

21-22 May
2014 Girassol Indy
Congress Hotel & Spa, Maputo



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2nd Annual Mozambique Real Estate Conference

Navigating the Market and Maximising Investment Opportunities

Keynote Address: Dr. Andrew Golding, Chief Executive, Pam Golding Properties Group

SPEAKERS INCLUDE:

- **Dr. Salimo Abdula**, Intelec Holdings
- **Kamil Abdul-Karrim**, Pam Golding Tourism & Hospitality Consulting
- **Dr. Godinho Alves**, CPI (Centro de Promoção de Investimentos - Investment Promotion Centre)
- **Wicus Badenhorst**, Standard Bank
- **Salim Bitar**, RANI Investment
- **Enrique Blanco Armas**, The World Bank, Mozambique
- **Bruno Carvalho**, Prime Yield MZ
- **José Castilho**, REC (Real Estate Consulting)
- **Pedro Couto**, Couto, Graça & Associados (CGA)
- **Alexis Chrisafis**, Private Consultant
- **Joop Demes**, Pam Golding Hospitality
- **Michael Devereux**, Acquisitions & Development - Sub Sahara Africa, Starwood Hotels & Resorts
- **Aly Faruque**, CR Holdings
- **Adrian Frey**, Pam Golding Properties Mozambique
- **Miguel Gonçalves**, Ponta do Ouro Partial Marine Reserve (MITUR)
- **Gonçalo Marques**, Pam Golding Properties Mozambique
- **João Martins**, PricewaterhouseCoopers
- **Andrew McLachlan**, Africa & Indian Ocean Islands, The Rezidor Hotel Group
- **Assif Mussa**, Anadarko
- **Eduardo Naiene**, ENH Logistics
- **Pedro Pereiro Coutinho**, Eaglestone
- **Dr Amorim Pery**, Fundo de Fomento de Habitação (FFH)
- **Neale Petersen**, Real Estate Investor
- **José Carlos Pinheiro**, Pylos Africa
- **Pedro Pinto**, African Century Mozambique
- **Pedro Pinto Ferreira**, Dominio Capital
- **Joel Prista**, Ceta Desenvolvimento Imobiliário (CDI)
- **Andre Ribeiro**, StrongEagle
- **Robin Smither**, AfrAsia Bank
- **Adamo Valy Mahomed**, Vale dos Embondeiros
- **Frank von Habsburg**, ProIntel Africa
- **Colin Waugh**, SCP Africa

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For more information or to register, contact: +258 21 492 076, conference@pamgolding.com

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2nd Annual Mozambique Real Estate Conference

Once again this annual conference, hosted by Pam Golding Properties Mozambique, will bring together the key players in Mozambican real estate to share investment opportunities and challenges in this rapidly growing market.

Whether you are a seasoned market participant, or considering investing in Mozambican real estate for the first time, this event is a unique opportunity to gain expert insights on navigating market complexities, managing the risks and reaping the rewards of this fast growing sector.

Conference Objectives:

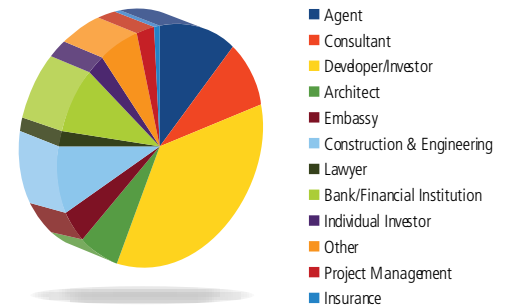
- Understand emerging market trends and key factors influencing investment decisions
- Learn from leading investors and developers on successful risk management strategies
- Acquire expert advice on legal, tax and financing issues relating to Mozambican real estate
- Explore emerging developments and projects in Northern and Central Mozambique
- Hear success strategies for investing in the retail, tourism and hospitality sectors
- Network and make new business contacts with local, regional and international players



Feedback from our inaugural Mozambique Real Estate Conference in 2013:

"Interesting, informative, organized"
"Great presentations!"
"Excellent organisation, fantastic speaker mix"
"I learnt a lot. Looking forward to the next one."

Audience Breakdown by Industry Sector



Day 1: Wednesday 21 May 2014

07:30 Registration

08:30 Welcome and Opening Remarks: Adrian Frey, Franchisee, **Pam Golding Properties Mozambique**

08:45 Keynote Address: Dr. Andrew Golding, Chief Executive, **Pam Golding Properties Group**



09:00 Market Review and Forecast: Mozambique's Economic Growth and Supply Demand Trends in Real Estate

- Macro-economic overview: key growth indicators and projections
- Will Mozambique's economic boom continue? How sustainable is it?
- Current demand and pricing trends in the commercial and residential sectors, in Maputo and across the different provinces
- Overview of the current political context from an investment perspective
- When will demand stop exceeding supply? When will the bubble burst?
- Key factors influencing market dynamics, capital flow and the future for real estate - Where will be the key hotspots, and why?

Enrique Blanco Armas, Senior Economist,
The World Bank Mozambique
Gonçalo Marques, Manager,
Pam Golding Properties Mozambique
Bruno Carvalho, Consultant, **Prime Yield MZ**
Colin Waugh, Partner, **SCP Africa**

09:45 Who's Who in Mozambique Real Estate?
Introductions for Networking

10:30 Refreshments & Networking Break

11:15 Tools and Incentives for Investing in Mozambique: View from the CPI
Dr. Godinho Alves, Deputy Director General, **CPI (Centro de Promoção de Investimentos - Investment Promotion Centre)**

11:30 Investor Insights: Successful Risk Management and Lessons Learned

- Understanding the risks specific to Mozambique real estate investments.
- Experiences on the ground: overcoming the potential pitfalls.
- Insights from international investors perceptions vs. reality when investing in Mozambique
- Insights from leading local developers.

Dr Andrew Golding, Group Chief Executive, **Pam Golding Properties**
Neale Petersen, Founder, Owner & Editor, **Real Estate Investor**
Pedro Pinto Ferreira, Managing Partner, **Dominio Capital**
Andre Ribeiro, Fund Manager, **StrongEagle**

12:15 Navigating the Market Part I: Banking & Raising Finance for Real Estate Investments

- Accessing funding for real estate: what tools and products are available? What collateral is required?
 - Real estate financing structures
 - Securing loans
 - Commercial equity release/refinancing
 - Examples of recently financed projects
 - Interest rates
 - Using foreign assets for financing
 - Real estate investment funds
- Wicus Badenhorst**, Manager, Property Finance,
Standard Bank

Pedro Pereira Coutinho, Managing Partner, **Eaglestone**
Robin Smither, Regional Head: Corporate Banking, **AfrAsia Bank**

13:00 Lunch & Networking

14:00 Residential Real Estate: Insights and Latest Developments in Affordable Housing

- Providing low and middle income housing across the provinces
- Successful public-private sector initiatives in real estate
- Projects in the pipeline

Dr Amorim Pery, Director of Planning & Control, **Fundo de Fomento de Habitação (FFH)**
Joel Prista, Projects Coordinator, **Ceta Desenvolvimento Imobiliário (CDI)**

14:45 Spotlight on Northern Mozambique

Assif Mussa, Business Services Manager, **Anadarko**
Eduardo Naiene, Executive Director, **ENH Logistics**
Pedro Pinto, Country Manager, **African Century Mozambique**

15:30 Refreshments & Networking Break

16:00 Spotlight on Central Mozambique

Dr. Salimo Abdula, Chairman, **Intelec Holdings**
Aly Faruque, Director Business Development, **CR Holdings**
Frank von Habsburg, Director and Chief Executive Officer, **ProIntel Africa**
Adamo Valy Mahomed, Director/Shareholder, **Vale dos Embondeiros**

16:45 Spotlight on Southern Mozambique

Alexis Chrisafis, Private Consultant
Miguel Gonçalves, Marine Manager, **Ponta do Ouro Partial Marine Reserve (MITUR)**
 Further panelists to be confirmed

17:30 End of Day 1 followed by Networking Cocktail Reception



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Day 2: Thursday 22 May 2014

08:30 Chair's Re-cap from Day 1

Adrian Frey, Franchisee **Pam Golding Properties Mozambique**

08:45 Navigating the Market Part 2: Tax and Legal Issues for Real Estate Investors

- Overview of the Mozambican tax landscape
- Tax issues arising in real estate transactions
- Understanding tax treaties
- Acquiring rights to land: clarifying the DUAT
- Common legal pitfalls encountered by real estate developers
- Navigating the legal roadmap when originating, structuring and funding a deal

Pedro Couto, Managing Partner, **Couto, Graça & Associado (CGA)**
João Martins, Senior Partner, **PricewaterhouseCoopers**

09:30 Open Q&A Session on Taxation & Regulation

10:00 Refreshments & Networking Break

10:45 View from the Tourist and Hospitality Industry on Opportunities in Real Estate

- Mapping the current landscape for tourism in Mozambique
- Identifying the opportunities and challenges: where are the hotspots?
- Success stories, case studies and lessons learned
- What is the future for tourism in Mozambique? What are the constraints?

Joop Demes, CEO, **Pam Golding Hospitality**

Kamil Abdul-Karrim, Managing Director, **Pam Golding Tourism & Hospitality Consulting**

Salim Bitar, CEO, **RANI Investment**

Michael Devereux, Director, Acquisitions & Development - Sub Sahara Africa, **Starwood Hotels & Resorts**

Andrew McLachlan, Vice President Business Development, Africa & Indian Ocean Islands, **The Rezidor Hotel Group**

11:30 Success Strategies for Investing in the Retail Sector

- Mapping the landscape of the retail sector in Mozambique
- Future growth areas in retail and what this means for real estate
- Examples of recent and upcoming development projects

José Carlos Pinheiro, CEO, **Pylos Africa**

12:00 Looking to the Future - Where is the Mozambique Real Estate Market Heading?

- What factors could hinder or drive the growth of real estate in Mozambique?
- How is the rental market likely to evolve?
- What are the implications of the growing middle class in Mozambique?
- Will the market become less fragmented and more consolidated?
- What changes are needed, and how these can happen?

José Castilho, General Manager, **REC (Real Estate Consulting)**

Gonçalo Marques, Manager, **Pam Golding Properties Mozambique**

Further panelists to be confirmed

12:30 End of Conference

Please note: All speakers confirmed at time of print. In exceptional circumstances the programme and speakers may be subject to change

For more information or to register, contact: +258 21 492 076, conference@pamgolding.com

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Registration Form

Fee: 7,000 MTZ

Fee includes: access to all conference sessions, conference materials including attendee list, refreshments, networking cocktail, lunch. Please complete and return this form, together with proof of payment, to conference@pamgolding.com, or deliver it to: Pam Golding, Hotel Cardoso, Shop 1, Av. Mártires da Mueda, No. 707, Maputo. Tel +258 21 492 076

First Name _____ Last Name _____

Title _____ Company Name _____

Company Address _____

NUIT (if based in Mozambique): _____ Company Tel _____

Cell No _____ Email _____ @ _____

Method of Payment (mark with x)

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Bank Transfer	<input type="checkbox"/>
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MZM Account No: 00000339905

SWIFT Code: UNICMZMX

NIB: 004300000000033990562

Account Name: PAM GOLDING MOZAMBIQUE LIMITADA

IBAN: MZ59004300000000033990562

Branch: R Francisco Barreto

*For bank transfers, please email proof of payment to conference@pamgolding.com so that we can track your registration.

How did you hear about the Conference? _____

Please provide a short description of your company, to be included in the participant list

NOTE: PRE-PAYMENT MUST BE RECEIVED TO GUARANTEE ATTENDANCE AT THE CONFERENCE

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