



Royal Institution of
Chartered Surveyors



Institution of Surveyors of
Kenya



AfRES
AFRICAN REAL ESTATE SOCIETY

Real Estate Financing in the Eastern African Region

3rd – 4th July 2014 Sarova Panafric Hotel, Nairobi, KENYA

Day I: Thursday 3rd July 2014

Opening Session: 8.30 – 10.00am

❖ **Registration**

❖ **Welcome & Introductions**

❖ **Remarks from RICS**

Bernadette Gitari, President, RICS East Africa Region

❖ **Remarks from AfRES**

**Catherine Kariuki, Lecturer, Department of Real Estate & Construction
Management (RECM) University of Nairobi**

❖ **Remarks by ISK**

Chairman, Paul Wambua

❖ **Official Opening**

Charity K. Ngilu, Cabinet Secretary, Ministry of Land, Housing & Urban Development

Health Break 10:00 – 10:30 am

First Panel Session: Financing Real Estate in the East African Region

10.30 – 1.00pm: Session Chair: Chris Chege

❖ **Eastern African property markets – Legal Regimes, Stock Markets and their
Implications on the real estate professional**, Maureen Mujera Partner, Anjarwalla And
Khanna Advocates

❖ **Real Estate Finance**

Chris Chege, Cooperative Bank

❖ **Emerging Markets in Eastern Africa**

Felician Komu

❖ **Mortgage Finance**

Caroline Kariuki, Managing Director, The Mortgage Company

Lunch Break: 1.00 – 2.00pm



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Second Panel Session: Real Estate Investment Trusts (REITs)

2.00pm – 5.30 pm Session Chair: **Nicky Nzioki, Senior Lecturer, Department of Real Estate & Construction Management (RECM) University of Nairobi**

❖ **Real Estate Investment Trusts (REITs)**

Koome Gikunda, Investment Principal, Actis
Diana Gichaga, Business Development Manager, Britam

❖ **Valuation of REITS**

Stephen Omengo, Associate Director & Head - Projects and Research
Tysons Ltd & Chair, ISK VEMs Chapter

Cocktail – 6.00pm

Day II: Friday 3rd July 2014

Third Panel Session: Shopping Centre Management

8.30 – 10.30am Session Chair: Bernadette Gitari

❖ **Shopping Centre management, Indian Experience**

Jonathan Yach, CEO Broll Kenya

❖ **Marketing of Shopping Malls**

Mwihoti Mbijiwe, KnightFrank

❖ **Cleaning in Property Management**

A. Nyaga, Parapet Cleaning Services

❖ **Security in Property Management**

Mrs Cedar Morgan, BM Security Kenya Ltd

Health Break 10:30 – 11:00 am

Fourth Panel Session: Applications

10.30 – 12.30pm Session Chair: **Catherine Kariuki**

❖ **GIS in Real Estate,**

Eric Nyadimo, Managing Director, Oakar Services

❖ **Software applications**

/Alien Technologies

❖ **Property Index, Market Study and Feasibility**

Dr Wilberforce Oundo Lecturer, Department of Real Estate & Construction Management (RECM) University of Nairobi

Women in Real Estate

Women in Property Forum



Closing