



11TH ANNUAL
EAST AFRICA PROPERTY
INVESTMENT SUMMIT



INSPIRE
IMAGINE
INVEST

17 - 18 APRIL 2024 | RADISSON BLU, UPPER HILL, NAIROBI



WHERE EAST AFRICA'S LEADERS MEET

MORE NETWORKING, DEALMAKING & MORE

In 2024, #EAPI24 is bigger, bolder and more influential than ever before.

As the region continues to set the pace, spur the imagination of developers and inspire investors, #EAPI2024 will once again set the property agenda. In 2024, we are pleased to confirm exciting new additions to our programme; including an exiting Retail & Concept Forum; the expansion of our Hospitality Forum; as well as our Proptech and Affordable Housing sub-Forums.

Positioned at the centre and hub of the continent, East Africa's fast-moving and evolving economies are setting the tone for investment and development across the real estate value chain. If you're invested in African real estate, we invite you to join over 500 attendees from 15 countries in April to connect, share insights and do deals.

Networking Experiences

The success of the open pre-event Cocktails with Kofisi, Grit Cocktails on Day 1, and private functions throughout the week by Absa, Standard Bank and others also created a unique experiences in 2023 to foster greater dealmaking.

Quick Facts for 2024:

- ✓ Attendees: 500+
- ✓ Speakers: 90+
- ✓ Companies: 200+
- ✓ Exclusive Networking Mixers: 2
- ✓ Venue: Radisson Blu, Upper Hill, Nairobi
- ✓ Format: In-Person Only (No Streaming)





INSIGHTS – NETWORKING – DEALMAKING

KEY TOPICS AT EAPI 2024

About the theme: *Invest, Inspire, Imagine*

Softening global interest rates; critical infrastructure projects; and deepening relationships with multilateral financial institutions, wealth funds and the private sector are providing a new foundation for growth in the East African commercial real estate sector. At this year's EAPI Summit on 17 & 18 April, our theme *Invest, Inspire, Imagine* will explore new emerging capital sources; geopolitics, currency, inflation and AI are impacting the commercial, industrial, digital, retail and hospitality sectors.

At this year's #EAPI2024 Summit, you are invited to join more than 500 investors and developers as we explore the following key topics:

- **USD & Local Currencies:** Despite strong economic growth, currency fluctuations continue to prove a challenge to landlords and investors. What strategies to minimize risk for developers and investors in EA, and what can we expect long-term?
- **The Gulf in East Africa:** The growing role of Gulf investors and developers in East Africa – what are the opportunities and why? Unpacking trends, lessons, and expectations in EA?
- **Softening Global Interest Rates:** Having Peaked in the US, will we see more capital back in EA and the greenlighting of more projects?
- **Macroeconomics:** Mitigating debt in an era of high-interest rates while prioritizing government development priorities? Are government taxes across the value chain constraining development and what about incentives?
- **Data Centre Demand:** Is Kenya, the next hyperscale market? Unlocking investment, and development opportunities in the region? Unpacking public sector cloud adoption and what it means for investors?
- **Geopolitics:** USA; Russia and the Middle East, plus African election seasons – 2024 is a transformative period.
- **Urban Densification, planning, and Green Living:** Creating livable spaces in East Africa – unlocking opportunities in the market.
- **Flexi-Offices and Occupier Workspaces:** Demand, usage of space and the rise of hospitality work services in Africa. What do tenants want, and do we have enough assets?
- **Office investment trends** – how are the models changing with the rise of occupier services, flex services and changing needs? What do we with B-Grade office stock?
- **Tanzania:** One of Africa's most exciting and fast-moving markets in Africa. Exploring opportunities and trends.
- **Affordable Housing & Student Housing:** Exploring innovation in this key sector. Unpacking new offtake agreements and the role of financiers in the market. Can capital markets unlock more funding?
- **AI in African real estate:** how can we leverage tech to plan and execute faster across the value chain? High End Residential & Short-Term Rentals: What do tenants want, are we build for long-term tenants or are short-term rentals the answer?
- **Refurbishment and Conversions:** Exploring opportunities and incentives and best practice in refurbishing and converting assets.





HOSPITALITY & RESIDENCES



Hospitality & Residences Forum: East Africa's fastest growing and most resurgent sector. At this year's EAPI & Residences Forum on 17 April, we explore the following key topics:

- Significant supply will enter the Nairobi market in the next 18 months, will rates suffer in the upscale segment? Where are the midscale business options?
- Exploring the lack of brands on the Kenyan coast, what do brands need to enter the market? Hotel financing and funding – will lower interest rates result in new greenfield projects or will continue to see refinancing, refurbishments, upgrades and extending of assets?
- The role of AI in marketing and product development.
- How can the hospitality sector go green? Exploring subsidies, funding, and traveler demands into their future
- Increasing exposure of Sovereign wealth funds and PE into safari and travel in east Africa, will this transform supply?



EAPI | RETAIL



East Africa Retail Forum: The East Africa Retail market is robust and dynamic. As the economies continue to deepen; the inaugural EAPI Retail Forum will explore key opportunities and challenges in the market, as well as provide an opportunity for retailer and F&B players to pitch their concepts to a panel of retail experts.

Key topics under discussion include:

- How can international franchises and new players enter the regional market?
- How to franchise your F& B franchise across Africa, lessons from proven examples
- Unpacking global and regional trends in retail development – what's the future?
- Neighborhood convenience – are we likely to see continued growth and what are the benefits between convenience vs traditional malls>



2024 EAPI SUMMIT HEADLINE PACKAGES



EAST AFRICA PROPERTY
INVESTMENT SUMMIT



LEAD	GOLD	SILVER / LEGAL	INDUSTRY	COCKTAIL (Day 1)
<ul style="list-style-type: none"> • Welcome address at conference. • 3 speaking slots • 15 non-transferable passes ex-speakers • Comment in press release • Media interviews on day • In-person activation space • Access to delegate lists • Company video played 2 times • 2 custom emails to API Database 	<ul style="list-style-type: none"> • 2 speaking slots • 10 non-transferable passes ex-speakers • 1-email campaign • Comment in press release • In-person activation space 	<ul style="list-style-type: none"> • 1 speaking slot • 5 non-transferable passes ex-speakers • In-person activation space - Exospace-only 	<ul style="list-style-type: none"> • 1 speaking slot • 3 - non-transferable passes ex-speakers 	<ul style="list-style-type: none"> • 1 speaking slot • 4 non-transferable passes ex-speakers

☐ \$SOLD

☐ \$29,000.000

☐ \$15,000.00

☐ \$ 6,000.00

☐ \$13,0000.00

2024 PROPTech, HOTELS, LOGISTICS & RETAIL FORUMS (DAY 2 BRANDING)



LEAD

- Welcome address at conference.
- 1 speaking slots
- 8 non-transferable passes ex-speakers
- 1 custom emails to API Database

GOLD

- 1 speaking slots
- 5 non-transferable passes ex-speakers

SILVER

- 1 speaking slots
- 3 non-transferable passes ex-speakers

INDUSTRY

- 1 speaking slots
- 2 - non-transferable passes ex-speakers

COCKTAIL DAY 2

- 1 speaking slots
- 4 non-transferable passes ex-speakers

❑ \$12,000.000

❑ \$9,000.000

❑ \$6,000.00

❑ \$4,000.00

❑ \$10,000.00



SUMMARY OF 2023

This year, the 2023 EAPI Summit took place once again in-person live from Nairobi, Kenya and was broadcasted to a global audience invested in the African real estate market. In total 423 real estate and tech leaders representing over 250 companies and 18 countries registered and attended the EAPI Summit in-person.

This is a 30+ % increase in attendees compared to 2022. This highlights the opportunities and interest in East Africa across the value chain. As an event, API Events added new forums: Hotels and Housing Forums, as well as continued to invest in PropTech. These additions highlight the maturing sector and also create for more diverse and fruitful conversations with new new players, public sector leaders and more.

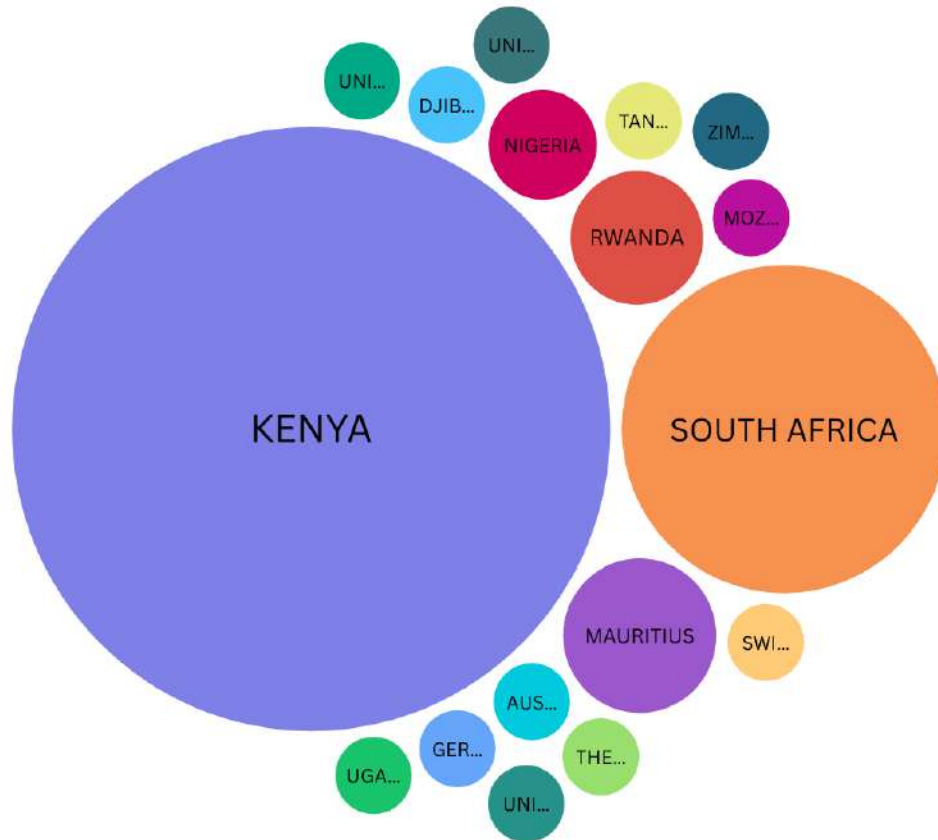
As a platform, the event provided sponsors with multiple opportunities and channels to engage with clients during and post the summit. Thank you for partnering with the EAPI Summit to successfully host East Africa's leading real estate gathering in-person and virtually. We have included a summary of key marketing milestones and examples of marketing deliverables achieved during the sales and marketing campaign. Specialist activations included Cocktail Parties by Kofisi, EDGE Tour and private functions by Stanbic and Absa.

We hope your experience and value gained from your sponsorship of this summit will provide long term value to your current and future ventures.

- **In-Person attendees:** 423
- **Virtual Attendees:** 295
- **Companies:** 250+



COUNTRIES BREAKDOWN 2023:



AUSTRALIA	1%
DJIBOUTI	1%
GERMANY	1%
KENYA	52%
MAURITIUS	4%
MOZAMBIQUE	1%
NIGERIA	2%
RWANDA	6%
SOUTH AFRICA	14%
SWITZERLAND	1%
TANZANIA	4%
THE NETHERLANDS	1%
UGANDA	2%
UNITED ARAB EMIRATES	1%
UNITED KINGDOM	4%
UNITED STATES	1%
ZIMBABWE	1%

IN PERSON vs. VIRTUAL

Numbers for in-person attendance continues to grow and are on par with pre-covid expectations. Virtual engagement remains relatively steady, but there is a clear shift away from virtual in terms of sign ups, time spent and engagement year-on-year. We continue to invest in hybrid due to the challenges of accessibility and affordability in African markets. As a business we remain committed to driving growth and learning accords Africa and virtual is a key driver in this regard.

KEY STATS FROM THE 2023 EAPI SUMMIT

SUMMIT BY NUMBERS:

- In-person: 423
- Speakers: 93
- Countries: 18
- Companies: 250 +
- Media: 30+
- Cocktail: 250+

VIRTUAL SUMMARY:

- Time spent on platform: 3h11
- Companies in attendance: 39
- Virtual attendees: 295
- Countries: 23



SOCIAL MEDIA EXAMPLES: OWNED & EARNED

absa Absa Corporate and Investment Banking
31,905 followers
4d · 🌐

We are seeing an increased appetite from investors to respond to demand across sectors despite inflationary pressures, the impact of geopolitical tensions and emerging concerns around inc...see more

"Markets in the East African region are seeing an increased appetite to invest in emerging property asset classes like industrial, Affordable Housing, Purpose Built Student Accommodation, Data Centres and more. As a Pan African Bank with local presence, Absa is well positioned to explore client solutions with bespoke, tailored solutions, enabling the delivery of these assets."

Sonaya Ashraf
Senior Corporate and Investment Banker (Africa Investment Bank)
Senior Corporate and Investment Banker



API Events
1,172 followers
1w · 🌐

#EAPI2023 #On #EAPI2023

Grit Real Estate Income Group
...see more



Grit Real Estate embraces Kenya's buoyant property market
propertyfranchise24.com/real-estate

Daniel Trappier · 1st
Senior Director of Development at RHG

I spent the whole of last week in East Africa, culminating finally at the Radisson Blu Hotel Upper Hill, Nairobi for the Hospitality Forum of the East Africa Property Investment (EAPI) Summit, which RHG i...see more



👤 Sandrine Akabou and 4 others

API Events
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Peter Oluwalade · 1st
Senior Advisor and Sustainability (Real Estate System Development) at...

It was great meeting a host of like-minded individuals in Nairobi. Participants were able to see and experience what makes a building green and what is required to meet ESG requirements...see more



API Events
1,172 followers
1w · 🌐

JLL Africa
2,178 followers
1w · Edited · 🌐

The Global System for Mobile Communications predicts that Africa will have 120 million new mobile subscribers by 2025 which equates to 50% of the region's population, 650 million people, being connect...see more



HTI Consulting
2,722 followers
1w · 🌐

It has been a busy and fruitful week at the East Africa Property Investment Summit held in Nairobi with **Alan Wantenaar** leading a panel discuss...see more



Wolfgang Amadeus Omondi · 2nd
Director, Head of Trading at Absa Bank...
5d · 🌐

+ Follow ...

I was a panelist at the East Africa Property Investment Summit (EAPI) 2023. The forum brought together investors, developers and property leaders from 25 countries. I shared insights on the economy particular...see more



Christabel Ojuok, MSc. REA · 1st
PropTech Affordable Housing| Asset Management| St...
3w · 🌐

I was delighted to participate at the recently concluded 10th Annual East Africa Property Investment Summit (EAPI) organized by API Events. This year, we witnessed a more diverse engagement during the Prop...see more



Kevin Teeroovengadum · 1st
Board Member | Real Estate & Hospitality Manage...
1w · 🌐

Good to be back in Nairobi for the East African Property Investment (EAPI) summit.
#EAPI #PropertyInvestment #Africa #RealEstate



Crispus Kamau · 1st
Business Analyst at Grit Real Estate Income Group I.E...
Background from Centaurus Real Estate Africa, Inc. a Business Analyst at Grit Real Estate Income Group | EDGE Expert @ I RICS Candidate | REIT Expert | Mastercard Foundation Alumni

CATCH US AT THE EAST AFRICA PROPERTY INVESTMENT SUMMIT



Profica Company · Following
PROFICA, PROPERTY & CONSTRUCTION SOLUTIONS-AFRICA
1w · 🌐

Martine Haex from Profica joins Katono Okanya and Andrew Ondimu from CBRE Excelerate at the East Africa Property Investment (EAPI) Summit this week in Nairobi. This year's #EAPI2023 them...see more



EMAIL EXAMPLES: 16 emails were sent to API Events 27,000 plus database and average open rate of 23%.

SELECTED SPEAKERS

DOWNLOAD FULL AGENDA FOR ALL SPEAKERS & TIMES



Abdi Mohamed
CEO & Managing Director
Absa Bank Kenya Plc



Stanley Maina
Cappgemini Limited



Khalli Kethari
Director: Asset Management
Kasada Capital



Simon Chemaly
Mezzanine Finance
ABSA Group



Peter Nionjo
Co-Founder & CEO
Twiga Foods SEZ Ltd



Darren Veenhuis
Head: Corporate Finance
Grit



Impact real estate that goes beyond buildings

We are a family of partnerships, setting the global benchmark in Africa for developing smart business solutions and impact real estate that goes beyond buildings.

We invest in, develop and create smart solutions in resilient property sectors across the continent for our multinational clients, tenants and investors.

We leverage our deep African real estate insights and in-country expertise to offer unique real estate solutions in property development, asset and property management as well as selected co-investment opportunities for qualifying counterparties.

Through our family of partnerships, we find opportunities to drive positive social and environmental change that transcended buildings to the benefit all current stakeholders and generations to come.

Grit speakers and discussion topics at this year's EAPI Summit 2023:



Donald Barthwick
Managing Director of Industrial
Structure and Kenya

May 17 @ 09:30 – 10:30
PANEL DISCUSSION: STATE OF THE MARKET



May 18 @ 09:30 – 10:15
PANEL DISCUSSION: PROPERTY DEVELOPMENT TRENDS IN DATA CENTRES SECTOR



Darren Veenhuis
Head – Corporate Finance & Investor Relations
daveen@grit.africa

May 17 @ 11:30 – 12:15
PANEL DISCUSSION: INVESTMENT DYNAMICS



Mwakazi Benarath
Managing Director
Hodari Africa



Stephen Mbatia
Partner
TripleOKaw Advisors



Katarina Ogundimu
CEO & Board Chair
Nigeria Mortgage Refinance Company & ALHF



Johnstone Othman
CEO KMRC,
ALHF Board Member & Treasurer



Paul Lukhele
Head: Developments and Construction East Africa
GSEA



John Okoki
AGCEO
Kenya Technology

MEET OUR LAWYERS AT #EAPI2023



Tom Onyango
Senior Partner, Head of Real Estate and Banking
Mobile: +254 722 563023,
tonyango@stb.co.ke
Panel: Extending the Access Frontier for Housing Finance: Innovative Strategies for Offsite
Date and time: 17th May, 14:00 EAT



Dr Dan Kagagi
Partner, Head of Financial Services
Mobile: +254 722 718842,
dkagagi@stb.co.ke
Panel: Banking and Hospitality Roundtable
Date and time: 18th May, 12:00 EAT



SEE YOU IN NAIROBI...
OUR BIGGEST AGENDA YET...

Download Full 3-Day Agenda - including Housing, Hotels & Tech

#EAPI2023's Agenda is stacked deep. Featuring wisdom from every corner of the globe, we have assembled real estate's premier players involved in East Africa. From major banks to DFIs, developers, debt traders, off-takers and more, we're holding a very unique and exciting event this 16-18 May. Join us for unique insights, loads of networking, debriefing and so much more.

Remember, EAPI Kenya officially launches at the #EAPI Pre-Summit Cocktail Party on 16 May!

EAPI QUICK FACTS & BARRY PLANNING ADVICE FOR EAPI

- 16 May: IFC EDGE Green Real Tour: Zima Homes, Unity Homes & M-Viva - Ends at Kofisi
- 16 May: Pre-EAPI Summit Cocktail Function at Kofisi Square
- 17 May: EAPI Day 1. Plus cocktails with Grit & Green from 17:30
- 18 May: EAPI Summit Day 2 - EAPI Project Forum & EAPI Hospitality Forum

Register Now for East Africa's Leading Real Estate Gathering



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GOLD SPONSORS



SILVER SPONSORS



GREEN BUILDING SPONSOR



SHARED WORKSPACE PROVIDER



LEGAL SPONSOR



HOSPITALITY FORUM GOLD SPONSOR



HOSPITALITY FORUM FOUNDING SPONSORS



INDUSTRY SPONSORS



EAPI PROTECH FORUM



EAPI PARTNERS



PUBLIC RELATIONS VALUE ACCRUED: \$145,000 + (AVE)

API Events invested significantly in PR in 2023. In total, 33 news articles were produced across print, tv and web from on the day generating PR value of over \$100,00 USD. .

Total PR VALUE ACCRUED: \$145,000.00 across marketing and event cycle (pre, during and post).



"While it is still in its infancy, A-grade industrial real estate in the region has shown outstanding performance potential to be able to weather any downturns expected," said Donald Borthwick of London-listed Grit Real Estate Income Group.

The region's maturing sub-segments are also supporting allocations and strategy.

These include retail, student housing and industrial that appear to exhibit a higher level of maturity than other regions in the continent, except South Africa.

"Nairobi's position as the hub of East Africa has also enhanced occupier demand," said Tilda Mwai, research associate at Estate Intel—a platform that provides data to companies interacting with the African real estate and construction industry.



PROPERTY FLASH & EAPI.

EAPI Events' paid for partnership investment with Property Flash is part of our strategy to bring more international and diverse players to Africa's most dynamic market. Established by Alister Andersen, former Business Day, he is widely regarded as Africa's most prolific and formidable real estate journalist. Property Flash is read by a select audience of property investors and practitioners across many markets, daily and weekly. This online platform has over 10,000 email subscribers and global audience of property investors and developers distributed across South Africa, Europe, USA and Africa across his social media channels. His readership is 65 % SA & Africa and then the rest of the world.

In total there have been over 11,000 views of these OP Eds.

Email Subscribers: 10, 351

Site Visitors: 5,801

LinkedIn: 2249 +

Twitter: 2000 +

Audience: 65 % Africa & SA | Rest of World: USA, UK, UAE, Mauritius

Kenya's excellent services and commercial real estate sectors helps it rise as an east African investment powerhouse

The East Africa Property Investment (EAPI) Summit and takeaways from May 17 to May 18 at The Radisson Blu, Upper Hill, Nairobi. As a media partner, Property Flash is publishing a series of articles about commercial real estate in this growing region, and its exciting future. In this piece, we chat to Wayne Godwin, Head of East Africa and Hotels & Hospitality at JLL. Here we discuss how the East African recreational and business tourism sectors have fared post the Covid-19 pandemic. East Africa's hospitality markets are a valued part of the region and its development.



Commercial real estate is thriving in Kenya, the largest market in the east African region, with a great domestic market worth \$1.8B. The sector primarily revolves on one of the most resilient in the world which is something that has kept it afloat.

The country's early tourism recovery, which is anticipated to reach \$1.8B by 2025, and overall stability, have helped to expand its position as a high-growth area. A well-timed recovery, which is strongly supported by financial institutions as well as a healthy capital market and trade with the favour of the country.

Developmental companies, private equity investors, venture capital investors and family offices are primary...

This is encouraging developments to build in well-located areas supported by financial institutions such as Asia which is actively funding real estate developments across the region.

For example, Citic Bank Group, supported by the International Finance Corporation (IFC), has set up its subsidiary, Citic Africa, to provide financing, advisory, and other services to the region.



Zakaria Hassan, the head of commercial real estate at Africa Bank, says that the focus of what is driving the sector is... Also, it is clear that the market is still recovering from the economic fallout of the Covid-19 pandemic. This is highly evident given the opening of numerous hotels in Nairobi for example and the renewed activity in airport hubs in the region.

East African tourism has legs which other regions should envy

The 10th annual East Africa Property Investment (EAPI) Summit is taking place from May 17 to May 18 at The Radisson Blu, Upper Hill, Nairobi. As a media partner, Property Flash is publishing a series of articles about commercial real estate in this growing region, and its exciting future. In this piece, we chat to Wayne Godwin, Head of East Africa and Hotels & Hospitality at JLL. Here we discuss how the East African recreational and business tourism sectors have fared post the Covid-19 pandemic. East Africa's hospitality markets are a valued part of the region and its development.

Godwin will present at the EAPI Summit, which is a must-attend for real estate professionals and experts. He will also moderate a panel which will delve into developments and projects in the East African and Indian Ocean region.

May 18 2023

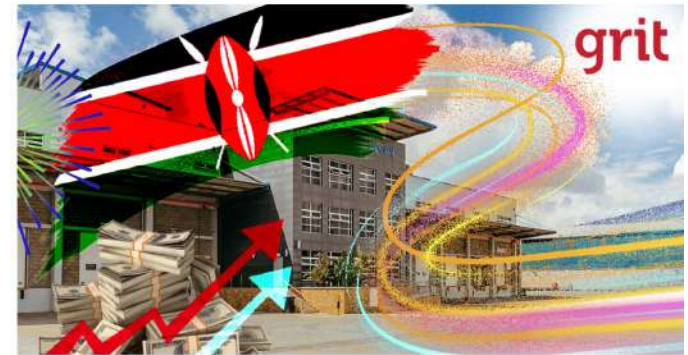


It's heartening to see how East Africa's tourism sectors have recovered impressively after the economic fallout of the Covid-19 pandemic.

This is highly evident given the opening of numerous hotels in Nairobi for example and the renewed activity in airport hubs in the region.

Grit Real Estate embraces Kenya's buoyant property market

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May 16 2023

Grit Real Estate Income Group (Grit), which is listed on the London Stock Exchange and the Stock Exchange of Mauritius, holds a portfolio of real estate assets valued at more than US\$830m in numerous African countries, including Mauritius, Mozambique, Morocco, Zambia, Senegal, Botswana, and Ghana. It also has relatively small exposure to the Kenyan market, but this is about to change as it has set up a premium investment vehicle there.