



**AFRICA PROPERTY
INVESTMENT SUMMIT**

A NEW ERA

06 - 10 SEPTEMBER 2021

CO-LOCATED WITH:

**5TH
ANNUAL**



**AFRICA
PROPERTY
INVESTMENT
AWARDS 2021**



**AFRICA
PROPTech
FORUM**
07 SEPTEMBER 2021

ALTERNATIVES IN A NEW ERA

Speaker Profiles



AFRICA PROPERTY
INVESTMENT SUMMIT

FEMI AKINTUNDE, GROUP CEO, ALPHA MEAD GROUP



Engr. Femi Akintunde is an Industrial Engineer and Business Management Professional with strong entrepreneurial drive. Before starting Alpha Mead in 2006, Femi's career spanned more than 18 years in the Manufacturing, Oil & Gas and Financial Services sectors; working with Nestle, Shell and United Bank for Africa respectively.

He currently leads Alpha Mead Group; overseeing business operations in Facilities Management, Real Estate & Infrastructure Development, Healthcare Management Service and Property Management & Advisory across Nigeria and 13 African countries, where Alpha Mead operates. Femi's expert views on the African Real Estate and Infrastructure market have been featured in both local and international media and he has keynoted events across the continent.

CRAIG GLUTZ - HEAD OF DEVELOPMENTS, GATEWAY REAL ESTATE AFRICA (GREA)



Craig joined Gateway Real Estate Africa in 20 March 2020 with significant project and construction management experience across technical and service industries in Africa. His track record of successful project delivery includes 12 years in Southern Africa and five years in West Africa where he worked across commercial, residential, industrial, oil & gas and mining projects.

Craig immerses himself fully in each project and proactively manages diverse departments, skillsets and personalities to ensure successful delivery against all stakeholders' expectations. He has been an active lead in the development of the full scope of consulting services including project management, quantity surveying as well as mechanical, electrical & plumbing engineering.

OLAF SCHMIDT - INVESTMENT MANAGER (MANUFACTURING, HEALTH, EDUCATION, TOURISM, RETAIL, PROPERTY – AFRICA), IFC



Olaf Schmidt is Manager, Tourism, Real Estate, Retail, Manufacturing, Health, Education, Africa Region at IFC (International Finance Corporation, a member of the World Bank Group). He has done investments across all continents over the past 15+ years. His previous responsibilities as Global Sector Lead for Tourism, Retail & Property and Hub Lead for MAS (Manufacturing, Agribusiness, Services) in Western Europe included helping build business with European sponsors across emerging markets and providing global coverage of investments with a variety of instruments including equity, mezzanine finance, and debt.

Before joining IFC in 2003, he worked in strategy consulting with A.T. Kearney in France and Germany and spent two years with OTF Group (formerly Monitor Country Competitiveness) in Africa. Olaf holds a Business Administration degree from ESSEC, France and Mannheim University, Germany, and a MPA from the Harvard Kennedy School of Government.

Alpha Mead Group

ABOUT US

Alpha Mead Group is one of Africa's leading Total Real Estate and Healthcare Solutions Companies that cares about the wellbeing of people and nations. We provide safe, secure and comfortable places that improves lives and wellbeing by continually developing processes, innovating, and investing in infrastructure that supports the quality delivery of real estate and healthcare products and services.

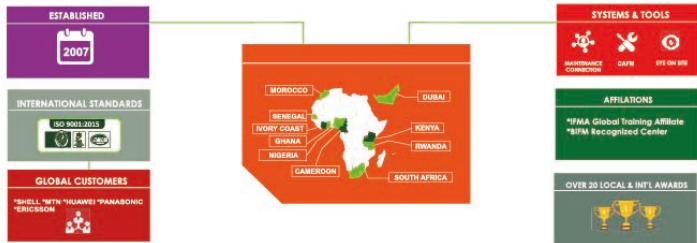
We are established to provide robust business support services to local and international Real Estate and healthcare investors with interests in Facilities Management, Real Estate Development and Advisory, Property Technologies, Training, Healthcare Management, and Real Estate Financing Services.

Working with local and international technical partners, our operational approach leverages the local capacities of markets where we operate to deliver global standards products and services that improve people's productivity, environmental responsibilities, and business profitability.

From Nigeria to Ghana, Cameroon to Senegal, South Africa to Rwanda, and more than 10 other African countries; we combine the ease of technology, our knowledge of the local environments, and understanding of global best practices to deliver total real estate and healthcare solutions that help you make real difference in the things that matter to you.

Whatever your needs are in the total real estate and healthcare value chain; whether optimizing your Real Estate operational costs, seeking to bridge Africa's widening housing gap, or improving healthcare service delivery and administration; we have developed the capacity for limitless opportunities and possibilities. With us, you will make the real difference.

Providing Total Real Estate & Healthcare Solutions, is our pledge to you.



Development (AMDC)

Real Estate Development
Infrastructure Development
Renovation & Renewal

Facilities (AMF)

Total & Integrated Facilities Mgt.
On-site Facilities Mgt

Healthcare Mgt (AMHS)

Hospital Management
Managed Healthcare
Medical Equipment Sourcing & Commissioning

Real Estate Partners (AMREP)

Real Estate Advisory
Property Mgt
Brokering



Alpha Mead Healthcare Portfolio



Alpha Mead Healthcare & Management Services Limited (AMHS) is dedicated to bridging the gap between the management of medical procedures and the provision of the required medical equipment and systems to medical facilities in Africa. Our approach is to, through comprehensive and process-driven systems, guarantee access to efficient and effective healthcare support services that patients can afford



AMHS, through a Joint Venture company Medivation, brings the needed resources to bridge the enormous gaps currently in our government hospitals.

We bring win-win structures to such partnerships leading to the provision of efficient healthcare operations, high quality care for the patients, and increased revenues for all stakeholders.

We bring professionally designed solution strategies to acquire and maintain modern technology and equipment in the healthcare environment.



At the Gbagada General Hospital and Trauma & Burns Centre, AMHS renovated and retrofitted the Radiology units and provides healthcare Facilities Management.

The hospitals, since this strategic move have recorded increase in the number of patients attended to by more than 50%, the patient experience has improved by over 80% and revenue from the units has equally increased.



Modular Healthcare Facility (MHF)

The Modular Healthcare Facility, MHF, is a fully equipped healthcare facility that can be built and operational within 30 days. It is a prefabricated, customizable, and transportable portacabin with installed medical equipment and healthcare technology applications.

All you need for a healthcare facility to be standing in 30 days is to get the parts of the MHF on a truck, transport them to your preferred location, couple the modules together and start operations in few days.

COMPANY INTRODUCTION

Gateway Real Estate Africa was founded in 2018, a private real estate development company with a permanent capital structure resident in Mauritius. The Company specialises in the turnkey construction of accommodation for multinational corporates and retailers who have the ability to enter into US dollar denominated or US dollar-linked long-term lease contracts and who are wishing to expand their operations across the African continent.



Healthcare



Data Centres



Student
Accommodation



Leisure



Warehouse and
Logistics Centres



Retail Centres



Specialist Corporate
Accommodation



Corporate Offices



Shopping Centres





TIER III, FIVE-MEGAWATT DATA CENTRE PROJECT

Gateway Real Estate Africa ("GREA") has been approached by Africa Data Centres ("ADC") to develop the first phase of a Tier III, five-megawatt data centre in Eko Atlantic City, Lagos, Nigeria.

This 1.1MW facility will accommodate two Modular Data Halls (MDH) as well as offices to operate this facility. The future expansion will allow for a total IT capacity of 5MW.



Lagos,
Nigeria

Meet ei: An African Real Estate Data Platform

INSTANT ACCESS TO

- Historic rents, sales prices and yields.
- Occupancy rates, market performance and take up.
- Construction and project financing costs.
- Detailed real estate and construction directory linked with real estate and project experience data.
- Existing and Ongoing real estate project information including contacts.

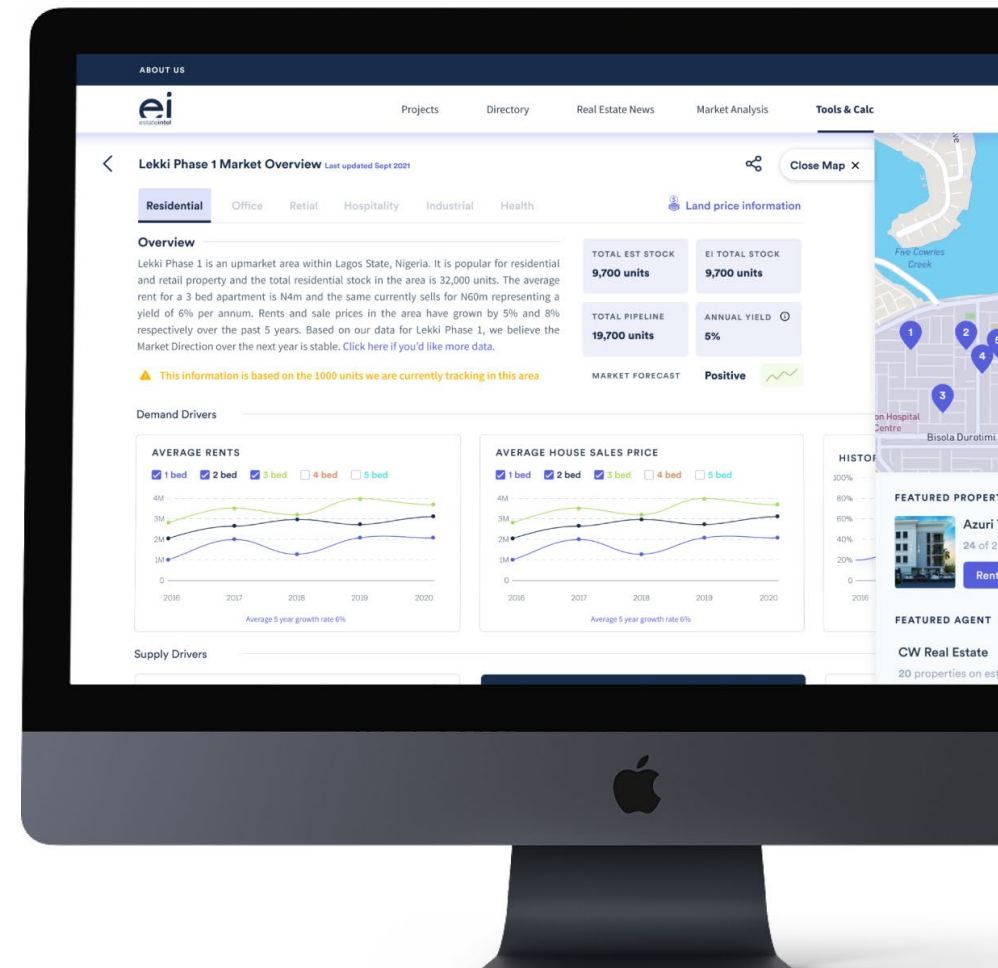


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BUSINESS
INSIDER



Key Projects Map

Here are a few interesting projects in the selected sectors that we are tracking.



Name: June Lite.
Location: Yaba.
Developer: Sankore Investments.
Sector: Student Housing.
Size: 63 Beds.



Name: Pine House.
Location: Yaba.
Developer: Student Accommod8.
Sector: Housing for the young demographic.
Type: Residential.
Size: 18 rooms.



Name: Tier II 5MW Project.
Location: Eko Atlantic.
Developer: GREA.
Sector: Industrial.
Type: Data Centre.



Name: Karamah Industrial City
Location: Lagos-Ogun Border.
Developer: Mikano Intl.
Sector: Industrial.
Type: Warehouse.
Size: 57,600m².



Name: Agility Warehouse.
Location: Lagos-Ogun Border.
Developer: Agility.
Sector: Industrial.
Type: Warehouse.
Size: 50,000m².



Name: Rack Centre.
Location: Ikeja.
Developer: Jagal + Rack Centre + Actis.
Sector: Industrial.
Type: Data Centre.
Size: 6,000m².



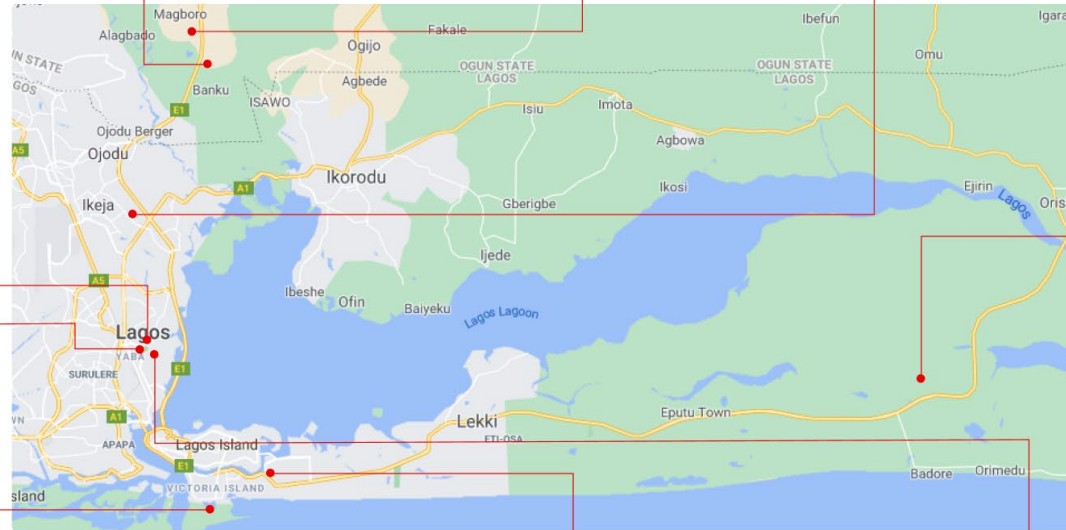
Name: Pearl Hostel.
Location: Sangotedo.
Developer: UPDC REIT
Sector: Housing for the young demographic.
Type: Residential.



Name: Evercare Hospital
Location: Lekki Phase 1.
Developer: Evercare.
Sector: Healthcare.
Type: Hospital.
Size: 165 beds.



Name: Wakanda Hostel.
Location: Yaba.
Developer: Private Individual.
Sector: Housing for the young demographic.
Type: Residential.
Size: 33 rooms.



SOURCE: GOOGLE MAP, EI RESEARCH

Top 10 Hospitals in Lagos by Beds

Keys:



HOSPITALS

2,338

ESTIMATED NUMBER OF BEDS

15,026

LAGOS BEDS PER 1,000 POP. (2020)

0.63

SSA AVE. BEDS PER 1,000 POP. (2004)

1.2



1 Name: Evercare Hospital
Ownership: Evercare Health
Number of Beds: 165
Gross Build Area: 9,193 sqm
Location: Eti-Osa



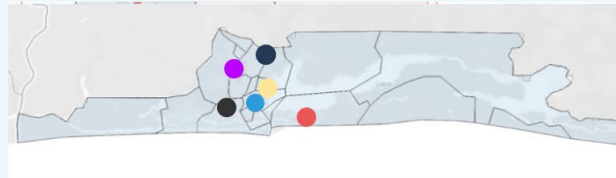
2 Name: Reddington Hospital
Ownership: Reddington Healthcare Group
Number of Beds: c. 120
Gross Build Area: 8,400 sqm
Location: Eti-Osa



3 Name: Eko Corp Hospital
Ownership: Private
Number of Beds: 130
Gross build Area: 3,321.28 sqm
Location: Ikeja
Status: Active



10 Name: Ahmadiyya Muslim Hospital
Ownership: Private
Number of Beds: 43
Gross Build Area: 1,232.30
Location: Ifako/Ijaye



Source: Bing Maps, Estate Intel



4 Name: R Jolad Hospital
Ownership: Private
Number of Beds: 100
Gross Build Area: 2,131 sqm
Location: Shomolu



9 Name: Havana Specialist Hospital
Ownership: Private
Number of Beds: 54
Gross Build Area: 3,486 sqm
Location: Surulere



5 Name: Reddington Hospital (Duchess)
Ownership: Private
Number of Beds: 72
Gross Build Area: 7,200 sqm
Location: Ikeja



8 Name: Tolu Medical Center
Ownership: Private
Number of Beds: 57
Gross Build Area: 1,629.04
Location: Ajeromi/Ifelodun



7 Name: Barnes Hospital
Ownership: Private
Number of Beds: 65
Gross Build Area: 6,504.00 sqm
Location: Eti-Osa



6 Name: Holy Trinity Hospital
Ownership: Private
Number of Beds: 70
Gross Build Area: 4,440 sqm
Location: Ikeja

Tertiary Institutions in Yaba

In 2019, Lagos State was home to 20 tertiary institutions. About 8 of these institutions are located within 3km radius from the clients' site. This means that 40% of the addressable market are within the project location.

We have profiled these institutions, providing information on their category, ownership, school fees, and their respective distances from the client's site. See map below for more information.

“

**8 Tertiary institutions and
c. 90,000 students in
Yaba.**



Name: Yaba College of Technology
School fees: ₦45,500
Distance from Client's Site: 1.9km
Ownership: Public
Category: Polytechnic



Name: University of Lagos MBA School
School fees: ₦250,000-450,000
Distance from Client's Site: 2.1km
Ownership: Public
Category: Business School



Name: Lagos State College of Health Technology
School fees: ₦35,000
Distance from Client's Site: 1.7km
Ownership: Public
Category: College of Education



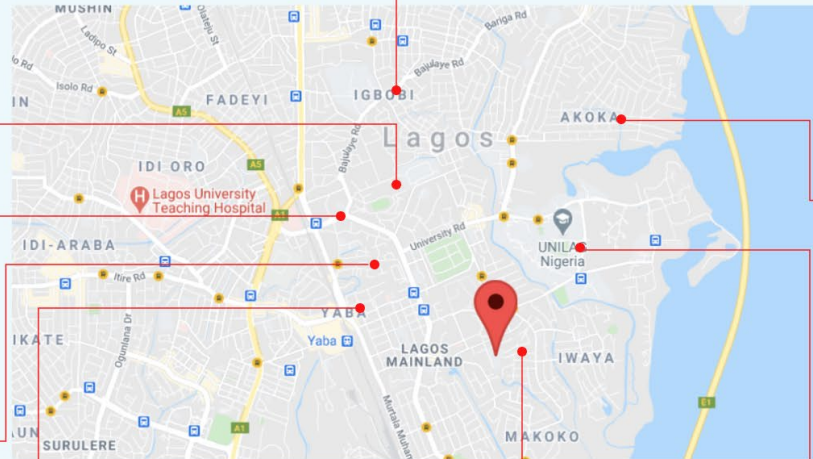
Name: West African College of Surgeons
School fees: ₦200,000
Distance from Client's Site: 1km
Ownership: Private
Category: Medical Institute



Name: Trinity University
School fees: ₦600,000
Distance from Client's Site: 0.41km
Ownership: Private
Category: University



Name: University of Lagos
School fees: ₦55,500
Distance from Client's Site: 1.5km
Ownership: Public
Category: University



SOURCE: GOOGLE MAPS, EI RESEARCH



Name: Nigerian Army College of Nursing
School fees: ₦250,000
Distance from Client's Site: 3.1km
Ownership: Public
Category: College of Education



Name: Federal College of Technology Akoka
School fees: ₦28,500
Distance from Client's Site: 2.7km
Ownership: Public
Category: College of Education



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