AFRICAN REAL ESTATE CONFERENCE & AWARDS
AFRECA’19
AFRICA’S BIGGEST REAL ESTATE CONFERENCE

THEME
BRIDGING INVESTMENT GAPS IN AFRICA’S REAL ESTATE MARKETS FOR SUSTAINABLE GROWTH

28.08.2019
Landmark Convention Centre
Victoria Island, Lagos

SPEAKERS BROCHURE

PropertyPro.ng
A member of ToLet Property Group
Tolet Property Group is Nigeria’s largest online real estate and property technology company and owners of PropertyPro.ng, the largest online real estate listings platform with the primary mission of connecting property seekers with property owners and agents.

PropertyPro.ng (formerly ToLet.com.ng) started in 2013 and has since facilitated billions of Naira in transactional value from property sales and lettings.

With the recent acquisition of Jumia House, PropertyPro.ng now stands as the online property firm in Africa having the largest number of listings with over 10,000 registered agents across all 36 states. PropertyPro.ng now features over 100,000 properties and records over 500,000 visits on monthly basis.

ORGANIZERS OF
AFRECA (African Real Estate Conference & Awards) & LHPF (Lagos Home & Property Festival)

AS FEATURED ON
Forbes BBC CNBC Africa ThisDay
Drawn from the conclusions of the 2018 African Real Estate Conference & Awards themed "Growing African Cities: The Re-shaping model" Government & the private sector are to bridge the gap for infrastructural development of Urban cities. The role of real estate in the economic equation is changing. The real estate industry has a whole new cycle to work with over the next 10 years, fostering a lasting, positive impact in each and every built environment.

Africa has a fast-growing, rapidly-urbanising population with big unmet needs. This means there is a trillion-dollar opportunity to industrialise Africa, meet rising housing demands and create a bridgehead in the real estate markets.

The 2019 Edition of the conference provides a unique opportunity to envision the next 10 years under the lens of “Investment Stability”: an enabler for economic growth, sustainable performance and community cohesion. How to implement the best strategies that benefit over the longer term? How to deliver the best strategies to ensure people’s quality of life? How to reinstate responsible practices and employ existing resources optimally?
2018 SPEAKERS

Hon. Prince Gbadebo Lawal
Commissioner for Housing
Lagos State

Femi Akintunde
CEO
AlphaInvest Group

Uzo Amaka Oshogwe
Managing Director
Afriland Properties Plc.

Jan Van Zyl
Country Head,
Novare Equity Partners, Nigeria

Erejuwa Gbadebo
International Real Estate Partners

Adesola Adeyemi
CEO
Leadway Assurance

Donald George
Head, Property Management
9Mobile

Paul Omwanibe
MD/CEO
Landmark Group

Adeniyi Falade
MD/CEO
Crusader Sterling Pension

Adesope Adeyinka
CEO
PwC

Ayoli Jemide
Lead Partner
Detail Commercial Solicitors

Jide Adeola
MD/CEO
Homework Group

HOST

2018 SPONSORS & PARTICIPANTS

MEGAMOUND

Brairs & Hammers

AFRILAND PROPERTIES

NOVARE

northcourt

2018 EXHIBITORS

Home | WORK

GLOBAL PROPERTY PARTNERS

LEADWAY

Propertymart
KEY THEMES

- Sustainable & Equitable Housing
- Technological Infrastructures
- Real Estate finance structures
- Real Estate Aesthetics
- Building & the economies of real estate
- Regional Policy
- Real Estate Valuation & Transformation
- Urban planning & Transformation
- Real Estate Investment & Financing
- Innovations for Real Estate models
- Urban planning & Transformation
- Real Estate Investment & Financing
- Innovations for Real Estate models

WHO ATTENDS

STAKEHOLDERS

- 44% Industry
- 30% Finance and Private Equity
- 26% Advisory

GEOGRAPHY

- 50% Nigeria
- 34% Africa
- 16% International (UAE, UK, Europe)

JOB TITLES

- 66% CEO/Partner / Director / General Counsel / VP
- 34% Managing Director / Business Unit Head

SPEAKING OPTIONS

- Leadership Panel Debates
  Chair or speak on plenary sessions featuring key industry, finance and advisory leaders discussing the featured themes.

- Visionary Keynote Presentations
  Present your new ideas, opportunities and case studies to our influential audience.

- Breakout Sessions and Round Tables
  Chair or speak on these more intimate interactive sessions on critical investment issues and new opportunities. Report summaries are relayed back to the main audience.

- Networking Sessions
  Host Breakfasts, lunches/Dinner and Coffee breaks
MAIN SESSION TOPICS

AFRICA'S REAL ESTATE MARKET - How Is Investment Responding To Predicted Growth

-Reassessing and analysing the investor and developer expectations of targeted yields, ROI’s and IRR’s vs market realities
-How will projects be funded and what frameworks can be put in place to better private investment, DFI funding and PPP’s?
-Measuring the impact of changes in government leadership, structural reforms, policy frameworks and fiscal consolidation
-Restructuring the legislative laws to enable adequate investment securities.
-The Africa infrastructure gap: How and who will fund it, improvements to basic services and critical areas of improvement

MACROECONOMICS INSTABILITY IN EMERGING MARKETS - Building a More Robust Financial System

-Macroeconomic policies should seek sustainable growth in line with the economy’s potential, and avoid "go-stop" growth since it creates widespread uncertainty and risks of pervasive financial reverses.
-Uncertainty about relative prices fostered by inflationary environments.
-Use of market discipline and market access channels to provide incentives for the adoption of sound supervisory systems, better corporate governance and other key elements of a robust financial system.
-Promotion by multilateral institutions such as the IMF, the World Bank and the regional development banks of the adoption and implementation of sound principles and practices.

THE GREAT DISCOURSE - Optimizing and Restructuring Commercial Real Estate Investments

-A look at new innovations in building design and leasing strategies to fill the vacancy void
-Building smarter new assets that meet the real demand for African real estate
-The office workplace revolution (the escalating case for co-working spaces): Smarter, more efficient workplaces.
-Demand for niche and convenience malls in smaller towns, from both shoppers and retailers.

MARKET INTELLIGENCE - Revolution Of Data And Research as a frontier for New Investment Streams

-How to build reliable data sets for African real estate, the reliability of local and regional data sets and what initiatives are in place to improve this?
-How has the industry collaborated to bridge the data gap and increase investor confidence?
-Factors influencing the sale-ability of real estate across the value chain (residential, retail, commercial, hospitality)
-The market is searching for value added service (service, functionality, space efficiency/convertibility and innovation). How are these demand drivers disrupting the market?
-How does this data affect for rental/sale values in the future?
MAIN SESSION TOPICS

HOUSING DELIVERY & ASSET MANAGEMENT - The Role Of Professionals

- Challenges faced in housing delivery value chain
- Implications, risks and dynamics for managing cross border portfolios and investments
- Perceived mismatch between demand and supply at the top end of the rental market?
- Self-build projects dominating the housing supply across the sector. How do we get more private and large scale developers involved and drive down housing prices?
- Student housing: is there an investment case?

INSTITUTIONAL FRAMEWORK - Strategies for new types of growth - the legal process

- How innovative thinking, coupled with global best practices in urban planning, can result in Africa's primary cities becoming more economically and environmentally sustainable, inclusive and investment ready.
- Re-engineering & Modernizing the permit approval processes through technology
- Updating Local policies to attract foreign direct investment
- Land regulations: Are we making progress?

BREAKOUT SESSION TOPICS

Financing The Supply End Users: Creating A More Responsive Product To Borrower Capacity

- what new sources of funding are coming into the market?
- Alternative fund raising with technology
- Capital market evolution: the present situation & future projections
- How to Create Liquidity for the real estate market?
- Financial flexibility – what are the options?
- Mortgage Liquidity Facilities: Will they make end user finance a reality
- Financing the off-take: How to revolutionize the local mortgage market and make housing more affordable to the masses

Financing Infrastructure - Leveraging African Pension Funds, Insurance & Property Tax

- Regulatory interventions that make investment possible
- Managing risk in the housing financing value chain
- Property tax funds and their growing influence on the local property market
- Unpacking the role of local pension funds and insurance assets in unlocking critically needed long-term funding Africa’s property market
BREAKOUT SESSION TOPICS

ROOM 2
(SECTOR STRATEGIES)

Investing in New Ideas What is driving consolidation and investment in the market?

☑ A deep-dive look into prefabricated construction for affordable housing and low-cost, eco-friendly and sustainable building systems, and more,

☑ Possible Solutions through new construction technology bringing costs down.

☑ The implementation of green building in Africa

☑ The shared economy revolution: Solving Africa’s affordability problem through peer-to-peer shared spaces

☑ Is the West African market ready for re-tech? Is the African Market ready to embrace PropTech, and is the traditional property market model at risk of irrelevance?

Integrated Urban Rural Development Establishing a new generation of infrastructure

☑ Opportunities, challenges and implementation

☑ Achieving physical and functional integration and a pedestrian-oriented urban environment challenges

☑ How is the current deficit affecting the real estate sector and what impact will improved services have on the sector?

☑ What type of investor returns can be expected from the various types of hospitality assets?

☑ Development vs acquisition – where are we seeing the opportunities?
PARTICIPATING ORGANIZATIONS

Participating organizations includes:

- THE WORLD BANK
- UN-HABITAT
- updc
- broll
- LANDMARK
- HOME WORK
- PROPERTY
- & DEVELOPMENT
-Brains & Hammers
- Centre for Affordable Housing Finance in Africa
- Affordable Housing Institute (Dubai)

PARTNERS

- REDAN
- LAGOS STATE MINISTRY OF HOUSING
- NITP
- IDAN
- DENIM
- NIBBS
- MORTGAGE BANKERS ASSOCIATION
- AFRES
- RICS

MEDIA PARTNERS

- BUSINESS DAY
- The Guardian
- LAGOS TALKS 91.3FM
- THE BEAT 99.9FM
- THIS DAY
- LIVIN SPACES
- PropertyPro
- PRESTIGE