

**ZAMREAL | 06 APRIL 2022 | RADISSON BLU, LUSAKA
19029 GREAT EAST ROAD, LUSAKA**

THEME: A NEW HORIZON

08h00 – 09h00 CAT	REGISTRATION WELCOME
09h00 CAT (10min)	OPENING REMARKS by Master of Ceremonies: Paddy Mukando , Broadcaster and Voice-Over Artist, Zambia
09h10 CAT (20min) Opening Address	OPENING ADDRESS: Hon. Minister Infrastructure, Housing & Urban Development, Hon. Eng. Charles Milupi
09h30 CAT (30min) Presentation	<p>MACRO-ECONOMIC OVERVIEW: A LOOK AT:</p> <ul style="list-style-type: none"> • Government's promise to combat corruption, rescue the economy and instill fiscal discipline – will this materialize? • Currency stability or volatility– what can we expect in the next 12 months? And what are the key drivers? • IMF package – what is the latest update and how will it affect the broader economy and real estate sector? • Rising Copper prices – what is the outlook, and will the price strength continue? <p>Presented by: Victor Chileshe, Head: Global Markets, Stanbic Bank Zambia</p>
10h00 CAT (60min) Keynote Panel Discussion	<p>STATE OF THE MARKET: Heavy reliance on local bond market with high interest rates makes borrowing for real estate developments in commercial LCY rates hard as returns are wiped out. The residential sector has lagged the demand for housing due to the interest rates being charged on local currency, creating a next to nil mortgage market! High inflation on consumers of has had a knock-on effect on shopping centre performance and thus investment. We review key trends and plot the future</p> <ul style="list-style-type: none"> • What are the key sector trends – a look rentals, yields, cost of funding and more • How will infrastructure upgrades across the country impact the local real estate market? • How are stakeholders navigating shorter lease terms, local currency rentals, collection challenges and rising vacancies? • Which sub sectors are gaining the most attention? And where are the new growth nodes? <p>Presented and moderated by: Mumba Kapumpa, Senior Manager Advisory & Consultancy, Knight Frank</p> <p>Panelists: Inutu Zaloumis, Co-founder & Managing Director, Pam Golding Properties Heinrich Malan, Director, Time Projects Mondo Chibesakunda, COO, AMDG Mutinta Siwale, Manager Client Coverage, Stanbic Bank</p>
11h00 CAT (20min) Presentation	<p>INVESTMENT OPPORTUNITY: MPILE PROPERTY FUND</p> <p>Presented by: Mumba Musunga, Portfolio Manager, African Life Financial Services Zambia</p>
11h10 CAT (10min)	BREAK
11h20CAT (50min) Panel Discussion	<p>FUNDING AND CAPITAL MARKETS: HOW ARE LENDERS & INSTITUTIONAL INVESTORS POSITIONING THEMSELVES? WHERE WILL THE NEXT INFLUX OF CAPITAL COME FROM? ARE REITS/LOCAL REAL ESTATE LISTINGS A SHORT TO MIDTERM REALITY IN ZAMBIA?</p> <p>Moderated by: Mumba Musunga, Portfolio Manager, African Life Financial Services Zambia</p> <p>In discussion with: Muchindu Kasongola, CIO, Industrial Development Corporation (IDC) Lina Lungu, Head: Business Development, The Lusaka Stock Exchange (LuSE) Alinani Simbule, Manager: Investor Services Operations, Stanbic Bank Zambia Luyanga Mufungulwa, Head: Markets, FNB Zambia Bruce Mulenga, Manager: Market & Transactions, Securities Exchange Commission (SEC)</p>

<p>12h20 CAT (20min) Presentation</p>	<p>A Pam Golding Properties Residential Survey & Report Presentation</p> <p>Presented by Inutu Zaloumis, Co-founder & Managing Director, Pam Golding Properties</p>
<p>12h40 CAT (50min) Panel Discussion</p>	<p>RESIDENTIAL RESILIENCE: A look at gated communities and the growth in sales for serviced residential plots. Can serviced plots be securitized? Challenges around title deed processing and approval time frames for change of land use and subdivisions, town planning and infrastructure development.</p> <p>Moderated by Natasha Chiumya, Partner, Folotiya & Chiumya Legal Practitioners</p> <p>In Conversation with: Fortune Mukuka, Director Banking & Mortgages, Zambia National Building Society (ZNBS) Shaun Davy, Director, Afritec Asset Management Mumeka Wright, CEO, Makeni Heights Dorothy Soko, Director General, National Housing Empowerment Fund</p>
<p>13h30 CAT (60min)</p>	<p style="text-align: center;">LUNCH</p>
<p>14h30 CAT (50min) Presentation followed by a Panel Discussion</p>	<p>THE GREEN ECONOMY AND TECHNOLOGY – HOW THE DRIVE FOR SUSTAINABILITY AND INNOVATION WILL CHANGE THE LOCAL PROPERTY MARKET LANDSCAPE?</p> <p>Presentation by Dennis Quansah, Kenya, Ghana & Nigeria Lead - EDGE Green Building Market Transformation Program, IFC</p> <p>Moderator: Mulumba Lwatula, Deputy Head: Investments (Mining, Manufacturing, & Agribusiness), IDC</p> <p>Panelists: Dennis Quansah, Kenya, Ghana & Nigeria Lead - EDGE Green Building Market Transformation Program, IFC Kagiso Sebetso, Green Building Consultant, Time Projects Lerato Kumalo, Head: ESG & Impact, Novare Equity Partners Candace Van Zantwijk, Regional Director: SADC, Turner & Townsend, South Africa</p>
<p>15h20 CAT (60min) Panel Discussion</p>	<p>HOTELS AND HOSPITALITY UPDATE: BEYOND LUSAKA</p> <p>The Copperbelt region and other areas remain under serviced with hospitality. To meet the demand for business infrastructure and create jobs and opportunities for hotels services and other goods providers, we look beyond the horizon.</p> <p>Presented and moderated by Jan Snyman, Vice President: Hotels & Hospitality, JLL, Sub-Saharan Africa</p> <p>In discussion with: Simone Kuhn, Development Manager, Radisson Hotel Group Ranjeesh Kavil, General Manager, Neelkanth Sarovar Premiere Hotels Limited Kishan Vaghela, CEO, Quorum Hotel Andrew McLachlan, Managing Director: Development Sub-Saharan Africa, Hilton</p>
<p>16h20 CAT (10min) Presentation</p>	<p>THE ZAMBIA RETAIL SURVEY AND REPORT</p> <p>A Presentation by Jonathan Elliot, Founding Partner, The Associates</p>
<p>16h30 CAT (45min) Panel discussion</p>	<p>RETAIL EVOLUTION: SHIFTING DYNAMICS, RISE, AND RELEVANCE OF LOCAL RETAILERS; EXIT OF REGIONAL PLAYERS, THE FILLING STATION BOOM & MORE</p> <p>Moderator: Patrick Katabua, Account Director: Africa & SADC Hub Lead, Cushman & Wakefield Broll</p> <p>In discussion with: Victor Sodala, CEO, Pylos Knight Silumesii, Managing Director, Puma Energy Zambia Plc Alfred Mwila, Director Economic Regulation, Energy Regulation Board</p>

17h15CAT (10min) Presentation	THE EVOLUTION OF CO-WORKING SPACES An AfricaWorks Presentation by Victor Sodala
17h25 CAT (5min)	CLOSING REMARKS
17h30 CAT	NETWORKING COCKTAIL FUNCTION SPONSORED BY TIME PROJECTS