



AFRICA PROPERTY
INVESTMENT SUMMIT

19 - 20 SEPTEMBER 2024
THE WESTIN, CAPE TOWN



LEAD SPONSOR
Standard Bank



API SUMMIT AGENDA - DAY 1

07:00-8:00 ARRIVAL | REGISTRATION

08:00 (45min) SPEED NETWORKING

08:50 (10min) WELCOME ADDRESS: STANDARD BANK

9:00 (15min) **IMPACTFUL GLOBAL TRENDS IN REAL ESTATE:** A look at major trends in investment, built environment, tech, hotels, finance across key asset classes
PRESENTED BY: Thomas Mundy, Head of Capital Markets, Strategy & Research, JLL UK

9:15 (45MIN) **THE GROWTH OF REITS IN AFRICA:** Unpack the latest REITS to list in Africa & what's next: insights from Zim, SA, Ghana & Nigeria
MODERATED BY: Tola Akinhanmi, Head: Real Estate Finance, Stanbic IBTC Capital

PANELISTS:

Kambeu Banda
CEO, REIZ Plc, Zambia

Kisseih Antonio
Managing Director, Sentinel Asset Management, Ghana

Ruth Okal
Assistant General Manager, ICEA LION
Asset Management, Kenya

Bevin Ngara
Managing Director, Fidelity Life Asset Management
(Eagle REIT), Zimbabwe

Samuel Kariuki
CEO, Mi Vida Homes, Kenya



**API SUMMIT
AGENDA - DAY 1**

10:00 (35min) **FIRESIDE CHAT: CREATING VALUE AND IMPACT IN AFRICA:** Managing FX volatility, interest rates & complex markets

MODERATED BY: Wayne Godwin, CEO, JLL Africa

PANELISTS:

Thomas Reilly
CEO, Lango Real Estate

Niyi Adeleye
Head, Real Estate Finance, Africa (Standard Bank Group)

Nnema Byrd
Managing Director, Community Infrastructure (DFC)

10:35 (15min) **GREEN SHOOTS: 50 Years ahead for Africa development**

PRESENTED BY: Bronywn Williams, Partner, Flux Trends

10:50 (15min) **DESIGNING AND DEVELOPING FOR INTERNATIONAL OCCUPIERS & BEST IN CLASS HOSPITALITY:** Unpacking the growth of KOFISI Africa from Kenya to Casablanca

PRESENTED BY: Michael Aldridge, CEO, Kofisi Africa

11:05 (40MIN)

NETWORKING BREAK

11:45 (40min) **THE BUSINESS OF RE: OVER THE NEXT 5 YEARS:** A review on preferred assets, optimal capital structures, ESG requirements and the rise of operational models & niche assets in Africa

MODERATED BY: Raghav Gandhi, CEO, ALP

PANELISTS:

Santosh Laloo
Acting Head of Asset Management, PIC

Cheick Sanankoua
Managing Partner, HC Capital Properties

Simon Gouweloos
Head: Real Estate Finance, South & Central Africa, Standard Bank Group



**HOSPITALITY
& RESIDENCES**



11:05 (40MIN)

NETWORKING BREAK

11:45 (10min) **PRESENTATION:** A look at hotel numbers & performance & visitors & more across Southern, Western and East Africa.

PRESENTED BY: HTI Consulting

11:55 (40min) **LIFESTYLE, LEISURE & LUXURY IN AFRICA: WHY IS IT SO APPEALING & RESILIENT?**

MODERATED BY: Jan Snyman, Director, CBRE Excellerate

PANELISTS:

Matt Biden
CEO, The Royal Portfolio

Mike Vroom
Chief Operating Officer, Newmark Hotels

Jean-Baptiste Recher
Regional VP Development
Luxury Brands, Accor

Wesam Okasha
Managing Director & Board Member,
TUI BLU Hotels LLC



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12:25 (40min)

THE CAPE EXAMPLE: How the Western Cape has become a beacon for excellence in the built environment: A look at PPPs, community action, green design & more. What lessons can be shared for Africa?

Moderator: Prof. Francois Viruly, Associate Professor: Construction, Economics & Management, University of Cape Town

PANELISTS:

Quintin Rossi

Co-Founder & CEO, Spear REIT Limited

Rob Kane

CEO, Boxwood Property Fund

Murray Clark

CEO, Neighbourgood

13:15 (60MIN)

LUNCH

14:15 (15min)

CRE OCCUPIER TECHNOLOGY INNOVATIONS: Technologies that are driving occupier efficiencies.

PRESENTED BY: Nicholas Leck, Account Executive, MRI Software

14:30 (30min)

THE GROWTH & OPPORTUNITIES IN HEALTHCARE IN AFRICA: From hospitals to biotech and more

MODERATOR: Sandeep Sinha, Head of Healthcare and Life Sciences Consulting, JLL UAE

PANELISTS:

Ken Osei

Principal Investment Officer, IFC

Jeffrey Lu

Southern Africa Regional Head CPF (Outside South Africa), Absa

Henning Rasmuss

Director, Crux Architects Africa



HOSPITALITY & RESIDENCES



12:35 (40min)

THE OPPORTUNITIES AND RISE OF AIRPORT BRANDED HOTELS: Location, deal structures, partnerships, performance, dynamics & more in Africa

MODERATOR: Allan Wantenaar, Vice President-Advisory Services, HTI Consulting

PANELISTS:

Vivek Mathur

Managing Director, SARV Management LLC

Mark Boyd

CEO, APERTURE Properties

Bani Haddad

Managing Director, Aleph Hospitality

Daniel Trappler

Senior Director Development, Radisson Hotel Group

Gadwel Musyoka

Founder & CEO, Bakyson Enterprises Limited

13:15 (60MIN)

LUNCH

14:15 (80min)

LOOK A 3 HOTEL DEALS IN AFRICA: Resorts, city and emerging assets: Why, how, funding & more

MC / Convenor: Andrew MchLachlan, Founder, Develop Hotels inc.

DEAL 1: RESORT & LIFESTYLE

Fabio Nava

Director Capital Markets, CBRE Excellerate

Martin Brage

Managing Director, Curzon Holdings, (Mauritius) Ltd

DEAL 2: APART HOTELS

Rael Phillips

CEO, Totalstay

Hugo Venter

Executive Director, 12 Cape

DEAL 3: KASADA'S CAPE TOWN DEALS

Reinhard Winsauer

Senior Transactor, RMB

Ram Lokan

Principal-Investments, Kasada

Wayne Troughton

CEO, HTI Consulting



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SHOWCASE ROUND TABLES INTIMATE Q & A'S & DISCUSSIONS

14:15 (40MIN)

RAPID GROWTH: MANAGING A MIXED BLESSING: While rapid growth has undoubted economic benefit, it also acts as an attractor for opportunists who see it as an easy income source, job opportunity or dubious investment.

MODERATED BY: Caitlin Adair, Director, Turner & Townsend

PANELISTS:

Francis Chemaly

Civil Engineer, H & I Construction

Dr. Wanda Chunnnett

Consultant, Turner & Townsend

Etienne Britz

Consulting Manager, Pegasys

14:55 (40MIN)

FRANCOPHONE AFRICA: Unpacking opportunities and trends in an exciting market.

MODERATED BY: Sylvain Gilet

Director, Francophone Africa and Magreb, AIRE Consulting

PANELISTS:

Frederic Bittar

Head of Strategy and Development, PFO Immobilier

Ulrik Raysse

Founder - Arrow Architects

Ivan Cornet

Managing Partner, Latitude Five

Julien Fouillart

Building & Infrastructure Leader, Bureau Veritas



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API SUMMIT AGENDA - DAY 1

15:00 (40min)

GREEN BUILDINGS & RETROFITTING: The case for retrofitting, conversions & regeneration in Africa & role of sustainable financing in making it happen

MODERATOR: Lisa Reynolds, CEO, GBCSA

PANELISTS:

Daniel Mueller

Chief Operating Officer, InfraCredit

Julien Assie'

Managing Director, HC Capital Properties

Anneke Lund

Executive Sustainable Finance, Standard Bank Group

James Wallunya

Strategy & Delivery, Centum Real Estate

Peter Stokes

Partner, dhk Architects

15:40 (15min)

SIZE DOES MATTER

PRESENTED BY: Emma Muller,

Founder & CEO, Kaackai

15:55 (45min)

NEW LIVING: STUDENT HOUSING & PURPOSE-BUILT HOUSING: A resilient asset class attracting institutional investors globally. What's next for Africa markets, affordability and demand

MODERATOR: Anthony Opil, Director & Principal Architect, Boogertman + Partners Architects

PANELISTS:

Sterik Gerber

Director & Principal Architect, Boogertman + Partners Architects

Bobby Patel

Managing Director & Global Head of Real Estate Investment, CrossBoundary

Bangwani Maphophe

Banker: Commercial Property Finance, Absa

Johan Janse Van Vuuren

Executive Head: Student Accommodation, Eris Property Group

Mohamed Gardee

Acting Regional Head: Eastern Cape Region, Transnet Property



HOSPITALITY & RESIDENCES



RADISSON HOTEL GROUP

15:35 (15MIN)

AFRICA & BEYOND: The role of F&B in creating sustainable communities for Mixed-Use & Leisure real estate success

PRESENTED BY: Cheryl Shephard, Partner, TGP International

15:50 (45min)

PRESENTATION: Upcoming trends in the short-term rental industry

PRESENTED BY: Eleni Georgopoulou, CEO & Founder, YourHost

PANEL DISCUSSION: NEW PROJECTS & MAKING THE NUMBERS WORK: Residences, Mixed use and the value of short-term rentals

MODERATED BY: Fiona Craw, VP, Hotels and Hospitality JLL

PANELISTS:

Eleni Georgopoulou

CEO & Founder, YourHost

Richard Marshall

Director, Nox Cape Town

Jacques van Embden

CEO, Blok

Richard von Kalmer

Partner, Senga Bay Capital



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15:10 (20min)

MARKETING FOR REAL ESTATE – LESSONS FROM ATYPICAL: A Cape Town based marketing agency proving best in class marketing to USA real estate leaders

PRESENTED BY:

Skye Revell

Chief Operating Officer, ATYPICAL

Mark Kalkwarf

CEO - ATYPICAL



API SUMMIT
AGENDA - DAY 1

16:40 (40min) REPOSITIONING INDUSTRIAL & WAREHOUSING IN AFRICA

- The role of SEZ's
- Tenant & occupier demand – who's leasing assets
- Building for international demand, e-commerce
- The rise of ESG

MODERATED BY: Pepler Sandri

Director, Capital Markets, JLL Africa

PANELISTS:

Andrew Kusewa Kilonzi

Director & Principal Architect, Boogertman + Partners Architects

Maruza Chikwanha

Founder & Managing Director, Ivhu Logistics Real Estate

Andile Mnguni

Head of Property Commercial, Dube TradePort Corporation

Laila Razack

CFO, Equites

17:20 (10MIN)

CLOSING REMARKS

19:00

API AWARDS & IFC CHAMPIONS DINNER @ THE WESTIN



AFRICA PROPERTY INVESTMENT SUMMIT



API SUMMIT AGENDA - DAY 2

8:00 ARRIVAL | REGISTRATION

9:00 (5min) COMMERCIAL RE & TENANTS

09:05 (15min) THE AFRICA REPORT 2024

PRESENTED BY: Boniface Abudho
Research Analyst, Knight Frank

09:20 (40min) DATA CENTRES & DIGITAL INFRASTRUCTURE FOR RE DEVELOPERS: A look at site selection, Grid - Power Access, Security, Fibre Access, Environmental Concerns and the rise of the developer led projects (developer fees and lease models.)

MODERATED BY: Heath Anderson
Data Centre Consultant, DCDesign Africa

PANELISTS:

Henning Rasmuss
Director Datascape Architects Africa

Wabo Majavu
Executive Strategy & Business Operations, African Data Centres

Neels Van Niekerk
Executive Director, EQUATE

Cameron Staude
Head of Construction Law, Nupen Staude de Vries Incorporated

10:00 (15min) APPLYING ART TO ACTIVATE PUBLIC SPACE - Lessons from The Wilds

PRESENTED BY: James Delaney
Artist, Delaney Studios



09:00 (5min) PROPTECH & AI IN REAL ESTATE

09:05 (60min) APF START-UP COMEPTITION

JUDGES:

Peter Clark
Managing Partner, REdimension Capital

Matthew Marshall
Partner & Co-Founder, REdimension Capital

Theo Mseka
CEO, Private Property

Zachariah George
Managing Partner, Launch Africa

10:05 (15min) OVERVIEW PRESENTATION: Looking back at Adoption, Funding, Major Deals, and Key Metrics

PRESENTED BY: Matthew Marshall
Partner & Co-Founder, REdimension Capital

10:20 (15min) AI ADVANCEMENT IN PROPTECH AND HOW MRI AGORA IS SHAPING THE FUTURE OF REAL ESTATE DATA CONSUMPTION

PRESENTED BY: George Turck,
VP, Product, MRI Software



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9:00 (5min) SHOWCASE ROUNDTABLES:

9:05 (40min) THE GULF'S ROLE IN AFRICAN DEVELOPMENT: What markets, why & where can re players make an impact, and how can African professionals capitalise?

MODERATED BY: Simon Ardonceau, CEO, AIRE

IN CONVERSATION WITH:

Ram Lokan
Principal - Investments, Kasada

Paulo Cruz
SVP International, DAMAC Properties

9:45 (20min) CASE STUDY: MALL & CASINO CONSUMER DATA ANALYTICS

PRESENTED BY: Sybrand Strauss, Founder & Director, Fernridge Solutions

10:05 (60min) MEET THE 2024 EDGE GREEN BUILDING CHAMPIONS
MODERATOR: Ommid Saberi, Senior Industry Specialist - Green Buildings, IFC

PANELISTS:

Hiren Bhagat,
General Manager, Sustainability & ESG, ARISE Group

Gary de Kock,
Head: Design Team, Cosmopolitan Properties

Daniel Mueller,
Chief Operating Officer, InfraCredit



10:15 (40min) **MASTERPLANNING DESIGN & THE DEVELOPMENT OF MULTI-USE ASSETS & PRECINTS:** An architects' view on accomodating green buildings, retail, sport, ESG requirements, tenant demands & more.

MODERATOR: Mikayla Benkenstein,
CEO, Hodari Africa

PANELISTS:

Tanya Busschau
Head of Urban Design, dhk Architects

Tim Harlech-Jones
Executive Director, Bentel Associates International

Charity Chirume
Director, Terrace Africa

Simanga Madhlabuta
Director: Projects, Troika Design Workshop

10:55 (40min) **DESIGNING THE FUTURE OFFICE:** Crafting Dynamic Spaces for Purpose Driven Occupancy and a Multi-Generational Workforce

MODERATOR: Natasha Bruwer,
Managing Director Occupier Services, Broll

PANELISTS:

Sarah Divaris
COO, Boxwood Property Fund

Karen Witte
Design and Workplace Strategist, Internal Developers

Ian Ohlson
Director Site Operations, Lufthansa InTouch

Tracy Leibowitz
Head of Strategy: Workplace and EVP, REO Consulting

10:35 (40min) **TECH IN REAL ESTATE: Top-Down Influence:** How Technology is Influencing Listed and Private Real Estate-Exploring how technology drives change from the executive level and cascading down through RE organizations

MODERATOR: Phil Bartram,
Founder & Director, Philbar Consulting & Pooled Data Services (Pty) Ltd

PANELISTS:

Imogen Mantel
Head of Analysis, Liberty Two Degrees
-Standard Bank Group

Malcolm Horne
Group CEO, Broll Property Group

Waldo Marcus
Industry Principal, MRI Software

Gary Goliath
Innovation Lead: Real Estate Products,
Quoin Technologies

11:15 (20min) **THE ROLE OF LiDAR IN THE BUILT**

PRESENTED BY: Keith Tarr, Director,
The Firefly Company

11:05 (30min) **WORK AND PERFORMANCE CULTURE & THE OFFICE & GEN Z:** How are corporates adapting in a hybrid world – and what are performance realities? What does Gen Z want?

PRESENTED BY:
Marthle du Plessis, Partner, PWC

IN CONVERSATION WITH:
Gavin Johnston, Director, PWC

12:05 (30min) **SENIOR LIVING A NEW OPPORTUNITY IN REAL ESTATE**
MODERATOR: Hildegard Rohr, Market Intelligence & Market Lead, CBRE Excellerate
PANELISTS:
Glyn Taylor
 CEO, Oasis Life
Steven Louw
 CEO, Steyn City

12:35 (40min) **AFFORDABLE HOUSING:** The impact of housing in Africa
MODERATOR: Cheryl Hillman, Director: Property Development, Citra
PANELISTS:
Samuel Kariuki
 CEO, Mi Vida Homes
Myles Kritzinger
 CEO, Transcend (IHS)
Ivan Pretorius
 Founder & Group COO, Alley Roads
Jason Green
 General Manager: Property, Fedgroup JHB
Kenneth Mbae
 Managing Director, Centum Real Estate

13:15 (15min) **PRIVATE EDUCATION & REAL ESTATE:** SPARK Schools Insights
PRESENTED BY: Bradley Wentzel, CFO, SPARK Schools

12:05 (30MIN) **AI IN REAL ESTATE** – What does it mean, really? A look at how AI is rewriting the human experience & real estate decision making
A PRESENTATION & THEN CONVERSATION:
Danny Saksenberg
 Chief AI Officer, EMERGE
Peter Clark
 Managing Partner, REdimension Capital
Aileen Rodel
 CEO, RE-TECSolutions

12:35 (15MIN) **KEYNOTE Presentation:** Powering 1000 stores In Africa through Technology
PRESENTED BY: Adrian Basson, CEO Hungry Lion

12:50 (40min) **ENHANCING CLIENT EXPERIENCE THROUGH TECHNOLOGY:** How Technology is (or Can) Influence the Client Experience in Real Estate – With a significant shift towards improving end-user experience
MODERATOR: Peter Levett, Joint Chief Executive, iShack Ventures
PANELISTS:
Graham Hutchinson
 Managing Director, Burstone Group South Africa
Tim Irvine
 National Client Experience & Asset Manager, Growthpoint Properties
Robert Salzwedel
 Founder & CEO, Kenai
Kfir Rusin
 Co-CEO, admyt

12:05 (60min) **ROUND TABLE:** Funding requirements with pension funds & DFIS in Africa
MODERATOR: Simon Gouweloos, Head: Real Estate Finance, South & Central Africa, Standard Bank
PANELISTS:
Ken Osei
 Principal Investment Officer, IFC
Anne Keppler
 Regional Director, DEG
Nnema Byrd
 Managing Director, Community Infrastructure, DFC (USA)
Santosh Laloo
 Acting Head of Asset Management, PIC

13:05 (25min) **MASTERCLASS:** Building Resilience Index (IFC Edge)
IN CONVERSATION WITH:
Ommid Saberi, Senior Industry Specialist - Green Buildings, IFC
Weiyi Wang
 Mozambique Program Lead-Building Resilience Index



14:30 (40min) **BPO'S:** Driving the future of African business – can landlords capitalise & are secondary markets now driving demand

MODERATOR: Shevira Bissessor, Chief Operating Officer, GREA

PANELISTS:

Pumi Lukhele

Head: Construction and Developments - East Africa, GREA

Thando Mcunu

Senior Associate & Data Analyst, Genesis Global Business Services

Mncedisi Dumse

Senior Transactor: Real Estate Finance, Standard Bank Group

15:10 (20min) **PADEL:** Opportunities and demand in one of the worlds fastest growing sport

PRESENTED BY: Adam Fine, Director, Virgin Active Padel Club

16:00 (5MIN) **CLOSING REMARKS & END OF SUMMIT**

16:30 - 8:00 **NETWORKING COCKTAIL FUNCTION @ AFRICAWORKS - 11 - 14th Floor, Touchstone House, 7 Bree St, Cape Town**

14:30 (15MIN) **KEY PROPTech TRENDS IN AFRICAN REAL ESTATE MARKETS**

PRESENTED BY: Sean Godoy, Co-Founder, PropDD

14:45 (15MIN) **LEASESURANCE CASE STUDY V2**

PRESENTED BY: Paul Schaefer, CEO, LeaseSurance

15:00 (40min) **KYA-KNOW YOUR ASSETS:** How Tech is Uncovering New Data Points for Real Estate Assets and Their End Users

Moderator: Rael Levitt, Chairperson, Lisa

PANELISTS:

JK du Toit

Founder & CEO, The Good People Data Company

Dirk Janse van Rensburg

Managing Director: Key Software Solutions, Pragma Global

Wayne Berger

Co-CEO, Smartbuildingapp.com

15:40 (20MIN) **ROOMKING-** An update on their journey and milestones

PRESENTED BY:

Modicai Mnculwane, CEO, RoomKing

Neil Eliason, Head: Tech & Marketing Design, RoomKing