

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

08h00 EAT	Registration & Networking Tea & Coffee will be served		
09h00 EAT (5min)	Welcome Address by API Events & Master of Ceremonies – Eric Latiff, Spice FM		
09h05 EAT (7min)	SPONSOR ADDRESS: Abdi Mohammed , CEO and Managing Director, Absa Bank Kenya Plc and Somaya Joshua , Head: Commercial Property Finance: Pan Africa (outside South Africa)		
09h12 EAT (10min) Presentation	MACRO-ECONOMIC PRESENTATION: Ridle Markus , Senior Economist: Sub-Saharan Africa, Absa		
09h22 EAT (35min) Panel Discussion	GEOPOLITICS, TRADE, ELECTIONS & A COMPLEX WORLD ORDER: A discussion on the major macro-economic factors impacting East Africa's built environment. Moderator: Robert Hutchinson , Partner, Control Risks Panelists: <ul style="list-style-type: none"> Ridle Markus, Senior Economist: Sub-Saharan Africa, Absa Brent Malahay, Chief Strategist, Equity Bank Mark Dunford, CEO, Knight Frank Heri Bomani, Managing Director, Pangani Group 		
10h02 EAT (35min) Panel Discussion	FORECASTING AHEAD: A VIEW ON MONETARY POLICY & THE IMPACT ON RATES, CURRENCIES & MORE: Where will interest rates land, the impact on the regional economy, sovereign debt, and the built environment? Moderator: Wolfgang Omondi , Head of Trading, Absa Kenya Panelists: <ul style="list-style-type: none"> Kenneth Gichinga, Chief Economist, Mentorica Economics Wohoroo Ndooho, CEO, SNDBX Capital Einstein Kihanda, CEO, ICEA LION Vuyo Mafrika, Head: Corporate Client Solutions, Africa Regions, Absa Christopher Legilisho, Economist, Stanbic 		
10h37 EAT (45min) Panel Discussion	BIGGER TICKETS: THE INSTITUTIONALIZATION OF REAL ESTATE IN EAST AFRICA: BIGGER, DEEPER & MORE SOPHISTICATED: A review of success and challenges in developing leading projects in the region and what are investors and tenants/ buyers looking for? Moderator: Wayne Godwin , Co-CEO, JLL Africa Panelists: <ul style="list-style-type: none"> Samuel Kariuki, CEO, Mivida Homes Alex Njage, Head of Real Estate and Construction, Bowmans Santosh Laloo, Acting Head: Properties, Asset Management, PIC Raghav Gandhi, CEO, ALP Somaya Joshua, Head: Commercial Property Finance: Pan Africa (outside South Africa) 		
11h22 EAT (40min)	BREAK: Press Conference		
	ROOM 1		ROOM 2: Hospitality Event
12h02 EAT (10 min) Presentation	SMARTER DECISION MAKING, THE ROLE OF LIDAR IN THE BUILT ENVIRONMENT. Presented By: Keith Tarr , Director, The Firefly Company	12h02 EAT (10 min) Presentation	East Africa Hotel Development Pipeline: Presented by: Wayne Troughton , CEO, HTI Consulting

<p>12h12 EAT (40min) Panel Discussion</p>	<p>EAST AFRICAN FUTURES, Getting ahead today for tomorrow. Unlocking value & Opportunity through usage of space, design, green principles, and planning</p> <p>Moderator: Dane Hilton, Managing Director, Hodari Africa</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Samuel Imende, Head of Innovation, KOFISI • Dhruv Pandit, CEO Fedha Group • Kenneth Mbae, CEO, Centum Real Estate • Ranee Nanji, Executive Director, Tilisi Developments • Ricky Vohora, Bondeni City, Arusha, Tanzania 	<p>12h12 EAT (40min) Presentation & Panel Discussion</p>	<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> <p>Moderator: Vere Shaba, Founder, ESG Engineering & Sustainability, Greendesign</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Amrish Shah, Founder, Urban Green Consultants • Kim Irmeler, Senior Global Director Development, Mantis • Shamil Manek, Director, Four Points by Sheraton, Kenya & Uganda
<p>12h52 EAT (1 Hour)</p>	<p>LUNCH</p>		
	<p>STAGE 1</p>		<p>Stage 2: Hospitality Forum</p>
<p>13h52 EAT (40min) Panel Discussion</p>	<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 • Mairura Omwenga, Chairman, TCPAK • Samir Patel, CEO, Workable 	<p>13h52 EAT (40min) Panel Discussion</p>	<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>Panelists:</p> <ul style="list-style-type: none"> • Ken Ogwong, Senior Dealmaker, IDC • Tejas Shah, Director, PVP Hospitality • Daniel Trappler, Senior Development Director, Radisson Hotel Group • Ewan Cameron, Director, Africa, Westmont Hospitality Group • Catherine Hendry, Executive Property Finance Africa, Nedbank
<p>14h32 EAT (40min) Panel Discussion</p>	<p>THE FUTURE OF THE WORKSPACE: Unlocking value for landlords; tenant preferences & USD leases; ESG requirements, old stock & more</p> <p>Moderator: Lucy Githinji, Head Corporate Solutions East Africa, JLL Africa</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Michael Aldridge, CEO KOFISI • Kavita Doshi, Strategic Development Director, London Town Group • Temilola Sonola: IFC Edge Lead, Nigeria, IFC EDGE • Pumi Lukhele, Head of Developments and Construction East Africa, GREA 	<p>14h32 EAT (40min) Panel Discussion</p>	<p>THE BEACH IN EAST AFRICA: The opportunities and trends on the coast, unpacking opportunities, and challenges? 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>Panelists:</p> <ul style="list-style-type: none"> • Wesam Okasha, Head of Global Development, Asia, Greater China & EMEA, TUI BLUE • Kieran Day, Group COO, Elewana Afrika • Amin Merali, CEO, Neptune Hotels • Jugal Khushalani, Senior Director, Lodging Development - Middle East & Africa, Marriott International

<p>15h12 EAT (35min) Panel Discussion</p>	<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: Brenda Kiithinji, VP Real Estate Finance, Stanbic</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Raghav Gandhi, CEO, ALP • Dean Christopher Shillaw, Managing Director, Nairobi Gate Industrial Park (NGIP) • Newton Matope, President, Big Cold • Anthony Havelock, Head of Agency, Knight Frank Kenya • Donald Borthwick, Managing Director, Kenya, Grit 	<p>15h12 EAT (35min) Panel Discussion</p>	<p>HOSPITALITY LED MIXED USE DEVELOPMENTS: A STRATEGY FOR RESILIENCE & USD INCOME: Unpacking what Investors, offtakes, occupiers, and the impact of short-term rental services in driving demand and supply.</p> <p>Moderator: Andrew Ondimu, Senior Associate, CBRE Excellerate</p> <ul style="list-style-type: none"> • Sakina Hassanali, Head of Developments Consulting and Research, HaasConsult Real Estate • Eleni Georgopoulou, Founder & CEO, YourHost • Ciru Wanyoike, Group Commercial Director, Mivida Homes • Jonathan Jackson, Chairman, Lordship Africa
<p>15h47 EAT (40min) Panel Discussion</p>	<p>PURPOSE BUILT ASSETS IN EAST AFRICA: Student Housing, Buy to Rent and Young Living</p> <p>Moderator: Jan Snyman, Director, Advisory & Transaction Services, CBRE Excellerate</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Bobby Patel, Managing Director, Cross Boundary • Mumo Kianga, Development Director, Mivida Homes • Sheila Moraa, Development Director, Acorn Investment Management Limited • Christopher Evard, Director, Rockstone • Gerard Govender, Lead-East Africa, Real Estate Finance, Stanbic • John Kelly, Director, IPA ARCHITECTS, Tanzania 	<p>15h47 EAT (40min) Panel Discussion</p>	<p>ALTERNATIVE HOSPITALITY INVESTMENTS - Exploring and unlocking opportunities in F & B in East Africa</p> <p>Moderator: Kevin Teeroovengadum, Board Advisor, Janus Continental Group</p> <p>Panelist:</p> <ul style="list-style-type: none"> • Leonard Mudachi, Chief Vision Officer, Branded Restaurants & Retail Africa Ltd • Eugene Ngugi, Managing Director, Planning Interiors Limited • Ritesh Doshi, CEO, Spring Valley Coffee
<p>16h27 EAT (40min) Panel Discussion</p>	<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>Moderator: V Gikonyo Gitonga, Managing Director, Axis Real Estate Limited</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Emma Miloyo, Partner, Design Source Architects • Mary Chege, Managing Partner, EMSI & Associates • Dr Paul Nyangasi Oduwo, Advisor to Africa Union High Rep for Infrastructure • Plan Arch. Charles Karisa Dadu – University of Nairobi, Lecturer • Dr. Konyango Otieno Charles – National Focal Point on Building Climate Resilience for Urban Poor. BCRUP 		
<p>17h07 EAT (10mins)</p>	<p>CLOSING REMARKS - END OF DAY 1</p>		
<p>18h00 EAT</p>	<p>NETWORKING COCKTAIL FUNCTION</p>		

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

08h00 EAT	Registration & Networking		
08h25 EAT (5min)	Welcome Address by Master of Ceremonies: Eric Latiff, Eric Latiff, Spice FM		
	STAGE 1: RETAIL FORUM		STAGE 2: AFFORDABLE HOUSING
08h30 EAT (15min) Presentation	OVERVIEW OF THE REGIONAL RETAIL MARKET Presenter: Evans Orudo , Country Manager Kenya, Sagaci Research	08h30 EAT (2 Hours) Presentations Q & A, Panel Discussion	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 Roy Githaiga: KGBS Report: Starting with sustainable (15 min) BY Allan Mutuma: Starting with affordable: LIF project output and construction cost analysis. (15 min) BY Aggrey Marisia: Tracking costs: showcase the new iBuild Platform (7 min) BY Beatrice Mwangi: Demonstrating progress: showcase of the NMA Housing Developments Dashboard (7 min)
08h45 EAT (40min) Panel Discussion	LANDLORDS & BIG BOX RETAILERS IN EAST AFRICA In Conversation with: <ul style="list-style-type: none"> Marc Du Toit, Head of Retail, Knight Frank Uganda Hooman Ehsani, CEO, Greenhills Investments & Village Market 		
09h25 EAT (40min) Panel Discussion	HOW CAN INTERNATIONAL FRANCHISES AND NEW PLAYERS ENTER THE REGIONAL MARKET? Developers & Big Box Retailers: Moderator: Ryan Pape , Country Manager, CBRE Excellerate Panelists: <ul style="list-style-type: none"> Justin Sullivan, Commercial Director, Liberty Group Tim White, CEO, Profica 		
10h05 EAT (40min) Panel Discussion	NEIGHBORHOOD CONVENIENCE-ARE WE LIKELY TO SEE CONTINUED GROWTH AND WHAT ARE THE BENEFITS BETWEEN CONVENIENCE VS TRADITIONAL MALLS? In Conversation with: <ul style="list-style-type: none"> Mwihoti Mathenge-M'Mbijewe, Head of Marketing, Knight Frank Kenya James Hoddell, Director, Safari Centre Priscilla Gathungu, CEO, Java House Mark Mwoka, Architect, Boogertman & Partners Architects Willy Kimani, Founder, Jaza Retail 		FOLLOWED BY Q&A (15min) Panel discussion (45 min) Moderator: Tom Muchiri , Board Member, Build X Panelists: <ul style="list-style-type: none"> Shiv Arora, CEO, Superior Homes PLC Samuel Kariuki, CEO, Mivida Homes Kioi Wamaba, Managing Director, International Housing Solutions Graeme Reid, CEO, Tilisi Developments
10h45 EAT (30min)	BREAK		

<p>11h15 EAT(40min) Panel Discussion</p>	<p>REIT INVESTMENT & RETURNS IN KENYA: presented by Zoravar Singh (5-7 mins)</p> <p>Moderator – Geoffrey Odundo (outgoing CEO of NSE and Vice Chairman of RAK)</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Hilda Njoroge, Property Investment Manager, Co-op Trust Investment Services Limited • Ruth Okal, Assistant General Manager, ICEA LION Asset Management • Mathew Maina, Executive Director, Acorn Holdings Limited • Wairimu Karungu, VP, Corporate Finance Advisory, Stanbic 	<p>11h15 EAT (1h 25mins) Presentations & Panel Discussions</p>	<p>ENABLING AFFORDABILITY WITH FINANCE</p> <p>Presentations:</p> <ul style="list-style-type: none"> • BY Elisha Nyikuli: Framing the question: Enabling Affordability KMRC (10min) • BY Mina Stiernblad: Off-plan mortgages (15min) • BY Lucy Owano: On Pezesh (15min) <p>Panel Discussion (45 Min)</p> <p>Moderator: Kecia Rust, Executive Director, and founder of the Centre for Affordable Housing Finance in Africa (CAHF)</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Elisha Nyikuli, Head of Legal Services & Company Secretary, KMRC • Reits Association of Kenya • Mina Stiernblad, Finance Director, Unity Homes <p>CONNECTING BUYERS TO HOMES, DEVELOPERS TO BUYERS: EXPLORING HOUSING SUPPLY CLEARING MECHANISMS</p>
<p>11h55 EAT (35min) Panel Discussion</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, PMP, CP3P-Foundation, Managing Director, Howard Aidevo Consulting</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Christine Ng'ang'a, Director, Origination & Structuring, PPP Directorate (GoK) • Bahati Morara, Technical Consultant, The World Bank • Aleem Tharani, Head of Projects, Bowmans • Dr Lawrence Mbugua, Senior Consultant, KPMG East Africa 		<p>Moderator: Kecia Rust, Executive Director, and founder of the Centre for Affordable Housing Finance in Africa (CAHF)</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Ravi Kohli, Founder & Director, Karibu Homes • Christopher Chege, Head of Credit & Operations, Shelter Afrique • Michael Kaniu, Director, NatureVille Homes • Michael Kaniu, Director, Natureville Homes • Fred Msemwa, CEO, Watumishi Housing Investment, Tanzania
<p>12h30 EAT (35min) Panel Discussion</p>	<p>FAST FORWARD: OPTIMIISNG CAPITAL STRUCTURES & DOING DEALS IN THE NEXT 12 MONTHS: Demand, valuations, opportunities– JVs, SPVs, Acquisitions & more.</p> <p>Moderator: Shadrach Mella, Head of Transaction & Valuation Advisory, Sub-Saharan Africa, JLL</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Peter Mayavi, Managing Director, IHS Kenya • Simon Chemaly, Banker: Mezzanine Finance – Commercial Property Finance, Absa Group • Darshan Shah, Associate Partner, Vantage Capital Fund Managers • Ann Mugweru, Head Industrials & Real Estate, Corporate Investment Banking, Stanbic Bank Ltd • Riaan Christopher Fourie, Director, Head of Valuation & Advisory, CBRE Excellerate 		
<p>13h05 EAT (30 min) Panel Discussion</p>	<p>WHAT SETTING UP A PROJECT RIGHT LOOKS LIKE</p> <p>Moderator: Robert Gichohi, Country Director, Turner & Townsend</p> <p>Panelists:</p> <ul style="list-style-type: none"> • John Rogers, Regional Director, East Africa, Turner & Townsend • Ryan Pape, Country Director, CBRE Excellerate • Andrew Kusewa Kilonzi- Director and Principal Architect, Boogertman + Partners Architects 		
<p>13h35 EAT (1Hour)</p>	<p>LUNCH</p>		

TECH FORUM		IFC WORKSHOP	
14h35 EAT (40min)	<p>TECHNOLOGY DRIVING PROPERTY OWNERSHIP</p> <p>Moderator: Andrew Barden, CEO, The Kenyan Wall Street</p> <p>Panelists:</p> <ul style="list-style-type: none"> Richard Otolo, CEO, Yieldguru Trevor Kimani, CEO, Alphabog Charles Nyandia, CEO, Naivera Inc Samuel Gathukia, Director, GDMB Co. Ltd. 	14h35 EAT (15 min) Presentation	<p>GREEN AFFORDABLE HOUSING CASE STUDIES</p> <ul style="list-style-type: none"> Presented By: Dennis Quansah, IFC Edge Lead, East Africa Presented By: Kioi Wamaba, Managing Director, International Housing Solutions Anthony Watere, Athena Properties
15h15 EAT (40min)	<p>ALTERNATIVE BUILDING TECHNOLOGIES</p> <p>In Conversation with:</p> <ul style="list-style-type: none"> Alexsander Coelho, Head of Design, 14trees Kenya Leander Moons, Founder, OMT Architects Winnie Gitau, Co-Founder, Kwangu Kwako Limited Sam Muihia, Head of Construction Business Africa, Kumkang Kind Co. Ltd 		
15h55 EAT (40min)	<p>DATA & AI IN REAL ESTATE:</p> <p>Moderator: Paul Macharia, CEO, Kiotapay</p> <p>Panelists:</p> <ul style="list-style-type: none"> Susan Kiarie, Commercial Director, Cytek Solar Christabel Ojuok, Head of Client Relations & Operations, RentScore Elizabeth Costabir, CEO, Buyrentkenya.com 		
16h35 EAT (10min)	CLOSING REMARKS - END OF SUMMIT		