














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)	<b>WELCOME ABOARD: NEW EXPLORERS TO API</b> 
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 <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>Samir Patel</b>, CEO, Workable</li> </ul>
10h10 EAT (15min) Presentation	<b>POSITIONING FOR OPPORTUNITY: MAKING SENSE OF GLOBAL HEADWINDS &amp; MAXIMIZING RETURNS IN EAST AFRICA</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,</li> <li>• <b>Donald Kariuki</b>, Investment Manager, Norfund</li> <li>• <b>Charles Kanugi</b>, Property Services Manager, Britam</li> <li>• <b>Mncedisi Dumse</b>, Senior Vice President: Real Estate Finance (Africa Regions), Standard Bank Group</li> </ul>
10h55 EAT (45min)	<b>BREAK</b>
11h40 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
12h00 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>Donald Borthwick</b>, Managing Director: Industrial Structure, GRIT</li> </ul>
12h30 EAT (20min) Presentation	<b>FACILITY AND PROPERTY MANAGEMENT INSIGHTS BY MRI SOFTWARE</b> <b>Presented By: Scott Revell</b> , Enterprise Account Executive: Africa, MRI Software
12h50 EAT (90min)	<b>LUNCH</b>

	 <b>STAGE 1</b>	 <b>STAGE 2</b>	
14h20 EAT (15min) Presentation	<p><b>HEALTHCARE IN KENYA:</b> Insights from JLL</p> <p><b>Presented By: Sandeep Sinha</b>, Head of Healthcare and Life Sciences Consulting, JLL</p>	14h20 EAT (15min) Presentation	<b>HOSPITALITY Q &amp; A:</b>
14h35 EAT (35min) Panel Discussion	<p><b>THE GROWTH OF TECHNOLOGY AND AI IN REAL ESTATE:</b> from funding to development, leasing &amp; more – How are we using tech and what's more?</p> <p><b>Moderator: Andrew Barden</b>, CEO, The Kenyan Wall Street</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Utari Wanjohi</b>, Investment Manager, E3 Capital</li> <li>• <b>Gadwel Musyoka</b>, Founder &amp; CEO, Bakyson Enterprise Limited</li> <li>• <b>Chetan Ratna</b>, Segment Leader: Commercial &amp; Industrial Buildings, Schneider Electric East Africa</li> <li>• <b>Rakia Finley</b>, Managing Partner, Copper &amp; Vine Studio</li> </ul>	14h35 EAT (30min) Panel Discussion	<p><b>THE MARA &amp; SERENGETI:</b> Understanding conservation, new trends, leases and developments for high-end lodges</p> <p><b>Facilitator: Alex Njage</b>, Head of Real Estate and Construction, Bowmans</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Kevin Teeroovengadum</b>, Board Director/Advisor</li> <li>• <b>Hubert Golay</b>, Vice President: Transactions &amp; Advisory, HTI Consulting</li> <li>• <b>Daniel Sopia</b>, CEO, Maasai Mara Wildlife Conservancies Association <b>(TBC)</b></li> <li>• <b>Valery Joanne Super</b>, Co-Founder &amp; CEO, Emboo Camps <b>(TBC)</b></li> </ul>
15h10 EAT (30min) Panel Discussion	<p><b>CONSOLIDATION AND LEGACY BUILDING FOR CORPORATES &amp; FAMILY OFFICES IN EAST AFRICA:</b> Scenarios for preservation, growth and scaling? What's the best strategy, portfolio optimisation?</p> <p><b>Moderator: Ryan Pape</b>, Country Manager, CBRE Excellerate</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Shamil Manek</b>, Director, Four Points by Sheraton, Kenya &amp; Uganda</li> <li>• <b>Veerha Bhogun</b>, Head: Business Development, Rogers Capital</li> <li>• <b>Ann Mugweru</b>, Head: Industrials &amp; Real Estate, Stanbic Bank Kenya</li> <li>• <b>Winnie Maingi</b>, Senior Assistant Manager, ICEA LION Group</li> </ul>	15h05 EAT (40min) Panel Discussion	<p><b>THE DEMAND FOR HIGH-END RESORTS, BEACHFRONT VILLAS IN EAST AFRICA:</b> Insights from Zanzibar, The Kenyan Coast &amp; Indian Oceans. Insights from brands and more</p> <p><b>Moderator: Daniel Trappler</b>, Senior Director: Development, Radisson Hotel Group</p> <p><b>Panelists:</b></p> <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> <li>• <b>Wayne Troughton</b>, CEO, HTI Consulting</li> </ul>

<p>15h40 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 Ketari</b>, Senior Consultant: Asset Management, Kasada Capital Management</li> <li>• <b>Grant Kirchmann</b>, Senior Director: Leasing Advisory, JLL</li> <li>• <b>Michael Aldridge</b>, CEO, KOFISI</li> </ul>	<p>15h45 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>Philippe de Beer</b>, CEO &amp; Founder, Park Lane Properties</li> </ul>
<p>16h15 EAT (30min) Panel Discussion</p>	<p><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?</p> <p><b>Facilitator: Shadrack Mella</b>, Head of Valuation-Africa, AIRE</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Charles Haba</b>, Managing Director, Century Real Estate (Rwanda)</li> <li>• <b>Heri Bomani</b>, Managing Director, Pangani Group (Tanzania)</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>		
<p>16h45 EAT (10min)</p>	<p><b>CLOSING REMARKS-END OF DAY 1</b></p>		
<p>17h30 EAT</p>	<p><b>NETWORKING COCKTAIL FUNCTION</b></p>		

THURSDAY, 08 MAY 2025   PULLMAN NAIROBI UPPERHILL, KENYA RD, NAIROBI, KENYA	
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>Moderator: V Gikonyo Gitonga</b> , Managing Director, Axis Real Estate Limited <b>Panelists:</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> <li>• <b>Shiv Arora</b>, CEO, Superior Homes</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) Panel Discussion	<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> <li>• <b>Ranee Nanji</b>, Managing Director, Tilisi Developments Ltd</li> <li>• <b>Kenneth Mbae</b>, Managing Director, Centum Real Estate</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> </ul>
11h55 EAT (40min) 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>

<p>12h35 EAT (30min) Panel Discussion</p>	<p><b>DATA CENTRES IN EAST AFRICA: A REAL TURNING POINT AND UNPACKING THE SECTOR? WHEN IS GROWTH COMING?</b></p> <p><b>Moderator: Immaculate Mbithe</b>, Associate: Real Estate Finance, Stanbic Bank Kenya</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Snehar Shah</b>, CEO, iXAfrica Data Centres</li> <li>• <b>Faith Waitthaka</b>, Cloud &amp; Service Provider Segment Lead: Anglophone Africa, Schneider Electric</li> <li>• <b>Oswaldo Coelho</b>, Business Development Manager, Senmarck Energy Ltd</li> </ul>	<p>12h25 EAT (35min) Panel Discussion</p>	<p><b>WHERE TECH MEETS ROI: The Most Lucrative Real Estate Innovations</b></p> <p><b>Moderator: Paul Macharia</b>, CEO, Kiotapay</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Christabel Ojuok</b>, Chief Operating Officer, RentScore</li> <li>• <b>Shawn Muraya</b>, CEO &amp; Co-Founder, SiteSeer Technologies</li> <li>• <b>Michael Muhato</b>, CEO &amp; Founder, M-Jenzi Application Limited</li> </ul>
<p>13h05 EAT (60min)</p> <p style="text-align: center;"><b>LUNCH</b></p>			
<p style="text-align: center;"> <b>STAGE 1</b></p>		<p style="text-align: center;"> <b>ROUNDTABLES &amp; WORKSHOPS:</b></p>	
<p>14h05 EAT (30min) Panel Discussion</p>	<p><b>MASTERLANNED DEVELOPMENTS: BUILD TO SUIT (BTS) vs. SPECULATIVE DEVELOPMENT FOR ALTERNATIVES IN MASTERPLANNED DEVELOPMENTS</b></p> <p><b>Moderator: Anthony Havelock</b>, Managing Director, Havelock Real Estate Partners</p> <p><b>Panelists:</b></p> <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> <li>• <b>Dean Shillaw</b>, Managing Director, Nairobi Gate Industrial Park</li> </ul>	<p>14h05 EAT (30min) AI Workshop</p>	<p><b>SMARTER REAL ESTATE WITH AI: A PRACTICAL WORKSHOP TO BOOST PRODUCTIVITY, SIMPLIFY TASKS, AND UNLOCK NEW IDEAS</b></p> <p><b>Presented By: Koen Oosterbroek</b>, Marketing &amp; AI Consultant, koenOosterbroek</p>
<p>14h35 EAT (40min) Q/A Session</p>	<p><b>WOMEN IN REAL ESTATE:</b></p> <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> <p><b>Moderator: Stella Mutai</b>, Head: Mortgage Business, HFC, Kenya</p> <p><b>Panelists:</b></p> <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>Njambi Macharia</b>, Green Buildings Country Lead-Kenya, IFC</li> </ul>	<p>14h35 EAT (30min) IFC Funding Workshop</p>	<p><b>IFC FUNDING REQUIREMENT WORKSHOP:</b></p> <p><b>Presented By:</b></p> <ul style="list-style-type: none"> <li>• <b>Kei Tamaki</b>, Investment Officer, IFC</li> <li>• <b>Khevna Viresh Naran</b>, Senior Operations Officer: East Africa Upstream Advisory Lead, IFC</li> <li>• <b>Sherif Muhtaseb</b>, Senior Operations Officer: Global Lead-PILLAR Housing Advisory Service, IFC</li> </ul>
<p style="text-align: center;"> <b>STAGE 1</b></p>		<p style="text-align: center;"> <b>ROUNDTABLES &amp; WORKSHOPS:</b></p>	
<p>15h15 EAT (20min) Presentation</p>	<p><b>NAIROBI MALLS CASE STUDY: GEO – DATA+ TECH = INSIGHTS</b></p> <p><b>Presented By: Sybrand Strauss</b>, Director &amp; Founder, Fernridge</p>	<p>15h05 EAT (30min) Panel Discussion</p>	<p><b>THE IMPACT OF TAXATION POLICIES IN EAST AFRICA: How are reforms impacting the broader real estate market? A look at mitigation &amp; more across the value chain-What does the market say? And will REITs become more adopted?</b></p> <p><b>Moderator: Amboko H. Julians</b>, Host: Business Redefined &amp; CFO Chat</p> <p><b>Panelists:</b></p>

			<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>
15h35 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:</b> <b>Abdullah Muhammed</b>, Retail &amp; Franchise Business Consultant</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>	15h35 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:</b> <b>Ruth Okal</b>, Assistant General Manager, ICEA LION Asset Management Limited</p> <p><b>Panelists:</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>
16h10 EAT (10min)	<b>CLOSING REMARKS-END OF SUMMIT</b>		