



WEDNESDAY, 17 APRIL 2024

DAY 1 - WEDNESDAY, 17 APRIL 2024 | RADISSON BLU, UPPER HILL, NAIROBI

08h00 EAT	Registration & Networking Tea & Coffee will be served		
09h25 EAT (10min)	Welcome Address by API Events & Master of Ceremonies – Eric Latiff, Spice FM		
09h35 EAT (5min)	SPONSOR ADDRESS: Abdi Mohammed , CEO, Absa Bank Kenya PLC, and Somaya Joshua , Head: Commercial Property Finance, Africa Region, ABSA Group		
09h40 EAT (10min) Presentation	MACRO-ECONOMIC PRESENTATION: Ridel Marcus , SSA Macroeconomist, Absa		
09h50 EAT (40min) Panel Discussion	<p>GEOPOLITICS, TRADE, ELECTIONS & A COMPLEX WORLD ORDER: A discussion on the major macro-economic factors impacting East Africa's built environment.</p> <p>Moderator: Robert Hutchinson, Partner, Control Risks</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Ridel Marcus, SSA Macroeconomist, Absa • Brent Malahay, Chief Strategist, Equity Bank • Marc Dunford, CEO, Knight Frank 		
10h30 EAT (35min) Panel Discussion	<p>FORECASTING AHEAD: A VIEW ON MONETARY POLICY & THE IMPACTS ON RATES, CURRENCIES & MORE: Where will interest rates land, the impact on the regional economy, sovereign debt, and the built environment?</p> <p>Moderator: Wolfgang Omondi, Director, Head of Trading, Absa Kenya</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Kenneth Gichinga, Chief Economist, Mentorica Economics • Wohoroo Ndohho, CEO, SNDBX Capital • Einstein Kihanda, CEO, ICEA LION 		
11h05 EAT (30min)	BREAK: Press Conference		
11h35 EAT (40min) Panel Discussion	<p>BIGGER, DEEPER & NEW OPPORTUNITIES: THE INSTITUTIONALIZATION OF REAL ESTATE IN EAST AFRICA: A review of success and challenges in developing leading projects in the region and what are investors and tenants/ buyers looking for?</p> <p>Moderator: Wayne Godwin, Co-CEO, JLL Africa</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Samuel Kariuki, CEO, Mivida Homes • Alex Ngage, Head of Real Estate and Construction, Bowmans • Santosh Laloo, Fund Principal, Public Investment Corporation, PIC • Raghav Ghandi, CEO, ALP • Somaya Joshua, Head: Commercial Property Finance, Africa Regions, ABSA 		
	ROOM 1		ROOM 2: Hospitality Forum
12h15 EAT (15min) Presentation	<p>OFFPLAN MORTGAGES: A CASE STUDY WITH ABSA & UNITYHOMES (Q & A)</p> <ul style="list-style-type: none"> • John Kaburu, Head of Mortgages, Absa Bank Kenya • Jason Horsey, Executive Director, Unity Homes 	12h15 EAT (15min)	<p>Presentation: East Africa Hospitality Development Pipeline</p> <p>Presenter: Wayne Troughton, CEO, HTI Consulting</p>
12h30 EAT (40min) Panel Discussion	<p>EAST AFRICAN FUTURES, Getting ahead today for tomorrow. Unlocking value & Opportunity through usage of space, design, green principles, and planning</p> <p>Moderator: Mikayla Benkenstein, CEO, Hodari Africa</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Michael Aldridge, CEO, Kofisi • Dhruv Pandit, CEO, Fedha Group • Kenneth Mbae, CEO, Centum Real Estate • Ranee Nanji, Executive Director, Tilisi Developments 	12h30 EAT (40min) Panel Discussion	<p>Presentation: EDGE Certification for Hotel Developments: A Radisson Blu Case Study (10 mins)</p> <p>Panel Discussion: THE GROWTH OF GREEN HOSPITALITY DEVELOPMENTS IN EAST AFRICA: Incentives, returns and more? What do guests want and is demand sustainable?</p> <ul style="list-style-type: none"> • Dennis Quansah, IFC Edge Lead, East Africa • Russel Storey, General Manager, Radisson Blu Upperhill

13h10 EAT (1 Hour)	LUNCH		
	STAGE 1		STAGE 2: HOSPITALITY FORUM
14h10 EAT (45min) Panel Discussion	<p>REGENERATING THE CITY: A look at urban renewal, densification, refurbishment of brownfield assets in East Africa.</p> <p>Moderator: Dennis Quansah, IFC Edge Lead, East Africa</p> <p>Presenters:</p> <ul style="list-style-type: none"> • Funsho Allu, CEO, URBAN AFRICA • Peter Fehrsen, Director, DHK Architects • Matt Renshaw, Senior Director, JLL Africa • Mairura Omwenga, Chairman, TCPAK 	14h10 EAT (45min) Panel Discussion	<p>STATE OF THE MARKET IN EA: Increasing supply, rates, refinancing & funding in East Africa; ESG & more. Where are midscale options and more?</p> <p>Moderator: Fiona Crow, VP, Hotels & Hospitality Group, JLL Africa</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Catherine Hendry, Senior Sales Executive, Nedbank CIB • Ken Ogwong, Senior Dealmaker, IDC • Tejas Shah, Director, PVP Hospitality • Dan Trappler, Senior Director of Development, Radisson Hotel Group • Ewan Cameron, Director-Africa, Westmont Hospitality Group
14h55 EAT (45min) Panel Discussion	<p>THE FUTURE OF THE WORKSPACE: Unlocking value for landlords; tenant preferences & USD leases; ESG requirements, old stock & more</p> <p>In Conversation With: Lucy Guthinji, Head Corporate Solutions East Africa, JLL Africa</p> <p>Panelist:</p> <ul style="list-style-type: none"> • Michael Aldridge, CEO Kofisi • Samir Patel, CEO, Workable • Kavita Doshi, Strategic Development Director, London Town Group • Temilola Sonola, IFC Edge Lead: West Africa 	14h55 EAT (45min) Panel Discussion	<p>THE BEACH IN EAST AFRICA: The opportunities and trends on the coast? Will we see more brands on the coast, how do we create more access in Kenya and Zanzibar for new resorts.</p> <p>Moderator: Wayne Troughton, CEO, HTI Consulting</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Samantha Muna, Director Developments Africa, TUI BLUE Hotels & Resorts • Jean Michael Pitot, CEO, Attitude Hotels • Kieran Day, Non-Executive Director, Elewana Afrika • Amin Merali, CEO, Neptune Hotels • Kim Irmiler, Development Director Sub Saharan, AccorHotels
15h40 EAT (30min) Panel Discussion	<p>POWERING ECONOMIC GROWTH IN EAST AFRICA. Unlocking & repositioning for local industrial demand, including cold storage and data centres. A review of regulations, SEZs & EPZ and tenant demand.</p> <p>Moderator: Antony Havelock, Head of Agency, Knight Frank</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Raghav Gandhi, CEO, ALP • Dean Shillaw, Managing Director, Nairobi Gate Industrial Park (NGIP) • Newton Matope, CEO, Big Cold • Donald Borthwick, Managing Director, Kenya, Grit Real Estate Income Group • Graeme Reid, CEO, Tilisi Developments PLC 	15h40 EAT (30min) Panel Discussion	<p>HOSPITALITY LED MIXED USE DEVELOPMENTS: A STRATEGY FOR RESILIENCE & USD INCOME: Unpacking what Investors, offtakers, occupiers, and the impact of short-term rental services in driving demand and supply.</p> <p>Panel Discussion: Andrew Ondimu, Associate, CBRE Excellerate</p> <ul style="list-style-type: none"> • Sakina Hassanali, Head of Development Consulting and Research, HaasConsult Real Estate • Eleni Georgopoulou, Founder & CEO, YourHost • Ciru Wanyoike, Group Commercial Director, Mivida • Jonathan Jackson, Chairman, Lordship Group

16h10 EAT (45min) Presentations	<p>PURPOSE BUILT ASSETS IN EAST AFRICA: Student Housing, Buy to Rent and Young Living</p> <p>In Conversation with:</p> <ul style="list-style-type: none"> • Bobby Patel, Managing Director, Cross Boundary • Mumo Kianga, Development Director, Mivida Homes • Matthew Maina, Executive Director, Acorn Investment Management Limited • Christophe Evard, Partner, Executive Director, ROCKSTONE Real Estate 	16h10 EAT (45min) Presentation	<p>ALTERNATIVE HOSPITALITY INVESTMENTS - Exploring and unlocking opportunities in F & B in East Africa</p> <p>In conversation with:</p> <ul style="list-style-type: none"> • Leonard Mudachi, Chief Vision Officer, Branded Restaurants & Retail Africa Ltd • Eugene Ngugi, Managing Director, Planning Interiors Limited • Shadrack Oriah, Managing Director, Tony West Ltd
16h55 EAT (45min) Panel Discussion	<p>URBAN RE-ENGINEERING & TRANSFORMATION IN KENYA: WHAT ARE THE CHALLENGES FOR URBAN DEVELOPMENT IN KENYA? WHAT ARE SOME KEY RECOMMENDATIONS TO DRIVE SUSTAINABLE URBAN GROWTH</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Dr. Arch Linda Nkatha Gichuyia, PhD, - University of Nairobi Lecturer, Consultant KPMG • Mary Chege Mary Chege, Managing Partner, EMSI & Associates • Dr Nyangasi Oduwo, Africa Union, Infrastructure Advisor • Plan Arch. Charles Karisa Dadu – University of Nairobi, Lecturer • Dr Charles K’Onyango – Former Director of Urban Development, Ministry of Lands, Public Works, Housing & Urban Development 		
17h40 EAT (10mins)	CLOSING REMARKS - END OF DAY 1		
18h00 EAT	NETWORKING COCKTAIL FUNCTION		

DAY 2 - THURSDAY, 18 APRIL 2024 | RADISSON BLU, UPPER HILL, NAIROBI

08h00 EAT	Registration & Networking		
09h00 EAT (5min)	Welcome Address by Master of Ceremonies – Eric Latiff, Eric Latiff, Spice FM		
	STAGE 1		STAGE 2: AFFORDABLE HOUSING
09h05 EAT (30min) Presentation	TECHNOLOGY DRIVING PROPERTY OWNERSHIP Panellists: <ul style="list-style-type: none"> • Richard Otolo, COO, Yieldguru • Trevor Kimani, CEO, & Co Founder AlphabloQ • Charles Nyandia, Founder & CEO, Naivera Inc 		BALANCING OBJECTIVES: AFFORDABLE, SUSTAINABLE, AND OR BOTH. Short presentations (1 hour): <ul style="list-style-type: none"> • BY Allan Mutuma: Framing the question: affordable, sustainable, both (15 min) • BY Kenya Green Building Society (KGBS) & FSD Kenya Report: Starting with sustainable (15 min) • BY Allan Mutuma: Starting with affordable: LIF project output and construction cost analysis. (15 min) • BY AGGREY: Tracking costs: showcase the new iBuild Platform (7 min) • BY Beatrice Mwangi: Demonstrating progress: showcase of the NMA Housing Developments Dashboard (7 min)
09h35 EAT (45min) Panel Discussion	ALTERNATIVE BUILDING TECHNOLOGIES In Conversation with: <ul style="list-style-type: none"> • Samuel Nganga, Finance Manager, 14Trees • Leander Moons, Founding Partner, OMT Architects 		FOLLOWED BY Q&A (15min) Panel discussion (45 min) Moderator: Tom Kabuga , Zima Homes/Build X
10h20 EAT (30min) Panel Discussion	DATA & AI IN REAL ESTATE: In Conversation with: <ul style="list-style-type: none"> • Susan Kiarie, Commercial Director, Cytek Solar Ltd • Paul Macharia, Founder, Kiotapay Inc • Christabel Ojuok, Co-founder, and Chief Operations Officer at RentScore 	09h05 EAT (2 Hours) Presentations Q & A, Panel Discussion	Panelists: <ul style="list-style-type: none"> • Shiv Arora, CEO, Superior Homes PLC • Samuel Kariuki, CEO, Mivida Homes • IHS Kenya Green Housing Fund • Graeme Reid, CEO, Tilis Developments PLC
10h50 EAT (30min)	BREAK		
11h20 EAT (30min) Panel Discussion:	REIT INVESTMENT & RETURNS IN KENYA: Presented by: Zoravar Singh (5-7 mins) Moderator - Jeff Odundo (outgoing CEO of NSE and Vice Chairman of RAK) Panellists: <ul style="list-style-type: none"> • Hilda Njoroge, Property Investment Manager, Co-operative Trust Investment Services (CISL) • Ruth Okal, Asset Manager, FAHARI I-REIT • Mathew Maina, Executive Director, Acorn Investment Management Limited 	11h20 EAT (1h 25mins) Presentations & Panel Discussion	ENABLING AFFORDABILITY WITH FINANCE Presentations: <ul style="list-style-type: none"> • BY Geoffrey Mwaura: Framing the question: Enabling Affordability KMRC (10min) • BY Mina Steirbald: Off-plan mortgages (15min) • BY Lucy Owano: On Pezeshu (15min)
			Panel Discussion (45 Min) Moderator: Kecia Rust , Executive Director, and founder of the Centre for Affordable Housing Finance in Africa

		<p>(CAHF)</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Geoffrey Mwaura, Head of Credit, KMRC • ABSA- TBC • Reits Association of Kenya- TBC • Mina Stiernblad <p>CONNECTING BUYERS TO HOMES, DEVELOPERS TO BUYERS: EXPLORING HOUSING SUPPLY CLEARING MECHANISMS</p> <p>Moderator: Michael Kaniu, Nature Villa Homes</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Ravi Kohle, Founder & Director, Karibu Homes • Christopher Chege, Head of Credit & Operations, Shelter Afrique • Sundeep Raichura, CEO, Zamara Group
<p>11h50 EAT (35min) Fireside Chat</p>	<p>ACCELERATING PPPs AND UNLOCKING OPPORTUNITIES IN EAST AFRICA – future outlook on the planned projects pipeline – where opportunities for developers and investors lie?</p> <p>Moderator: Rose Kananu, Managing Director, Howard Aidevo Consulting & BCDIP</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Christine Ng'ang'a, Director, Origination & Structuring, PPP Directorate (GoK) • Dr. (Eng) John Mativo, CEO & MD KETRACO (might drop him and replace with someone from the PPP Unit) • Bahati Morara, Technical Consultant, World Bank • James Woodward, Africa Head of Transport & Infrastructure, KPMG • Mary Chege, PPP Legal Advisor, Managing Partner, EMSI & Associates 	
<p>12h25 EAT (40min) Fireside Chat</p>	<p>FAST FORWARD>>>DOING DEALS IN THE NEXT 12-18 MONTHS: Creating more demands, opportunities, & value in East Africa – JVs, SPVs, Acquisitions & more.</p> <ul style="list-style-type: none"> • Zaharaa Khanbai, Director, CPF, East Africa, Absa, • Peter Mayavi, Managing Director, IHS Kenya • Shamil Manek, Director, Mayfair Insurance 	
<p>13h05 EAT (45min) Panel Discussion</p>	<p>SMARTER CAPITAL IN EAST AFRICA: Optimising Capital Structures for growth and development.</p> <p>Moderator: Fabio Nava, Director for Advisory and Transactions, CBRE Excellerate, Africa</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Simon Chemaly, Head: CPF Mezzanine Finance, ABSA CIB Commercial Property Finance, ABSA Group • Darshan Shah, Senior Associate, Vantage Capital Fund Managers (Pty) Ltd 	

13h50 EAT (1 Hour)	LUNCH
RETAIL FORUM	
14h50 EAT (15min) Presentation	OVERVIEW OF THE REGIONAL RETAIL MARKET Presentation
15h05 EAT (45min) Presentation	LANDLORDS & RETAILERS PANEL: In Conversation with: <ul style="list-style-type: none"> • Marc Du Toit, Head of Retail, Knight Frank Uganda • Hooman Ehsani, Managing Director, Village Market
15h35 EAT (40min) Panel Discussion	HOW CAN INTERNATIONAL FRANCHISES AND NEW PLAYERS ENTER THE REGIONAL MARKET? In Conversation with: <ul style="list-style-type: none"> • Justin Sullivan, Commercial Director, Liberty Group • Ryan Jones, Eat N Go, Kenya • Wambui Mbariri, CEO, RETRAK • Ryan Pape, Country Manager, CBRE Excellerate Kenya
16h15 EAT (40min) Panel Discussion	UNPACKING GLOBAL AND REGIONAL TRENDS IN RETAIL DEVELOPMENT-WHATS THE FUTURE?
16h55 EAT (40min) Panel Discussion	NEIGHBORHOOD CONVENIENCE-ARE WE LIKELY TO SEE CONTINUED GROWTH AND WHAT ARE THE BENEFITS BETWEEN CONVENIENCE VS TRADITIONAL MALLS?
17h35 EAT (10min)	CLOSING REMARKS - END OF SUMMIT