








WEDNESDAY, 7 MAY 2025   PULLMAN NAIROBI UPPERHILL, KENYA RD, NAIROBI, KENYA	
THEME: POSITIONING FOR OPPORTUNITY	
07h30 EAT	Registration   Tea & Coffee will be served
<b>SUB-FORUM ICONS</b>	<b>COMMERCIAL</b>  <b>HOSPITALITY</b>  <b>RETAIL</b>  <b>ROUNDTABLES/WORKSHOPS</b> 
09h00 EAT (15min)	WELCOME ABOARD: NEW EXPLORERS TO API
09h15 EAT (5min)	<b>WELCOME ADDRESS: MC-Amboko H. Julians</b> , Host: Business Redefined & CFO Chat
09h20 EAT (5min)	<b>SPONSOR ADDRESS: Abdi Mohamed</b> , CEO & Managing Director, Absa Kenya
09h25 EAT (15min) Presentation	<b>SETTING THE SCENE: Macroeconomics, an emerging multi-polar world, USAID finding withdrawals and more?</b> <b>Presented by: Jeff Gable</b> , Chief Economist, Absa
09h40 EAT (30min) Panel Discussion	<b>POSITIONING FOR OPPORTUNITY:</b> Comparing opportunities and yields in Commercial vs Emerging Asset classes in the current environment and the impact of interest rates; ESG and funding impacting the market? How are operational of Real estate trends impacting RE in Africa? <b>Facilitator: Raghav Gandhi</b> , CEO, Africa Logistics Properties <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Sandile Mpanza</b>, Head Commercial Property Finance: Africa Region, Absa</li> <li>• <b>Ram Lokan</b>, Managing Director, Kasada Capital</li> <li>• <b>Kenneth Mbae</b>, Managing Director, Centum Real Estate</li> </ul>
10h10 EAT (15min) Presentation	<b>JLL PRESENTATION:</b> <b>Presented By: Wayne Godwin</b> , CEO, JLL Africa
10h25 EAT (30min) Panel Discussion	<b>LONG-TERM CAPITAL DEPLOYMENT IS EAST AFRICA</b> – Exploring Collaboration between Private Capital, DFI's and Banks to Co-Invest and more <b>Moderator: Mark Dunford</b> , CEO, Knight Frank Kenya <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Kei Tamaki</b>, Investment Officer, IFC</li> <li>• <b>Donald Kariuki</b>, Investment Manager, Norfund</li> <li>• <b>Charles Kanugi</b>, Property Services Manager, Britam</li> <li>• <b>Stanbic Bank Kenya</b></li> </ul>
10h55 EAT (45min)	<b>BREAK</b>
11h40 EAT (30min) Fireside Chat	<b>A COMPETITIVE ANALYSIS OF THE REGION:</b> Unpacking Tanzania, Rwanda, Uganda and Kenya, and how leaders cultivating growth across key sectors in Real Estate? Which market is set to attract the most FDI? <b>Facilitator: Shadrack Mella</b> , Head of Valuation-Africa, AIRE <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Craig Clulow</b>, CEO, Kigali Innovation City (Rwanda)</li> <li>• <b>Kunnal Karia</b>, CEO, Kunal Property Services Limited (Uganda)</li> <li>• <b>Asef Ahmed</b>, Director, Turner &amp; Townsend (Kenya)</li> </ul>
12h10 EAT (20min) Presentation	<b>SMARTER REAL ESTATE WITH AI: Exploring Practical Tools and New Possibilities for The Modern Property Professional</b> <b>Presented By: Koen Oosterbroek</b> , Marketing & AI Consultant, koenOosterbroek
12h30 EAT (30min) Panel Discussion	<b>ESG &amp; UNPACKING REAL RETURNS &amp; POSITIONING FOR THE FUTURE:</b> Understanding capex costs; ROI and examples from developments across Africa. Why ESG is essential for the future and how is green financing impacting the market. <b>Moderator: Lenore Cairncross</b> , EDGE Program Lead: Africa, IFC <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Matthew Maina</b>, Executive Director, Acorn Holdings Limited</li> <li>• <b>Samuel Kariuki</b>, CEO, Mi Vida Homes</li> <li>• <b>CRDB</b></li> </ul>

13h00 EAT (70min)	LUNCH		
	 <b>STAGE 1</b>	 <b>STAGE 2</b>	
14h10 EAT (15min) Presentation	<b>HEALTHCARE IN KENYA:</b> Insights from JLL  <b>Presented By: Sandeep Sinha</b> , Head of Healthcare and Life Sciences Consulting, JLL	14h10 EAT (15min) Presentation	<b>HOSPITALITY Q &amp; A:</b>
14h25 EAT (30min) Panel Discussion	<b>THE GROWTH OF TECHNOLOGY AND AI IN REAL ESTATE:</b> from funding to development, leasing & more – How are we using tech and what's more?  <b>Moderator: MRI Software</b>  <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Paul Macharia</b>, CEO, Kiotapay</li> <li>• <b>Gadwel Musyoka</b>, Founder &amp; CEO, Bakyson Enterprise Limited</li> <li>• <b>Andrew Darge</b>, Investment Manager, E3 Capital</li> <li>• <b>Chetan Ratna</b>, Head: Prescriptions &amp; Building Segment-East Africa, Schneider Electric</li> </ul>	14h25 EAT (30min) Panel Discussion	<b>THE MARA &amp; SERENGETI:</b> Understanding conservation, new trends, leases and developments for high-end lodges  <b>Facilitator: Alex Njage</b> , Head of Real Estate and Construction, Bowmans  <b>In conversation with:</b> <ul style="list-style-type: none"> <li>• <b>Kevin Teeroovengadum</b>, Board Director/Advisor</li> <li>• <b>Wayne Troughton</b>, CEO, HTI Consulting</li> </ul>
14h55 EAT (30min) Hot Seat Discussion	<b>CONSOLIDATION AND LEGACY BUILDING FOR FAMILY OFFICES &amp; CORPORATES IN EAST AFRICA:</b> Scenarios for preservation, growth and scaling? What's the best strategy, portfolio optimisation?  <b>Moderator: Ryan Pape</b> , Country Manager, CBRE Excellerate  <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Shamil Manek</b>, Director, Four Points by Sheraton, Kenya &amp; Uganda</li> <li>• <b>Stanbic Bank Kenya</b></li> <li>• <b>Wambui Maingi</b>, Estate Planner, ICEA LION Asset Management</li> </ul>	14h55 EAT (40min) Panel Discussion	<b>THE DEMAND FOR HIGH-END RESORTS, BEACHFRONT VILLAS IN EAST AFRICA:</b> Insights from Zanzibar, The Kenyan Coast & Indian Oceans. Insights from brands and more  <b>Moderator: Daniel Trappler</b> , Senior Director: Development, Radisson Hotel Group  <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Wesam Okasha</b>, Head of Global Development, TUI Blue Hotels</li> <li>• <b>Charl Nel</b>, Development Manager: Middle East &amp; Africa, Wyndham Hotels &amp; Resorts</li> <li>• <b>Bobby Mckenna</b>, Managing Partner, Ubunifu Africa</li> <li>• <b>Jugal Khushalani</b>, Senior Director, Lodging Development – East Africa, Marriott International</li> </ul>

<p>15h25 EAT (30min) Panel Discussion</p>	<p><b>OFFICE: THE INCREASING OCCUPIER DEMAND FOR GRADE A STOCK-IS THERE ENOUGH &amp; WHAT DO GLOBAL TENANTS NEED?</b></p> <ul style="list-style-type: none"> <li>• The rise of flex space: Will it surpass 7% or more</li> <li>• Regional Trends &amp; Fit-Out Costs</li> <li>• Occupier and worker trends</li> </ul> <p><b>Moderator: Anne Rinu</b>, Cluster Head: Corporate Real Estate Services, Standard Chartered Bank</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Khalil Khetari, Kasada</b></li> </ul>	<p>15h35 EAT (30min) Panel Discussion</p>	<p><b>WHAT'S NEXT FOR HOSPITALITY REAL ESTATE:</b> Luxury, community &amp; wellness: How do we develop these assets and what does the market want?</p> <p><b>Facilitator: Eleni Georgopoulou</b>, CEO, YourHost</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Bani Hadad</b>, Managing Director, Aleph Hospitality</li> <li>• <b>Sakina Hassanali</b>, Co-CEO &amp; Creative Director, HassConsult Real Estate</li> <li>• <b>Andrew Ondimu</b>, Senior Associate, CBRE Excellerate</li> <li>• <b>Michael Aldridge</b>, CEO, Kofisi</li> </ul>
<p>16h05 EAT (10min)</p>	<p><b>CLOSING REMARKS-END OF DAY 1</b></p>		
<p>18h00 EAT</p>	<p><b>NETWORKING COCKTAIL FUNCTION</b></p>		

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THEME: POSITIONING FOR OPPORTUNITY	
07h30 EAT	Registration   Tea & Coffee will be served
09h30 EAT (10min)	<b>WELCOME ADDRESS: MC- Amboko H. Julians</b> , Host: Business Redefined & CFO Chat
 <b>STAGE 1</b>	
09h40 EAT (20min) Presentation	<b>THE AFRICA HORIZONS REPORT: KNIGHT FRANK KENYA</b> <b>Presented By: Boniface Abudho</b> , Research Analyst, Knight Frank
10h00 EAT (40min) Panel Discussion	<b>TRANSITIONING FROM RENTING TO OWNING</b> -How Developers and Financiers are aiming to meet demand? <b>In conversation with:</b> <ul style="list-style-type: none"> <li>• <b>Beatrice Chege</b>, Head of Mortgages, Absa Kenya</li> <li>• <b>Mercy Thuo</b>, Acting Executive Director, CPF Capital &amp; Advisory Limited</li> <li>• <b>Kavit Shah</b>, Executive Director, Tilisi Developments Ltd</li> <li>• <b>Caroline Wanjeri</b>, Director: Mortgage Business, KCB Bank Group</li> </ul>
10h40 EAT (15min) Presentation	<b>THE RISE OF BUILD-TO-RENT MODELS:</b> Addressing the affordability crisis in housing-A solution for East Africa <b>Presented By: Gibson Mapfidza</b> , Chief Business Officer, Shelter Afrique Development Bank
10h55 EAT (30min)	<b>BREAK</b>
 <b>STAGE 1</b>	
 <b>ROUNDTABLES &amp; WORKSHOPS:</b>	
11h25 EAT (30min) Fireside Chat	<b>THE ROLE OF MIXED-USE DESIGN IN PROMOTING DYNAMIC FUTURE LIVING SPACES:</b> A deep dive into space planning, architectural integration and city planning in East Africa <b>Moderator: Peter Stokes</b> , Partner, dhk Architects <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Bobby Patel</b>, Managing Director, Head of Real Estate CrossBoundary Group</li> <li>• <b>Jason Horsey</b>, Executive Director, Unity Homes Limited</li> </ul>
11h55 EAT (30min) Panel Discussion	<b>THE RISE OF WORLDCLASS RESIDENTIAL DEVELOPMENTS IN EAST AFRICA:</b> Securing Funding (offtakers, off-plan sales, equity or debt, DFI's)- Tenant Demands, Lifestyle & Mixed-Use trends <b>Moderator: Farhana Hassanali</b> , CEO, HassConsult Real Estate <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Bangwani Maphophe</b>, Banker: Commercial Property Finance, Absa</li> <li>• <b>Gurmukh Singh Panesar</b>, Founder &amp; Principal Architect, Grasp Design Limited</li> <li>• <b>Govind Mundra</b>, Head of Development-Middle East &amp; Africa, Wyndam Hotels &amp; Resorts</li> <li>• <b>Hooman Ehsani</b>, CEO, Greenhill's Investments &amp; Village Market</li> </ul>
11h25 EAT (60min) IFC Workshop	<b>REIMAGINING RESILIENT CITIES:</b> From Green Visions to Buildings with APEX and the Building Resilience Index <b>Presented By:</b> <ul style="list-style-type: none"> <li>• <b>Temilola Sonola</b>, IFC Edge Lead: Nigeria, IFC</li> <li>• <b>Fawaz Maamari</b>, EDGE Program Lead- Morocco, IFC</li> <li>• <b>Green Building Society</b></li> </ul>

 <b>STAGE 1</b>		 <b>ROUNDTABLES &amp; WORKSHOPS:</b>	
12h25 EAT (30min) Panel Discussion	<b>DATA CENTRES IN EAST AFRICA: A REAL TURNING POINT AND UNPACKING THE SECTOR? WHEN IS GROWTH COMING?</b>  <b>Moderator: Stanbic Bank Kenya</b>  <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Snehar Shah</b>, CEO, iXAfrica Data Centres</li> <li>• <b>Faith Waihaka</b>, Data Centre Lead: Anglophone, Schneider Electric Kenya</li> <li>• <b>Oswaldo Coelho</b>, Business Development Manager, Senmarck Energy Ltd</li> <li>• <b>Ravi Rughani</b>, Principal: Digital Infrastructure &amp; Real Estate, Actis</li> </ul>	12h25 EAT (30min) Panel Discussion	<b>AGRIBUSINESS FOR REAL ESTATE</b>  <b>Moderator: CBRE Excellerate</b>  <b>Panelists: TBC</b>
12h55 EAT (60min)	<b>LUNCH</b>		
 <b>STAGE 1</b>			
13h55 EAT (30min) Fireside Chat	<b>MASTERPLANNED DEVELOPMENTS: BUILD TO SUIT (BTS) vs. SPECULATIVE DEVELOPMENT FOR ALTERNATIVES IN MASTERPLANNED DEVELOPMENTS</b>  <b>Facilitator: Anthony Havelock</b> , Managing Director, Havelock Real Estate Partners  <b>In conversation with:</b> <ul style="list-style-type: none"> <li>• <b>Graeme Reid</b>, CEO, Tilisi Developments Ltd</li> <li>• <b>Robert Gichohi</b>, Country Director: Kenya, Turner &amp; Townsend</li> <li>• <b>Jidy Chitta</b>, Special Projects Associate, Charter Cities Institute</li> </ul>	13h55 EAT (30min) AI Workshop	<b>SMARTER REAL ESTATE WITH AI: A PRACTICAL WORKSHOP TO BOOST PRODUCTIVITY, SIMPLIFY TASKS, AND UNLOCK NEW IDEAS</b>  <b>Presented By: Koen Oosterbroek</b> , Marketing & AI Consultant, koenOosterbroek
14h25 EAT (30min) Q/A Session	<b>WOMEN IN REAL ESTATE:</b> <ul style="list-style-type: none"> <li>• Systematic Biases, Stereotypes, opportunity access (training)</li> <li>• How to shift the narrative? From entry level (tradeswoman) to consultant level</li> <li>• Inclusivity in Construction Sites-Decreasing the gender gaps on sites, increase women reps in the built environment</li> </ul> <b>In conversation with:</b> <ul style="list-style-type: none"> <li>• <b>Patience Rachel Mulondo</b>, President, WIRE</li> <li>• <b>Pumi Lukhele</b>, Head of Construction and Developments - East Africa, GREA</li> <li>• <b>Ranee Nanji</b>, Managing Director, Tilisi Developments Ltd</li> <li>• <b>Njambi Macharia</b>, Green Buildings Country Lead-Kenya, IFC</li> </ul>	14h25 EAT (30min) IFC Funding Workshop	<b>IFC FUNDING REQUIREMENT WORKSHOP:</b>  <b>Presented By: Kei Tamaki</b> , Investment Officer, IFC
 <b>STAGE 1</b>		 <b>ROUNDTABLES &amp; WORKSHOPS:</b>	
14h55 EAT (20min) Presentation	<b>NAIROBI MALLS CASE STUDY: GEO – DATA+ TECH = INSIGHTS</b>  <b>Presented By: Sybrand Strauss</b> , Director & Founder, Ferridge	14h55 EAT (30min) Panel Discussion	<b>THE IMPACT OF TAXATION POLICIES IN EAST AFRICA:</b> How are reforms impacting the broader real estate market? A look at mitigation & more across the value chain-What does the market say? And will REITs become more adopted?  <b>Moderator: Amboko H. Julians</b> , Host: Business Redefined & CFO Chat  <b>Panelists:</b> <ul style="list-style-type: none"> <li>• <b>Willgis Mbiro</b>, Real Estate Executive, Breakthrough Attorneys</li> <li>• <b>Alex Kanyi</b>, Partner-Kenya, CDH Legal</li> </ul>

15h15 EAT (30min) Panel Discussion	<p><b>THE SYNERGY OF RETAIL AND F&amp;B IN SUCCESS OF DEVELOPMENTS:</b> Exploring what consumers want and more?</p> <p><b>Moderator: CBRE Excellerate</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Ritesh Doshi</b>, CEO, Spring Valley Coffee</li> <li>• <b>Rupen Shah</b>, CEO, Victoria Home Store</li> <li>• <b>Sarit Shah</b>, CEO, Sarit Centre</li> </ul>	15h25 EAT (35min) REITS Incubator Session	<p><b>EMERGING REITS WORKSHOP:</b> Unpacking the REIT incubator; new projects and growth in the listed space.</p> <p><b>Facilitator: TBC</b></p> <p><b>In conversation with:</b></p> <ul style="list-style-type: none"> <li>• <b>Asbury Maruza Chikwanha</b>, Founder &amp; Managing Director, Ivhu Logistics Real Estate</li> <li>• <b>Thomas Kabaki</b>, CEO, Private Wealth Capital Limited</li> <li>• <b>Paul Kavuma</b>, Founder &amp; CEO, Construct Africa LLC</li> </ul>
15h45 EAT (15min) Presentation	<p><b>ANALYSING CONSUMER PREFERENCE IN EAST AFRICA</b></p> <p><b>Presented By: KANTAR</b></p>		
16h00 EAT (10min)	<b>CLOSING REMARKS-END OF SUMMIT</b>		