



2nd West Africa Real Estate Investor Forum 2017

Cluttons LLP, September 28th 2017, London, UK

Programme

08.30 Registration & Coffee

09:00 Welcome address

Faisal Durrani, Partner- Head of Research, Cluttons

09:05 Keynote: Macro Economic & Political Outlook

An economist will give an economic outlook and forecast on the region and the implications for the real estate sector. What will be the key drivers of growth in the year ahead?

09:25 Investor shoot out panel

Insights from investors – perceptions vs. reality when investing in West African real estate. Investors will debate the challenges and opportunities in different West African countries (Nigeria, Ghana, Senegal, Cote d'Ivoire and Angola). The audience will then be asked to vote on the market that they would most likely allocate capital to.

Confirmed speakers:

- **David Lashbrook**, Head of Africa Real Estate, **Momentum**
- **Thomas Reilly**, Head: Africa Real Estate, **Investec Asset Management**
- **Sara Cheche**, Investment Manager, **CDC Group**
- **Jonathan Brasse**, Senior Editor, **PEI Media** (moderator)

10:05 Presentation: Investing in London and Nigeria: Opportunities & Risks

Faisal Durrani, Partner- Head of Research, Cluttons

10:25 Networking coffee

10:55 Panel: Debt & Equity- Raising Finance for Real Estate Investments

Where will investment come from? What tools and products are available? What collateral is required? Issues of credit availability. Real estate financing structures and examples of recently financed projects.

Confirmed speakers:

- **Nimit Shah**, Partner, **Helios Investment Partners**
- **Chris Godman**, Managing Director, **Standard Bank**
- **JD Diabira**, CEO, **Westbridge Credit**



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11:35 Panel: Growth in the retail sector

Panellists discuss the key issues, challenges and opportunities of the retail sector and importantly how to drive the sustainable growth of the Industry.

Confirmed speakers:

- **Kevin Teerovdengadum**, CEO, **AttAfrica**
- **Eyowan Ani**, Finance Director, **HARPS Holdings**
- **Hafeez Giwa**, Managing Partner, **HC Capital Properties**
- **Bolaji Edu**, CEO, **Broll Nigeria**
- **Dolapo Omidire**, Research Director & Founder, **estate intel** (moderator)

12:15 Bridging the affordable housing gap in West Africa

12:35 Panel: Risk management in African development

Mitigating project development risks in the region. What can African developers learn from failures in developed markets? Where are the key opportunities for foreign developers?

Confirmed speakers:

- **Artem Gurevich**, Chief of staff, **Rendeavour**
- **Kushil Maharaj**, Managing Director, **G5 Properties**

13:15 Closing remarks

13:20 Networking lunch