



| DAY 1 - MONDAY, 04 NOVEMBER 2019 | | | |
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| 07h30 – 08h30 | REGISTRATION & BREAKFAST | | |
| 08h30 – 08h40 | Welcome Address - Master of Ceremonies | | |
| 08h40 – 09h00 | Opening Address: Minister of Finance (TBC) | | |
| 09h00 (20min) Presentation | THE MACRO-ECONOMIC REGIONAL OVERVIEW: A look into the sustainability of Debt to GDP ratios across East Africa. Unpacking the 2019 Kenya census data and the demographic impact for Kenya's property market; the regional effect of the recently signed AFCFTA agreement and Government spending on infrastructure as a driver for economic growth. | | |
| 09h20 (40min) Panel Discussion | UNLOCKING LOCAL AND REGIONAL DEBT MARKETS: a look at construction and offtake finance: <ul style="list-style-type: none"> • Crowding out of private finance by government borrowing – how do we overcome this? • Prerequisites for building a mortgage market - education, origination, securitisation, and secondary market trading – how do we get there? • Mitigating against future NPL's – the banks perspective • Key questions and criteria for bank lending | | |
| 10h00 (20min) Keynote Presentation | RETHINKING THE CITY: DEVELOPING NEW PRACTICES & INTRODUCING PARAMETRIC METHODS FOR CREATING INNOVATIVE URBAN MODELS FOR CITIES: Applied Lessons from emerging markets New practices and ways of living are transforming cities before our eyes, forcing us to rethink how we build them. Additionally, a high number of new cities and destinations are currently being built globally and more specifically in emerging markets. These cities and places are defined by the effective integration of physical, digital and human systems in the built environment, delivering a sustainable and prosperous future for growing populations. How are these developments shaping the future, and how can the East African RE industry take advantage of these fast moving trends? | | |
| 10h20 (40min) Panel Discussion | HOW TO DEVELOP SUSTAINABLE COMMUNITIES IN EAST AFRICA: The urban planning architect must take the lead and direction from the developer, but What is it that the Kenyan and East African market requires? And Is it affordable? A discussion between all key stakeholders. | | |
| 11h00 | TEA & COFFEE BREAK | | |
| 11h30 (20min) Presentation | EAST AFRICAN REAL ESTATE MARKETS WITHIN THE SUB-SAHARAN AFRICA CONTEXT: AN AFRICA REPORT EXCLUSIVE | | |
| 11h50 (40min) Panel Discussion | THINKING DIFFERENTLY & STRATEGIZING IN A CHANGING MARKET: Solutions and new strategies for a market correction: <ul style="list-style-type: none"> • Filling up vacancies , dealing with tenant renegotiations and selling units – strategies for a tough trading climate • Dealing with a pricing and returns correction – how is the market reacting? • New focus areas: distressed assets and conversions, land/plot selling – what does the future look like? • New deal structures – how will they work? | | |
| 112h30 (20min) Presentation | NEW MONEY: The influence of Turkish, UAE, and Asia Pacific capital on East African Real Estate | | |
| 12h50 (40min) Panel Discussion | THE FUTURE OF THE WORKPLACE: A look at the future of workplaces through shared economies, co-working & flexi offices, as well as occupier demand: <ul style="list-style-type: none"> • Space as a service - what's working globally and how will this be adapted in East Africa? • How are current service providers trading and are they able to achieve premium rentals in Nairobi? • Leasing and partnership models – how are these being structured? And are developers still able to achieve their returns? • The case for green certified office buildings for occupancy, resilience, tenant quality, insurability & capital preservation | | |
| 13h30 | NETWORKING LUNCH BREAK | | |
| STREAM ONE | SECTORS & ALTERNATIVES SESSIONS | STREAM TWO | COUNTRY & CITY SESSIONS |
| 14h30 (70min) Presentation & Panel Discussion | 12 MONTHS ON - THE KENYAN AFFORDABLE HOUSING PROGRAM: is it still a reality or should we adjust expectations - A Centre for Affordable Housing Finance Review & Panel Discussion | 14h30 (30min) Presentation | INVESTMENT WITHIN A DEVOLVED SYSTEM: Experiences, Opportunities And Challenges. The case for moving beyond Nairobi and into East Africa's secondary cities |
| | | 15h00 (40min) Panel Discussion | A REGIONAL OVERVIEW: DRIVING DOWN BUILDING COSTS AND MATERIALS: The largest cost centre in development. <ul style="list-style-type: none"> • How to assist property investors with efficiencies and cost saving strategies • Moving towards more environmentally friendly materials • Dealing with legislation and country risks in materials production and supply |
| 15h40 (20min) Presentation | HOW LOW CAN WE GO WITH AFFORDABLE HOUSING - LESSONS FROM AFRICA: A case study of successful regional and African affordable housing developments (considering funding sources, government support & environmental impact) and the key factors that made them work. Can Kenya and East Africa follow suite? Examples from Gambia, Nigeria, Botswana, Egypt & Senegal | 15h40 (20min) Presentation | READY FOR LIFT-OFF? The real estate opportunity in Ethiopia |



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| 16h00 (50min) Presentation and Panel Discussion | LOWERING THE HIGH INTEREST RATE COST OF HOUSING FINANCE IN EAST AFRICA - Applied learnings from global and emerging markets <ul style="list-style-type: none"> Exploring the causes of high interest rates in African countries and providing recommendations for how they might be reduced. Looking at methods for policy makers and practitioners to address these issues in order to reduce interest rate risk in housing markets across East Africa. | 16h00 (50min) Presentation and Panel | A RISING STAR: Kampala Market update and the impact of the pending Oil boom? |
| 16h40 (20min) Presentation | DEVELOPING A STUDENT HOUSING DEVELOPMENT PLATFORM | 16h40 (20min) | SESSION TO BE CONFIRMED |
| 17h00 (30min) Exclusive Q&A | HOW TO DELIVER ON LARGE SCALE HOUSING DEVELOPMENTS: An emerging market based case study. | 17h00 (30min) Exclusive Q&A | SESSION TO BE CONFIRMED |
| 17h30 | END OF DAY ONE – NETWORKING COCKTAILS | | |

DAY TWO – THURSDAY, 02 APRIL 2019

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| 07h30 – 09h00 | REGISTRATION & BREAKFAST | | |
| 09h00 | Welcome Address - Master of Ceremonies | | |
| 09h00 (30min) Keynote Presentation | GLOBAL INSTITUTIONAL INVESTMENT & REITS: EAST AFRICAN REAL ESTATE WITHIN THE GLOBAL CONTEXT: A look at the evolution of global REIT markets, the impact of active involvement of the private sector in the public and political debate and the promotion of best practices in the strengthening of the industry as a whole. How does EA compare and how can we drive the next wave of institutional capital? | | |
| 09h30 (40min) Panel Discussion | BETTER ACCESS TO EQUITY, CREDIT AND ALTERNATIVE FUNDING METHODS FOR EAST AFRICA'S REAL ESTATE AND HOUSING MARKETS: A discussion between developers, financiers, investors, regulators and authorities. <ul style="list-style-type: none"> Making REITs, Bonds and Other Capital Market instruments a reality for the EA property industry Developing new Financial Products for the EA RE sector Imperative for green mortgages Securitization, Bonds, Loans, Sukuks, SACCO's and more | | |
| 10h10 (20min) Keynote Presentation | TECHNOLOGY AND FUTURE PROOFING DEVELOPMENTS: A look at building technologies, smart buildings, life cycle costing & its impact on investment and exit | | |
| 10h30 | TEA & COFFEE BREAK | | |
| 11h00 (60min) Presentation and Panel Discussion | A FRESH PERSPECTIVE FOR EAST AFRICAN HOTEL INVESTMENT & DEVELOPMENT: Exploring ways to differentiate your hotel in an over-supplied market: <ul style="list-style-type: none"> Revenue management strategies needed to handle the current pricing challenges, Repositioning strategies around renovation and rebranding Branding vs. independent – who is winning? Necessity for 1-3 star facilities with consistency and quality Necessity for satellite town expansion | | |
| 12h00 (30min) Keynote Presentation | A GLOBAL AND PAN-AFRICAN PERSPECTIVE- THE CHANGING FACE OF RETAIL: A look at current and future retail and retailer strategies, what has worked and what has failed as well as where the sector is heading | | |
| 12h30 (20min) Presentation | DEVELOPING INNOVATIVE AND FLEXIBLE LOGISTIC AND WAREHOUSING SPACES: A Pan-African based case study | | |
| 12h50 (40min) Panel Discussion | THE REGIONAL INDUSTRIAL AND WAREHOUSING PANEL: A deep dive look at Kenya and East Africa's most active development sector | | |
| 13h30 | NETWORKING LUNCH BREAK | | |
| 14h30 (40min) Panel Discussion | WOMEN IN EAST AFRICAN REAL ESTATE PANEL: A look at current challenges, opportunities for growth and empowerment, inheritance and enhancing generational transitions | | |
| 15h10 (60min) Presentation & Panel Discussion | MANAGING A PRIVATE CITY-SCALE DEVELOPMENT: The challenges and opportunities in Utilities and Urban Management on a city scale. | | |
| 15h50 (20min) Presentation | THE REAL ESTATE OPPORTUNITY IN AGRI-BUSINESS | | |
| 16h10 (50min) Presentation & Panel Discussion | INVESTING IN SOCIAL INFRASTRUCTURE, HEALTHCARE, EDUCATIONAL FACILITIES & SPORTS: Looking at the real needs, the practical funding structures, the ready partners available and the property opportunities | | |
| 17h00 | END OF DAY ONE – NETWORKING COCKTAILS | | |