	Eugenè is a Fellow of the Institute of Credit Management in South Africa and the UK and a Master Credit Executive of the USA Credit Providers Association. He is a past President of the ICM, ACB, ADRA and served deputy Chairman for the Council of Debt Collectors. Eugenè drafted various pieces of Legislation, most prominent the Debt Collectors Act. He studied law at the UFS and holds an MBA in Finance and Credit.

The Panel	Their Expertise
Adv Jan Augustyn	Adv. Jan is the Manager for Supervision & Enforcement at the Financial Intelligence Centre. Previously he was in private practice an Advocate of the High Court of South Africa specialising in FICA, NCA and POPI . Jan also served as the Manager for Investigations and Prosecutions of the National Credit Regulator, and he is a member of the Gauteng Society of Advocates and the Institute of Commercial Forensic Practitioners. He holds B Uris LLB degrees from UNISA.
Howard Gabriels	Howard was appointed as the Credit Ombudsman on 1 February 2021. Howard has a B Sc. and B. Econ (Honours) degree from the University of the Western Cape. He completed a M Phil (Urban and Regional Science) at the Stellenbosch University. Howard is a senior executive with extensive experience at a strategic leadership level in the public sector. At present he is chairperson of the Board of Directors at Proudly South African. Howard also served as the chairperson of the South African Statistics Council that oversees the work of Stats SA.
Reana Steyn	Reana was appointed in 2017 as the Ombudsman for Banking Services. She is lawyer and holds B.Com and LLB degrees. Reana was appointed as the first legal advisor to the NCR. Her work in the ombudsman and alternative dispute resolution sphere began at the Credit Ombudsman where she was the Deputy. Reana is also the Treasurer of the International Network of Financial Ombudsman Schemes, and Chairperson of the Ombudsman Association of South Africa.
Magauta Mphahlele	Magauta is the Executive Director of SACRRA. She is a Credit and Consumer Protection Expert with extensive experience in policy and legislative development. Magauta is also the Founder of Ithuseng Credit Solutions and a Board Member of the Ombudsman for Short-Term Insurance. Previously she was the CGS Ombudsman. Magauta holds a BA Honours and completed the International Executive Development Program in Finance at WITS.
Adv Andries Cornelius	Adv Andries is the CEO of the Debt Collectors Council. He was admitted as an Advocate of the High Court of South Africa in 1994. During his studies he obtained a B.Proc and LLB degree as well as a diploma in forensic investigation.
Queen Munyai	Queen is the CEO of the Consumer Goods and Services Ombud. She has over 25 years' advisory services experience, with specific focus on financial services, auditing in both private and public sectors. Queen is a PA(SA) and holds a BCom degree from UPE and did a postgraduate Programme in Forensic & Investigative Auditing and Taxation at UNISA.
Jan de Beer	Jan is the CEO of CR Trustees and a registered Professional Accountant and an Associate Member of the Institute of Commercial Forensic Practitioners and the former Risk Management Executive of the LPFF in SA. He is a specialist in risk management and compliance programs.

The Exhibitors — Sponsors

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SAFARI - 27 July 2023 - Booking Form for JAA Members

SAFARI FEES
R 1,295 ex VAT per Delegate
JAA Members qualify for a R200.00 discount
pay only **R 1,095 ex VAT** per Delegate

Fee includes your Material, Lunch and Refreshments.
Transport and over-night accommodation are for your own account.
No refunds once booked - BUT - we will gladly accept substitution delegates.
Book early to avoid disappointment.

Complete the booking form and send it back to us at safari@rebels.co.za - VAT invoice for payment will be sent to you.

Enquiries please contact: Eugenè cell: 0829260251 - email : eugene@rebels.co.za

Banking Details Corporate Rebels Admin (Pty) Ltd - ABSA - Current Account - Branch no: 632005 - A/C no: 4064036350

Your Company Details

Company name: ..... VAT no: .....

Postal Address: ..... Contact Person: .....

Email Address: ..... Tel no: .....

Your Delegate Details

	Delegate Name	Delegate Surname	Delegate email
1	.....	.....	.....
2	.....	.....	.....
3	.....	.....	.....
4	.....	.....	.....
5	.....	.....	.....
6	.....	.....	.....

Billing Total

JAA Delegates > number booked ..... @ R 1,095 each = R .....

PLUS VAT @ 15% = R .....

TOTAL = R .....

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