

2nd ANNUAL

MOZAMREAL

MOZAMBIQUE'S PROPERTY FORUM

Bilingual Event (PT/EN)

THEME: POSITIONING FOR GROWTH

MOZAMBIQUE'S LEADING REAL ESTATE CONFERENCE
05 JUNE 2019, RADISSON BLU HOTEL & RESIDENCE, MAPUTO

GOLD SPONSORS

broll

Progressive
property people.



BARCLAYS

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LEGAL SPONSOR

STEEL BUILDING SPONSOR



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ADVOGADOS, LDA**

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**PARQUE
INDUSTRIAL
DE BELULUANE**

Berry Juice
Construction LDA

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CCMUSA
CÂMARA DE COMÉRCIO
MOÇAMBIQUE - ESTADOS UNIDOS DA AMÉRICA

ALLIANCE MEDIA



VISIT WWW.MOZAMREAL.COM TO REGISTER

AN OVERVIEW OF MOZAMREAL 2018

36
SPEAKERS

14
MEDIA

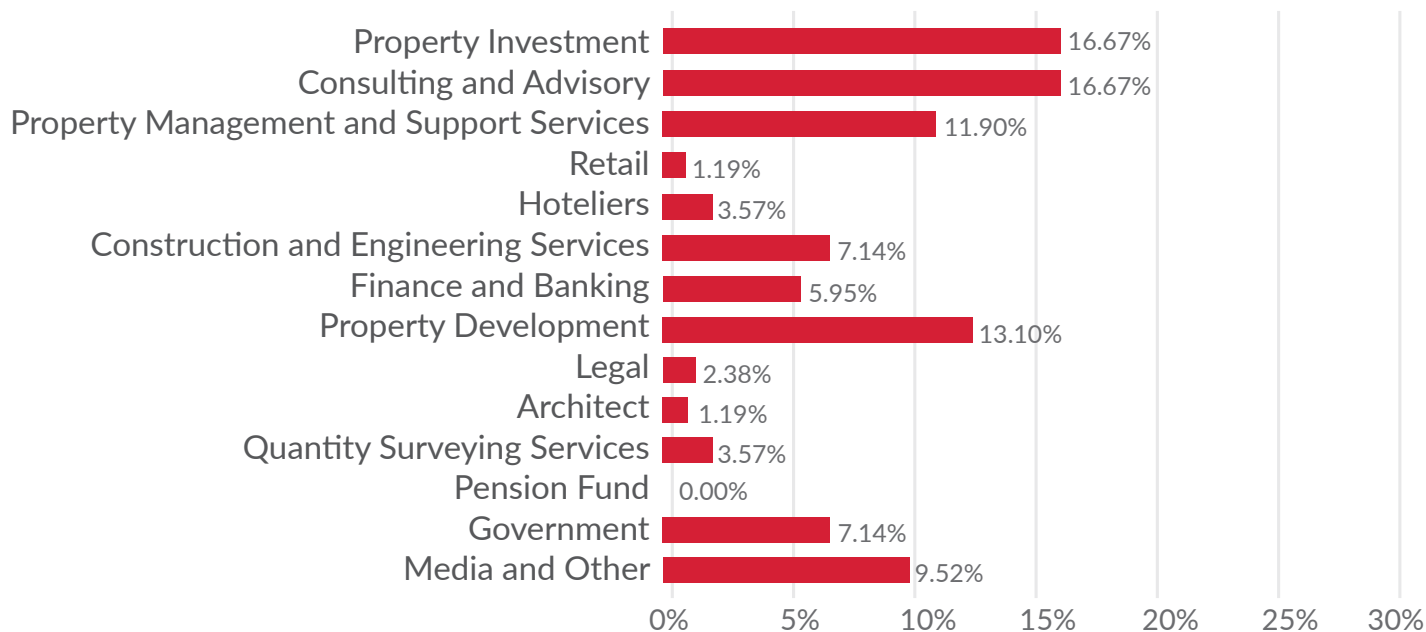
72
COMPANIES



163 DELEGATES



15 INDUSTRIES REPRESENTED



ABOUT THE MOZAMREAL FORUM

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.



2019 THEME:

POSITIONING FOR GROWTH

Mozambique's macro-economic environment has turned the tide and the country's economy is entering a new period of growth and investment as savvy investors and developers position themselves to capitalise on the market's reduced cost environment. While real estate transactions remain compressed, we believe that consistent quarterly GDP growth; proactive policy implementation; infrastructure investment and the fruition of the LNG projects will result in a more proactive deal making environment in 2019. While general elections later in 2019, do provide pause for consideration, the MozamReal Property Forum will provide a foundation for developers, investors and professionals to position themselves as the market turns towards a growth environment.



SITE TOUR



A guided investor, developer and customer tour of Agility's 29ha international standard warehouse park on the Maputo Ring Road in the Maraccuene-Chiango area of Maputo where Phase 1 (32,000sqm warehousing and 8,000sqm open yard) is opening July 2019.

- **Where:** Agility's 29ha international standard warehouse park on the Maputo Ring Road in the Maraccuene-Chiango area of Maputo
- **Date:** 4 June 2019 (Day before the conference)
- **Transport arrangements:** A shuttle / bus will pick up the attending delegates from Radisson Blu Hotel, Maputo and take them back to the hotel after the tour
- **Maximum number of attendees:** 50 pax (Register now to avoid missing out on this exclusive opportunity)
- **Cost:** Free for attending and paid up delegates (Networking opportunity) (Light snacks & Drinks will be served)

****PLEASE NOTE: YOU WILL BE REQUIRED TO TO BRING YOUR OWN SAFETY BOOTS IN ORDER TO ATTEND THE SITE TOUR****

FORMAT



Exhibition



Discussions



Cocktails



Main Plenary

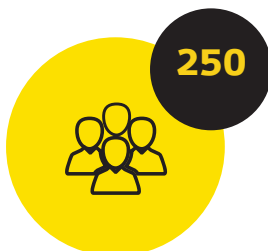


Networking

MOZAMREAL 2019 FEATURES



Event



Delegates



Speakers



Exhibitors



Media

2019 SPEAKERS INCLUDE



Martyn Davies

Director and Managing
Director of Emerging
Markets & Africa at
Deloitte



José Manuel Caldeira

Founder and Senior Partner -
SAL & Caldeira Advogados,
Lda



Bernardo Aparício

Head of Corporate and
Investment Banking,
Barclays, Mozambique



Jose Castilho

Managing Partner,
Broll Property Group
Mozambique



Deanne De Vries

Senior Vice President
Africa, Agility,
Mozambique



Dr. Friedrich Kaufmann

Southern African-German
Chamber of Commerce
and Industry



Dr. Paulo Sousa

Chairman, BCI



Manuel Vieira

Chairman, Meridian32
Company Group



Adrian Frey

Chairman - Beluluane
Industrial Park



Selwyn Blieden

Head of CPF Coverage
- Africa (excl. SA), Absa
Group



Alexandre Marques

Director, CPU Intervalor



Nuno Sa Fialho

Commercial Director,
Broll Property Group



AGENDA

WEDNESDAY, 05 JUNE 2019

07h30 - 08h30	REGISTRATION & BREAKFAST
08h30 - 08h40	WELCOMING REMARKS BY THE MC: Sarita Monjane Henriksen
08h40 - 08h50	OPENING ADDRESS: Director General João Osvaldo Machatine Minister of Public Works, Housing and Water Resources.
08h50 - 09h40	<p>MOZAMBIQUE'S MACROECONOMIC LANDSCAPE: A detailed look at:</p> <ul style="list-style-type: none"> GDP Growth predictions, inflation and exchange rates Government debt and fiscal policies The banking sector, access to credit and investor confidence Potential Economic impact of the upcoming elections Status and progress of the Oil and Gas Exploration <p>Bernardo Aparício, Head of Corporate and Investment Banking, Barclays José M. Caldeira, Lawyer, Founder and Senior Partner, SAL & Caldeira Advogados Lda Dr. Paulo Sousa, Chairman, BCI Representative of the IMF Office in Mozambique - Speaker to be confirmed ENH (MOZAMBIQUE) - Speaker to be confirmed</p>
09h40 - 10h10	<p>INTERNATIONAL KEYNOTE SPEAKER: MOZAMBIQUE WITHIN THE AFRICAN CONTEXT: The country's re-emergence as an investment destination has been beset by macroeconomic headwinds and policy trials. What regional markets provide parallels and where is the country on the development cycle map? Key focus areas to include:</p> <ul style="list-style-type: none"> How does Mozambique compare to SADC, East Africa and West Africa? Positives / Negatives Market Cycles and Dynamics African and Global Trends set to impact Mozambique <p>PRESENTED BY: Martyn Davies, Director and Managing Director of Emerging Markets & Africa at Deloitte</p>
10h10 - 11H00	<p>INTERNATIONAL INVESTMENT & FINANCING FOR MOZAMBIQUE: Looking at access to deeper pools of investment and funding for Mozambique:</p> <p>REVIEWING INTERNATIONAL INVESTMENT APPETITE: Sources and Countries Key focus sectors and industries Size and scale of investments</p> <p>REVIEWING THE FINANCING CLIMATE: Debt Funding Introduction of the Investment Funds Collateral and Securities and Enabling regulatory framework</p> <p>MODERATED BY: Jose M. Castilho, Managing Partner, Broll Property Group Mozambique</p> <p>Dr. Friedrich Kaufmann, Representante Moçambique, Southern African-German Chamber of Commerce and Industry Faruk Remane, Vice President, US- Mozambique Chamber of Commerce Lunga W Dlamini, Investment Manager, Grit Real Estate Income Group Selwyn Blieden, Head of CPF Coverage - Africa (excl. SA), Absa Group</p>
11H00 - 11H30	TEA & COFFEE NETWORKING BREAK
11h30-12h10	<p>THE OIL & GAS MULTIPLIER EFFECT: This session decodes the effects of oil and gas booms on local real estate markets. Will the changing supply/demand dynamics create a new industry paradigm for the real estate sector?</p> <p>Part 1:</p> <ul style="list-style-type: none"> Market Comparison: Reviewing key data, metrics and learnings taken from Angola, Nigeria and other oil & gas dominated economies Risk & Rewards: Exploring the risks and rewards of the Oil & Gas (O&G) boom & bust cycles for the commercial real estate (CRE) sector and services Facilities Management: reviewing current demand and opportunities driven in the facilities management sector. Offices: Will there be revised demand for A-grade office properties. How have specifications, sizing, location and pricing changed since the last supply cycle? Will stricter measures on cost discipline be implemented? <p>PRESENTED BY: João Catela, Interim Managing Director, GMS</p> <p>Part 2:</p> <ul style="list-style-type: none"> Mid-to-High end Residential: Will there be revised demand for multifamily properties / apartments? How have specifications, sizing, location and pricing changed since the last supply cycle? Will stricter measures on cost discipline be implemented? and what key locations and nodes will be most attractive? <p>PRESENTED BY: Nuno Sa Fialho, Director Comercial at Broll Property Group (Pty) Ltd, Mozambique</p>
12h10 - 12h30	<p>MOZAMBIQUE REAL ESTATE MARKET OVERVIEW</p> <ul style="list-style-type: none"> Regional & provincial property and infrastructure overview Real estate sector performance analysis and comparison: Retail, Hospitality, Offices and Residential Overview of pricing, yields & rentals Reviewing current demand & opportunities <p>PRESENTED BY: Manuel Vieira, Chairman, Meridian32 Company Group</p>

AGENDA

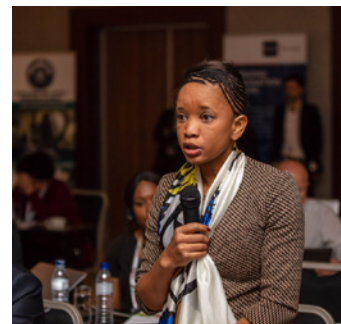
WEDNESDAY, 05 JUNE 2019

12h30 - 12h50	<p>THE BRIDGE TO GROWTH? A DETAILED PRESENTATION & DISCUSSION OF THE KATEMBE BRIDGE AND MASTERPLAN: Unlocking the end- to-end to strategy of how Africa's longest suspension bridge will impact Maputo and surrounds. How will the market adapt, and how can developers position themselves for future development? which sectors are ripe for investment and development in Katembe</p> <p>PRESENTED BY: Sérgio Martires, Partner, MzBetar</p>
12h50 - 13h30	<p>A FOCUS ON VALUATION: Gauging what is fair value in Mozambique has remained a complex undertaking for investors, due to an historical data deficit and a rapidly fluctuating macroeconomic environment. Key focal points for review to aid investor decision making include: Metrics, Standards, Ethics, Land Value, FX Fluctuations, and Benchmarking</p> <p>PANELISTS: Alexandre Marques, Director, CPU Intervalor Nuno Tavares, Partner & General Manager, REC Roger Long, Director & Head of Valuation & Advisory Services at Broll Property Group (Pty) Ltd Catarina Esteves, Managing partner, Prime Yield Mozambique</p>
13h30 - 14h30	NETWORKING LUNCH
14h30 - 15h00	<p>INDUSTRIAL & WAREHOUSING REPORT & MARKET OVERVIEW: Unpacking the sector with an exclusive showcasing of the Mozambique industrial report.</p> <p>PRESENTED BY: Adrian Frey, Executive Chairman, Beluluane Industrial Park & Free Zone</p>
15h00 - 15h50	<p>UNPACKED: AGILITY'S NEW 29HA A-GRADE WAREHOUSING DEVELOPMENT: An analysis of international warehousing giant, Agility's new 29ha A-Grade Warehousing Development on the Maputo Ring Road.</p> <p>PRESENTED BY: Deanne de Vries, Senior Vice President, Agility Africa</p>
15h50 - 16h30	<p>THE KEY PILLARS TO BUILT-ENVIRONMENT GROWTH INFRASTRUCTURE, PORTS, CONSTRUCTION & TRANSPORT: Reviewing current projects and sectors and how they will impact the future of local real estate</p> <ul style="list-style-type: none">• Reviewing the progress of current infrastructure and transport projects. Expected timelines and access to funding.• A look at the Nacala port extension; Xai Xai Airport; Maputo Port extension, Palma Airport projects and more.• Reducing the cost and improving the ease of construction and development across the built-environment ecosystem• Improving building codes, licensing and easing of permits to fast-track growth in the built-environment sector. <p>Panel to be confirmed</p>
16h30 - 16h40	QUICK TEA & COFFEE BREAK
16h40 - 17h00	<p>The Rehabilitation of Beira: Defining the infrastructure and development needs , estimated timelines and financial costs.</p> <p>Speakers to be confirmed</p>
17h00 - 17h30	<p>AFFORDABLE HOUSING CASE STUDY: CASA MINHA NOSSO BAIRRO: reviewing the model, on the ground learnings and scalability</p> <p>PRESENTED BY: Alfonso Cabrillo Losada, CEO and Co-founder of Casa Minha Lda</p>
17h30 - 18h00	CLOSING REMARKS
18h00 - 20h00	NETWORKING COCKTAIL & CANAPE FUNCTION



REGISTRATION PACKAGE

- 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@apieventst.com and a member of our sales team will help you register.

EARLY BIRD

\$285

UNTIL 19 APRIL 2019
MZN 17,100

STANDARD RATE

\$345

UNTIL 29 MAY 2019
MZN 20,700

LATE RATE

\$400

UNTIL 5 JUNE 2019
MZN 24,000

DELEGATES PASS INCLUDES

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



SPONSORSHIP OPPORTUNITIES

SPONSORSHIP PACKAGE	LEAD	GOLD	COCKTAIL	LUNCH	SILVER
Sponsorship limited to	1	2	1	1	Unlimited
COMPLIMENTARY PASSES					
Delegates	5	4	3	2	1
Speakers	3	2	1	1	1
Exhibitor – [Only applicable to person manning stand]	2	1	0	0	0
Total	10	7	4	3	2
Deliverables					
Option to include promotional items in delegate bag	3	2	1	1	1
Access to delegate & media lists	√	√			
BRAND EXPOSURE					
Logo to be displayed in the event header across all collateral	√				
Exclusive top priority logo featured on main plenary stage	√				
Logo featured with event logo on delegate bag	√				
10 minute welcome address at conference	√				
Logo to be displayed on the conference website with URL link to company website	√	√	√	√	√
Logo on conference email campaigns	√	√	√	√	√
Electronic client invitation with customized sponsor branding	√	√	√	√	√
Logo & sponsorship acknowledgement in welcome address	√	√	√	√	√
Logo on main plenary stage. Placement dependent on sponsorship tier		√	√	√	√
Logo on printed conference programme	√	√	√	√	√
Exclusive branding / theme for networking event					
Logo on any event print adverts – magazine, newspapers etc	√	√	√	√	√
Prominent logo position on billboard	√				
Logo on conference billboards		√	√	√	√
ADVERTISING					
Marketing Activations at the event	√	√	√	√	
Seat drop	√	√			
Advert in the conference delegate workbook	4 - page	2 - page	Full page	Full page	Half Page
Customized branded mailer sent to the Event Database	√	√			
Skyline Advertorial	4-pages				
Skyline Advert					
Option to provide pull up banners (qty as per sponsorship level)	5	3	2	2	1
Option to provide teardrop banners outside event venue (qty as per sponsorship level)	4	2			
Option to provide teardrop banners outside event venue (qty as per sponsorship level)	4	2	1		
SPEAKING OPPORTUNITY					
Single Presentation Speaking Slot	√	√			
Opening Address to conference	√				
Speaking slots	3	2	1	1	1
PUBLIC RELATIONS					
Interviews with media	√				
Comment on conference press release	√	√			
Opportunity to take part in Forum press Conference	√	√			
EXHIBITION					
Exhibition space only. [please note this does not include any shell scheme, branding or furniture]	6m x 4m	3m x 2m			
PACKAGE PRICING	\$12 500,00	\$8 750,00	\$7 500,00	\$5 750,00	\$4 250,00

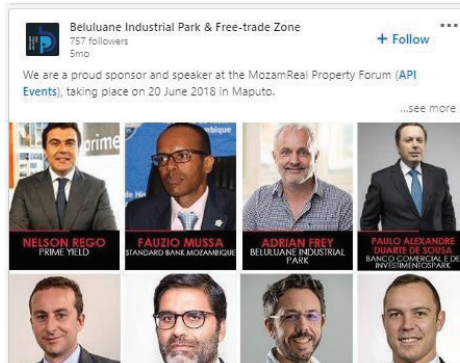
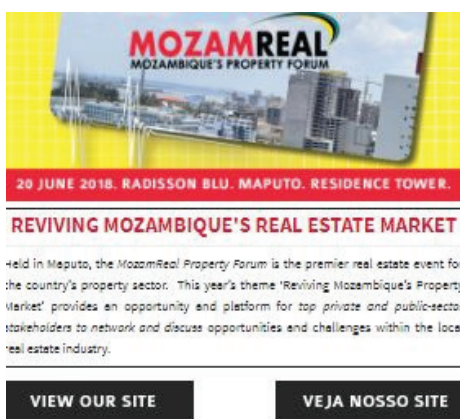
MARKETING & PR CAMPAIGN

SOCIAL MEDIA CAMPAIGN



A multi-month social media campaign resulted in MozamReal enjoying high latency across multiple social media platforms most notably Linked In and Twitter.

Creating a platform for brands to engage on in the market proved invaluable across English and Portuguese speaking markets.



BILLBOARDS



EMAIL MARKETING CAMPAIGN

Twelve strategic bilingual email campaigns were distributed to API Events' MozamReal Database



12
CAMPAIGNS

25 000
EMAILS
DELIVERED

12 000
TOTAL VIEWS

25%
CLICK RATE



COMPANIES IN ATTENDANCE

KEN CHU NIG LTD
CORBON
TREDINNICK
SHARDFO-TECH COMPANY LIMITED
IGBEHINDUN NIGERIA LIMITED
BROLL PROPERTY GROUP
TEMPEST GOLD PTY LTD
OPOBEL P/L
CAPITAL HILLS
AREA GROUP PROPERTY SERVICES
PAM (PTY) LTD
COUNCIL OF REGISTERED BUILDERS OF NIGERIA
PAM GOLDING PROPERTIES
CLANCY PROPERTIES
O2 CONSULTING (PTY) LTD
FNB BOTSWANA
ITALTSWANA CONSTRUCTION
CAPITAL BANK
SOLUTIONS FOR ELEVATING PTY LTD
WATER UTILITIES CORPORATION
ADA CONSULTING ENGINEERS
DIY SQUARED
MG PROPERTIES
INSTANT CONSTRUCTION
SOLOMON REAL ESTATE
TATI COMPANY LIMITED
BTJ PROPERTIES
QUALIMED LABORATORIES
ZAMBIA NATIONAL BUILDING SOCIETY
BARCLAYS BOTSWANA
STOCKER FLEETWOOD BIRD
MINISTRY OF LAND MANAGEMENT, WATER AND SANITATION SERVICES
DE BEERS GLOBAL SIGHOLDER SALES (PTY) LTD
GULF INVEST REAL ESTATE BROKER
PELICAN SYSTEMS (PTY) LTD
BARCLAYS
VIVO ENERGY BOTSWANA
NCC MOZAMBIQUE LDA
GRANT THORNTON
LOCI ENVIRONMENTAL
BARCLAYS BANK
DESAI LAW GROUP
ABLAND (PTY) LTD
NAFPROP (PTY) LTD
RIDER LEVELL BUCKNALL (AFRICA) LTD
QS PENTAD (PROPRIETARY) LIMITED

CASH BAZAAR HOLDINGS
TURNER & TOWNSEND (PTY) LTD
BITC
CUSHMAN & WAKEFIELD
BERGSTAN
CHELFORD PROPERTY GROUP
CONCOR CONSTRUCTION
CONCOR BOTSWANA
RETAIL AFRICA
JLL
MLC QUANTITY SURVEYORS
SFB MANAGEMENT
PICK N PAY RETAILERS PTY LTD
FNB
ABSA
REAC
SAINT-GOBAIN
DEPARTMENT OF LANDS IN THE MINISTRY OF LAND MANAGEMENT, WATER AND SANITATION
SPAR SOUTH AFRICA
BIFM
LETLOLE LA RONA
BOTHO PARK
APEX PROPERTIES AND DEVELOPMENTS
CBH GROUP
UNISPAN BOTSWANA
PPC CEMENT
KWENA CONCRETE
KUMI & KEKANA
REGENCY RESIDENTIAL UK
BHC
BOTSWANA INNOVATION HUB
HILTON

INTERNATIONAL HOUSING SOLUTIONS
ACCOR
KHUMO PROPERTY ASSET MANAGEMENT
BARCLAYS AFRICA GROUP
RADISSON HOTEL GROUP
RDC PROPERTIES
CAPITALGRO
AON RISK MANAGEMENT PTY LTD
LERU PROPERTY GROUP
TIME PROJECTS (BOTSWANA) (PTY) LTD
MSCI
TOWN AND COUNTRY PLANNING
MASA SQUARE HOTEL
DEBSWANA

MINISTRY OF LAND MANAGEMENT, WATER AND SANITATION
THE REAL ESTATE INSTITUTE OF BOTSWANA (REIB)
DEPARTMENT OF TOWN & REGIONAL PLANNING
PRIMETIME
VANTAGE PROPERTIES
SIXPENCE MANAGEMENT
BOTSWANA STOC EXCHANGE
REALESTATE GROUP
REALESTATE GROUP SERVICE, LDA
PROPERTY AND ASSET MANAGEMENT LIMITED (PAM) (PTY) LTD
PULAPROP
STEFANUTTI STOCKS
FNB SOUTH AFRICA
DIMENSION DATA BOTSWANA
AON BOTSWANA
STANBIC BANK
STANDARD BANK
TIME PROJECTS
TIME PROJECTS BOTSWANA
LAND MANAGEMENT, WATER AND SANITATION SERVICES
TIME PROJECTS
BOTSWANA STOCK EXCHANGE
ALLIANCE MEDIA
SUNDAY STANDARD
WEEKEND POST NEWSPAPER
BOTSWANA GUARDIAN
NOBLE MAGAZINE
THE PATRIOT ON SUNDAY
BTV BREAKFAST SHOW
DAILYNEWS
DUMA FM
GABZ FM
GAZETTE
IN BUSINESS MAGAZINE
MARU TV
MMEGI
STRIDES MAGAZINE
THE ARGUS ONLINE
THE BUSINESS WEEKLY
THE VOICE
THE WEEKEND POST
UNPPLUGGED BW
YARONA FM
DIALOGUE GROUP
API EVENTS
TERRACE AFRICA

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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Murray Anderson-Ogle

PR & Communication

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DELEGATE PRICING

EARLY BIRD

\$285

UNTIL 19 APRIL 2019
MZN 17,100

STANDARD RATE

\$345

UNTIL 29 MAY 2019
MZN 20,700

LATE RATE

\$400

UNTIL 5 JUNE 2019
MZN 24,000

VISIT WWW.MOZAMREAL.COM TO REGISTER

API Events

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Illovo, 2196, Johannesburg, South Africa

www.apievents.com

info@apievents.com