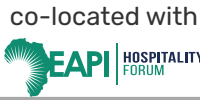




10TH ANNUAL
EAST AFRICA PROPERTY
INVESTMENT SUMMIT



co-located with



AGENDA

DAY 1 - 17 MAY 2023

TIME	TOPIC
08h00 EAT	Arrival Registration
09h00 EAT (10min)	Welcome Address by Eric Latiff, Master of Ceremonies
09h05 EAT (20min)	OPENING ADDRESS & REGIONAL DEAL OVERVIEW Abdi Mohamed , CEO & Managing Director, Absa Bank Kenya Plc Somaya Joshua , Head: Commercial Property Finance - Africa Region, Absa Group
09h25 EAT (15min) Presentation	DYNAMIC FRONTIERS MACRO-ECONOMIC UPDATE Presenter: Jeff Gable , Chief Economist, Absa Group
09h40 EAT (40min) Panel Discussion	STATE OF THE MARKET Moderator: Mark Dunford , CEO, Knight Frank Kenya Panelists: Michael Aldridge , CEO, Kofisi Richard Hough , CEO, Africa Logistics Properties (ALP) Donald Borthwick , Managing Director: Kenya, Grit Kenneth Mbae , Managing Director, Centum RE Wolfgang Omondi , Head of Trading, Absa Bank Kenya Plc
10h20 EAT (40min) Panel Discussion	CREATING EFFICIENT AND OPTIMAL CAPITAL STRUCTURES FOR REAL ESTATE IN EAST AFRICA Moderator: Wayne Godwin , Head of East Africa, JLL, Head of Hotels & Hospitality Group, Africa Panelists: Simon Chemaly , Banker: Mezzanine Finance – Commercial Property Finance, Absa Group Stephen Mallowah , Partner: Corporate & Commercial, TripleOKLaw Advocates Godfrey Tapela , Senior Investment Officer, IFC Peter Mayavi , Managing Director, I.H.S Kenya Ngatia Kirungie , Managing Director, Spearhead Africa

11h00 EAT: BREAK (20min)

TIME	MAIN STAGE	TIME	EAPI AFFORDABLE HOUSING FORUM IN COLLABORATION WITH AUHF
11h20 EAT (10min) Presentation	EVOLVING LANDSCAPE OF CAPITAL FLOWS IN EAST AFRICA Presenter: Tilda Mwai , Research Associate Africa, Estate Intel	11h20 EAT (10min)	Beatrice Mwangi , Senior Research Manager, CAHF - Master of Ceremonies
		11h30 EAT (15min) Presentation	COLLECTIVE ACTION TO MAKE AFFORDABLE HOUSING A REAL POSSIBILITY: WELCOME TO THE AUHF Presenter: Johnstone Oltetia , CEO, KMRC; AUHF Board Member & Treasurer
11h30 EAT (45min) Panel Discussion	INVESTMENT DYNAMICS Moderator: Kevin Teeroovengadam , Board Member, Janus Continental Group (JCG) Panelists: Darren Veenhuis , Head: Corporate Finance, Grit Charles Kanugi , Head: Property Asset Management, Britam Asset Managers Mumo Kianga , Development Director, Mi Vida Homes Niyi Adeleye , Head: Real Estate Finance-Africa Regions, Standard Bank Group	11h45 EAT (45min) Panel Discussion	EVIDENCE OF THE KEY ISSUES FACING KENYA'S AFFORDABLE HOUSING SECTOR – AUHF Members speak up Moderator: Paul Jackson , CEO, TUHF; AUHF Board Member & Chair of the Lobbying & Advocacy Committee Panelists: Thierno-Habib Hann , Managing Director/CEO, Shelter Afrique Seeta Shah , Senior Affordable Housing Specialist, FSD Kenya John Kaburu , Regional Manager & Head of Mortgages, Absa Bank Kenya Plc Stanley Maina , CEO, Capgemini Ltd
		12h15 EAT (45min) Panel Discussion	SUSTAINABLE CITIES OF THE FUTURE AND COMMUNITY INTEGRATION Moderator: Dennis Quansah , Kenya, Ghana & Nigeria Lead: EDGE Green Building Market Transformation Program, IFC EDGE Panelists: Graeme Reid , CEO, Tilisi Developments Plc Dane Hilton , Regional Director East Africa, Hodari Eng. Esther Segero , President, Women In Real Estate (WIRE) Hano Oberholzer , Specialist Edge Consultant, Alley Roads Stella Mutai , Head: Mortgage Business, HFC Kenya Charles Haba , Managing Director, Century Real Estate
	13h00 EAT: LUNCH (60min)		
14h00 EAT (50min) Panel Discussion	SPECIAL ECONOMIC ZONES Moderator: John Mulatya , Founder & Director, MAAS Advisory In discussion with: Preston Mendenhall , Country Head, Tatu City Agatha Kakui , Manager: Investor Facilitation & One Stop Shop, Konza Technopolis John Mwendwa , Advisor to Cabinet Secretary, Ministry of Investment, Trade & Industry Dr. Kenneth Chelule , CEO, Special Economic Zones Authority	14h00 EAT (45min) Panel Discussion	EXTENDING THE ACCESS FRONTIER FOR HOUSING FINANCE: INNOVATIVE STRATEGIES FOR OFFTAKE Moderator: Johnstone Oltetia , CEO, KMRC; AUHF Board Member & Treasurer Panelists: Melisa Mclean , Investment Manager, I.H.S. Zahara Khanbai , Head: Commercial Property Finance, East Africa, Absa Bank Kenya PLC Tom Onyango , Senior Partner, Head of Real Estate & Banking Practice, TripleOKlaw Advocates Lucas Mbugua , Head: Corporate Planning, Mi Vida Homes Jean Vimar , Director – East Africa: Strategic Consulting, JLL Li Xuan Peng , Co-Founder & Managing Director, Endeavours Construction Company Ltd
		14h45 EAT (45min) Panel Discussion	EXTENDING THE ACCESS FRONTIER FOR AFFORDABLE HOUSING: Underwriting for informal incomes Moderator: Kehinde Ogundimu , CEO, NMRC; AUHF Board Chair Panelists: Glen Jordan , Co-Founder, Empowa Stephen Wanjala , Executive Director, Housing & Development Finance Consultants (Africa) Ltd
14h50 EAT (40min) Panel Discussion	BEYOND BORDERS: UNLOCKING EAST AFRICA'S GROWTH POTENTIAL FOR HIGH-TECH AND MANUFACTURING Moderator: Derrick Nkera , Associate Director: Rwanda, Turner & Townsend Panelists Stuart Teare , Associate Director, Turner & Townsend Eng. Edmond Wakachunga , Data Center Design Manager/Mechanical Engineer, Remax Consult Ltd Wendy Kimwatan , Project Planning & Procurement Manager, Eco Steel Africa Ltd. Andreas Fruhen , Partner, D4Africa		

TIME	MAIN STAGE	TIME	EAPI AFFORDABLE HOUSING FORUM IN COLLABORATION WITH AUHF
15h30 EAT (45min) Panel Discussion	<p>COMMERCIAL OFFICES</p> <p>Moderator: Winnie Gachagua, Manager: Occupier Strategy & Solutions (OLSS) Knight Frank Kenya</p> <p>Panelists: Michael Aldridge, CEO, Kofisi Pumi Lukhele, Head: Developments East Africa, GREA Lucy Githinji, Head: Corporate Solutions East Africa, JLL Moses Lutalo, Managing Director, Broll Uganda Khalil Kethari, Director: Asset Management, Kasada Capital</p>	15h30 EAT (30min) Presentation	<p>RISK BASED PRICING WHILE MEETING ESG GOALS FOR THE BOTTOM 40th PERCENTILE: KWFT & iBUILD IN KENYA</p> <p>Ronald Omyonga, Co-founder & Chief Relationship Officer iBuild Global</p>
16h15 EAT (30min) Panel Discussion	<p>ALLEYROADS; RETAIL & INDUSTRIAL EXPERTISE</p> <p>Presenters: Louise Oertel, Director: Commercial, Alley Roads Mark Berman, Director: Commercial Development, Alley Roads</p>	16h00 EAT (30min) Presentation	<p>INCENTIVES FOR AFFORDABLE HOUSING: WHO BENEFITS?</p> <p>Zoravar Singh, Managing Director, iJenga</p> <p>Responder: Martin Kariuki, Sales Manager, Centum RE</p>
16h45 EAT (45min) Panel Discussion	<p>RETAIL DYNAMICS</p> <p>Moderator: Graeme Reid, CEO, Tilisi Development Plc</p> <p>In conversation with: Andrew Kusewa, Director, Boogertman + Partners Hooman Ehsani, Director: New Developments, Greenhills Investment Ashmi Shah, Retail Portfolio Manager, Knight Frank, Kenya William Kimaru, Founder & Managing Director, Illumine International Ltd</p>	16h30 EAT (50min) Panel Discussion	<p>INTERVENTIONS TO SHARPEN THE AHP: MAKING LAND, INFRASTRUCTURE AND RENTAL WORK FOR AFFORDABLE HOUSING IN KENYA</p> <p>Presentation by: Rory Gallocher, COO CAHF</p> <p>Panel Discussion: David Mathu, CEO, National Housing Corporation Chris Ochieng, CEO, GulfCap RE</p>
17h00 EAT	Closing Remarks		
END OF DAY 1 - NETWORKING & COCKTAILS WITH GRIT			



DAY 2 - 18 MAY 2023

TIME	TOPIC
08h00 EAT	Arrival Registration
09h00 EAT (10min)	Welcome Address by Eric Latiff, Master of Ceremonies
09h10 EAT (20min) Presentation	KEY ASSET CLASSES IN DYNAMIC FRONTIERS Presenter: Boniface Abudho , Research Analyst, Knight Frank Africa
09h30 EAT (45min) Panel Discussion	PROPERTY DEVELOPMENT TRENDS IN DATA CENTRES SECTOR Moderator: Matthew Renshaw , Senior Director: Project & Development Services, JLL Panelists: Mikayla Benkenstein , Managing Director, Hodari Africa Donald Borthwick , Managing Director: Kenya, Grit Heath Borthsen , Founder, DC Design.Africa Clément Martineau , Co-Founder & Projects Director, ixAfrica Data Centre Ravi Rughani , Investment Professional, Actis
10h15 EAT (45min) Panel Discussion	REITs TOOLKIT & INCUBATOR PROGRAMME Moderator: Kenneth Masika , Chairman, REITs Association of Kenya (RAK) Panelists: Brian Muindi , Head: Corporate & Commercial Practice, TripleOKLaw Advocates Karimi Warui , VP: Investment Banking, Renaissance Capital David Irungu Waggema , Chief Officer: Strategy, Risk & Compliance & Treasure, REITs Association of Kenya (RAK) Justus Agoti , Manager: Product Development & Uptake, Capital Market Authority (CMA) Hilda Njoroje , RAK Secretary & Property Investment Manager, Co-op Trust Investment Services Limited Mbithe Muema , Chief Business Officer, Nairobi Securities Exchange
11h00 EAT : BREAK (20min)	
11h20 EAT (20min) Presentation	A "BORA AFRICA" LOGISTICS & INDUSTRIAL PRESENTATION BY GRIT Presenter: Crispus Kamau , Senior Business Analyst, Grit
11h40 EAT (20min) Fireside Chat	JLL GLOBAL INSIGHTS INTO FUTURE CITIES In conversation with: Louise Collins , Director: Energy & Engineering, & Wangari Muchiri , Director: Africa, Global Wind Energy Council
12h00 EAT (10min) Presentation & Discussion	REAL ESTATE OPPORTUNITIES IN ETHIOPIA Presenter: Benjam Vetterli , Head: Africa, Rockstone Real Estate
12h10 EAT (50min) Presentation & Discussion	BALANCING ECONOMIC GROWTH AND THE FUTURE OF LIVING Moderator: Gikonyo Gitonga , Managing Director, Axis Real Estate Panelists: Andrey Lyubimov , Development Manager, HassConsult Jason Horsey , CEO, Unity Homes Raghav Gandhi , Managing Director, Acorn Investment Management Ltd Tarquin Gross , Head: Residential Agency, Knight Frank Kenya Ranee Nanji , Executive Director, Tilisi Development Plc Jonathan Jackson , Chairman, Lordship Africa
13h00 EAT: LUNCH (60min)	

IFC EDGE DISCOVERY WORKSHOP

Facilitators:

Dennis Quansah, Kenya, Nigeria, Ghana Lead: Green Building Market Transformation Program, IFC EDGE

Gladys Assan, EDGE Co-ordinator, SGS Ghana

TIME	HOSPITALITY FORUM
14h00 EAT (5min)	MC: Eric Latiff, Master of Ceremonies
14h05 EAT (25min) Presentation	AN OVERVIEW OF HOSPITALITY INVESTMENT IN AFRICA: How is the Recovery Impacting the Flow of Capital into the Sector? Wayne Godwin , Head of East Africa, JLL & Head of Hotels & Hospitality Group, Africa
14h30 EAT (40min) Panel Discussion	DEVELOPMENT & PROJECTS Moderator: Wayne Godwin , Head of East Africa, JLL & Head of Hotels & Hospitality Group, Africa Panelists: Christiaan Rademan , Director, Rider Levett Bucknall Gadwel Musyoka , Founder & CEO, Bakyson Enterprises Limited Daniel Trappler , Senior Director: Development – sub-Saharan Africa, Radisson Hotel Group Bobby McKenna , Managing Partner, Ubunifu Africa
15h10 EAT (40min) Panel Discussion	HOTEL ASSET MANAGEMENT Moderator: Samantha Muna , Director: Business Development, Triunum Hospitality Panelists: Ewan Cameron , Director: Africa, Westmont Hospitality Group Tejas Shah , Director, PVP Hospitality Bani Haddad , Managing Director, Aleph Hospitality Mark Dunford , CEO, Knight Frank Kenya
15h50 EAT (40min) Panel Discussion	BANKING AND HOSPITALITY ROUNDTABLE Moderator: Allan Wantenaar , VP: Advisory Services, HTI Consulting In discussion with: Timothy Kuria , Head: Industrials Corporate Banking, KCB Bank Kenya Limited Reinhard Winsauer , Senior Transactor, RMB Teddy Bukhala , Investment Officer, Proparco Heri Bomani , Managing Director, Pangani Group Dr. Dan Kagagi , Partner & Head: Financial Services, TripleOKLaw
16h30 EAT (45min) Panel Discussion	EAST AFRICA'S LODGE SPACE - TRENDS AND PROJECTIONS Moderator: Kevin Teeroovengadum , Board Member, Janus Continental Group (JCG) Panelists: Mehdi Morad , VP: Operations Africa, Mauritius, Reunion & Seychelles Softel, MGallery & Emblems Roop Ratna , Voi Wildlife Lodge Kieran Day , Group COO, Elowana Jugal Khushalani , Director: Lodging Development - Middle East & Africa, Marriot International Leena Gehlot , Director, Finch Hattons
17h15 EAT	Closing Remarks

TIME	TECHNOLOGY IN REAL ESTATE FORUM
14h00 EAT (5min)	Murray Anderson-Ogle, Master of Ceremonies
14h05 EAT (10min)	OPENING ADDRESS: Moses Lutalo , Managing Director, Broll Uganda
14h15 EAT (15min)	THE EAST AFRICA PROPTech MARKET OUTLOOK Presenter: Tilda Mwai , Research Associate Africa, Estate Intel
14h30 EAT (40min) Panel Discussion	ACCELERATED GROWTH THROUGH STRATEGIC PARTNERSHIPS Moderator: Alex Kamanga , Co-Founder, Fundis App Panelists: David Kimani , CEO, RentScore Paul Njoki , Head: Affluent Banking & Wealth Management - Kenya & East Africa, Standard Chartered Bank Edwin Mwangi , Chief Business Officer, Workpay Hanna Fort , Country Director & Group Head of Risk, Insight Secure (K) Ltd
15h10 EAT (40mins) Panel Discussion	PROPTech AND THE EAST AFRICA REAL ESTATE MARKET Moderator: Paul Macharia , CEO, Kiota Pay Panelists: Patricia Njeri , Director: Business Development, Ezen Financials Trevor Kimani , Co-Founder & CEO, alphabloQ Linus Wahome , Founder, Manpro Systems Ltd Jesse Adonis , Account Executive, MRI Real Estate Software Robert Gitemi , Managing Director, Cytek IOT
15h50 EAT (40min) Panel Discussion	THE VC, THE FOUNDER & THE END USER - WHY HAS THE EA PROPTech MARKET BEEN SLOW TO BOOM? Moderator: Christabel Ojuok , Co-Founder & COO, RentScore In conversation with: Ciru Wanyoike , Group Commercial Director, Mi Vida / Auris Property Management Paul Macharia , CEO, Kiota Pay Naomi Ciira , Global Entrepreneurship & Innovation Coordinator, Habitat for Humanity International - ShelterTech Ronald Nyairo , Managing Director, Residency Africa
16h30 EAT (45min) Panel Discussion	PROPTech & REGULATION: PROTECTING THE COMPANY & THE USERS Moderator: Elizabeth Costabir , CEO, BuyrentKenya Panelists: Wangechi Wahome , Associate Partner & Advocate, Sisule & Advocates LLP Nelly Mbugua , Managing Director, Cityscape Valuers & Estate Agents Ltd Eric Mujera , Executive Director, Identigate Integrated Solutions Ltd
END OF SUMMIT	