



## EXECUTIVES' GLOBAL NETWORK

South Africa

### Share, Lead, Succeed

Tap into the knowledge and experience of other CFOs, FDs and Finance Executives who share similar challenges within their organisations. Join a closed group of peers and sparring partners from diverse industries, sectors and territories in a forum where you set the agenda.

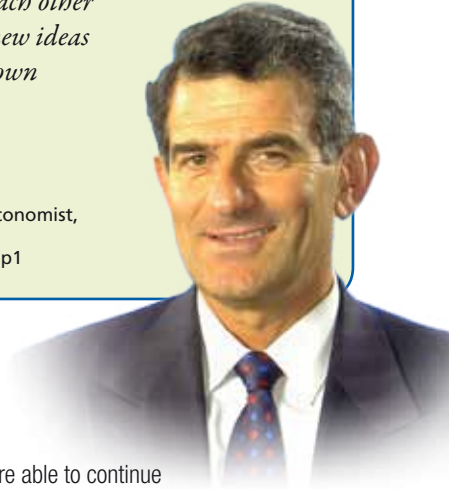


EGN is an independent physical and digital communication platform where you and your peers share relevant information and practical expertise in a structured, confidential and politics-free environment. Each group of 20-25 CFOs meets every 2nd month to discuss relevant topics, common issues and challenges.

Plus, each group has its own secure website through which you are able to continue interacting with your peer group between meetings. You also have controlled access to other executive groups within South Africa as well as to over 3000 international members including CEOs, CFOs, CIOs, HR Executives etc.

*"I have been amazed by the enthusiasm and vigour of debate amongst members. Involvement with a network of other executives through the auspices of EGN allows the member to bounce ideas off peers in a confidential environment of equals and to develop ideas from the resulting dialogue. It is quite clear that executives are hungry for the opportunity to explore common challenges with each other and to generate new ideas to apply in their own businesses."*

**Azar Jamine,**  
Director and Chief Economist,  
ECONOMETRIX and  
Chair, EGN CEO Group1



#### Below is a sample of what our CFO members are currently discussing:

- Sustainability
- Credit and risk management (versus ticking-the-box)
- IFRS, audits, technical roles and attitudes
- IPO, M&A, MBO, MBI etc
- Local skills, discipline, competencies and work ethics
- Doing more with less resources
- Rightsizing, asset realisation and reduction
- Maintaining GP
- Continuous improvement / LEAN
- Cost cutting, including alternatives to retrenchment
- Emerging market growth opportunities
- Recruiting and retaining competent accounting staff
- Pre-empting fraud and crime
- BEE & transformation
- SARS service levels and grievances
- Adding strategic value vs. only compliance and governance
- Relationships with financiers, customers and suppliers
- Succession planning
- Performance management of support functions
- Understanding your value proposition versus competitors
- Forecasting
- Plus any other items identified by you and your peers

*"This is a very unique concept which I have found to be extremely useful. I am able to discuss things that I would not normally discuss within my company. It's a concept that I recommend to anyone to pursue as the experience is not available anywhere else."*

**Dinga Mncube,**  
Managing Director, SAPPI FINE PAPER SA

#### Benefits to CFO members

- Table your own issues on the agenda
- Participate in thought leadership discussions
- Receive key inputs from outside your own Exco, free of corporate politics
- Discuss sensitive issues openly in a confidential, trusted and stress-free environment
- Save on consulting fees
- Reduce time spent on reading and research
- Benefit from peer mentoring and coaching
- Obtain unbiased advice
- Share solutions and experiences
- Gain international and diverse industry perspectives
- Network with varied industries without fear of competitive scrutiny
- Learn from the successes and mistakes of others
- Identify useful contacts
- Extract tangible value
- Explore business growth and other opportunities
- Receive advice and opinions as needed

Some of the companies already participating in EGN Peer Groups

AMKA PRODUCTS • ARMSCOR • ARTHUR KAPLAN JEWELLERS • BASIL READ • BUCYRUS AFRICA UNDERGROUND • CBI ELECTRIC – LOW VOLTAGE • CITIBANK • CIVCON • DAIRYBELLE • DEPT. OF INTERNATIONAL RELATIONS • ELEMENT SIX • ELLIOT INTERNATIONAL • EUROPE ASSISTANCE • FREEWORLD COATINGS GLOBAL • HARSCO METALS • INGERSOLL-RAND • INNOVATION GROUP • MICROSOFT • MULTOTEC • NATSURE • NEDBANK AFRICA • NEW WAY MOTOR AND DIESEL • NOVO NORDISK • PHARMAQ • ROBOR • ROCKWELL AUTOMATION • SAFCOR PANALPINA • SANDVIK • SAPPI FINE PAPER • SULZER • TEBA LIMITED • TELPRO MANAGEMENT • TSOGO SUN GROUP • WEIRWARMAN

Please note that each group is engineered on specific criteria and members are individually screened.

Call (011) 791 4229 to arrange an interview.