

Agenda Snapshot

TIME	DISCUSSION
07h00-08h30	REGISTRATION & BREAKFAST
08h30-08h45	WELCOMING REMARKS BY THE MC: Sarita Monjane Henriksen
08h45-09h00	OFFICIAL ADDRESS: David Simango , Mayor of Maputo
09h00-09h10	CONFERENCE OBJECTIVES: Eng. Agostinho Vuma , President, Confederação das Associações Económicas de Moçambique (CTA)
09h10-09h30	SETTING THE MACRO ECONOMIC SCENE: A deep dive look into: OVERVIEW AND PREDICTIONS: Historic vs future GDP projections ECONOMIC PRESSURE POINTS: Fiscal deficit, public debt & The IMF analysis MONETARY POLICY: Exchange laws, currency stability, interest rates and inflation. What is the future outlook GDP GROWTH DRIVERS: Reviewing the performance and outlook for key sectors such as Oil & Gas, Mining & Tourism POLITICAL & SOCIAL STABILITY: Elections, peace agreements & regulatory changes. How will they impact investor sentiment? Presented by: Fâusio Mussá , Chief Economist, Standard Bank Mozambique
09h30-10h00	KEYNOTE PANEL: ADDRESSING THE BIG PICTURE: Panelists address the following key pillars affecting the investment and real estate market in Mozambique: POWER: Cost of utilities, expansion of the grid connection and access to power. Are they improving? INFRASTRUCTURE: Key infrastructure projects, new roads and transportation links: what opportunities and benefits will these developments bring to the real estate sector? THE OIL & GAS SECTOR: When will the major projects come to fruition, and what will the impact be on the real estate market? LAND: Best practice procedures and allocation for the management and usage of land in Mozambique. What is the way forward? FINANCE: Addressing the issue of exchange laws, cost of capital and currency stability CONSTRUCTION: Looking at the industry as a major driver of socio-economic development and job creation Moderated by: Manuel Vieira , Chairman, Meridian32 Company Group Victor Tauacale , Deputy Minister of Public Works, Housing and Water Resource Paulo de Sousa , Chairman & Chief Executive Officer, Banco Comercial e de Investimentos (BCI) Eng António Matola , Operations Management, Dept Director of Projects and Engineering, Empresa Nacional de Hidrocarbonetos (ENH) Eng. Agostinho Vuma, President , Confederação das Associações Económicas de Moçambique (CTA)
10h00-10h30	THE BIG DEBATE: TOWN PLANNING, BUILDING PERMITS, PARKING ALLOWANCE AND LAND TENURE: How can local & national governments together with town planners and built-environment associations better collaborate in creating a more organized and fluid real estate sector? Access to land: Creating simplified and less restrictive procedures for the acquisition and transfer of land rights. How do we get there? Creating a market for land use rights: Facilitating the transferability of the DUAT. Is this a reality? Best use: Allocation for the management and usage of land in Mozambique. How do we ensure we get the best and maximum use out of prime land? Moderated by: Bernardo Simões , Managing Director, Zambujo & Associados In conversation with: Senior Representative Minister of Land, Environment and Rural Development Euclides Rangel , Director, Urban Planning and Environment, Maputo City Council Tony Adams , Director, Mobility and Parking Municipal Company (EMME) Arquitecto António Pinheiro , Director, Atelier Traço Urbano
10h30-11h00	TEA & COFFEE NETWORKING BREAK
11h00-11h15	THE STATE OF THE MARKET ADDRESS: Regional & provincial property and infrastructure overview Real estate sector performance analysis and comparison Overview of pricing, yields & rentals Reviewing current demand & opportunities Presented by: Manuel Vieira , Chairman, Meridian32 Company Group

11h15-12h00

THE STATE OF THE MARKET PANEL: Identifying what prospects lie ahead by analyzing historical and current market performance. How can investors, developers and industry stakeholders navigate the current challenging environment and position themselves for future growth?

Reviewing current market maturity and transparency: How do we get more data on pricing, rentals and vacancies?

Formalizing the local property market: How can we ensure global best practices are implemented and adhered to across the real estate industry?

Growth predictions in the depth and demand of the market: What are the predictions and how will these factors drive future real estate projects?

Addressing the valuation issue: How do we get valuations more accurate, mitigate against currency variations and improve investor confidence?

The Regional Picture: Comparisons to other emerging African markets and regional counterparts. How does Mozambique compare and can we expect an increase in international investment going forward?

Moderated by: Nuno Sá Fialho, Comercial Director, Broll Property Group

Bernardo Simões, Managing Director, Zambujo & Associados

Catarina Esteves, Managing partner, Prime Yield Mozambique

Nuno Tavares, Partner & General Manager, REC

Carlos Amaral, Partner, Moçambique Real Estate

12h00 -12h20

ADDRESSING THE CHALLENGES OF DOING REAL ESTATE BUSINESS IN MOZAMBIQUE: A deep dive look into tax efficiencies, risk mitigation & legal frameworks:

Uncovering the most efficient tax structures for investment and development in local real estate

Analyzing which offshore structures provide the best local benefits.

Updating developers and investors with best practice solutions to navigate Mozambique's legal framework and land use regulations

Telmo Ferreira Founding Partner at CGA - Couto, Graça e Associados

12h20 - 13h00

THE BUSINESS OF REAL ESTATE IN MOZAMBIQUE:

Risk Management: Managing repatriation & currency risk in local real estate investments

Access to finance: Reducing the cost of capital and making projects less risky through effective funding structures.

Investment strategies & structures: A look at existing and new Investment models, timing of cash flows and the availability of exit strategies

Ownership & capital Structures: Fresh entities, Special Purpose Vehicles (SPVs) and arrangements between existing land owners and developers

Alternative sources of financing: A look at innovative and new sources of financing for local real estate projects

Creating better access to development finance: Increasing the debt tenure periods and reducing cost of capital. How do we get there?

Moderated by: Aly Faruque, Managing Director, Innovative Asset Management

Pedro Coutinho, Managing Partner, SOURCE Capital

Greg Pearson, Co-Founder, GRIT Real Estate Income Group

Pedro Pinto, Chief Executive Officer & Partner, African Century Real Estate

13h00-14h00

NETWORKING LUNCH

14h00-14h40

THE MOZAMBIQUE REAL ESTATE DEVELOPMENT GAME: A look into:

Feasibility studies and procurement strategies

Building materials and construction costs

Tenant negotiations and lease agreements

Project & cost management

Design, sizing and implementation

Application of renewable energy and green architecture

Moderator: Gonçalo Morgado Marques, Partner, Moçambique Real Estate

João Catela, Development Manager, Hodari

Christiaan Rademan, Director, RLB Pentad

Miguel Chaves, Executive Director, JAT Constroi

Sérgio Martires, Partner, Betar Engenharia

14h40-15h00

NEW INVESTMENT OPPORTUNITY: RAPID DEVELOPMENT OF INDUSTRIAL ZONES IN MOZAMBIQUE

Overview of the different Free Zones in Palma, Nacala, Tete and Beluluane.

Anchor investors creating interesting investment openings

Uncovering the investment opportunity: Warehousing, logistic parks, dry ports and more

Opportunities for support industries within established Industrial Parks.

A Beluluane based Case Study presented by: **Onório Manuel,** Infrastructure Development Manager – Beluluane Industrial Park

15h00-15h45

RETAIL: THE OUTLIER?: Evaluating current project performance and highlighting the growing investment trend into smaller convenience retail centers in Maputo, Matola, Nampula, Pemba, Beira, Tete, and other fast-growing towns. Does this growth avenue justify the investment?

Key questions to be discussed:

Current supply and demand: Is there room for more formal retail centres and how are new shopping malls in Pemba, Maputo and Tete trading?

Design & sizing: What is the optimal sizing for new greenfield projects? Is there a pocket of entry for new smaller convenience retail centers?

Retailer pool: How deep is the current pool of retailers and are regional retailers looking to expand their local operations?

Cities and nodes: Maputo, Matola, Nampula, Nacala, Pemba, Beira, Tete- where are the best opportunities for future retail developments?

Moderated by: Vicus Bouwer, Divisional Director: Retail Leasing Africa, Broll Property Group

Aly Faruque, Managing Director, Innovative Asset Management

Julien Garcier, Founder & Managing Director, Sagaci Research

Lulamile Makasi, Executive Director: Business development, Novare Equity Partners

Stefano Onnis, Chief Operating Officer, RDC Properties Limited

15h45-16h00

TEA/COFFEE BREAK

16h00-16h15

LOOKING INTO THE FUTURE OF THE COMMERCIAL OFFICE SECTOR

DEMAND: How do we navigate the current low occupier demand and increased supply climate, who will occupy all the new square meters of space? And how will Maputo's new downtown evolve in the years to come?

GROWTH PREDICTIONS IN TENANT, OCCUPIER AND CONSUMER DEMAND: What are the predictions and how will these factors drive future real estate projects?

THE REAL ESTATE IMPACT OF THE OIL & GAS SECTOR: Covering the specialist needs and demands of these multinationals and what effect will they have on the real estate market going forward

Presented by: José Castillo, Managing Partner, Broll Property Group

16h15-16h45

HOTELS, HOSPITALITY & MICE SECTOR OVERVIEW: Reviewing current hotel performance in a sluggish market and identifying what's coming online in the near future. Is there a demand and supply gap, and what impact has Airbnb and other 'invisible' entrants had on the market?

Moderated by: Aly Faruque, Managing Director, Innovative Asset Management

In conversation with:

Rui Monteiro, Managing Partner, Turconsult

Erwan Garnier, Director, Business Development, Sub-Sahara, Radisson Hotel Group

Geri Wessels, Director: Development, SADC, Hilton Worldwide

Dado Gulamhussen, Board Member, Vip Hotels

16h45-17h05

PROFILE OF THE HOUSING SECTOR IN MOZAMBIQUE

The United Nations Human Settlements Programme (UN-Habitat Mozambique) promotes the "Dialogue on Housing in Mozambique", which will present studies and projects currently being developed in the housing sector. The "Housing Profile in Mozambique", is one of those studies that includes the consolidation of information on various aspects of housing: legislation, financing, housing park conditions, construction industry, among others

Can the market shift its focus to meet the needs of the majority of the population? What are the prospects for the sector and who is creating the offer for the lower market segment? Understanding market demand, and addressing the disconnect between the price of formal housing and what the population can afford?

Top end vs mass market demand: where are the future opportunities?

Financing the offtake: How do we revolutionize the local mortgage market and make housing more affordable to the masses

Large scale housing developments: How can private and public sector collaborate in making these high-density projects a reality?

What needs to be done to correct the failures of the past?

Presented by: Wild Do Rosario, Deputy Head, UN-Habitat Programme Mozambique

17h05

CLOSING REMARKS

17h30-20h00

NETWORKING COCKTAIL & CANAPE FUNCTION