

January 14, 2007

**Re: Third BankSeta International Conference- October 8th to October 15<sup>th</sup>, 2006**

**Business Trip Objectives:**

1. To build on the rapport established with BankSeta. While in South Africa, meetings will be held to discuss lessons learned and how build upon 2007 program. The BankSeta executives have expressed a wish to discuss 'reciprocity' for the program as a way to build the scope of the undertaking.
2. To attend and participate as a guest speaker at the 3<sup>rd</sup> BankSeta International Conference held in Johannesburg, October 11<sup>th</sup> and 12<sup>th</sup>, 2006 . The TFSA has been invited to speak on "Collaboration and Change: A Model for collaboration in the financial services sector."
3. To raise the awareness and profile of Toronto as a pre-eminent financial and education training centre in North America. This will be done through a briefing program delivered to large multi national FIs, SETAs, the Canadian High Commission in SA, as well as local government representatives. Meetings with Fasken Martineau's offices in Johannesburg have been coordinated through their Toronto office to discuss mining finance/listings etc.

**Scope and Nature of Business Visits**

1. Visit Johannesburg-based multi national FIs to discuss Toronto's expertise as a North American FS centre as well as other local SETAs as appropriately identified to discuss further potential education and training opportunities to be developed and delivered by Toronto institutions. The visits would complement the TFSA-CISP marketing program to encourage expansion and product export. BankSeta will help coordinate the meetings as outlined below:

BANKS- Ideally the Head of Institutional Banking at:

- Nedbank (has stated interest In opening branch In Toronto re Mining niche- Mark Tyler: Head of Mining- just announced branch investment in TO)✓
- Investec
- ABSA /Barclays Bank
- Standard Bank -Craig Polkinhorne
- Institute of Banking – CEO Phil Mnisiv✓

INSURANCE

- INSURANCE SETA – the only priority ✓
- Insurance Association of South Africa ✓

SECURITIES

- Securities SETA / Association
- Services SETA ✓
- JSE
- Fasken Martineau Law offices re: mining finance (to be set up thru TO offices)✓

2. To lay the groundwork for future activity involving Toronto's FS sector and to provide a sector briefing at the Canadian High Commission. ✓
3. Will discuss meeting with Economic Development counterpart in Johannesburg (GEDA- Gauteng Economic Development Agency)- ✓

### Visit Accomplishments

1. Participated and attended in the 2 day BANKSETA banking conference. Gave a 30 minute presentation on "The TFSA as a model for public private sector collaboration." Speech highlighted the Canadian economy, Toronto as great place to do business and the TFSA model. Approximately 400 in attendance – banking, government, academia, affiliate services.
2. Company meetings as follows to discuss overall business trends and opportunities:

Association of SA Bankers- met with CEO to discuss overall industry trends, opportunities for co-operation. Is interested in further connections on anti-money-laundering.

FASSET- Services SETA of SA. Asked by SA Consulate to discuss film post production training opportunities. Contacts will be sent to SA CG.

Insurance Association of SA- discussion on overall industry trends, TFSA and opportunities.

INSETA- Insurance Seta of SA. Chairman will consider Toronto as a potential to conduct insurance training program similar to BANKSETA. Currently assessing only Singapore and Australia 0 but will extend to include Toronto potential. Will further discuss with BANSETA CEO Frank Groenewald.

Institute of SA Bankers- met with CEO. Presentation of SA banking training programs and trends. Will be visiting Toronto in April 07 to attend the Canadian ICB international training conference which will be held in Toronto (TFSA-Mayor to host kick off luncheon re HR Study)

Nedbank- Head of Global Mining Mark Tyler. Meeting and presentation of Mayor's welcome scroll, Mark will contact us in Toronto re opening new branch office. Also met CEO Tom Boardman.

Fasken Martineau- Global Mining Practice lawyer Al Gourlay. Meeting and presentation of Mayor's scroll to the office for ongoing support and expertise in the mining sector.

Joburg-based Canadian Trade Commissioner – Gwenäele Couborough re: Mining sector opportunities. Introductions made to local BANKSETA CEO and Secretary. The TC will set up meeting to introduce to the new Canadian High Commissioner to brief her on BANKSETA-Toronto training program. This should also translate into an invitation for BANKSETA re Governor General Jean's trip to SA in November. TFSA has invited the GG to participate in prior year's program launches given her interest in the area

GEDA - Gauteng Economic Development Agency – Provincial equivalent to MEDT. Provided presentations to me on Joburg Economic Development activities by sector. Presentation to the group on Toronto Economic Development and TFSA.

BANKSETA meeting to discuss building on current training program and 2007.

**Follow up items:**

1. Nedbank and rep office in Toronto
2. PDAC 2007 involvement and connection back to Joburg
3. INSETA training potential
4. FASSET municipal training programs
5. Governor General state visit to SA and potential attendance of BANKSETA CEO at events.  
IEDP briefing to SA Canadian High Commissioner
6. BANKSETA to provide economic contribution of total program. Follow up interviews with local trainees to determine benefits of the Toronto program and further linkages between the sectors.  
BANKSETA has suggested the 2007 program will have 50% larger group.
7. Gauteng Treasury and strategy to position it as a financial gateway to Africa. Possible follow up with IFSL to develop an event around regions looking to do the same ie IFSL, AXISS, TFSA, and similar initiatives conference?