

## A NEW DAWN: DRIVING ECONOMIC GROWTH THROUGH REAL ESTATE INVESTMENT

TIME	DISCUSSION
07h30-08H45	<b>REGISTRATION &amp; BREAKFAST</b>
08h45-09h00	<b>WELCOMING REMARKS:</b> Farai Mwakutuya, Master of Ceremonies
09h00-09h10	<b>OPENING ADDRESS:</b> Hon July Moyo, Minister, Ministry of Local Government Public Works and National Housing
09h10-09h30	<p><b>KEYNOTE ADDRESS: ZIMBABWEAN REAL ESTATE MOVING INTO AN AREA OF INTEGRITY AND COMPETITIVENESS</b></p> <p><b>Presented by:</b> Jeremy Brooke, Executive Chairman, Cardinal Corporation</p> <ul style="list-style-type: none"> <li>• Making Zimbabwean property values regionally or globally competitive</li> <li>• Re-engineering the permit approval processes to make Zimbabwe best in class</li> <li>• Updating Local policies to attract foreign direct investment</li> <li>• A discussion surrounding the vision for satellite towns surrounding Harare</li> <li>• Efficiency surrounding Road, Water and Sewerage Infrastructure development</li> <li>• Providing affordable homes for the aspirational local market</li> </ul>
09h30-10h00	<p><b>RESTORING INFRASTRUCTURE, TOWN PLANNING &amp; BUILDING PERMITS:</b> roadmap for future planning and real estate development</p> <ul style="list-style-type: none"> <li>• <b>Funding:</b> How will projects be funded and what frameworks can be put in place - DFI funding and PPP's ?</li> <li>• <b>Implementation:</b> Increasing service capabilities of water supply, sewerage systems, drainage and roads</li> <li>• <b>Impact:</b> Infrastructure underpins development: how is the current deficit effecting the real estate sector and what impact will improved services have on the sector?</li> <li>• <b>The impact of unapproved layouts &amp; unsanctioned pegging of stands:</b> how do we address these issues?</li> <li>• <b>Current titling schemes and land tenure security:</b> how can these be improved and what is being done?</li> </ul> <p><b>Moderated by:</b> Farai Mwakutuya, Master of Ceremonies</p> <p><b>Amos Mazarire</b>, Chartered Surveyor &amp; Senior Partner, Knight Frank Zimbabwe  <b>Jeremy Brooke</b>, Executive Chairman, Cardinal Corporation  <b>Mrs Innocencia.F. Tigere</b>, Professional Town Planner and Project Manager  <b>Wadzanai Annie Vhutuza</b>, Principal Town Planner/Acting Chief planner strategic and forward planning, City Of Harare</p>
10H00-10H30	<p><b>FOREIGN DIRECT INVESTMENT: OPENING ZIMBABWE'S DOORS TO THE WORLD &amp; MAKING ZIMBABWE A MORE ATTRACTIVE INVESTMENT DESTINATION.</b></p> <ul style="list-style-type: none"> <li>• Evaluation the key metrics for international investment in Zimbabwe: Market size, Economic growth, ease &amp; cost of doing business, global &amp; regional competitiveness, corruption perceptions and economic freedom</li> <li>• Political stability and good resource as key drivers for investment</li> <li>• <b>Managing currency risk:</b> bond notes, US\$D &amp; RTGS: what are the solutions?</li> <li>• <b>Liquidity challenges:</b> accessing cash and addressing public and investor confidence, country risk, financial flows and the externalization of funds</li> <li>• <b>Exchange control guidelines and property rights:</b> current impact on the local real estate market</li> </ul> <p><b>A presentation by:</b> Neville Mandimika, Economist in the Global Markets Research team, Rand Merchant Bank (RMB)</p>
10h30-11h00	<b>TEA &amp; COFFEE BREAK</b>
11h00-11h20	<p><b>THE STATE OF THE MARKET:</b> A review of Zimbabwean real estate sector within a local &amp; regional context:</p> <p><b>Price &amp; Yield Comparison:</b> Reviewing current rentals, pricing and yields.  <b>Key sector overview:</b> Commercial, retail, housing – current occupancy rates and potential opportunities?  <b>City &amp; Town Comparison:</b> Harare, Bulawayo, Victoria Falls, Mutare, The Midlands and more: where are the opportunities?</p> <p><b>Presented by:</b> Edson Muvengi, Managing Director &amp; Executive Director , Zimre property Investments Limited</p>
11h20-11:50	<p><b>THE BUSINESS OF REAL ESTATE IN ZIMBABWE:</b> paving the road ahead for an institutionalized property sector [Panel Discussion]</p> <p><b>Access to finance:</b> Reducing the cost of capital, Increasing the debt tenure periods and making projects less risky through effective funding structures.  <b>Investment strategies:</b> A look at existing and new investment models, timing of cash flows and the availability of exit strategies  <b>Tenant and occupier pool:</b> what is the current depth and demand of the market and what are the predictions going forward?  <b>Real Estate Investment climate:</b> Assessing the ease &amp; cost of doing real estate business in Zimbabwe</p> <p><b>Moderated by:</b> Justin Dowa, Managing Director, Dawn Property Consultancy</p> <p><b>Elisha K Ngunga</b>, Chief Executive Officer, Construction Industry Pension Fund  <b>Chipo Hlabangana</b>, Deputy Principal Officer - Finance and IT, National Railways of Zimbabwe Contributory Pension Fund  <b>Bridget Mafusire</b>, Associate, Manokore Attorneys  <b>David Mutemachani</b>, Chartered Surveyor, Zimbabwe</p>
11:50-12:10	<p><b>HOUSING SESSIONS: PART 1</b></p> <p><b>AN ASSESSMENT OF THE EFFECTIVENESS OF PARTNERSHIPS IN LOW INCOME HOUSING DEVELOPMENT IN ZIMBABWE:</b> A Case Study of Dzivarasekwa Extension, Harare, Zimbabwe</p> <p><b>A presentation by:</b> Christopher Manyowa, Managing Director, First Mutual Properties</p>

12h10-12h30 HOUSING SESSIONS: PART 2

**RESIDENTIAL & HOUSING MARKET:** How can we address the various components affecting this sector?

- ❖ **Financing the offtake:** How do we revolutionise the local mortgage market and make housing more affordable to all
- ❖ **Large scale housing developments:** How can the private and public sectors collaborate in making these high-density projects a reality? What needs to be done to correct the failures of the past?

**Moderated by:** Farai Mwakutuya, Master of Ceremonies

**Graeme Bird**, Operations Director, Cardinal Corporation

**Richard Matengambiri**, Managing Director Rawson Property Group

12h30-13h30 NETWORKING LUNCH

13h30-14h10 THE PENSION, INSURANCE AND ASSET MANAGEMENT ROUND TABLE: [Panel Discussion]

- ❖ **Value decrease and falling revenues:** how are funds and asset managers addressing these issues
- ❖ **Investment shift:** moving from RTGS and the stock exchange to real estate
- ❖ **Prescribed Asset Status:** fund allocation and investment vehicles for real estate and acts and regulations for Insurance and pension fund investment in the real estate sector
- ❖ **Performance management:** data, ROI and benchmarking: how are we assessing fund performance?

**Moderated by:** Francis Nyambiri, Managing Principal Consultant at Interface Real Estate Advisors

**Welcome Mavingire**, Managing Consultant, Intellego Investment Consultants

**Mr Blessmore Kazengura**, acting Commissioner, INSURANCE AND PENSIONS COMMISSION (IPEC)

**Simba Chopera**, Chief Operating Officer Imara Asset Management Africa

**Washington Moyo**, Head Of Fund Management, Old Mutual

**Meeling Gomba**, Property Manager, Mining Industry Pension Fund

14h10-14h40 RETHINKING THE COMMERCIAL OFFICE SECTOR: HOW TO FILL THE VACANCY VOID & REVITALIZE THE HARARE CBD: [PRESENTATION]

- ❖ **New thinking:** A look at new innovations in building design and leasing strategies to fill the vacancy void
- ❖ **Catering to the SME's and new demand**
- ❖ **The shift towards mixed use developments:** How can commercial offices form part of mixed-use developments?
- ❖ **The case for redevelopment and refurbishment:** Conversions and brownfield developments, are they the solution?

**Presented by:** Gibson Mapfidza, General Manager: Property Investments, Fidelity Life Assurance of Zimbabwe

14h40-15h20 SPECIAL GUEST CASE STUDY: : READAPTING AFRICAN CBD PROPERTIES FOR BETTER USE: A Consolidated Urban Corporation Case Study- South Africa.

- Readapting the use of CBD properties to residential and retail and controlling whole areas.
- Learnings on how to acquire distressed properties and turning them into revitalized well performing accretive assets
- A look at the different uses: affordable residential, student apartments and a combination of big box retailers, line shops and large commercial tenants
- Implementation of state of the art technology that manages all rental collections and operations

**Paul Berman**, Managing Partner, Consolidated Urban Corp, South Africa

15h20-15h45 RETAIL REALITY: what does the future hold? How much is enough and how much more supply can come onto the market? [PRESENTATION]

**Key topics to be covered.**

1. **The construction of new suburban shopping malls:** will pipeline projects start coming to fruition? When and where?
2. **Drawing parallels to the Lusaka retail market;** are we also heading for saturation?
3. **Retailer pool:** how deep is the current pool of retailers and are regional retailers looking to expand their local operations?
4. **The future and growth of CBD Retail:** will tenants be inclined to move to more suburban shopping malls or will the strong take-up of space continue?

**Presented by:** Ben Burr, Managing Director, Cushman & Wakefield Excellerate Zimbabwe

15h45-16h00 TEA/COFFEE BREAK

16h00-16h20 UNCOVERED: THE REAL ESTATE OPPORTUNITY IN BULAWAYO, MUTARE AND VICTORIA FALLS: [PRESENTATION]

**A presentation by:** Oswald Nyakunika, Managing Partner, Knight Frank Zimbabwe

16h20-16h40 COMMERCIAL ROOFTOP SOLAR - DELIVERING RENEWABLE ENERGIES FOR SUSTAINABLE BUILDINGS: [PRESENTATION]

- o Beyond the grid - the rise of micro grids and distributed solar solutions
- o Old Mutual – Case Study
- o Regulatory environment :Getting to financial closure; Bottom line implications

**Presented by:** Simbarashe Mhuriro, Founder & Managing Director, Oxygen Africa

16h40-17h20 PROFESSIONALS CORNER: PROJECT DELIVERY & THE ROAD TO TRANSPARENCY: A look at challenges with project implementation, current professional and agency standards as well as the availability of market data and methods for valuations

1. Reviewing current market maturity and transparency: How do we get more data on pricing, rentals and vacancies?
2. Addressing the valuation and pricing issue in the market: How do we get valuations more accurate?
3. Challenges with project implementation itself – what are the challenges from a project delivery perspective in Zimbabwe
4. What are the main security, cost and delay risks in the current environment? What measures are investors, developers and project management teams putting in place to reduce this risk?

**Moderated by:** Alexander Millin, Vice President, Real Estate Institute of Zimbabwe (REIZ)

**Mike Juru**, Founder & Managing consultant, INTEGRATED Properties & President, Real Estate Institute of Zimbabwe (REIZ)

**Paul Bruwer**, Group Operations Director, Innovex Group

**Mark Haselau**, Director, Turner and Townsend

17h20-17h30 CLOSING REMARKS

17h30-20h00 NETWORKING COCKTAIL & CANAPE FUNCTION SPONSORED BY ZIMRE