












WEDNESDAY, 7 MAY 2025 PULLMAN NAIROBI UPPERHILL, KENYA RD, NAIROBI, KENYA	
THEME: POSITIONING FOR OPPORTUNITY	
07h30 EAT	Registration Tea & Coffee will be served
SUB-FORUM ICONS	COMMERCIAL  HOSPITALITY  ROUNDTABLES/WORKSHOPS 
09h00 EAT (15min)	WELCOME ABOARD: NEW EXPLORERS TO API 
09h15 EAT (5min)	WELCOME ADDRESS: MC-Amboko H. Julians , Host: Business Redefined & CFO Chat
09h20 EAT (5min)	SPONSOR ADDRESS: Abdi Mohamed , CEO & Managing Director, Absa Kenya
09h25 EAT (15min) Presentation	SETTING THE SCENE: Macroeconomics, an emerging multi-polar world, USAID funding withdrawals and more? Presented by: Jeff Gable , Chief Economist, Absa
09h40 EAT (30min) Panel Discussion	POSITIONING FOR OPPORTUNITY: 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 Facilitator: Raghav Gandhi , CEO, Africa Logistics Properties Panelists: <ul style="list-style-type: none"> • Sandile Mpanza, Head Commercial Property Finance: Africa Region, Absa • Samir Patel, CEO, Workable • Preston Mendenhall, Group Chief Operating Officer, Rendeavour
10h10 EAT (15min) Presentation	POSITIONING FOR OPPORTUNITY: MAKING SENSE OF GLOBAL HEADWINDS & MAXIMIZING RETURNS IN EAST AFRICA Presented By: Wayne Godwin , CEO, JLL Africa
10h25 EAT (30min) Panel Discussion	LONG-TERM CAPITAL DEPLOYMENT IN EAST AFRICA – Exploring Collaboration between Private Capital, DFI's and Banks to Co-Invest and more Moderator: Mark Dunford , CEO, Knight Frank Kenya Panelists: <ul style="list-style-type: none"> • Kei Tamaki, Investment Officer, • Donald Kariuki, Investment Manager, Norfund • Charles Kanugi, Property Services Manager, Britam • Mncedisi Dumse, Senior Vice President: Real Estate Finance (Africa Regions), Standard Bank Group
10h55 EAT (45min)	BREAK (PRESS CONFERENCE)
11h40 EAT (20min) Presentation	SMARTER REAL ESTATE WITH AI: Exploring Practical Tools and New Possibilities for The Modern Property Professional Presented By: Koen Oosterbroek , Marketing & AI Consultant, koenOosterbroek
12h00 EAT (30min) Panel Discussion	ESG & UNPACKING REAL RETURNS & POSITIONING FOR THE FUTURE: 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. Moderator: Lenore Cairncross , EDGE Program Lead: Africa, IFC Panelists: <ul style="list-style-type: none"> • Matthew Maina, Executive Director, Acorn Holdings Limited • Mumo Kianga, Director Development, Mi Vida Homes • Donald Borthwick, Managing Director: Industrial Structure, GRIT
12h30 EAT (20min) Presentation	FACILITY AND PROPERTY MANAGEMENT INSIGHTS BY MRI SOFTWARE Presented By: Scott Revell , Enterprise Account Executive: Africa, MRI Software
12h50 EAT (90min)	LUNCH

	 STAGE 1	 STAGE 2
14h20 EAT (15min) Presentation	HEALTHCARE IN KENYA: Insights from JLL Presented By: Sandeep Sinha , Head of Healthcare and Life Sciences Consulting, JLL	14h20 EAT (15min) Presentation BEYOND SPACE IN HOSPITALITY AND BRANDED RESIDENCES: Is community design the new value proposition? Presented By: Eleni Georgopoulou , CEO, YourHost
14h35 EAT (35min) Panel Discussion	THE GROWTH OF TECHNOLOGY AND AI IN REAL ESTATE: from funding to development, leasing & more – How are we using tech and what's more? Moderator: Andrew Barden , CEO, The Kenyan Wall Street Panelists: <ul style="list-style-type: none"> • Utari Wanjohi, Investment Manager, E3 Capital • Gadwel Musyoka, Founder & CEO, Bakyson Enterprise Limited • Chetan Ratna, Segment Leader: Commercial & Industrial Buildings, Schneider Electric East Africa 	14h35 EAT (30min) Panel Discussion THE MARA & SERENGETI: Understanding conservation, new trends, leases and developments for high-end lodges Facilitator: Alex Njage , Head of Real Estate and Construction, Bowmans Panelists: <ul style="list-style-type: none"> • Kevin Teeroovengadam, Board Director/Advisor • Hubert Golay, Vice President: Transactions & Advisory, HTI Consulting • Dominic Grammaticas, Managing Director, Governors' Balloon Safaris • Dickson Kaelo, CEO, Kenya Wildlife Conservancies Association
15h10 EAT (35min) Panel Discussion	EXITS, LIQUIDITY & LEGACY- Scenarios for Family Offices, Funds & Private Equity in East Africa Moderator: Ryan Pape , Country Manager, CBRE Excellerate Panelists: <ul style="list-style-type: none"> • Veerha Bhogun, Head: Business Development, Rogers Capital • Ann Mugweru, Head: Industrials & Real Estate, Stanbic Bank Kenya • Winnie Maingi, Estate Planner: Legal and Trusts, ICEA LION Trust Company Ltd • James McClean, Director, Fusion Capital • Kenneth Luusa, Head: Project Management and Investments, KCB Group 	15h05 EAT (40min) Panel Discussion THE DEMAND FOR HIGH-END RESORTS, BEACHFRONT VILLAS IN EAST AFRICA: Insights from Zanzibar, The Kenyan Coast & Indian Oceans. Insights from brands and more Moderator: Wayne Troughton , CEO, HTI Consulting Panelists: <ul style="list-style-type: none"> • Charl Nel, Development Manager: Middle East & Africa, Wyndham Hotels & Resorts • Bobby McKenna, Managing Partner, Ubunifu Africa • Jugal Khushalani, Senior Director, Development: Sub-Saharan Africa, Marriott International

<p>15h45 EAT (40min) Panel Discussion</p>	<p>OFFICE: THE INCREASING OCCUPIER DEMAND FOR GRADE A STOCK-IS THERE ENOUGH & WHAT DO GLOBAL TENANTS NEED?</p> <ul style="list-style-type: none"> • The rise of flex space: Will it surpass 7% or more • Regional Trends & Fit-Out Costs • Occupier and worker trends <p>Moderator: Anne Rinu, Head of Corporate Real Estate Services, Standard Chartered Bank</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Khalil Ketari, Senior Consultant: Asset Management, Kasada Capital Management • Lucy Githiji, Director: Solution Development & Leasing Advisory, JLL • Mark Somen, Product Director, KOFISI 	<p>15h45 EAT (40min) Panel Discussion</p>	<p>WHAT'S NEXT FOR HOSPITALITY REAL ESTATE: Luxury, community & wellness: How do we develop these assets and what does the market want?</p> <p>Facilitator: Eleni Georgopoulou, CEO, YourHost</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Sakina Hassanali, Co-CEO & Creative Director, HassConsult Real Estate • Andrew Ondimu, Senior Associate, CBRE Excellerate • Philippe de Beer, CEO & Founder, Park Lane Properties • Wesam Okasha, Head of Global Development, TUI Blue Hotels • Aman Raheja, Director-Development, Aleph Hospitality
<p>16h25 EAT (40min) Panel Discussion</p>	<p>A COMPETITIVE ANALYSIS OF THE REGION: 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>Facilitator: Shadrack Mella, Head of Valuation-Africa, AIRE</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Charles Haba, Managing Director, Century Real Estate (Rwanda) • Heri Bomani, Managing Director, Pangani Group (Tanzania) • Sarangan Venkatesalu, General Manager, Property Services Limited (Uganda) • Asef Ahmed, Director, Turner & Townsend (Kenya) • Craig Clulow, CEO, Kigali Innovation City (Rwanda) 		
<p>17h05 EAT (5min)</p>	<p>CLOSING REMARKS-END OF DAY 1</p>		
<p>17h30 EAT</p>	<p>NETWORKING COCKTAIL FUNCTION</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)	WELCOME ADDRESS: MC- Amboko H. Julians , Host: Business Redefined & CFO Chat
	 STAGE 1
09h40 EAT (20min) Presentation	THE AFRICA HORIZONS REPORT: KNIGHT FRANK KENYA Presented By: Boniface Abudho , Research Analyst, Knight Frank
10h00 EAT (40min) Panel Discussion	TRANSITIONING FROM RENTING TO OWNING -How Developers and Financiers are aiming to meet demand? Moderator: V Gikonyo Gitonga , Managing Director, Axis Real Estate Limited Panelists: <ul style="list-style-type: none"> • Beatrice Chege, Head of Mortgages, Absa Kenya • Mercy Thuo, Acting Executive Director, CPF Capital & Advisory Limited • Kavit Shah, Executive Director, Tilisi Developments Ltd • Caroline Wanjeri, Director: Mortgage Business, KCB Bank Group • Shiv Arora, CEO, Superior Homes
10h40 EAT (15min) Presentation	THE RISE OF BUILD-TO-RENT MODELS: Addressing the affordability crisis in housing-A solution for East Africa Presented By: Gibson Mapfidza , Chief Business Officer, Shelter Afrique Development Bank
10h55 EAT (30min)	BREAK
	 STAGE 1
	 ROUNDTABLES & WORKSHOPS:
11h25 EAT (30min) Panel Discussion	THE ROLE OF MIXED-USE DESIGN IN PROMOTING DYNAMIC FUTURE LIVING SPACES: A deep dive into space planning, architectural integration and city planning in East Africa Moderator: Peter Stokes , Partner, dhk Architects Panelists: <ul style="list-style-type: none"> • Bobby Patel, Managing Director, Head of Real Estate, CrossBoundary Group • Jason Horsey, Executive Director, Unity Homes Limited • Ranee Nanji, Managing Director, Tilisi Developments Ltd • Peter Mayavi, Chief Capital and Development Officer, Centum Real Estate
11h25 EAT (60min) IFC Workshop	REIMAGINING RESILIENT CITIES: From Green Visions to Buildings with APEX and the Building Resilience Index Presented By: <ul style="list-style-type: none"> • Temilola Sonola, IFC Edge Lead: Nigeria, IFC • Fawaz Maamari, EDGE Program Lead- Morocco, IFC
11h55 EAT (40min) Panel Discussion	THE RISE OF WORLDCLASS RESIDENTIAL DEVELOPMENTS IN EAST AFRICA: Securing Funding (offtakers, off-plan sales, equity or debt, DFI's)- Tenant Demands, Lifestyle & Mixed-Use trends Moderator: Farhana Hassanali , Co-CEO & Development Director, HassConsult Real Estate Panelists: <ul style="list-style-type: none"> • Bangwani Maphophe, Banker: Commercial Property Finance, Absa • Gurmukh Singh Panesar, Founder & Principal Architect, Grasp Design Limited • Govind Mundra, Head of Development-Middle East & Africa, Wyndam Hotels & Resorts • Hooman Ehsani, CEO, Greenhill's Investments & Village Market

<p>12h35 EAT (30min) Panel Discussion</p>	<p>DATA CENTRES IN EAST AFRICA: A REAL TURNING POINT AND UNPACKING THE SECTOR? WHEN IS GROWTH COMING?</p> <p>Moderator: Immaculate Mbithe, Associate: Real Estate Finance, Stanbic Bank Kenya</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Guy Willner, Chairman and Co-Founder, iXAfrica Data Centres • Faith Waitthaka, Cloud & Service Provider Segment Lead: Anglophone Africa, Schneider Electric • Oswaldo Coelho, Business Development Manager, Senmarck Energy Ltd • Ian Gaitta, Partner, ALN Kenya 	<p>12h25 EAT (30min) Panel Discussion</p>	<p>THE SYNERGY OF RETAIL AND F&B IN THE SUCCESS OF DEVELOPMENTS: Exploring what consumers want and more?</p> <p>Moderator: Marc du Toit, Head Retail, Knight Frank</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Abdullah Muhammed, Retail Business Development Manager, WAMA International Group • Rupen Shah, CEO, Victoria Home Store • Sarit Shah, CEO, Sarit Centre
<p>13h05 EAT (60min)</p> <p style="background-color: #4CAF50; color: white; padding: 5px; text-align: center;">LUNCH</p>			
 <p>STAGE 1</p>		 <p>ROUNDTABLES & WORKSHOPS:</p>	
<p>14h05 EAT (35min) Panel Discussion</p>	<p>MASTERLANNED DEVELOPMENTS: BUILD TO SUIT (BTS) vs. SPECULATIVE DEVELOPMENT – a look at the lessons learnt over the past 10 years with a specific focus on the Industrial and Alternative Uses sectors. Has the market reached a level of maturity whereby both Developers and Occupiers can start discussing seriously BTS options?</p> <p>Moderator: Anthony Havelock, Managing Director, Havelock Real Estate Partners</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Graeme Reid, CEO, Tilisi Developments Ltd • Robert Gichohi, Country Director: Kenya, Turner & Townsend • Jidy Chitta, Special Projects Associate, Charter Cities Institute • Dean Shillaw, Managing Director, Nairobi Gate Industrial Park • Adnan Khan, Partner, ALN Kenya 	<p>14h05 EAT (30min) AI Workshop</p>	<p>SMARTER REAL ESTATE WITH AI: A PRACTICAL WORKSHOP TO BOOST PRODUCTIVITY, SIMPLIFY TASKS, AND UNLOCK NEW IDEAS</p> <p>Presented By: Koen Oosterbroek, Marketing & AI Consultant, koenOosterbroek</p>
<p>14h40 EAT (40min) Q/A Session</p>	<p>WOMEN IN REAL ESTATE:</p> <ul style="list-style-type: none"> • Systematic Biases, Stereotypes, opportunity access (training) • How to shift the narrative? From entry level (tradeswoman) to consultant level • Inclusivity in Construction Sites- Decreasing the gender gaps on sites, increase women reps in the built environment <p>Moderator: Etta Madete, Reall Portfolio Manager & ZIMA-SHOUT Founding Director</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Stella Mutai, Head: Mortgage Business, HFC, Kenya • Patience Rachel Mulondo, President, WIRE • Pumi Lukhele, Head of Construction and Developments - East Africa, GREA • Njambi Macharia, Green Buildings Country Lead-Kenya, IFC • Elizabeth Costabir, CEO, BuyRentKenya 	<p>14h35 EAT (30min) IFC Funding Workshop</p>	<p>IFC FUNDING REQUIREMENT WORKSHOP:</p> <p>Presented By:</p> <ul style="list-style-type: none"> • Kei Tamaki, Investment Officer, IFC • Khevna Viresh Naran, Senior Operations Officer: East Africa Upstream Advisory Lead, IFC • Sherif Muhtaseb, Senior Operations Officer: Global Lead-PILLAR Housing Advisory Service, IFC

 STAGE 1		 ROUNDTABLES & WORKSHOPS:	
15h20 EAT (20min) Presentation	NAIROBI MALLS CASE STUDY: GEO – DATA+ TECH = INSIGHTS Presented By: Sybrand Strauss , Director & Founder, Fernridge	15h05 EAT (30min) Panel Discussion	THE IMPACT OF TAXATION POLICIES IN EAST AFRICA: 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? Moderator: Amboko H. Julians , Host: Business Redefined & CFO Chat Panelists: <ul style="list-style-type: none"> • Willgis Mbiro, Real Estate Executive, Breakthrough Attorneys • Alex Kanyi, Partner-Kenya, CDH Legal • Wangoi Karuga, Tax Partner, MAK & Partners Advocates LLP • Marjorie Kivuva, Co-Founder & Partner, Tarra Agility Africa
15h40 EAT (35min) Panel Discussion	WHERE TECH MEETS ROI: The Most Lucrative Real Estate Innovations Moderator: Paul Macharia , CEO, Kiotapay Panelists: <ul style="list-style-type: none"> • Christabel Ojuok, Chief Operating Officer, RentScore • Shawn Muraya, CEO & Co-Founder, SiteSeer Technologies • Michael Muhato, CEO & Founder, M-Jenzi Application Limited 	15h35 EAT (35min) REITS Incubator Session	EMERGING REITS WORKSHOP: Unpacking the REIT incubator; new projects and growth in the listed space Facilitator: Ruth Okal , Asst. General Manager, Real Estate, ICEA LION Asset Management Limited Panelists: <ul style="list-style-type: none"> • Asbury Maruza Chikwanha, Founder & Managing Director, Ivhu Logistics Real Estate • Thomas Kabaki, CEO, Private Wealth Capital Limited • Paul Kavuma, Founder & CEO, Konstrukt Africa LLC
16h15 EAT (10min)	CLOSING REMARKS-END OF SUMMIT		