

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) Absa		
09h12 EAT (10min) Presentation	MACRO-ECONOMIC PRESENTATION: Ridle Markus , Senior Economist: Sub-Saharan Africa, Absa		
09h22 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"> • Ridle Markus, Senior Economist: Sub-Saharan Africa, Absa • Mark Dunford, CEO, Knight Frank • Heri Bomani, Managing Director, Pangani Group 		
10h02 EAT (35min) Panel Discussion	<p>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?</p> <p>Moderator: Wolfgang Omondi, Head of Trading, Absa Kenya</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Kenneth Gichinga, Chief Economist, Mentorica Economics • Wohoro Ndohho, CEO, SNDBX Capital • Einstein Kihanda, CEO, ICEA LION Asset Management • Vuyo Mafrika, Head: Corporate Client Solutions, Africa Regions, Absa • Christopher Legilisho, Economist East Africa: Africa Research, Standard Bank Group 		
10h37 EAT (45min) Panel Discussion	<p>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?</p> <p>Moderator: Wayne Godwin, Co-CEO, JLL Africa</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Samuel Kariuki, CEO, Mi Vida 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) Absa 		
11h22 EAT (40min)	BREAK PRESS CONFERENCE		
	ROOM 1		ROOM 2: Hospitality Event
12h02 EAT (10 min) Presentation	<p>SMARTER DECISION MAKING, THE ROLE OF LIDAR IN THE BUILT ENVIRONMENT.</p> <p>Presented by: Keith Tarr, Director, The Firefly Company</p>	12h02 EAT (10 min) Presentation	<p>EAST AFRICA HOTEL DEVELOPMENT PIPELINE:</p> <p>Presented by: Wayne Godwin, Co-CEO, JLL Africa</p>

<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, Managing Director, Centum Real Estate • Ranee Nanji, Executive Director, Tilisi Developments PLC • Rakesh 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>ATTENDEE LUNCH YPO INVITE ONLY LUNCH</p>		
<p>13h52 (10 min) Presentation</p>	<p>UNPACKING THE REALM OF THE PAST-PRESENT AND FUTURE OF SHORT-TERM RENTALS WITH A FOCUS ON AI ADVANCES</p> <p>Presented By: Eleni Georgopoulou, Founder & CEO, YourHost</p>		
	<p>STAGE 1</p>		<p>Stage 2: Hospitality Forum</p>
<p>14h02 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, Founding Partner, dhk Architects • Mairura Omwenga, Chairman, TCPAK • Samir Patel, CEO, Workable 	<p>14h02 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 Ogwang, 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>14h42 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>14h42 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 • Govind Mundra, Head of Development, Middle East & Africa, Wyndham Hotels & Resorts

			<ul style="list-style-type: none"> Jugal Khushalani, Senior Director, Lodging Development - Middle East & Africa, Marriott International
15h22 EAT (35min) 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: Brenda Kithinji, VP Real Estate Finance, Stanbic Bank Kenya</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 Capital Markets & OLSS, Knight Frank Kenya Donald Borthwick, Managing Director, Kenya, Grit 	15h22 EAT (35min) Panel Discussion	<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, Mi Vida Homes Charles Haba, Managing Director, Century Real Estate
15h57 EAT (40min) Panel Discussion	<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, Mi Vida Homes Sheila Moraa, Development Director, Acorn Investment Management Limited Christoph Evard, Partner, ROCKSTONE Real Estate Gerard Govender, Lead-East Africa, Real Estate Finance, Standard Bank South Africa 	15h57 EAT (40min) Panel Discussion	<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>Panelists:</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
16h37 EAT (40min) 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>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, Infrastructure, Transaction Advisory Consultant Plan Arch. Charles Karisa Dadu, University of Nairobi, Lecturer Dr. K'Onyango Otieno Charles, National Focal Point on Building Climate Resilience for Urban Poor. BCRUP 		
17h17 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		
08h25 EAT (5min)	Welcome Address by Master of Ceremonies: Eric Latiff, Spice FM		
	STAGE 1: RETAIL FORUM		STAGE 2: AFFORDABLE HOUSING
08h30 EAT (15min) Presentation	<p>PRESENTATION: OVERVIEW OF THE REGIONAL RETAIL MARKET: A look into consumer growth, demand, buying power etc</p> <p>Presenter: Evans Orudo, Country Manager Kenya, Sagaci Research</p>	08h30 EAT (2 Hours) Presentations Q & A, Panel Discussion	<p>BALANCING OBJECTIVES: AFFORDABLE, SUSTAINABLE, AND OR BOTH.</p> <p>Short presentations (1 hour):</p> <ul style="list-style-type: none"> BY Allan Mutuma: Framing the question: affordable, sustainable, both (15 min) BY Roy Githaiga & Azmeena Bhanji: 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) <p>FOLLOWED BY Q&A (15min)</p> <p>Panel discussion (45 min)</p> <p>Moderator: Tom Muchiri, Board Member, Build X</p> <p>Panelists:</p> <ul style="list-style-type: none"> Shiv Arora, CEO, Superior Homes PLC Samuel Kariuki, CEO, Mi Vida Homes Kioi Wambaa, Managing Director, International Housing Solutions Graeme Reid, CEO, Tilisi Developments PLC
08h45 EAT (40min) Panel Discussion	<p>PRESENTATION: EVOLUTION OF RETAIL CENTRES IN EAST AFRICA OVER THE PAST 10 YEARS, CONNECTING CONSUMERS TO THE RETAILERS</p> <p>Presented By: Marc du Toit, Head of Retail, Knight Frank Uganda</p> <p>LANDLORDS & BIG BOX RETAILERS IN EAST AFRICA</p> <p>Moderator: Marc Du Toit, Head of Retail, Knight Frank Uganda</p> <p>Panelists:</p> <ul style="list-style-type: none"> Hooman Ehsani, CEO, Greenhills Investments & Village Market Martin Kariuki, Head of Sales, Centum Real Estate Rupen Shah, CEO, Victoria Courts Kenya Debbie Kippen, Head of Leasing Africa, Grit Sarit Shah, CEO, Sarit Centre 		
09h25 EAT (40min) Panel Discussion	<p>HOW CAN INTERNATIONAL FRANCHISES AND NEW PLAYERS ENTER THE REGIONAL MARKET?</p> <p>Moderator: Ryan Pape, Country Manager, CBRE Excellerate</p> <p>Panelists:</p> <ul style="list-style-type: none"> Justin Sullivan, Commercial Director, Liberty Group Tim White, CEO, Profica Abdullah Muhammed, Retail & Franchise Business Development Consultant Ahmed Hafez, Managing Director, TownTeam Ismail Elmahdy, Head of Retail, Wama International Group 		

<p>10h05 EAT (40min) Panel Discussion</p>	<p>NEIGHBORHOOD CONVENIENCE - ARE WE LIKELY TO SEE CONTINUED GROWTH AND WHAT ARE THE BENEFITS BETWEEN CONVENIENCE VS TRADITIONAL MALLS?</p> <p>Moderator: Wambui Mbarire, CEO, RETRAK</p> <p>Panelists:</p> <ul style="list-style-type: none"> • James Hoddell, Director, Safari Centre • Mark Mwoka, Architect, Boogertman + Partners Architects • Gianni Mwaniki, Head of Property, Java House Africa • Willy Kimani, Founder, Jaza Retail • Catherine Ng'ang'a, Head of Retail Leasing, Broll Kenya Limited • Kunaal Rach, CEO, Healthy U Ltd 		
<p>10h45 EAT (30min) Panel Discussion</p>	<p>THE RISE OF E-COMMERCE</p> <p>Moderator: Mr. Kushil Lakhani, CEO & Founder, Kitu Kali</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Ashmi Shah, Retail Portfolio Manager, Knight Frank • Aaron Thuo, VituZote, Founder & Managing Director • Priscilla Muhiu, CEO, MYDAWA 		
<p>11h15 EAT (30min)</p>	<p>BREAK</p>		
<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 Bank Kenya 	<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 Pezesha (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 • Mbithe Muema, Chief Business Officer, Nairobi Securities Exchange • Mina Stiernblad, Finance Director, Unity Homes • Bangwani Maphophe, Banker, Commercial Property Finance, Absa • Samson Gichia, Business Development Manager, HFC
<p>11h55 EAT (30min) 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>CONNECTING BUYERS TO HOMES, DEVELOPERS TO BUYERS: EXPLORING HOUSING SUPPLY CLEARING MECHANISMS</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"> • Ravi Kohli, Founder & Director, Karibu Homes • Christopher Chege, Head of Credit & Operations, Shelter Afrique • Michael Kaniu, Director, NatureVille Homes

12h25 EAT (40min) Panel Discussion	<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, Head: CPF Mezzanine Finance, Commercial Property Finance, Absa Group • Darshan Shah, Associate Partner, Vantage Capital Fund Managers • Ann Mugweru, Exec VP Real Estate and Diversified Industries, Stanbic Bank Kenya • Riaan Christopher Fourie, Director, Head of Valuation & Advisory, CBRE Excellerate • Ravi Rughani, Principal, Digital Infrastructure & Real Estate 	<ul style="list-style-type: none"> • Fred Msemwa, CEO, Watumishi Housing Investment, Tanzania 	
13h05 EAT (30 min) Panel Discussion	<p>WHAT DOES SETTING UP A PROJECT FOR SUCCESS LOOK 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 • Bob Mathenge, Founding Partner, Contract Management Advisory Services 		
13h35 EAT (1Hour)	LUNCH		
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, Alphaboa • Charles Nyandia, CEO, Naivera Inc • Samuel Gathukia, Director, GDMB Co. Ltd. 	14h35 EAT (40 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 Wambaa, Managing Director, International Housing Solutions • Presented By: Anthony Watare, Head, Developments, Centum Real Estate • Presented By: Yankho Chitsime, Head-Project Finance Group, Shelter Afrique
15h15 EAT (40min)	<p>ALTERNATIVE BUILDING TECHNOLOGIES</p> <p>Moderator: Dr. Eng. Mũhoro Ikundo, Electrical & Mechanical Consulting Engineers, NORKUN Intakes Ltd</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Ghislain Lamarque, Operations Project Manager & Sales Manager, 14Trees Ltd • Leander Moons, Founder, OMT Architects • Winnie Gitau, Co-Founder, Kwangu Kwako Limited • Sam Muhia, 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 		
16h35 EAT (10min)	CLOSING REMARKS - END OF SUMMIT		