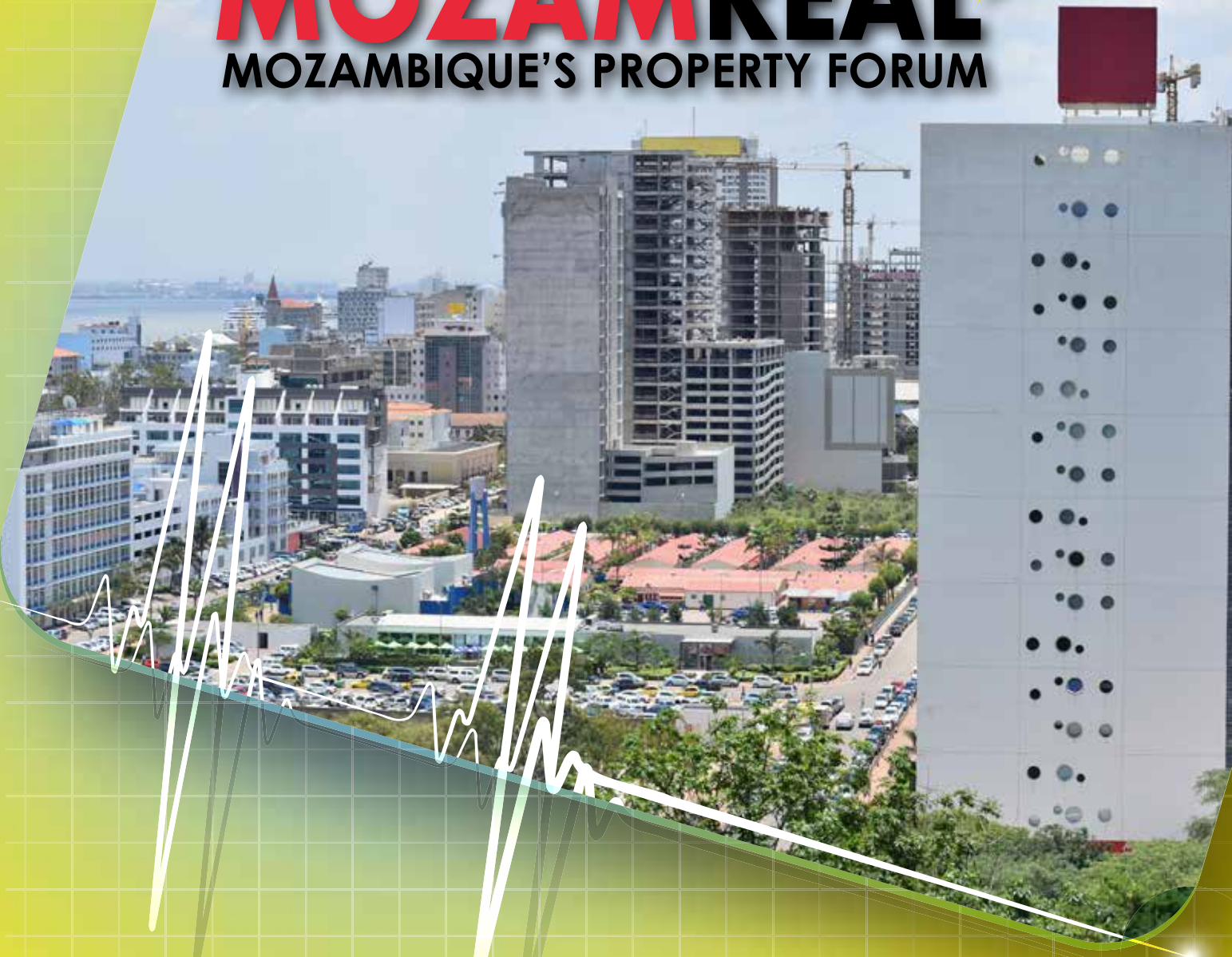


MOZAMREAL

MOZAMBIQUE'S PROPERTY FORUM



MOZAMBIQUE'S LEADING REAL ESTATE CONFERENCE
20 JUNE 2018, RADISSON BLU HOTEL & RESIDENCE, MAPUTO

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2018 THEME: REVIVING MOZAMBIQUE'S PROPERTY MARKET
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REVIVING MOZAMBIQUE'S PROPERTY MARKET

ABOUT

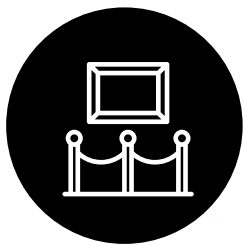
The MozamReal Property Forum is a conference centered on the Mozambican real estate sector. This unique one-day forum provides a singular opportunity and platform for top private and public-sector stakeholders to network, debate and discuss opportunities and challenges within the local property sector. A strategic conference in API Events continent-wide portfolio, the event will also attract international investors and companies prospecting for opportunities, partners, suppliers and service providers in this attractive market.



OBJECTIVES

- 01** **Creating an annual unified platform** for the advancement and growth of Mozambique's real estate sector
- 02** **Identifying the critical factors** needed to ensure survival and growth in the current market climate
- 03** **Restoring local and global investor confidence** in Mozambique's real estate sector
- 04** **Demystifying obstacles** to Mozambican real estate investment; including local land rights, tax regulations and legal frameworks

FORMAT



Exhibition



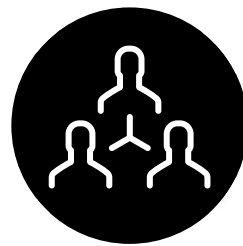
Discussions



Cocktails



Main Plenary



Networking

BENEFITS

- **Network** with regional and local market leaders
- **Gain** fresh perspectives and insights from regional and local property experts
- **Market** yourself and your company's capabilities
- **Meet** new business partners, suppliers and vendors

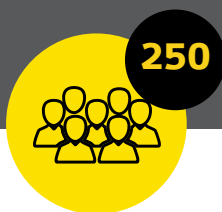


FEATURES

- **Keynote** addresses,
- **Interactive** panel discussions
- **Innovative** funding and development workshops
- **In-depth** case studies
- **Real time** solutions critical for the development of the local real estate sector



Event



Delegates



Speakers



Media

WHY ATTEND?



- 01** **Interact face-to-face** with top local and regional property developers, investors, construction specialists and real estate experts
- 02** **Gain a foothold** in the local property market, and represent your company at the premier property stakeholder gathering in the country
- 03** **Receive expert advice** on legal, tax and financing solutions relating to Mozambique's real estate sector
- 04** **Get the experts view** on how the gas developments will transform the property landscape
- 05** **Access to proven success** strategies for investing and developing across the built environment spectrum
- 06** **Acquire critical risk management strategies** for property investment and development in Mozambique



WHO WILL BE THERE?

PROMINENT REGIONAL AND GLOBAL PROPERTY INVESTORS, DEVELOPERS, CONSTRUCTION FIRMS, CONTRACTORS & BUILDERS

LEADING REGIONAL AND GLOBAL BANKS, DEVELOPMENT FINANCE INSTITUTIONS AND PRIVATE EQUITY FIRMS

TOP TIER ARCHITECTURE/CONSULTING FIRMS & REAL ESTATE PRACTITIONERS

GOVERNMENT AUTHORITIES, MINISTRIES & HEADS OF STATE

MULTINATIONAL CORPORATES

LOCAL HOTEL BRANDS & RETAILERS

REGIONAL & LOCAL MEDIA

REGISTRATION

01 VISIT WWW.MOZAMREAL.COM

02 CLICK REGISTER NOW (TOP RIGHT)

03 FILL IN THE FORM AND SUBMIT IT!

If you are experiencing any problems please *mail: info@apievents.com* and a member of our sales team will help you register

STANDARD

**\$285
MZN 19,950**

12-03-2018 to 11-05-2018

LATE

**\$345
MZN 24,150**

12-05-2018 to 20-06-2018

DELEGATE PASS INCLUDES:

- **Full access pass** to all main plenary and breakaway discussions
- Complimentary **lunch**
- Access to **complimentary** coffee, tea and **beverages** on both days
- Access to the networking **cocktail function**
- Access to the **exhibition** area
- Access to the **online networking portal** (Setup meetings with stakeholders)
- Access to **conference presentations** and photo gallery after the summit
- Access to the **list of delegates attending** the Mozambique Property Forum



AGENDA TOPICS

01

THE STATE OF THE MARKET: Identifying what prospects lie ahead by analysing historical and current market performance. How can developers navigate this challenging environment?

02

THE IMPACT OF THE OIL & GAS SECTOR: Covering the specialist needs and demands of these multinationals and what effect will they have on the market, and asking the question are we not too reliant on them?

03

TAX EFFICIENCIES, RISK MITIGATION & LEGAL FRAMEWORKS Uncovering the most efficient tax structures for investment and development, and analysing which offshore structures provide the best local benefits. Updating developers with best practice solutions to navigate Mozambique's legal framework and land use regulations.

04

HOUSING: Understanding market demand, and addressing the disconnect between the price of formal, developer-built housing and what the general population can afford. Can the market shift its emphasis to meet the needs of the majority?

05

REAL ESTATE FINANCING: A review of innovative funding products, capital structures and what collaborative efforts need be implemented for local construction and mortgage financing to flourish.

06

RETAIL: 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?

07

WAREHOUSING SECTOR: Unpacking the opportunities within the local industrial sector and potential impact of special economic zones (SEZ), and industrial free zones such as Nacala SEZ, Mocuba SEZ, Mungassa SEZ and Beluluane IFZ.

08

HOSPITALITY MARKET: 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

09

CITY & PROVINCE URBAN DEVELOPMENT PLANS: Revealing city master plans and potential new growth nodes with a special emphasis on Maputo's new bridge and ring road, what opportunities and benefits will these developments bring to the real estate sector?

10

OFFICE SECTOR: 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?

11

CASE STUDIES: A deep-dive analysis into successful real estate projects in Mozambique with parallels drawn on other emerging markets in Africa.

12

GREEN DEVELOPMENT: Mozambique's susceptibility to extreme weather events exacerbated by climate change provides the perfect opportunity for investors and developers to focus on green design and sustainability principles.

SPONSORSHIP OPPORTUNITIES

PACKAGES:

SPONSOR CATEGORY	US\$
Lead Sponsor [Limited to 1]	\$9 750
Gold Sponsor [Limited to 2]	\$6 750
Cocktail Sponsor [Limited to 1]	\$5 500
Silver Sponsor [Limited to 3]	\$4 750
Industry Sponsor	\$2 750
Advertising Sponsor	\$1 200



PACKAGE BREAKDOWN

	LEAD SPONSOR	GOLD	SILVER	COCKTAIL	INDUSTRY	ADVERTISING
Sponsorship limited to	1	3	5	1	-	-
Exclusive Branding	✓	-	-	✓	-	-
Logo on conference registration site	✓	-	-	-	-	
Logo on conference website	✓	✓	✓	✓	✓	✓
Logo on conference email campaigns and invitations	✓	✓	✓	✓	✓	✓
Electronic conference invitation with sponsor logo for sponsor to invite their network	✓	✓	✓	✓	✓	✓
Logo on Stage	✓	✓	✓	✓	✓	✓
Logo on printed agenda	✓	✓	✓	✓	✓	✓
Logo on conference billboards	✓	✓	✓	✓	✓	✓
Logo & sponsorship acknowledgement in keynote address	✓	✓	✓	✓	-	
Advert in delegate workbook	Double-page	Full page	Half-page	Half-page	Quarter	Quarter
Speaking Opportunity	3	2	1	1		
Customized Sponsor Company Email Campaign sent to the API Events Database	✓	✓				
Opportunity to comment on forum press releases	✓	✓				
Opportunity to take part in Forum press Conference	✓	✓				
Expo / Booth stand (details as per sponsorship level)	✓	✓				
Option to include promotional item in delegate bag	✓	✓	-	-	-	
Option to provide pull up banners (qty as per sponsorship level)	5	3	2	2	1	
Free Conference delegate passes	7	5	3	3	2	
Access to delegate & media lists	✓	✓	✓	✓	-	

AGENDA

07h30-08h45	REGISTRATION & BREAKFAST
09h00-09h05	WELCOMING REMARKS
	SETTING THE SCENE
09h00-09h20	OPENING ADDRESS
09h20-09h40	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?
09h40-10h30	KEYNOTE PANEL: ADDRESSING THE BIG PICTURE: Panellists 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 in the market. CONSTRUCTION: Looking at the industry as a major driver of socio-economic development and job creation.
10h30-10h55	TEA & COFFEE NETWORKING BREAK
11h00-11h20	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
11h20-12h00	THE STATE OF THE MARKET PANEL: Identifying what prospects lie ahead by analysing 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?
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. Analysing 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. Pedro Couto , Managing Partner, CGA
12h20 – 13h00	THE BUSINESS OF REAL ESTATE IN MOZAMBIQUE Risk Management: managing repatriation and 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.
13h00-14h00	NETWORKING LUNCH

AGENDA

	SECTOR FOCUS	DISCUSSION DEN
14h00-14h45	<p>RESIDENTIAL & HOUSING MARKET: Understanding market demand, and addressing the disconnect between the price of formal, developer-built housing and what the general population can afford. Can the market shift its emphasis to meet the needs of the majority? What is the outlook for the sector and who is catering to the lower-end of the market? The rental apartment sector has been most affected due to a significant reduction in expatriate demand- is the market set to rebound and what stock is currently in demand?</p> <p>Top end vs mass market demand: Where are the future opportunities? Financing the offtake: How do we revolutionise the local mortgage market and make housing more affordable to all.</p> <p>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?</p> <p>Student housing: Is there an investment case?</p>	<p>THE MOZAMBIQUE REAL ESTATE DEVELOPMENT GAME: A look into:</p> <ul style="list-style-type: none"> 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
14h45-15h30	<p>UNPACKING THE LOCAL WAREHOUSING SECTOR: Unpacking the opportunities within the local industrial sector and potential impact of special economic zones (SEZ), and industrial free zones such as Nacala SEZ, Mocuba SEZ, Mungassa SEZ and Beluluane IFZ.</p> <p>Part 1: A Beluluane Based Case Study presented by: Adrian Frey, Executive Chairman, Beluluane Industrial Park and Free Zone</p> <p>Part 2: Panel discussion</p>	<p>THE BIG DEBATE: TOWN PLANNING, BUILDING PERMITS, PARKING ALLOWANCE AND LAND</p> <p>TENURE: How can local and national government together with town planners and built-environment associations better collaborate in creating a more organised and fluid real estate sector?</p> <p>Access to land: Creating simplified and less restrictive procedures for the acquisition and transfer of land rights. How do we get there?</p> <p>Creating a market for land use rights: Facilitating the transferability of the DUAT. Is this a reality?</p> <p>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?</p>
15h30-15h55	TEA & COFFEE NETWORKING BREAK	
16h00-16h45	<p>RETAIL: THE OUTLIER? : Evaluating current project performance and highlighting the growing investment trend into smaller convenience retail centres in Maputo, Matola, Nampula, Pemba, Beira, Tete, and other fast-growing towns. Does this growth avenue justify the investment?</p> <p>Key questions to be discussed:</p> <p>Current supply and demand: Is there room for more formal retail centres and how are new shopping malls in Pemba, Maputo and Tete trading?</p> <p>Design & sizing: What is the optimal sizing for new greenfield projects? Is there a pocket of entry for new smaller convenience retail centers?</p> <p>Retailer pool: How deep is the current pool of retailers and are regional retailers looking to expand their local operations?</p> <p>Cities and nodes: Maputo, Matola, Nampula, Nacala, Pemba, Beira, Tete, where are the best opportunities for future retail developments?</p>	
16h45-17h15	<p>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?</p>	
17h15-17h45	<p>CLOSING KEYNOTE PANEL: LOOKING INTO THE FUTURE</p> <p>OFFICE SECTOR: 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?</p> <p>GROWTH PREDICTIONS IN TENANT, OCCUPIER AND CONSUMER DEMAND: What are the predictions and how will these factors drive future real estate projects?</p> <p>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.</p> <p>CREATING BETTER ACCESS TO DEVELOPMENT FINANCE: Increasing the debt tenure periods and reducing cost of capital. How do we get there?</p>	
17h45-18h00	CLOSING REMARKS	
18h00-20h00	NETWORKING COCKTAIL & CANAPE FUNCTION	

Contacts

Our team values participation from the industries we serve.

To participate in one of our industry defining conferences, please get in touch with one of our team members today.

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Established nine years ago, API EVENTS' has cemented its position as the premier real estate focused conference producer on the continent by creating exceptional value for its delegates and sponsors. Our portfolio of events and brands are a major drawcard for African and international investors, developers and property practitioners exploring deal making, networking, marketing and training opportunities for their products, people and projects in these emerging markets.

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