

A NEW ERA

06 - 10 SEPTEMBER 2021

5 DAY AGENDA

DAY 1 | MONDAY, 06 SEPTEMBER 2021

NETWORKING AND MEETINGS

END OF DAY 1

DAY 2 | TUESDAY, 07 SEPTEMBER 2021


AFRICA PROPTech FORUM VIRTUAL SUMMIT AGENDA

08h00 SAST	REGISTRATION NETWORKING
09h00 SAST (20 min) Opening Presentation	<p>HOW TECH WILL ENABLE THE NEXT ERA OF CRE AND WORK IN AFRICA A look at how tech trends are enabling truly remote working and how jobs can go deep into rural communities, helping communities leverage the low costs and online education proliferation. Could this require a new form of CRE asset class – rural ‘WeWorks’ where workers can get resources to work on an even footing and contribute to the global economy? The benefits of this to workers are huge - reducing punitive costs of transport and childcare.</p> <p>Presented by Will Harris, CEO, Gmaven</p>
09h20 SAST (50 min) Keynote Discussion	<p>HOW WILL INNOVATION AND ADOPTION OF PROPTech INTO AFRICAN COMMERCIAL REAL ESTATE SHAPE THE NEXT DECADE? Will traditional CRE players start embracing proptech more intensively – and, if so, how? How is African CRE different from the US, UK, Europe, and Australia? What are the best practices for data and digitization in CRE, and where are we? What are the competitive advantages that data digitisation is unlocking in Africa’s real estate? What is the future of real estate management, big data, and valuations?</p> <p>Moderator: Will Harris, CEO, Gmaven</p> <p>Craig Hean, Managing Director: Advisory and Transactions, CBRE Excellerate Mark Fairweather, MD-Africa, MRI Real Estate Software Peter Clark, Co-founder & Managing Partner, REdimension Capital Stephen McCartney, Africa Regional Managing Director, Turner & Townsend</p>
10h10 SAST (20 min)	<p>BUILDING A PROPERTY TECHNOLOGY ECOSYSTEM: LESSONS FROM THE WORLD’S LEADING PROPTech INVESTORS AND INNOVATORS. A look at venture capital and funding; accelerators and associations; partnerships and innovators.</p> <p>Moderator: Sean Godoy, Co-founder, Proptech Africa, South Africa</p> <p>Chat with Zach Aarons, Co-Founder and Partner at MetaProp</p>
10h30 SAST (50 min) Presentation & Panel Discussion	<p>THE ROLE OF TECH AND INNOVATION FOR TODAY’S TOP BROKERS AND AGENCIES A look at agency/agency trends and adoption of proptech around the property buying process. How does fintech help tenants pay rent faster and landlords to collect better? What tools can bridge the separated Real Estate actors? How do buyers and tenants find property and their online behaviours. Has tech and innovation disrupted mortgage origination – marketplaces, democratization, and tenant engagement platform adoption in Africa.</p> <p>Moderator: Gil Sperling, CEO, Flow</p> <p>Panelists: John Jack, CEO, Galetti Corporate Real Estate Gerhard Kotze, Managing Director, RealNet Holdings Jarrold Lewin, Divisional Director: Technology, Cushman and Wakefield BROLL Franco Gray, Head of Strategy, BetterLife Group</p>
Break	

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<p>11h30 SAST (50 min)</p> <p>Panel Discussion</p> <p>Hosted by SA REITS</p> 	<p>TECH IN PROPERTY BUSINESS STRATEGY: How technology is directly and indirectly changing decisions made on a strategic level</p> <p>Moderator: Kura Chihota, General Manager at CBRE Excellerate Zimbabwe</p> <p>Panelists: Michelle Dickens, CEO, TPN Credit Bureau Giles Pendleton, Chairman GBCSA and Chief Development Officer Attacq Adrian Maguire, CEO, FATTI Michael Clampett, Asset Manager Executive - Attacq</p>
<p>12h20 SAST (50 min)</p> <p>Panel Discussion</p>	<p>LEAPFROGGING THE PROPTech INDUSTRY WITH LEADING AFRICAN START-UPS: SMARTBOMA, COFUNDIE AND MEQASA</p> <p>Moderator: Sean Godoy, Co-founder, Proptech Africa, South Africa</p> <p>Panelists: Chukwuemeka Ndukwe, CEO, Cofundie Kelvin Wachira, Founder & CEO, BidiiBuild / SmartBoma Kelvin Nyame, CEO, MeQasa</p>
<p>13h10 SAST (40 min)</p> <p>Presentation & Panel Discussion</p>	<p>BLOCKCHAIN, IoT and AI IN REAL ESTATE: Beyond the jargon - practical implications for Africa's real estate market and a deep dive on how we use data for better performance.</p> <p>Hosted by: Kim van Rooyen, Global Head of Technology Advisory, Turner & Townsend Global</p> <p>In discussion with Greg Comline, Managing Director, Intellect IO</p>
<p>Break</p>	
<p>14h00 SAST (40 min)</p> <p>Presentation & Discussion</p>	<p>CREATING AND DEVELOPING TECH JOBS AND TALENT FOR AFRICA'S REAL ESTATE AND PROPTech SECTOR</p> <p>A look at recruitment opportunities within the Proptech industry; hiring for real estate technology positions; the benefits of working in Proptech; the differences between the African vs international markets, career paths, roles available and salaries offered.</p> <p>Moderator: Thomas Fleury, CEO, Proptech Jobs, UK</p> <p>Panelists: Godwin Obali, Lecturer, Makerere University Dr Alireza Moghayedi, Senior Research Officer, Department of Construction Economics and Management - UCT Sethebe Manake, Founding Director, Vantage Properties, Botswana Samuel Azasu, Associate Professor, School of Construction Economics and Management, University of the Witwatersrand</p>
<p>14h10 (20min)</p> <p>Presentation</p>	<p>Become a data superhero with the power of AI - How to turn unstructured information into actionable insight. - Understanding your property and portfolio performance doesn't need to be a challenge. With artificial intelligence as your ally, you can unlock true data-driven insights - eliminating manual abstraction processes, uncovering hidden revenues and taking full control of your leases. Join this session and see how you can make it happen.</p> <p>Presented by Richard Belgrave, VP-Sales, MRI Real Estate Software</p>

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<p>15h00 SAST (30 min) Q & A Session</p>	<p>FUNDING GROWTH OF TECH STARTUPS IN AFRICA: Where will the investment and capital come from and how do we scale up faster?</p> <p>Moderator: Daniel Bloch, CEO, Seso Global</p> <p>In discussion with: Clive Butkow, CEO, Kalon Venture Partners Umulinga Karangwa, Co-Founder, Nairobi Business Angel Network Satoshi Shinada, General Partner, Kepple Ventures Africa</p>
<p>15h30 SAST (20 min) Presentation</p>	<p>VIRTUAL MANAGEMENT SOLUTION FOR THE RETAIL LEASING INDUSTRY: Unlocking indoor virtual capabilities via Google street view</p> <p>Presented by Francois Coetzer, Co-founder & Director, PolygonProp</p>
<p>15h50 SAST (60 min) Presentation & Panel Discussion</p>	<p>HOW TO BOOST AFFORDABLE HOUSING DELIVERY THROUGH PROPTECH & CONTECH: Crowdfunding, modular construction, community-led developments, effective allocation & management, fintech, mortgage tech and more.</p> <p>Moderator: Kecia Rust, Executive Director and Founder, Centre for Affordable Housing Finance in Africa (CAHF)</p> <p>Panelists: Dennis Quanash, Kenya, Ghana and Nigeria Lead - IFC Edge Emmanuel Stefanakis, Chief Sustainability & Product Development Officer, Echostone Jide Odusolu, Chief Executive Officer, Octo5 Holdings Limited</p>
<p>Break</p>	
<p>17h00 SAST (50 min) Panel Discussion</p>	<p>EMBRACING THE CHALLENGE OF ESG, SUSTAINABILITY AND CLIMATE CHANGE WITH PROPTECH: How will proptech advance sustainability and energy efficiency in the RE sector while weathering the climate change storm? And how will large portfolio owners apply ESG related innovations to both existing assets, new developments, and capital structures?</p> <p>Moderator: Menno Lammers, Founder, Proptech for Good</p> <p>Panelists: Trudy Muwanga, Co-founder and Director, Green Building Council Uganda (GBCUG) Kevin James, CEO, Global Carbon Exchange (GCX) Noah Ibrahim, CEO, Novarick Homes Bruce Haswell, West Africa Regional Director, Turner & Townsend</p>
<p>17h50 SAST (40 min) Presentation & Panel Discussion</p>	<p>CROWDFUNDING AND TOKENIZATION IN REAL ESTATE</p> <p>Moderator: Daniel Bloch, CEO, Seso Global</p> <p>In discussion with: Brenton Naicker, Business Development Manager - Africa, Binance Zak Omarjee, Co-founder, Crowdprop RF LTD (RSA) Josemaria Agulanna, Co-founder, MyyINvest</p>
<p>18h30</p>	<p>END OF DAY 2</p>

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DAY 3 | WEDNESDAY, 08 SEPTEMBER 2021

08h00 SAST	REGISTRATION NETWORKING & EXPO
09h00 SAST (10 min)	Opening Remarks - Master of Ceremonies: Renee Ngamau , Speaker & Life and Business Strategist
09h10 SAST (20 min) Presentation	ASSESSING AFRICA'S RISE: A review of Africa's underlying structural trend Presented by: Simon Freemantle , Senior Political Analyst, Standard Bank
09h30 SAST (30 min) Presentation	A GLOBAL REAL ESTATE PERSPECTIVE: Reviewing the trends over the last 18 months - what has stuck and how is the post pandemic real estate market recovery shaping up? A review of regional markets, sectors and key trends Presented by: Malcolm Horne , Broll Property Group, Group CEO
10h00 SAST (50 min) Panel Discussion	AFRICAN REAL ESTATE WITHIN THE GLOBAL CONTEXT – HOW WILL IT EVOLVE IN THE NEXT DECADE: Global real estate is going through a massive transformation – which trends will Africa adopt, and can investors and developers replace outdated conventions and create a new paradigm founded on future market dynamics, real demand, emerging sub sectors and the adoption of innovation? Which traditional sectors will emerge as key drivers of development growth? What is the future of Africa's office sector - will it differ from what is happening globally? Are investors and funders ready to back emerging sub sectors and which ones will they back first? How do we make the next wave of RE development in Africa more resilient, sustainable, and affordable? Moderator: Jess Cleland , COO: Outside of SA, Valuations & Intel Panelists: Greg Pearson , Chief Executive Officer, Gateway Real Estate Africa (GREA) Thomas Reilly , Managing Director, Lango Real Estate Funke Okubadejo , Director Real Estate, Actis, Nigeria Niyi Adeleye , Head Real Estate Finance-Africa Regions, Standard Bank Group
Break	
11h00 SAST (30 min) Keynote Presentation	MEETING CLIMATE AND AFFORDABLE HOUSING CHALLENGES FOR CITIES IN AFRICA: Integration and innovation for a sustainable inclusive urban future. Dr. Donovan Storey , Head of Global Policy and Influence, Reall
11h30 SAST (20 min) Live Q & A	INSIDE THE CRYSTAL BALL: WHERE SHOULD YOU BE INVESTING IN REAL ESTATE? Exclusive Q & A with Pete Finnerty , Investment Solutions Director, MRI Real Estate Software
11h50 SAST (50 min) Panel Discussion	RESILIENCE vs SUSTAINABILITY vs AFFORDABILITY: Turning the 'versus' into 'pluses' - how when all three challenges are addressed together, can become an opportunity. Hosted by Louisa Waddingham , Head of Operations, Africa, Reall In conversation with: Winnie Gitau , Co-Founder, is Kwangu Kwako Limited, Kenya Richard Bahumwire , Founder & Managing Director, Casa Real Mozambique Anne K Rweyora , Founder & Managing Director, Smart Havens Uganda

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<p>12h40 SAST (70 min)</p> <p>Presentation and Panel Discussion</p>	<p>REPURPOSING, REIMAGINING & DEVELOPING STRATEGIES FOR A NEW ERA: Responding to sudden market shifts and protecting income with innovation, repurposing and space as service techniques. How are investors and developers rethinking the purpose of buildings now that space is being seen as a service? How will new market dynamics drive greenfield projects and developments from an investment, development, space, product, and funding perspective?</p> <p>Presentation by Paulo Cruz, CEO, Land Afrique</p> <p>Presented and moderated: Tayo Odunsi, CEO, Northcourt, Nigeria</p> <p>Panelists: Somaya Joshua, Head: Commercial Property Finance (Africa Regional Operations), Absa Paul Onwuanibe, Chief Executive Officer, Landmark Africa Group Taslim Ngom, Principal and Group CEO, Sertem Skye Clark, Director Sales, MRI Real Estate Software Paulo Cruz, CEO, Land Afrique</p>
<p>13h50 SAST (25 min)</p> <p>Presentation</p>	<p>INVESTMENT MODELLING & PLANNING - Automating data flow from your property management system to plan and predict the performance of your portfolio, make strategies for your assets in a timely manner, and react faster to realise their potential.</p> <p>Pete Finnerty, Investment Solutions Director, MRI Real Estate Software and Mark Stanton, Senior Solutions Architect, MRI Real Estate Software</p>
<p>14h15 SAST (60 min)</p> <p>Panel Discussion</p>	<p>ESG'S AND THEIR EVOLVING ROLE IN AFRICAN REAL ESTATE: How will a renewed focus on ESG principles impact African RE, and what does this mean for investors, financiers, and developers? Can responsible ESG investment enhance returns and manage risk in African real estate? How does the risk to reward dynamic play out in Africa? ESG assets, platforms and portfolio's - how do we create them?</p> <p>Moderator: Thomas Mundy, Head of International Capital Sub-Saharan Africa, JLL</p> <p>In conversation with: Debra Erb, Managing Director of Real Estate Project Finance, Development Finance Corporation (DFC) Sheila Nyachieo, Head of ESG, Acorn Holdings Limited, Kenya Greg Fyfe, Head of Sustainable Finance, Standard Bank Paulo Cruz, CEO, Land Afrique</p>
<p>15h20 SAST (40 min)</p>	<p>API AWARDS CEREMONY</p>
<p>16h00</p>	<p>END OF DAY 3</p>

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DAY 4 | THURSDAY, 09 SEPTEMBER 2021

08h00 SAST	REGISTRATION NETWORKING
09h00 SAST (10 min)	Welcome Remarks - Master of Ceremonies
09h10 SAST (70 min) Presentation followed by Keynote Discussion	<p>A REVIEW ON AFRICAN RE CAPITAL MARKETS AND ATTRACTING NEW MONEY FOR A NEW ERA: Where are we now? Are we following global trends or charting our own way? How and where is capital being allocated?</p> <ul style="list-style-type: none"> • How will debt, equity and new finance solutions play a part in the new era? • How do we create the bridge for new pools of developed market money to invest in the continent's property sector? • Where will the capital come from and what type of assets and portfolios will investors be seeking this time round? • What will capital structures look like going forward and will we be able to create more pooled capital vehicles? <p>Presented and moderated by Thomas Mundy, Head of International Capital Sub-Saharan Africa, JLL</p> <p>In discussion with: Warren van der Merwe, Managing Partner, Vantage Capital Gerhard Zeelie, Head Property Finance Africa, Nedbank Bronwyn Knight, Chief Executive Officer, GRIT Illaria Benucci, Head of Construction & Real Estate, CDC Group</p>
10h20 SAST (70 min) Panel Discussion	<p>BONDS, LISTINGS, SUSTAINABLE FINANCE AND REIT FRAMEWORKS: A New Era for Africa's RE Capital Markets</p> <p>Moderator: Shamin A Sookia, CEO, Perigeum Capital</p> <p>Panelists: Lenore Cairncross, Green Building Lead, Africa Operations Officer, IFC Edge Nawfal Bendefa, Founder and Chief Executive Officer, REIM Partners, Morocco Belinda Vacher, Chief Fund Management Executive, Rogers Capital and Limited Tola Akinhanmi, Head: Real Estate Finance (West Africa), Stanbic IBTC Capital Ltd</p>
Break	
11h40 SAST (40 min) Q & A Session	<p>WHAT DOES THE NEW ERA MEAN FOR AFRICA'S RETAIL SECTOR? A deep dive Q & A with Africa's retail leaders and pioneers</p> <p>Moderator: Kevin Teeroovengadum, Co-Founder, PropTech Africa, Mauritius</p> <p>In conversation with: Steven Herring, Director, Heriot Real Estate Investment Trust Cheick Sanankoua, Managing Partner, HC Capital Properties</p>
12h20 SAST (20 min) Presentation	<p>DATA CENTRES IN AFRICA - A BROLL INTEL PRESENTATION</p> <p>Presented by Nnenna Alintah, Executive Director, Occupier Services, Broll Nigeria</p>

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<p>12h40 SAST (70 min)</p> <p>Case Studies Presentations & Panel Discussions</p>	<p>ALTERNATIVES IN A NEW ERA: Case studies, panel discussion and Q&A on Data Centres, Healthcare Facilities and Student Accommodation.</p> <p>Followed by a discussion on:</p> <ul style="list-style-type: none"> • Funding, offtake, and development of alternatives in Africa • Scope and scale of alternatives market <p>Moderator: Dolapo Omidire, Founder, Estate Intel</p> <p>Panelists: Craig Glutz, Head of Developments, Gateway Real Estate Africa (GREA) Femi Akintunde, Group CEO, Alpha Mead Group Olaf Schmidt, Investment Manager (Manufacturing, Health, Education, Tourism, Retail, Property – Africa), IFC</p>
<p>Break</p>	
<p>14h00 SAST (60 min)</p> <p>Panel Discussion</p>	<p>POST-PANDEMIC CITIES: THE FUTURE OF AFRICA'S BUSINESS DISTRICTS, WORKSPACES & SUBURBAN MASTER PLAN DEVELOPMENTS: What does a hybrid workplace and the continued move toward suburban areas mean for Africa's CBD's and how will this shape future real estate strategies? Will we see further expansion of suburban large scale mixed-use parks, cities, and developments and how has demand shifted towards these developments in the last 18 months?</p> <p>Moderator: Simon Ardonceau, Head of Strategic Consulting and Business Development Africa, JLL</p> <p>In conversation with: Bright Owusu-Amofah, CEO, Appolonia City Moussa Rawat, CEO, Tilisi Developments Geoffrey White, CEO, Agility Africa</p>
<p>15h00 SAST (60 min)</p> <p>Live Q & A</p>	<p>RESTRUCTURING, RENEGOTIATING AND RETHINKING EXISTING CONTRACTS, PROJECTS AND ASSETS: Plotting the way forward and looking at NPLs, disputes and resolutions involving contractors, developers, tenants, landlords and financiers.</p> <p>Moderator: Henry Kikoyo, Consultant Solicitor, Keystone Law</p> <p>In discussion with: Dr John Fletcher, ADR Products Group Director, RICS Ivan Cornet, Managing Director, Latitude Five Simon Gouweloos, Senior Transactor and Team Leader - Real Estate Finance, Standard Bank</p>
<p>16h00 SAST</p>	<p>END OF DAY 4</p>

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DAY 5 | FRIDAY, 10 SEPTEMBER 2021

08h45 SAST (15 min)	Welcome Remarks - Master of Ceremonies: Farai Mwakutuya,
09h00 SAST (90 min) Presentation and Panel Discussion	<p>A Focus on Mozambique by MozamReal: Back to reality/Pre Resource Boom. How can we sustain the real estate market during pandemic and insurgency times?</p> <ul style="list-style-type: none"> • Macro economic and Real Estate overview • Can the real estate market depend exclusively on the internal market? Reviewing opportunities beyond oil & gas. • How will remote work impact the office market in Mozambique? • The important role of logistics to consolidate Mozambique as a key regional hub • Data centres and alternatives in Mozambique – what does the future hold? • Key focus areas: Maputo, Pemba/Palma and Beira. <p>Presented and Moderated by: Jose Castilho, Managing Partner (CEO), Broll Mozambique</p> <p>In discussion with: Clavio Macuacua, Director, Agility, Mozambique Munya Island, Senior Asset Manager, Grit Real Estate Income Group Adrian Frey, Chairman, Beluluane Industrial Park & Free Zone</p>
10h30 SAST (60 min) Presentation and Panel Discussion	<p>SECTOR UPDATE: Africa Hotels and Hospitality Investment</p> <p>Moderator: Wayne Godwin, Head of Hotel Advisory, Sub-Saharan Africa Senior Vice President, JLL</p> <p>Panelist: Ken Osei, Principal Investment Officer, IFC Ram Lokan, Principal - Investments, Kasada Capital Management Daniel Trappler, Senior Director -Development Sub-Saharan Africa, Radisson Hotel Group</p>
Break	
11h40 SAST (60 min) Panel Discussion	<p>Country Focus: Mauritius</p> <p>Moderated by: Kevin Teeroovengadum, Co-Founder, Proptech Africa, Mauritius</p> <p>In discussion with: Adam Nisbet, Head of Investment at Grit Real Estate Income Group Belinda Vacher, Chief Fund Management Executive, Rogers Capital and Limited Simone Kuhn, Development Manager, Radisson Hotel Group</p>
12h40 SAST (30 min) Presentation	<p>Country Focus: DRC</p> <p>Presented by Patrick Katabua, Account Director, Cushman and Wakefield BROLL</p>
13h10 SAST (60 min) A session sponsored by Time Projects	<p>A Focus on Zambia by ZamReal</p> <p>Presented and moderated by Sonny Mulenga, Executive Director & Head of Valuations, McBright Africa Real Estate</p> <p>Panelists: Inutu Zaloumis, Co-Founder and Managing Director, Pam Golding Roy Mabingo, National Housing Empowerment Fund Jacqui Vilikuyana Chilonga, Principal Partner, Stoneridge Property Group</p>
14h10	END OF API SUMMIT VIRTUAL