

WAPI 2022 SUMMIT | DAY 1
WEDNESDAY, 16 NOVEMBER 2022 | THEME: NEW FRONTIERS IN THE NEW NORMAL

08h00 WAT	REGISTRATION NETWORKING & EXPO
09h00 WAT (10min)	OPENING REMARKS: Master of Ceremonies, Mojibade Sosanya
09h10 WAT (10min)	WELCOME ADDRESS: Stephen Ojji, Executive Director, Pennek
09h20 WAT (15min)	MACRO-ECONOMIC OVERVIEW: REFLECTIONS AND THE ROAD AHEAD
Presentation	Presenter: Muyiwa Oni, Head: Equity Research - West Africa, Stanbic IBTC Bank
09h35 WAT (45min)	INSTITUTIONAL INVESTMENTS IN WEST AFRICA: A NEW FRONTIER OF OPPORTUNITIES FOR FUNDERS & DEVELOPERS
Key Panel Discussion	<ul style="list-style-type: none"> Listings of New REITs and specialised vehicles Green financing and development trends in WA real estate <p>Moderator: Tola Akinhanmi, Head: Real Estate Finance - West Africa, Stanbic IBTC Bank</p> <p>In Conversation With: Pierre Groenewald, Director, Novare Fund Manager Patrick Ildianya, CEO, SFS Capital Oyinda Akinyemi, Executive Director & Head: ECM Execution, Africa Regions, Stanbic Bank IBTC Capital Oguche Agudah, CEO, Pension Fund Operators Association Nigeria (PENOP)</p>
10h20 WAT (15min)	WEST AFRICA REAL ESTATE MARKET UPDATE
Presentation	Presenter: Tayo Odunsi, CEO, Northcourt Real Estate
10h35 WAT (50min)	STATE OF THE MARKET: NEW & EMERGING FRONTIERS IN THE NEW NORMAL
Panel Discussion	<ul style="list-style-type: none"> Portfolio and assets consolidation Future Opportunities & changing demands Securing Sufficient Project Finance & working capital RE trends, regional performance, and opportunities & shifting market dynamics <p>Moderator: Tayo Odunsi, CEO, Northcourt Real Estate</p> <p>Panelists: Tola Akinhanmi, Head: Real Estate Finance - West Africa, Stanbic IBTC Bank Senami Amusu, Head: Corporate Finance, Landmark Dr. Krishnan (Krish) Ranganath, Regional Executive: West Africa, Africa Data Centres Funke Okubadejo, Director: Real Estate, Actis Ronald Philip, Senior Director, Agility Logistics Parks</p>
11h25 WAT (15min)	BREAK
11h45 WAT (40min)	INDUSTRIAL, INFRASTRUCTURE, SEZs, and MASTERPLANNED DEVELOPMENTS: The rise of full service, one-stop developments and cities of the future. What investment trends are shaping the region?
Panel Discussion	<p>Moderator: Tope Runsewe, CEO, Dutum Group</p> <p>In Discussion With: Dinesh Rathi, CEO, Lagos Free Zone Timi Adesanya, Country Commercial Manager, Agility Logistics Parks Rolake Akinkugbe-Filani, Chief Commercial Officer, Mixta Africa</p>
12h25 WAT (15min)	BUILDING FOR THE FUTURE IN NIGERIA: LESSON LEARNT
Presentation	Presenter: Hein Du Plessis, CEO: Nigeria - Novare Fund Manager
12h40 WAT (50min)	THE LOCAL INSTITUTIONALISATION OF WEST AFRICA RETAIL SECTOR
Panel Discussion	<p>Moderator: Ayo Ibaru, COO, Northcourt Real Estate</p> <p>In Discussion With: Ayotunde Adesulu, CEO, Novare Real Estate Nigeria Success Ojei, CFO, Blenco Supermarket Ade Sun-Basorun, CEO, FoodCo Laide Agboola, CEO, Purple Tomiwa Jafajo, CIO, Persianas Investment Limited</p>

13h30 WAT (60min)	LUNCH		
	WAPI	HOSPITALITY FORUM	
14h30 WAT (45min) Panel Discussion	NAVIGATING TO NET ZERO: Delivering buildings for people and the planet Moderator: Chuka Azinge , Senior Project Manager, Turner & Townsend In Conversation With Deelan Govender , Associate Director: Whole Life Cycle Cost Lead, Turner & Townsend Omoyemi Olayiwola , Director: Policy and Advocacy, Green Building Council Nigeria Anne Rinu , Head of Property (Nigeria & West Africa) at Standard Chartered Bank Emmanuel Falude , Founding Partner, Litedares Consult Limited Cesar Tayoun , Electrical Engineer, ITB Nigeria Limited	14h30 WAT (15min)	WEST AFRICA HOTEL & HOSPITALITY OUTLOOK Presenter: Allan Wantenaar , VP: Advisory Services, HTI Consulting
		14h45 WAT (60min) Panel Discussion	INVESTMENT ACTIVITY IN WEST AFRICA: EXPLORING INVESTMENT APPETITE & INVESTOR/BANKS OUTLOOK Moderator: Allan Wantenaar , VP: Advisory Services, HTI Consulting Panelists: Tolu Sokenu , Director: Real Estate, Actis Sijibomi Ogundele , CEO, Sujimoto Wilbert Chaniwa , COO, Shelter Suites & Hotels Bashir Bello , CFO, Mac-Folly Hospitality Limited Derin Ade-Adedeji , Associate: Real Estate Finance, Stanbic IBTC Capital
15h15 WAT (45min) Panel Discussion	COMMERCIAL OFFICES: A look at sector performance, tenant and occupier demand as well as developing resilient and competitive assets; the green building premium and flexible offices Moderator: Chinwe Sagna , Managing Partner, Catalyst Realty Solutions Panelists: Yemi Stephens , Managing Partner, Estate Links Linda Okwudili , Managing Director: Nigeria, AfricaWorks Tope Fasunloro , Partner, Knight Frank Tope Runsewe , CEO, Dutum Group	15h45 WAT (50min) Panel Discussion	MAKING A HOTEL GO LIVE & OPEN [HOTEL IMPLEMENTATION & PROJECT DELIVERY]: INSIGHTS FROM OPERATORS, OWNERS, AND DEVELOPMENT TEAMS Moderator: Dipo Adebo , Director, DAA Architects Panelists: Gadwel Musyoka , Director: Business Development, Bakyson Ahmed Raza , General Manager, Radisson Blu Chris Titmas , Group Director: West Africa, Profica Taiwo Asana , General Manager, Amber Suites
16h00 WAT (60min) Panel Discussion	RESIDENTIAL: WEST AFRICA'S MOST RESILIENT & ATTRACTIVE ASSET CLASS Moderator: Jan Snyman , Director: Capital Markets, CBRE Excellerate Part 1: Project Finance, Funding and Mortgage Access – Opportunities and Challenges Michael Obiaju , Legal Officer, Pennek Kehinde Ogundimu , CEO, Nigeria Mortgage Refinancing Company Sade Hughes , CEO: Nigeria, Mixta Africa Charles Onyenze , Partner, Knight Frank Part 2: New Development Trends & Diaspora Buyers Posi Lawore , CEO, Herel Peacemaker Afolabi , CEO, Brass & Castles Vivian Anthony , Sales Manager, Pennek Kojo Ansah Mensah , CEO, Mobus Property Ltd	16h35 WAT (45min) Panel Discussion	OPERATOR PANEL: Market Opportunities, Key Size, Expansion Plans & More Across West Africa Moderator: Suzanne Oluwole , Co-founder, Trillium Real Estate Partners, JLL In Conversation With: Erwan Garnier , Senior Director: Development, Radisson Hotel Group Craig Erasmus , VP Operations SSA, Accor Damilola Adepoju , Development Director: West Africa, Marriot Hotels Nwaneka Onwuasor , Bon Hotels

17h00 WAT (15min) Presentation	CAPITAL FLOW IN WEST AFRICA Presenter: Tilda Mwai , Research Associate – Africa, Estate Intel	17h20 WAT (40min) Panel Discussion	LEISURE OR BLEISURE: THE OPPORTUNITIES & REALITIES OF DEVELOPING A LEISURE MARKET IN WA Moderator: Trevor J Ward , Owner, W Hospitality Group In Conversation With: Mark Slade , Co-founder & Creator, Little Company Nigeria Limited Karl Hala , General Manager, Lagos Continental Hotel Michael Williams , General Manager, Ebonylife Place, Lagos
17h15 WAT (45min) Panel Discussion	IFC EDGE ROUND TABLE: UNLOCKING FUNDING OPPORTUNITIES – A conversation with lenders and investors Moderator: Dennis Quansah , Kenya, Nigeria, Ghana Lead: Green Building Market Transformation Program, IFC EDGE In Conversation With: Babatope Davies , Stanbic IBTC Capital Tolu Sokenu , Director: Real Estate, Actis Deo Onyango , Senior Industry Specialist: Climate Finance, IFC Gbenga Sheriff Adeleke , Head of Risk Management, Access Bank		
18h00 WAT (15min)	CLOSING REMARKS		
19h00 WAT	NETWORKING COCKTAIL FUNCTION		

WAPI 2022 SUMMIT DAY 2 THURSDAY, 17 NOVEMBER 2022 PROPTECH DAY	
08h00 WAT	REGISTRATION NETWORKING & EXPO
09h30 WAT (10min)	OPENING REMARKS: Master of Ceremonies, Mojibade Sosanya
09h40 WAT (20min)	WELCOME ADDRESS: Tola Adesanmi , CEO, Spleet
10h00 WAT (40min) Keynote Presentation	MARKET TRANSFORMATION AND DEVELOPMENT THROUGH TECHNOLOGY: LESSONS FOR REAL ESTATE & CONSTRUCTION Presenter: Kola Aina , Founder, Ventures Platform
10h40 WAT (45min) Key Panel Discussion	OPPORTUNITIES, OBSTACLES & SOLUTIONS: PROPTECH AND THE WEST AFRICA REAL ESTATE MARKET - Where are the opportunities, what are the obstacles and what are the likely solutions? Moderator: Dolapo Omidire , Founder, Estate Intel Panelists: Damola Akindolire , Founder, TK Tech Africa Tomiwa Aladekomo , Founder, Big Cabal Tayo Odunsi , Co-Founder, Cutstruct Ayo Ogidan , Head: Business Development, Seso Global
11h25 WAT (15min)	BREAK
11h40 WAT (50min) Presentation	PARTNERSHIPS, FUNDING AND SCALING FOR THE FUTURE: Forging the right partnerships and raising resources that accelerate growth Moderator: John Oamen , CEO, CutStruct Panelists: Tola Adesanmi , CEO, Spleet Kola Aina , Founder, Ventures Platform Khaf Animashaun , Head: Strategy, Sterling Bank Ronald Philip , Senior Director, Agility Logistics Parks
12h30 WAT (20min) Presentation	PATHWAYS TO GROWTH: Nurturing a technology solution from idea to unicorn Presenter: Idris Ayodeji Bello , Founder, Lofty Inc.

<p>12h50 WAT (50min)</p> <p>Panel Discussion</p>	<p>DIVERSITY, SUSTAINABILITY & CORPORATE GOVERNANCE IN & THROUGH PROPTECH A discourse on how Proptech can be used to attain ESG goals in the West African real estate, construction and technology markets, while being compliant as a sub-sector itself</p> <p>Moderator: Deborah Nicol-Omeruah, Board Member, RICS Standards & Regulation Board</p> <p>Panelists: Victor Boyle-Komolafe, Founder, GIVO Ola Daramola, CEO, BuyLetLive Ope Adetiba, COO: Proptech, Purple Oluwatosin Ajose, Lead Advisor, DealHQ Partners</p>
<p>13h30 WAT (60min)</p>	<p>LUNCH</p>
<p>14h30 WAT (30min)</p> <p>Presentation</p>	<p>DATA SECURITY: PROTECTING THE COMPANY & THE USERS</p> <p>With the uniqueness of data hacks, ensuring company and user data security is no longer a luxury</p>
<p>15h00 WAT (45min)</p> <p>Panel Session</p>	<p>ACCELERATED GROWTH THROUGH STRATEGIC PARTNERSHIPS, TOOLS, AND APIs A discussion on how Proptech solutions and founders can navigate market peculiarities by acquiring appropriate partnerships, tools and plugins for accelerated product development and better customer engagement and management</p> <p>Moderator: Oare Ehiemua-Ochua, Founder, Laborhack</p> <p>Panelists: Tunde Balogun, Founder, Small Small Victor Olatunde, CEO, Salesplat Dele Oladunjoye, Managing Partner, Greychapel Legal Tochi Adesanya, Founder, Liveizy</p>
<p>15h45 WAT (90min)</p> <p>Workshop</p>	<p>ACHIEVING SUSTAINABILITY THROUGH TECHNOLOGY: INTRODUCTION TO EDGE</p> <p>Facilitators: Temilola Sonola, Nigeria Co-Lead: Green Building Market Transformation Program, IFC Edge Paul Kwesi Ocran, Green Building Specialist-Consultant, IFC EDGE</p>
<p>17h15 WAT (15min)</p>	<p>CLOSING REMARKS Tying it all Together</p>