

TUESDAY, 29TH OCTOBER 2019
RADISSON BLU HOTEL - NAIROBI

THEME:
“The Challenging Kenyan Economy: Prospects in Real Estate”

PROGRAMME

MASTER OF CEREMONY: GIKONYO GITONGA & CAROLINE KIHARA

7.30am	Arrival, Registration and Breakfast	
8.20am:	MC Welcoming Remarks	
8.25am:	Remarks by the KPDA CEO, Ms. Elizabeth Mwangi - Oluoch	
8.35am:	Opening Remarks by the KPDA Chair, Mr. Palkesh Shah	
8.55am:	Opening Ceremony Mr. Samuel Kariuki - Managing Director, Centum Real Estate	
9.05am:	“The Challenging Kenyan Economy: Prospects in Real Estate” Mr. Samuel Kariuki - Managing Director, Centum Real Estate	
9.30am:	<i>Question & Answer Session</i>	
10.00am:	“The Centum Real Estate Portfolio” Mr. Kenneth Mbae - Commercial Director, Centum Real Estate	
10.15am:	TEA BREAK	
10.40am:	“What Does 2020 Hold for the Real Estate Sector?” Mr. Anthony Havelock - Head of Agency, Knight Frank Kenya Ltd	
11.00am:	Panel Discussion 1: Moderator: John Rogers - Regional Director East Africa, Turner & Townsend <i>Proposed Discussants:</i> <ul style="list-style-type: none"> • Mr. Samuel Kariuki - Managing Director, Centum Real Estate • Ms. Esther Omulele - Deputy Managing Partner Head of Commercial and Property Department, MMC Africa Law • Mr. Robert Gichohi - Director Projects, MML Turner & Townsend • Ms. Anzette Were - Economist, FSD Kenya • Mr. Anthony Havelock - Head of Agency, Knight Frank Kenya Ltd 	
11.40am:	Presentation By Diamond Sponsor - Kumkang Kind East Africa Ltd Mr. Sang Won Jeon - Managing Director, Kumkang Kind East Africa Ltd	
12.00noon:	“Alternative Funding Options” Mr. George Pande - Head of Strategy and Product Development - Mortgage Division, KCB Group Ltd	
12.20pm:	Panel Discussion 2: Moderator: Mr. Ngatia Kirungie - Founder/Director, Spearhead Africa Ltd <i>Proposed Discussants:</i> <ul style="list-style-type: none"> • Mr. Adil Suleman - Head of Actuarial Services, Zamara Administrators • Ms. Doreen N. Onwong'a - Associate Partner, KN Law LLP • Mr. Shiv Arora - Head of Private Equity Real Estate, Cytonn Real Estate • Ms. Nelly Gitau - Partner, Oraro & Company Advocates • Mr. George Pande - Head of Strategy and Product Development - Mortgage Division, KCB Group Ltd 	
12.45pm:	Presentation by Merchandise Sponsor - Bamburi Cement Ltd Ms. Angella Asiimire - The Branding and Strategic Marketing Manager, Bamburi Cement Ltd	
1.05pm:	LUNCH BREAK	
2.05pm - 4.00pm:	BREAK-OUT SESSIONS	
BREAK- OUT SESSION 1	<i>“Financial Investment Opportunities in Real Estate”</i>	<i>to be led by KCB</i>
BREAK- OUT SESSION 2	<i>“Developer Case Study on Overcoming Policy Obstacles”</i>	<i>to be led by Centum Real Estate Ltd</i>
BREAK- OUT SESSION 3	<i>“Best Practices in Real Estate”</i>	<i>to be led by KN Law LLP</i>
4.05pm	Leads and Needs Session Moderator: Mr. Gikonyo Gitonga	
4.35pm	Closing Remarks/Vote of Thanks KPDA Vice Chairman - Mr. Ken Luusa	
5.30pm - 9.00pm	COCKTAIL	

THE MASTERS OF CEREMONY



MS. CAROLINE KIHARA

Caroline has been the Head of Mortgage Sales at KCB Bank since 2015. She has over 15 years' experience in Real Estate Financing; 10 of which has been in Senior management level specializing in SME/ Business Banking, Corporate Banking, Microfinance Banking as well as Mortgage Finance banking. She has worked at the United Bank of Africa (UBA – Kenya Ltd), Standard Chartered Bank, Equity Bank, Housing Finance and at the Kenya Women Finance Trust.

Caroline is part of KCB Women in Leadership Network (WILN).

She is a Board Director at KPDA, is a member of the KPDA Affordable Housing Task Force, the KPDA Membership and Outreach Committee as well as the KPDA Institutional



MR. GIKONYO GITONGA

Gikonyo is the Managing Director at Axis Real Estate Ltd. He is a highly experienced and qualified Real Estate professional services expert and holds an MSc (Econs) in Urban Development Planning from the University of London and a BA (Land Economics) from the University of Nairobi. He is a full member of The Institution of Surveyors of Kenya (Valuation & Estate Agents Chapter) and is a Registered Estate Agent.

Gikonyo is also a Board Director at KPDA and chairs the Lands Sector Board at the Kenya Private Sector Alliance (KEPSA).

ABOUT THE PRINCIPAL SPONSOR – CENTUM REAL ESTATE



Centum Real Estate is the region's leading developer of mixed-use urban nodes. We master develop attractive sites across the region and provide commercial impetus for investors to establish urban node developments therein. Within our current portfolio, we are developing the Two Rivers precinct in Nairobi (www.tworivers.co.ke), Vipingo at the Coast of Kenya (www.vipingodevelopment.com), Pearl Marina in Entebbe (www.pearlmarina.co.ug), Uganda and affordable urban nodes in the wider Nairobi and catchment areas.



MR. SAMUEL KARIUKI

Mr. Samuel Kariuki is the current Head and Managing Director of Centum Real Estate. Prior to this appointment, Mr. Samuel Kariuki was Centum Investment Company's Chief Financial Officer from 2016. Mr. Kariuki holds a Master of Business Administration in Strategic Planning from Heriot-Watt University (UK), a Bachelor of Science degree in Applied Accounting from Oxford Brookes University (UK) and Bachelor of Technology degree in Chemical and Process Engineering from Moi University.

He is a Fellow of the Association of Chartered Certified Accountants (FCCA) and a Member of the Institute of Certified Public Accountants of Kenya. He is also a Certified Information Systems Auditor and a Member of the Information Systems Audit and Control Association (ISACA). He is a Certified Executive Coach and a Tutu Fellow



MR. KENNETH MBAE

Mr. Mbae was appointed Managing Director of Vipingo Development Ltd. in August 2017 and is responsible for the establishment of the region's new economic hub at Vipingo.

Kenneth joined Centum in 2010 as an intern in the real estate team and has grown to his current position through delivery of various projects including leading the setup of Pearl Marina (UG), establishing the estate and mall management business within Two Rivers Development, setting up Vipingo Development from value creations all the way to ground breaking. He also served as the Ag. Deputy Managing Director of Athena Properties.

Kenneth has a Bachelor's Degree in Biochemistry from Kenyatta University and a Harvard Graduate School of Design alumni having completed the Advanced Management Development Program. He is also a member of the Project Management Institute and Institute of Directors (Kenya).



MS. ESTHER OMULELE

Deputy Managing Partner
Head of Commercial
Accredited Governance Auditor

Esther is a seasoned lawyer who enjoys the practice of law. She is a graduate of the University of Nairobi and a holder of a Bachelor of Laws Degree. Esther also has a Diploma in Law from the Kenya School of Law. In 2017 Esther attended Harvard Law School where she attended training on Leadership in Law Firms. In addition, she has a Diploma in Project Finance from the 12th African School for International Financial Law Cape Town, South Africa. She is also a Governance Auditor and a Company Secretary with many years experience.

Esther has been ranked by Chambers Global as a leading lawyer in Kenya in real estate and has also been ranked by IFLR1000 as "Highly Regarded" in Mergers and Acquisitions in 2017, 2018 and 2019. She is one of the authors of Chambers Real Estate Global Practice Guide, 2019 which is a definitive global law guide offering comparative analysis from top ranked lawyers.

Her areas of Practise include but not limited to Real Estate and land use planning, Mergers and Acquisitions, Capital Markets, Energy, Oil and Gas, Corporate Governance, Telecoms, Fintech, Regulatory Work amongst others.



MR. ROBERT GICHOHI

Robert is the Director in charge of Project delivery at MML Turner & Townsend. Robert also acts in the capacity of Key Account Manager for a number of MML Turner & Townsend's Key clients, most notably in the real estate sector, a sector that he has regional responsibility for across MML Turner & Townsend's business. Specific client relationships for which Robert is responsible are: ACTIS, Mitchell Cotts, KCB (Kenya Commercial Bank)

These clients and others in various sectors of industry have benefited from Roberts' dedicated, loyal, intellectual and innovative approach for a number of years. Roberts' core strength is in improving project outcomes for clients through insightful team leadership, risk mitigation and unique value addition. Robert does not only save client's money, but helps them achieve a performance step-change that they can own and sustain over the long-term. Robert is a highly motivated individual, with specific skills in leadership, quality assurance and conflict resolution, among others.



MS. ANZETSE WERE

Anzetse Were is a development economist with over ten years of experience working in Africa on Development Economics, Economic Analysis and Research, Impact Investment, Manufacturing, the Informal Economy and Enterprise Development. She has a Masters in Economics from the University of Sydney (Australia) and a Bachelor's degree from Brown University (USA).

She is a weekly columnist for the Business Daily Africa and her work has appeared in local and international publications and websites. Her expertise in development economics has been sought out by local and international media houses such as The Financial Times, The Economist, BBC, CNBC Africa, Nation TV, KTN, Citizen TV and others. Her clients include the International Finance Corporation, the Overseas Development Institute, the African Development Bank, Deloitte and PKF.

Anzetse is an Economist working for Financial Sector Deepening (FSD) Kenya.



MS. LOUISE MATHU

Louise is an Advocate of over 10 years' standing with diverse experience from the public and private sectors. Her areas of expertise are energy law, public private partnerships (PPPs), construction & engineering law, infrastructure & projects, project finance, legal & regulatory compliance, corporate governance and mergers & acquisitions.

Prior to joining the firm, Louise was an in-house counsel at Kenya Power & Lighting Company Limited, heading the Legal Services Department's Commercial Section. Louise has been involved in notable projects in the energy sector at the national and regional level including the negotiation of power purchase agreements (PPAs) and various project agreements as well as the drafting of policies affecting the energy sector as a member of several sectoral working groups and committees.

Louise holds degrees in law (LLB and LLM) from the University of Nairobi, is a Certified Secretary and also a Certified ISO Auditor. She is a member of the Law Society of Kenya, the Institute of Certified Secretaries, the Women on Boards Network as well as the Association of Women in Energy & Extractives in Kenya.



ADIL SULEMAN FCIA, FSA

Head: Actuarial Services

Adil is a qualified actuary and is Head of the Actuarial Division at Zamara Actuaries, Administrators and Consultants Ltd.

While he started his career in the pensions industry, as the leader of the actuarial division, Adil is now involved in insurance and investment consulting, in addition to continuing to focus on the pension sector. Adil started his career in Canada, where he qualified as a Fellow of the Canadian Institute of Actuaries. Since joining Zamara in Kenya, Adil has had the opportunity to provide actuarial services to clients in Kenya, Tanzania, Uganda, Rwanda, Zambia, Nigeria, Liberia and Ethiopia.



NGATIA KIRUNGIE

Ngatia is a financial service professional and the founder of Spearhead Africa, a Nairobi based property and infrastructure advisory business, delivering innovative financial structuring and alternative sources of capital to businesses in East Africa.

Ngatia has extensive experience from large financial institutions in New York, London and Nairobi and leads the firm's project structuring efforts developing innovative and bespoke financing structures and capital solutions to meet client project requirements. He is also responsible for developing the firm's investment capital networks with local and international commercial and development banks, insurance companies, pension funds and asset managers.

Prior to founding Spearhead Africa, Ngatia was an Executive Director at Goldman Sachs in London where he led the firm's Africa fixed income sales and credit coverage, and was responsible for leading financing and public market investment transactions valued at over USD 5 billion across Kenya, Tanzania, Nigeria, Ghana, Angola and South Africa. Ngatia was also responsible for the firm's structured finance origination and distribution efforts in Africa, providing local corporates, state-owned enterprises and infrastructure investors with financing solutions across the capital structure ranging from vanilla debt to structured equity investments.

Ngatia is a graduate of Vanderbilt University where he received his MBA (Property Finance and Investment specialization). He received a Bachelor of Science in International Business Administration (Honors) from the United States International University in Nairobi.



MR. SANG WON JEON

Sang is an experienced Managing Director with a demonstrated history of working in the building materials industry with a strong business development professional skilled in AutoCAD, Negotiation, Budgeting, Risk Management, and Customer Service.



MS. DOREEN N. ONWONG'A

Doreen has over 7 years' work experience in legal practice with particular strengths in the areas of real estate law and conveyancing, project finance, building and construction contracts, securitization, capital market transactions and general corporate commercial law.

She has been involved as part of legal teams and in some cases team leader in the delivery of complex real estate development projects valued at billions of shillings. Her experience includes product development involving capital market products and services.

Doreen is an Advocate of the High Court of Kenya and holds a Bachelor of Laws degree (LLB) from the University of Nairobi and a Diploma in Law from the Kenya School of Law. She is also a prize winning graduate Certified Secretary (KASNEB top performing student, 2018 in Governance and Secretarial Audit).



MR. SHIV ARORA

Shiv serves as the Head of Private Equity Real Estate at Cytonn Investments Management Plc. His work experience spans across the financial services sector, in Investment Banking, Global Wealth Management and Fund Management, gained with Citibank, Merrill Lynch Wealth Management, and Britam Asset Managers respectively.

He holds a BSc, Economics from the University of Warwick and a CFA Level II candidate with the CFA Institute.



NELLY GITAU, PARTNER, ORARO & COMPANY ADVOCATES

A Partner at Oraro & Company Advocates' commercial practice, Nelly specialises in conveyancing & real estate and banking & finance. She has advised local and international clients for over 11 years in various matters including project finance, real estate joint ventures, securitisations, debt finance, as well as the transfer of land.

She has been involved in notable real estate transactions including advising a leading Kenyan investments and real estate company in a real estate development joint venture with the landowners for the development of an integrated master planned multiple-use city located on approximately 1,000 acres of land in the Nairobi metropolis.

In its recently released 2020 edition, leading international legal directory - IFLR 1000 ranked Nelly as highly regarded in Banking (Real Estate).

Nelly holds a Bachelor of Laws (LLB) from the University of Nairobi and a Post-graduate Diploma in Law from the Kenya School of Law.



MR. GEORGE PANDE

George Pande is the Head of Strategy and Product Development - Mortgage Division at KCB Bank (K) Ltd. He holds a Bachelor of Arts, Economics Degree from the University of Nairobi and has over 17 years of banking experience.

George has served as the Strategy and Product Development Head - Mortgage Division, the Corporate Relationship Manager, Credit Analyst and Recovery Manager.



ANTHONY HAVELOCK

Anthony joined Knight Frank in 2007, having spent 10 years in the UK investment market. Unusually, he has been involved in both agency and principal positions within the Capital Markets arena. His main focus whilst in the UK was retail and shopping centre investment agency.

Prior to joining Knight Frank, Anthony was part of the ING Acquisition team, involved in major transactions including “The Abbey” deal (£1.1bn) and the acquisition of six shopping centres from Catalyst to form the group’s Britannica Shopping Centre Fund.

Amongst other projects Anthony is currently actively involved in overseeing the leasing of three major new retail malls in Nairobi which once completed will transform the retail provision within the city adding circa 1.5m sq.ft of new modern space.

Anthony holds a BSc (Hons) MRICS and is a member of IPF + BCSC.



JOHN ROGERS

John heads up East Africa for Turner & Townsend. He is a pro-active, engaging & results driven professional with 14 years continuous International Construction Experience who has worked previously in UK, Ireland and Middle East. He has worked with and led multicultural teams on Construction Projects in both Private and Public Sectors. These include, Manufacturing, Retail, Residential & Commercial projects, values have ranged from \$100k - \$250m. John holds an MSc in Project Management from the University of Liverpool.