



WEST AFRICA PROPERTY INVESTMENT SUMMIT

WAPI SUMMIT | WEDNESDAY, 22 NOVEMBER 2023

THEME: REWRITING THE NARRATIVE: POSITIONING & STRATEGIES FOR THE FUTURE

08h30 WAT	REGISTRATION NETWORKING & EXPO
09h30 WAT (10min)	OPENING REMARKS: Rotus Oddiri , News Anchor, ARISE TV - Master of Ceremonies
09h35 WAT (5min)	WELCOME ADDRESS: Eric Fajemisin , Executive Director: Corporate and Investment Banking, Stanbic IBTC Bank
09h40 WAT (15min) Presentation	MACRO-ECONOMIC OVERVIEW: Rewriting the Narrative: Positioning & Strategies for the Future Presenter: Damilola Akinbami , Chief Economist – West Africa, Deloitte
09h55 WAT (35min) Panel Discussion	UNPACKING THE MACRO FACTORS: OIL, ECONOMIC REFORMS, GLOBAL HEADWINDS, DEBT: What does this mean for West Africa's economies and its impact on the RE Sector? Moderator: Bolaji Edu , CEO, Broll Nigeria Panelists: Paul Onwuanibe , Group CEO, Landmark Oludamilare Adesola , Associate Director, Control Risks Damilola Akinbami , Chief Economist – Deloitte West Africa Muyiwa Oni , Head: Equity Research - West Africa, Stanbic IBTC Bank, Stanbic
10h30 WAT (40min) Exclusive Q & A/ Fireside Chat	FACTORS AFFECTING THE WEST AFRICAN MARKET (STATE OF THE MARKET) Moderator: Lanre Fatimilehin , Executive Director, Trillium Panelists: Joe Orji , CEO, Trustcrow Rolake Akinkugbe , Independent RE Advisor George Adjei-Ampofo , Regional Head: West Africa, Lango Kwadwo Boakye-Akyeampong , Senior Real Estate Manager – West Africa, Absa CIB Yomi Amoussa , Corporate Affairs Manager, Alaro City, Rendeavour
11h10 WAT (10min) Presentation	GEOSYNTHETICS IN OPTIMIZING REAL ESTATE PROJECTS Presenter: John Sunday , Senior Project Engr & BD Manager, GEO Foundations and Structures Limited
11h20 WAT (40min) Panel Discussion	CAPITAL MARKETS: The growth of income funds in West Africa, exploring lessons learned on recent listings; uptake, and more. Moderator: Pepler Sandri , Director: Capital Markets, JLL SSA Panelists: Olaide Agboola , CEO, Purple Capital Tolu Sokenu , Director: Real Estate, Actis Kehinde Ogundimu , CEO, Nigerian Mortgage Refinance Company (NRMC)
12h00 WAT (15min)	BREAK

<p>12h15 WAT (30min) Panel Discussion</p>	<p>THE BIG PICTURE: INVESTMENT & DEVELOPMENT STRATEGIES FOR THE PRESENT & POSITIONING FOR THE FUTURE (WHERE IS/SHOULD THE MONEY BE GOING?)</p> <ul style="list-style-type: none"> • What determines where the money goes - is it asset classes or something else? • Who are the stakeholders making the decisions about financing? • Why are there equal market entries and exits. • How much risk is being taken with financing real estate, especially retail, office, and logistics. • Is transitioning to green buildings a thing and should financing go toward it. <p>Moderator: Deborah Nicol-Omeruah, RICS Board Member</p> <p>Panelists: Tomiswa Idowu, CEO, Lekki World Trade Tola Akinhanmi, Head: Real Estate Finance, Stanbic IBTC Oguche Agudah, CEO, Pension Fund Operators Association Nigeria (PENOP)</p>
<p>12h45 WAT (45min) Presentation</p>	<p>AFFORDABLE HOUSING FINANCE AND GREEN DEVELOPMENT</p> <p>Moderator: Temilola Sonola, Green Building Market Transformation Program, International Finance Corporation (IFC), Nigeria</p> <p>Panelists: Bankole Osituyo, Investment Officer, IFC Jason Horsey, Executive Director, Unity Homes Limited Godfrey Tapela, Senior Investment Officer – Tourism, Retail and Property, IFC Chido Onyilimba, Head: Origination & Structuring, Infracredit Deola Egbinade, Head: Real Estate Finance, Sterling Bank</p>
<p>13h30 WAT (60min)</p>	<p>LUNCH</p>

<p>14h30 WAT (45min) Presentation Followed by a Panel Discussion</p>	<p>RESIDENTIAL DEVELOPMENT: Improving access to quality & accessible housing IN WA - Successes on the journey</p> <p>Moderator: Oladapo Runsewe, Projects Lead: Research, Estate Intel</p> <p>Panelists: Jide Adekola, CEO, Homework Plus Saadiya Aliyu, MD/CEO, Urban Shelter Peacemaker Afolabi, CEO, Brass & Castles</p>	<p>A MARKET OVERVIEW: HOSPITALITY IN WEST AFRICA PRESENTATION</p> <p>DEVELOPMENT & INVESTOR DYNAMICS IN THE REGIONAL HOSPITALITY SECTOR Q & A</p> <p>Moderator: Tope Fasunloro, Partner, Valuation & Advisory, Knight Frank</p> <p>Panelists: Dupe Olusola, CEO, Transcorp Bashir Bello, CFO, Mac-Folly Hospitality Ltd Richard von Kalmar, Partner, Senga Bay Capital Gadwell Musyoka, Director: Business Development, Bakyson Enterprises Limited Godfrey Tapela, Senior Investment Officer – Tourism, Retail and Property</p>	<p>CLOSED SESSION: JLL & TOLARAM DISCUSSIONS</p>
<p>15h15 WAT (40min) Panel Discussion</p>	<p>THE CHANGING DYNAMICS FOR WORKSPACE DECISIONS</p> <p>Presenter: Michael Aldridge, CEO, Kofisi (5min)</p> <p>COMMERCIAL REAL ESTATE IN WEST AFRICA – Unpacking resilient performance and market demand</p> <ul style="list-style-type: none"> • The flight to quality and the rise of shared service providers to accommodate MNC demands. • Where are the next buildings coming from? • The resilience of the B – Grade sector <p>Moderator: Yinka Omoniyi, Associate Partner: Capital Markets, Knight Frank</p> <p>Panelists: Michael Aldridge, CEO, Kofisi</p>	<p>LIFESTYLE COMMUNITIES & RESORTS IN WEST AFRICA:</p> <ul style="list-style-type: none"> • Appealing to global investors, but can the region capitalize on the opportunity? • Is there a large enough local market? • Unpacking supply chain and development challenges <p>Moderator: Dipo Adebo, Director, DAA Architects</p> <p>Panelists: Samantha Muna, Director: Development - Africa, Tui Blue Chris Tiimas, Group Director: West Africa, Profica</p>	

	<p>Tope Runsewe, CEO, Dutum Group Suzanne Oluwole, Director, Trillium Tomi Olatunbode, CEO of Spazio Ideale Babatope Davies, Vice President, Investment Banking-Stanbic IBTC Capital</p>	<p>Geri Flanagan, Development Manager, Accor Bisola Smith, General Manager, GEO Foundations & Structures Ltd</p>	
<p>15h55 WAT (40min) Panel Discussion</p>	<p>ALTERNATIVE ASSET CLASSES IN WA – Logistics, Data Centres and More</p> <p>Moderator: Babafenwa Omoniyi, Head Markets, Broll Nigeria</p> <p>Panelists: Ike Nnamani, CEO, digital realty Reinhard Winsauer, Senior Transactor: Real Estate, RMB Timi Adesanya, Country Commercial Manager, Agility Ezekiel Eboye, COO, Rack Centre Derin Ade-Adedeji, Associate: Real Estate Finance, Stanbic IBTC Capital</p>	<p>MICE & HOSPITALITY IN WEST AFRICA - THE OPERATOR VIEWPOINT</p> <p>Moderator: Trevor Ward, Owner, W Hospitality Group</p> <p>Panelists: Jonas Lausten, Founder, Nordic Hotels Development Ekene Nnabuihe, CEO, Boulevard Hotel Group Erwan Garnier, Senior Director Development, Radisson Hotel Group</p>	<p>IFC WORKSHOP</p> <p>IFC Investments and Value-Added Services – How IFC works with built environment stakeholders in Nigeria & West Africa</p> <p>Duration: 1 Hour 30 Minutes</p> <p>Format: IFC Tools Presentations and Q & A</p> <p>Moderator: Dennis Quansah, Green Buildings Lead – Nigeria, Ghana & Kenya</p> <p>Participants: Godfrey Tapela, Senior Investment Officer, IFC Chishamiso Mawoyo, Senior Investment Officer, IFC Bankole Osituyo, Senior Investment Officer, IFC Sherif Muhtaseb, Senior Operations Officer, IFC Paul Ocran, Green Buildings Consultant, Ghana, IFC</p>
<p>16h35 WAT (30min) Dialogue</p>	<p>FOUNDERS ROUNDTABLE: Q&A with startup founders on how they are driving growth and sustainability amidst global headwinds.</p> <p>Moderator: Dolapo Omidire, CEO, Estate Intel</p> <p>Panelists: Tola Adensanmi, CEO, Spleet Chude Osiegbu, CEO, Venco Emmanuel Oballa, Co-Founder & CEO, Keble Abduljabbar Oyekan, Founder, Yahshud Property Limited</p>	<p>HOW ARE ICONIC HOTELS SUCH AS THE LAGOS CONTINENTAL AND ABUJA CONTINENTAL PERFORMING BY GOING ALONE?</p> <p>In Conversation With: Trevor Ward, Owner, W Hospitality Group & Karl Hala, General Manager, Lagos Continental Hotel</p>	
<p>17h05 WAT (40min) Panel Discussion</p>	<p>TECH & INNOVATION STRATEGIES BY LEADING REAL ESTATE CORPORATES IN WEST AFRICA</p> <p>Moderator: Tola Adensanmi, CEO & Co-founder, Spleet</p> <p>In Discussion With: Nnamdi Uba, Co-Founder, HouseAfrica Bolaji Edu, CEO, Broll Nigeria / Broll Tech Tunde Olasunkanmi, Country Manager, Redswan CRE</p>	<p>BIM AS A DRIVER OF CHANGE AND IMPROVED PERFORMANCE IN THE REAL ESTATE SECTOR</p> <p>Moderator: Gerald Madondo, Director, Turner & Townsend</p> <p>Panelists: Daniel Osuala, Project Manager, Turner & Townsend Tubi Otitooluwa, Associate Director, James Cubitt Architect Ayodele Ige, Structural Engineer/BIM Expert, Meistern Engineering Ltd</p>	
<p>17h45 WAT (15min)</p>	<p>CLOSING REMARKS NETWORKING COCKTAIL FUNCTION</p>		