

# AGENDA

TIME	DAY 1	
07h30	REGISTRATION & BREAKFAST	
08h30	WELCOME REMARKS BY MASTER OF CEREMONIES: DIDI AKINYELURE, AWARD-WINNING JOURNALIST	
08h45	WELCOME ADDRESS FROM PLATINUM SPONSOR: BROLL PROPERTY GROUP – BOLAJI EDU, CEO	
09h00	<b>THE GLOBAL VIEW ON GEOPOLITICS, OIL &amp; MACRO-ECONOMICS:</b> How are these impacting investment in West African Real Estate?	
<b>Presentation</b>	<b>A presentation by: Dr. Andrew S. Nevin</b> , Partner & Chief Economist, PwC, Nigeria	
09h30	<b>THE BENEFITS OF STRATEGIC PLANNING:</b> Enhancing infrastructure, tax/building regulations and city planning for a more structured property market. How innovative thinking, coupled with global best practices in urban planning, can result in West Africa's primary cities becoming more economically and environmentally sustainable, inclusive and investment ready.	
<b>Panel Discussion</b>	A deep-dive discussion on the potential impact of efficient land-use, physical planning, building and tax regulations: <ul style="list-style-type: none"> <li>• <b>Consent Fees, Capital Gains Tax, Stamp Duty, Levy's/Taxes and Charting Fee's:</b> How to make them more conducive for property development</li> <li>• <b>Land-Use &amp; Lagos State Land Use Charge Law</b> – Implications and ramifications disclosed</li> </ul>	
	<b>Moderated by: Bolaji Edu</b> , Chief Executive Officer, Broll Property Group, Nigeria <b>In conversation with:</b> <b>Olasupo Shasore (SAN)</b> , Partner, Africa Law Practice (ALP), Nigeria <b>Moshood Olajide</b> , Partner & General Counsel: West Africa Market Area, PwC, Nigeria <b>Paul Onwuanibe</b> , Chief Executive Officer, Landmark Africa Group, UK <b>Abutu Odu</b> , Real Estate Partner, Olajide Oyewole LLP Legal Practitioners, Nigeria	
10h15	TEA, COFFEE, NETWORKING & PRESS CONFERENCE	
10h45	<b>UNDERSTANDING THE EVOLVING DEMAND SIDE OF COMMERCIAL REAL ESTATE</b> <ul style="list-style-type: none"> <li>• Factors influencing the saleability of real estate across the value chain (commercial)</li> <li>• <b>Going beyond bricks and Mortar:</b> The market is searching for value added service (service, functionality, space efficiency/convertibility and innovation). How are these demand drivers disrupting the market?</li> <li>• What does this mean for rental/sale values in the future?</li> </ul>	
<b>Presentation</b>	<b>A presentation by: Nnenna Alintah</b> , Head of CRES & Research, Broll Property Group, Nigeria	
11h15	<b>THE DEMAND DRIVERS ROUND TABLE:</b> Multinational trends, preferences, and affordability <ul style="list-style-type: none"> <li>• How are developers responding to these changing trends?</li> <li>• Locality, sizing, design, spacing, specifications, lease tenures and more</li> </ul>	
<b>Round Table</b>	<b>Moderated by: Nnenna Alintah</b> , Head of CRES & Research, Broll Property Group, Nigeria <b>In conversation with:</b> <b>Jemil Dawodu</b> , Managing Director, Cushman & Wakefield Excellerate, Nigeria <b>Anne Rinu</b> , Head: Property, Nigeria & West Africa, Standard Chartered Bank, UK <b>Eme Essien</b> , Country Manager, IFC, Nigeria <b>Aba N. Asante-Koranchie</b> , Head: Corporate Real Estate Services, Broll Ghana	
12h00	<b>A NEW ERA:</b> Modernizing and advancing the real estate industry through technology	
<b>Presentation</b>	<b>A presentation by: Abdulhakeem Sadiq</b> , Founder/Chief Executive Officer, Zama, Nigeria	
12h30	<b>THE DATA &amp; TRANSPARENCY ROUND TABLE 2.0</b> <ul style="list-style-type: none"> <li>• Has the accuracy of current pools of data improved?</li> <li>• How has the industry collaborated to bridge the data gap and increase investor confidence since 2017?</li> <li>• How is technology set to impact the current sets of data?</li> </ul>	
<b>Round Table</b>	<b>Moderated by: Dolapo Omidire</b> , Founder/Chief Executive Officer, Estate Intel, Nigeria <b>In conversation with:</b> <b>Erejuwa Gbadebo</b> , Chief Executive Officer, IREP, Nigeria <b>Abdulhakeem Sadiq</b> , Founder/Chief Executive Officer, Zama, Nigeria <b>Ayo Ibaru</b> , Chief Operations Officer, Northcourt Real Estate, Nigeria	
13h00	NETWORKING LUNCH IN EXHIBITION AREA - SPONSORED BY URBAN SHELTER	
	<b>DEVELOPMENT INNOVATION FORUM</b> - SPONSORED BY IFC EDGE	<b>HOUSING FORUM</b>
14h00	<b>THE ESCALATING CASE FOR CO-WORKING SPACES:</b> Deciphering the effect on investors' bottom lines and developers' office development models.	<b>KEYNOTE ADDRESS</b> <b>Presented by: Hon. Gbolahan Lawal</b> , Lagos State Hon. Commissioner of Housing, Nigeria
	<b>Moderated by: Ayo Ibaru</b> , Chief Operations Officer, Northcourt Real Estate, Nigeria <b>In conversation with:</b> <b>Fareed Arogundade</b> , Founder, Workstation, Nigeria <b>Kola Aina</b> , Founder, Ventures Park, Nigeria <b>Modupe Odunyemi</b> , Founder, Capital Square, Nigeria <b>Olaotan Towry-Coker</b> , Founder, Cranium One, Nigeria <b>Olufunbi Falayi</b> , Chief Executive Officer, Leadspace, Nigeria	<b>THE BIG DEBATE:</b> Making affordable housing truly affordable. A focus on the entire value chain and the five key players. <b>Moderated by: Tayo Odunsi</b> , Chief Executive Officer, Northcourt Real Estate, Nigeria <b>In conversation with:</b> <b>Government: Gbolahan Lawal</b> , Lagos State Hon. Commissioner of Housing, Nigeria <b>Private Sector: Kennedy Okonkwo</b> , Managing Director, Nedcom Oaks, Nigeria <b>The Professionals: Rogba Orimalade</b> , Chairman NIESV Lagos State Branch, Nigeria <b>The Community: Jide Odusolu</b> , Chief Executive Officer, OPIC, Nigeria

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15h00	<p><b>THE SUPPLY DRIVERS &amp; CONSTRUCTION COST MANAGEMENT ROUND TABLE:</b> Delivering on demand and creating affordable, accessible and lucrative real estate products. Are developers able to match changing demand and affordability? <b>An analysis of:</b></p> <ul style="list-style-type: none"> <li>• <b>The impact of FX, Inflation and rising material costs:</b> What alternatives are available and what is the future outlook?</li> <li>• Land pricing and accessibility</li> <li>• Construction, procurement and materials</li> <li>• Cost of capital</li> <li>• Project management and delivery</li> </ul> <p><b>Moderated by: Hakeem Ogunniran</b>, Founder/Chief Executive Officer, Eximia Realty &amp; Home4Me, Nigeria  <b>In conversation with:</b>  <b>Chris Titmas</b>, Managing Director: West Africa Region, Profica, Ghana  <b>Sa’adiya Aminu</b>, Managing Director/CEO, Urban Shelter Ltd, Nigeria  <b>Peter Coker</b>, Managing Director, Previs Developments, Nigeria</p>	<p><b>THE MOBILIZATION OF PRIVATE &amp; PUBLIC INSTITUTIONAL &amp; DEVELOPMENT FINANCING FOR AFFORDABLE HOUSING</b></p> <p><b>Moderated by: Ifeoma Ezeokafor</b>, Senior Investment Officer, IFC, USA  <b>In conversation with:</b>  <b>Dr. Chii Akporji</b>, Executive Director, Strategy &amp; Planning, NMRC, Nigeria  <b>Feyi Boroffice</b>, Senior Private Sector Development Specialist, World Bank, USA  <b>Tola Akinhanmi</b>, Acting Head: Real Estate Finance (West Africa), Stanbic IBTC Capital Ltd</p>
15h45	<p><b>AFRICA’S NEXT PROPERTY INVESTMENT HUB? THE LEKKI-EPE AREA OF LAGOS</b>  Decoding the impact of the Free Trade Zone, seaport, airport and the Dangote Refinery – when will these transformative developments come to fruition and how will this impact the local real estate market. Which sectors and zones are set to benefit the most?</p> <p><b>Introduced and moderated by: Gbenga Olaniyan</b>, Principal Partner, Estate Links, Nigeria  <b>In conversation with:</b>  <b>Odunayo Ojo</b>, Senior Development Manager West Africa, Rendeavour, Nigeria  <b>Adegboyega Balogun</b>, Managing Partner, Balogun, Balogun &amp; Balogun, Nigeria  <b>Landre Fatimilehin</b>, Director: Capital Markets, JLL, Nigeria</p>	<p><b>THE NEW FACE OF HOUSING FINANCE:</b> Terms, trends and transactions. Improving access to credit through effective regulation, sustainable housing policies, liquidity assurance and the securitization market.</p> <p><b>Moderated by: Tayo Odunsi</b>, Chief Executive Officer, Northcourt Real Estate, Nigeria  <b>In conversation with:</b>  <b>Adeniyi Akinlusi</b>, Chief Executive Officer, Trust Bond Mortgage Bank, Nigeria  <b>Kehinde Ogundimu</b>, Managing Director, NMRC, Nigeria  <b>Dr. Femi Johnson</b>, Managing Director, Homebase Mortgage Bank, Nigeria  <b>Dr. Basheer Oshodi</b>, Head: Islamic Banking, Sterling Bank, Nigeria</p>
16h30	<p><b>THE IMPLEMENTATION OF GREEN BUILDING IN WEST AFRICA - An IFC EDGE case study</b></p> <ul style="list-style-type: none"> <li>• <b>Green hospitals:</b> A life-saving dynamic</li> <li>• <b>Green warehouses:</b> The business of sustainability</li> <li>• <b>Green hotels:</b> The art of practicality and profit</li> <li>• The quiet progress of green property funds</li> <li>• <b>Ghana:</b> Exchange Complex Residential Blocks A &amp; B and Candlewood Crescent case study</li> </ul> <p><b>A presentation by: Dennis Papa Odenyi Quansah</b>, IFC Green Building Lead, Ghana and Nigeria</p>	
16h45		<p><b>NIGERIA’S CHANGING RESIDENTIAL MODEL:</b> A first time analysis and discussion on the increasing and changing development pipeline in the residential sector with an uncharacteristically high proportion of units dedicated to studios and one-bedroom units.</p> <ul style="list-style-type: none"> <li>• What’s driving this development, and to what extent has this demand been validated?</li> <li>• How will this impact future rental values?</li> <li>• How will developers differentiate their products?</li> <li>• Is there still a market for luxury residential products?</li> </ul> <p><b>Hosted by: Femi Oyinsan</b>, General Manager, Habor Point Properties, Nigeria  <b>In conversation with:</b>  <b>Priye Johnson</b>, Chief Operations Officer, MHF Properties Limited, Nigeria  <b>Frank Okosun</b>, Partner, Knight Frank Nigeria  <b>Dr. Gbadamosi Yakubu</b>, Chairman, Monarch Investments Limited, Nigeria</p>
17h00	<p><b>GHANA PROPERTY MARKET OVERVIEW:</b> Residential, Offices, Retail, Hotels and Industrial.</p> <p><b>A presentation by: Joseph Amo-Mensah</b>, MRICS, MGhIS, Chief Executive Officer, Broll Ghana Ltd, Ghana</p> <p><b>GHANA RETAIL DEEP DIVE:</b></p> <p><b>A presentation by: Jonathan Lotter</b>, Asset Manager (AttAfrica Ghana Portfolio), Broll Property Group, Ghana</p>	
17h30	EXHIBITION NETWORKING SESSION	
18h30	NETWORKING DINNER & DRINK FUNCTION – SPONSORED BY ZAMA	

# AGENDA

TIME	DAY 2
08h00	REGISTRATION & BREAKFAST
09h00	<p><b>INTERNATIONAL GUEST SPEAKER: SHIFTING YOUR FOCUS:</b> Discover the untapped potential for sales success in your organization even in a down economy.</p> <p><b>Presentation</b></p> <p>When you think of maximizing sales opportunities, the tendency is to look outward and see how the economy is performing, what your competitors are focusing on, and how do you compare. But the perception that the problem lies outside is misleading and often sends us in pursuit of bright shiny objects that make sales growth elusive. In this session you'll learn how you can accelerate your sales growth by turning your blind spots into your opportunities, understand the framework for long term sales success, and maximize your opportunities to create value in your business</p> <p><b>A presentation by: Yamini Virani</b>, Founder, Celebrus Business Strategies, USA</p>
09h30	<p><b>MOBILIZING DOMESTIC CAPITAL FOR REAL ESTATE FUNDING</b></p> <p><b>Presentation</b></p> <p><b>A presentation by: Hakeem Ogunniran</b>, Founder/Chief Executive Officer, Eximia Realty &amp; Home4Me, Nigeria</p>
09h50	<p><b>LONG TERM LOCAL CAPITAL: The Sustainable Way</b></p> <ul style="list-style-type: none"> <li>Unpacking the role of local pension funds and insurance assets in unlocking critically needed long-term funding for West Africa's property market</li> <li>Balancing the "risk appetite vs returns" scale</li> </ul> <p><b>Panel Discussion</b></p> <p><b>Moderated by: Tayo Odunsi</b>, Chief Executive Officer, Northcourt Real Estate, Nigeria</p> <p><b>In conversation with:</b></p> <p><b>Kunle Osilaja</b>, Head: Real Estate, Ecobank, Nigeria</p> <p><b>Adeniyi Falade</b>, Managing Director, Crusader Sterling Pension, Nigeria</p> <p><b>Patrick Ildianya</b>, Managing Director, SFS Capital, Nigeria</p> <p><b>Fola Aiyesimoju</b>, Founding Partner, Themis Capital Management, Nigeria</p> <p><b>Bunmi Archer</b>, Leadway Assurance Company Limited, Nigeria</p>
10h40	TEA & COFFEE BREAK
11h00	<p><b>THE CHANGING FACE OF ASSET, PROPERTY &amp; FACILITIES MANAGEMENT IN WEST AFRICA:</b> Defining the bottom line implications and changing trends in client expectations and demands in property service touch points, and how to preserve value in a property during its useful lifespan.</p> <ul style="list-style-type: none"> <li>A review of property remodelling (security, amenities, canteens and leasing management) within the real estate sector</li> <li>Sweating your asset and maximizing returns</li> <li>How have asset managers weathered the recent downturn and what learnings can be used for future development cycles?</li> </ul> <p><b>Panel Discussion</b></p> <p><b>Introduced and moderated by: Bolaji Edu</b>, Chief Executive Officer, Broll Property Group, Nigeria</p> <p><b>In conversation with:</b></p> <p><b>Funke Okubadejo</b>, Director: Real Estate, Actis, Nigeria</p> <p><b>Femi Akitunde</b>, Group Managing Director, Alpha Mead, Nigeria</p> <p><b>Ivan Cornet</b>, Managing Director - North &amp; West Africa, Grit Real Estate Income Group</p> <p><b>Chinwe Ajene-Sagna</b>, Head: Business Development, Rendeavour</p>
11h45	<p><b>A 360 VIEW OF THE EMERGING CONSUMER CLASS:</b> The Case for a Data-Driven Retail Approach in Africa</p> <p><b>Presentation</b></p> <p><b>A presentation by: Ali Djire</b>, Nigeria Country Manager, Fraym, Nigeria</p>
12h15	<p><b>RETAILER &amp; DEVELOPER ROUND TABLE</b></p> <p><b>Moderated by: Ann Nvene</b>, Head: Retail Leasing, Broll Property Group, Nigeria</p> <p><b>In conversation with:</b></p> <p><b>Michael Chu'di Ejekam</b>, Director, Retail Investment Platform, Nigeria</p> <p><b>Laide Agboola</b>, Co-Managing Partner, Purple Capital Partners Limited, Nigeria</p> <p><b>Opeyemi Ajayi</b>, Executive Vice President, Genesis Cinemas, Nigeria</p> <p><b>Jan Van Zyl</b>, Head: Property Development, Novare, Nigeria</p>
13h00	NETWORKING LUNCH
14h00	<p><b>JLL WEST AFRICA HOTEL SECTOR UPDATE REVEALED:</b> A look at performance, investor sentiment and future outlook across West Africa's largest cities.</p> <p><b>Presentation</b></p> <p><b>A presentation by: Fabio Nava</b>, Vice President of Capital Markets, JLL Hotels &amp; Hospitality Group, South Africa</p>
14h30	<p><b>THE HOTEL DEVELOPMENT PIPELINE:</b> With Marriot Hotels leading the charge into Africa with a pipeline of 17,000 rooms and recently opening its 1st West African hotel in Ghana; the hotel pipeline is healthy with 73, 000 + rooms to be opened by Africa's 10 largest hotel brands in the next 2 years. However, a closer examination reveals only 4,000 rooms are under construction. Is it time for developers to dive into to meet demand?</p> <p><b>Presentation</b></p> <p><b>Presented by: Trevor J Ward</b>, Managing Director, W Hospitality Group, Nigeria</p>
14h45	<p><b>HOTEL CONSTRUCTION AND DELIVERY IN WEST AFRICA:</b> A focus on supply, project delivery and construction.</p> <p><b>Panel Discussion</b></p> <p><b>Hosted by: Trevor J Ward</b>, Managing Director, W Hospitality Group, Nigeria</p> <p><b>In conversation with:</b></p> <p><b>Andrew McLachlan</b>, Senior Vice President, Development: sub-Saharan Africa, Radisson Hotel Group, South Africa</p> <p><b>Wesam Okasha</b>, Senior Director Development West Africa, Hilton International, United Arab Emirates</p> <p><b>Reşit Tolga Babüroğlu</b>, Chief Executive Officer, Ronisans Nigeria Construction Limited, Nigeria</p> <p><b>Abi Adisa</b>, Co-founder/Chief Executive Officer, Amara Suites, Nigeria</p>
15h30	<p><b>THE PROPTECH ROUND TABLE:</b> Is the West African market ready for re-tech? Technology is supporting and optimising the performance of global businesses and providing significant leverage to new market entrants. Is the West African Market ready to embrace PropTech, and is the traditional property market model at risk of irrelevance?</p> <p><b>Round Table</b></p> <p><b>Moderated by: Oluwatosin Ajose</b>, Lead Advisor, DealHQ Partners, Nigeria,</p>

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	<b>In conversation with:</b> <b>Luqman Edu</b> , Chief Visionary Officer/Managing Director, Filmorealty, Nigeria <b>Ola Awodipe</b> , Head: Real Estate Operations, Mixta Africa, Nigeria <b>Joel Amawhe</b> , Founder/Chief Executive Officer, myPadi.ng, Nigeria <b>Benjamin Yaw Manu</b> , FCMI, Regional Manager West Africa, RICS, UK <b>Uba Nnamdi</b> , Co-founder, HouseAfrica
<b>16h15</b>	<b>THE PROPERTY &amp; LAND VALUATION ROUND TABLE DEBATE</b>
<b>Round Table</b>	<b>Moderated by: Rogba Orimalade</b> , Chairman NIESV Lagos State Branch, Nigeria <b>ESV(Sir) Rowland E. Abonta</b> , FNIVS, President, NIESV, Nigeria <b>Yinka Omotosho</b> , Chairman, RICS, Nigeria <b>Bolaji Edu</b> , Chief Executive Officer, Broll Property Group, Nigeria
<b>17h00</b>	<b>NETWORKING DRINKS</b>