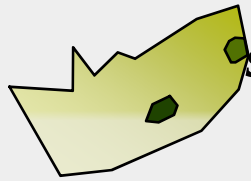


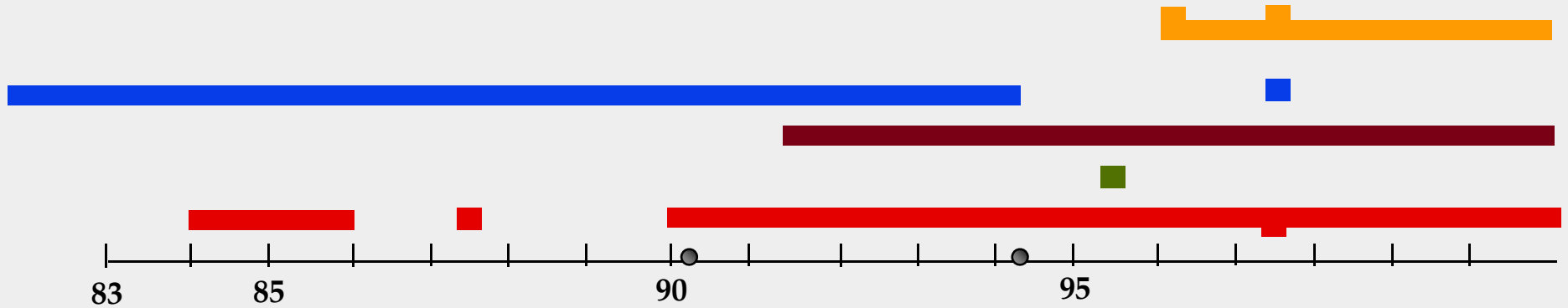
South Africa *s essence*



This presentation summarizes the essence of the process that South Africa followed from 1985 to 1994, when the first democratic elections took place. This presentation is developed in 1998 to answer for investors the question : 'What will happen to South Africa once Mandela leaves politics?'

The presentation compares 5 (see slide 2) sources (slides 5, 6, 7, 8 & 9). Slide 10 compares the characteristics. Slide 2 en 3 give an overview of the preparations and the actual negotiations.

South Africa



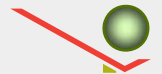
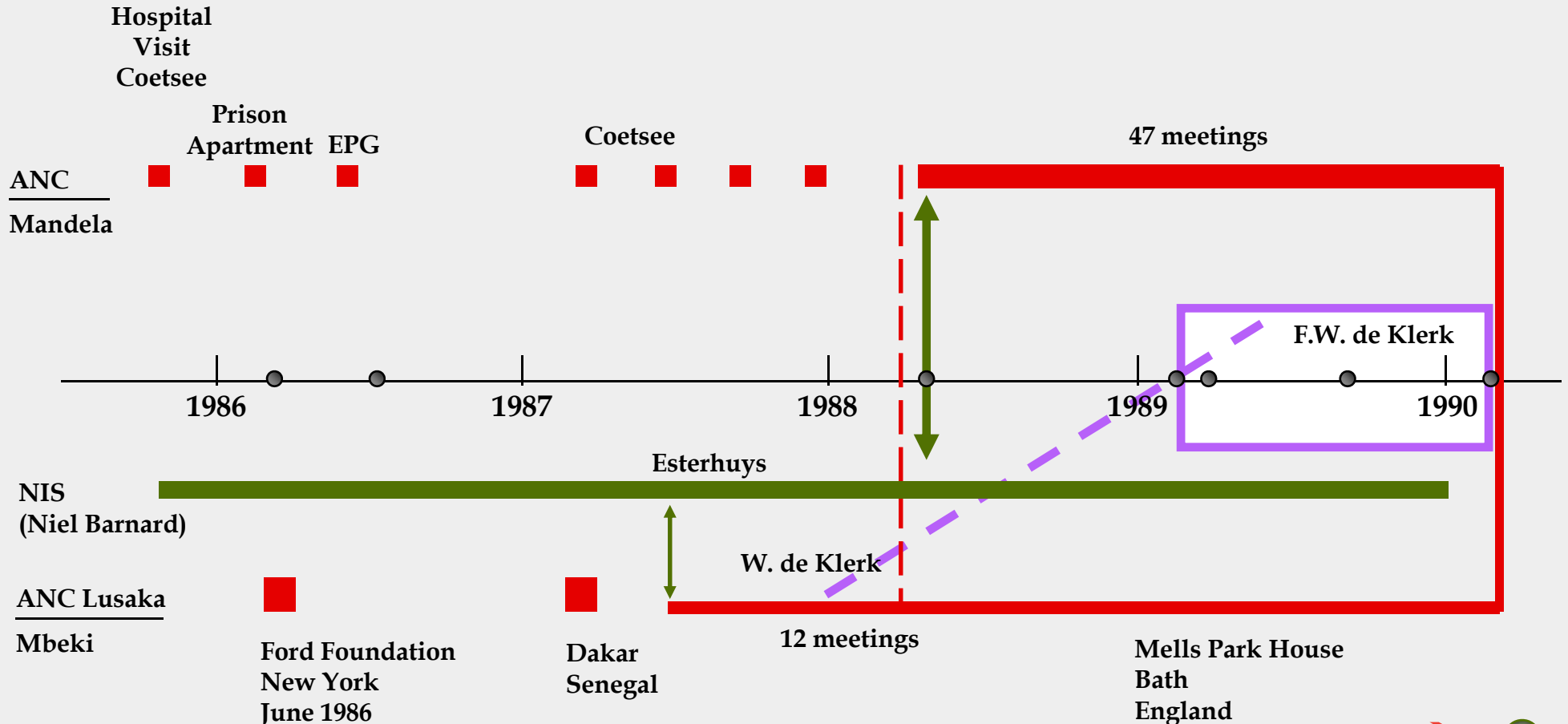
- The High Road & Low Road Scenarios, Anglo American Clem Sunter
- Speeches F.W. De Klerk
- Mont Fleur scenarios, Adam Kahane
- Anatomy of a miracle, Patti Waldmeir
- The Economist, London



South Africa



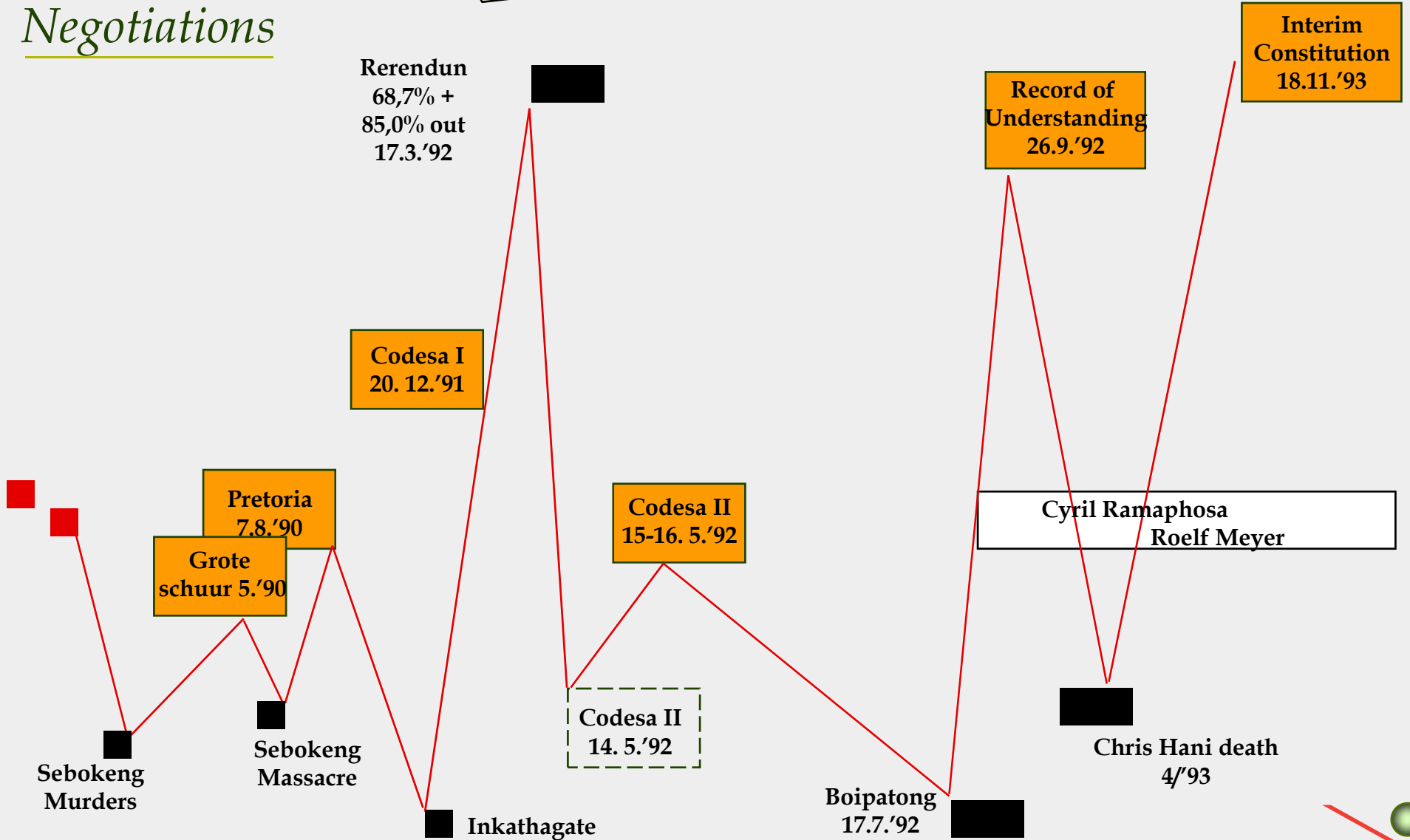
Talking about Talking about Talks



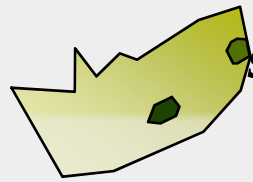
South Africa



Negotiations



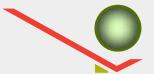
South Africa



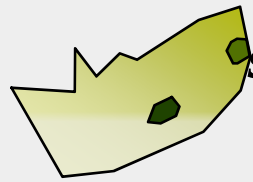
s essence

The High Road & The Low Road Scenarios

- ★ 1984 - 1985
- ★ Anglo American
- ★ Scenario Project; South Africa in the “Nineties”
- ★ Pragmatic approach to uncertainty
- ★ Analyses added value of negotiations
- ★ Imagination - Analysis - Scientific
- ★ Economy
- ★ Concept Dynamics of changing societies



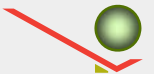
South Africa



s essence

Anatomy of a miracle: Patti Waldmeir

- ★ 1997 (1948-1994)
- ★ Journalist Financial Times
- ★ African soil
- ★ Pragmatism
- ★ Get to know your enemy
- ★ Respect
- ★ Naked power
- ★ Bad judgement

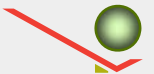


South Africa



Speeches F.W. de Klerk

- ★ November 1995
- ★ Personal account
- ★ African soil
- ★ Analysis character Afrikaners
 - History
 - Boer war
 - Apartheid
 - Communism
- ★ Economic forces
- ★ Pragmatic decision

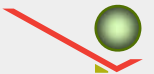


South Africa



Mont Fleur Scenarios: Adam Kahane

- ★ 1991: Adam Kahane, Shell
- ★ Scenario project
- ★ Imagination
- ★ Get to know your enemy
- ★ Analysis
- ★ Pragmatism



South Africa



The Economist, London

- ★ Economic Analysis
 - Strength
 - Problems
 - Achievements
 - Small first steps
- ★ Pragmatism
- ★ Capacity to Surprise
- ★ “. . . unspectacular – neither miraculous nor catastrophic – in view of apartheid legacy no small achievement.”

**The
Economist**

December 13th–19th 1997



South Africa



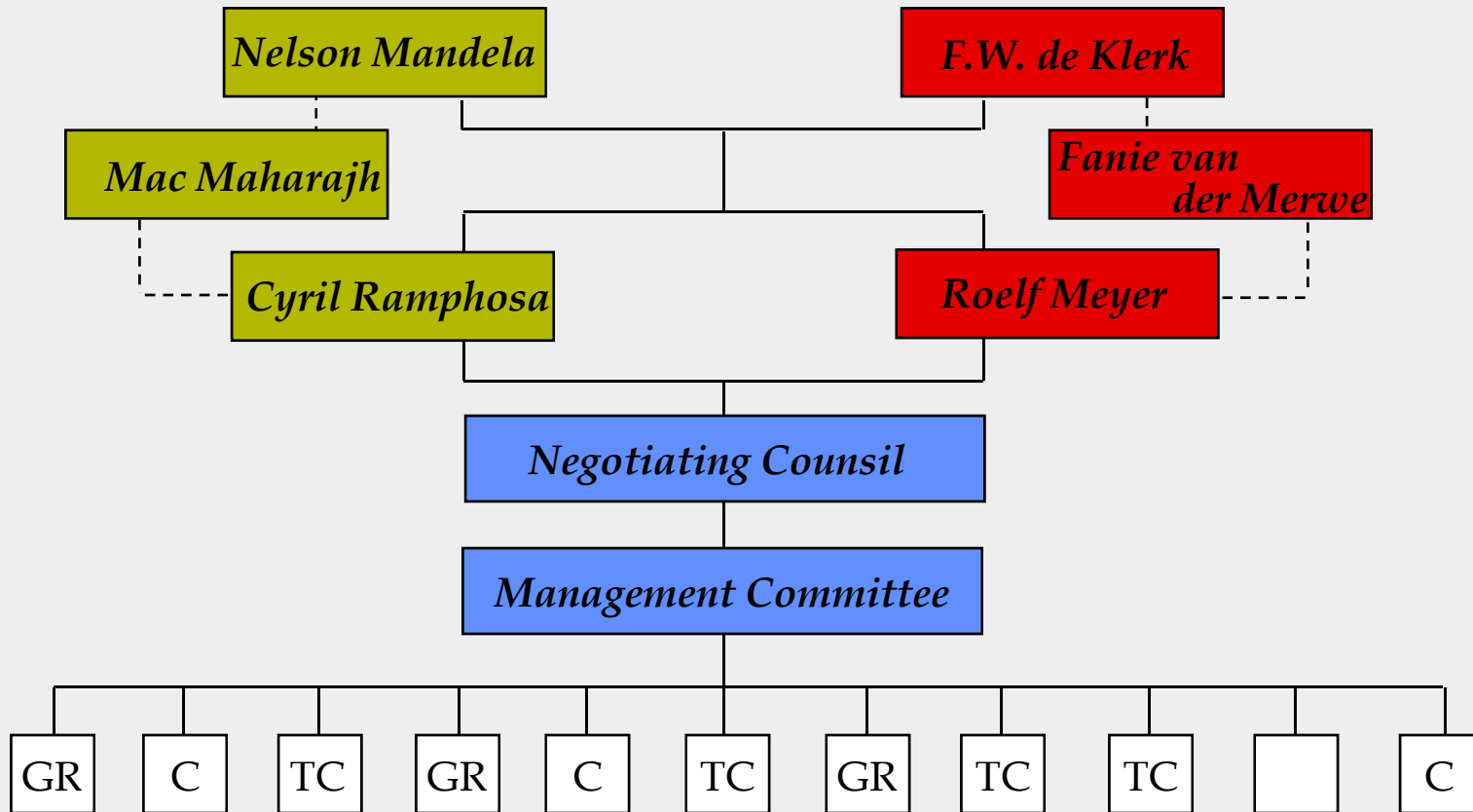
	<i>High Road Low Road</i>	<i>de Klerk</i>	<i>Mont Fleur</i>	<i>Anatomy of a miracle</i>	<i>Economist</i>
African soil		●	●	●	
Pragmatism	●	●	●	●	●
Power	●	●	●	●	
Economy	●	●	●	●	●
Logic	●	●	●	●	
Scientific Analysis	●				
Imagination	●		●		



South Africa



Negotiating Process



South Africa

