



6<sup>TH</sup> EDITION

**REAL ESTATE  
DEVELOPMENT SUMMIT**  
Sub - Saharan Africa

25<sup>th</sup> & 26<sup>th</sup> July – 2019 | Johannesburg, South Africa



# OVER VIEW

## Reshaping the Future of Real Estate

Driving meaningful business collaborations in any industry, especially the real estate industry can often be tiresome. The usual networking events and summits offer surface-level solutions which neither build connections nor capitalises fully on opportunities. This gap is what GBB aspires to fulfil through RED summits.

A conclave where suppliers and buyers alike can interact, engage, build connections, and network purposefully & foster strong business relationships along with exploring top-notch growth opportunities for the clients. The aim is to create channels and avenues of progress while ensuring each participant benefits in varied capacities.

# ABOUT REDs

The vision of RED summit is to provide practical yet customisable solutions for each and every stakeholder of the real estate industry.

The core thought-process behind the summit stems from a place of eliminating the common pain points that plague the suppliers & buyers in commonplace networking events.

Thus, through a combination of a stringent selection process and intelligent design, the RED summit is an amalgamation of personalised face-to-face meetings, purposeful networking, and impactful knowledge sessions & panel discussions.



Along with a focused professional set-up, the RED summit also ensures that the one-to-one meetings take place with either C-level executives or key-decision makers. Hence, providing a forum to explore better business opportunities to forge strong and lasting business relationships.

The pre-scheduled face-to-face interactions are placed in a definite context, which assures a dialogue that is substantial and meaningful. The RED summit caters to the specific requirements and needs of each attendee through its personalised agenda and assures maximised value at all levels of participation, even after the event.

## SUB – SAHARAN EDITION

# WHO ATTENDS?

C-level executives and key decision makers from primarily the Residential, Hospitality, Commercial, and Mixed use sectors will be present at the summit amongst other qualified buyers & suppliers. Hospitality sector tops the list with 40% attendees. The event follows a rigorous and systematic process through which all the interactions are planned. Thus, leading to meaningful engagement, networking, and business collaborations.

## ATTENDING BUYER PROFILES



ARCHITECTS



INTERIOR DESIGNERS



CONSULTANTS



CONTRACTORS



MEP



PMC's



HOTEL OPERATORS



HOTEL OWNERS

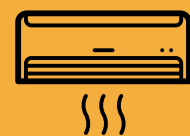


CONSTRUCTION OWNERS



DEVELOPERS

## PRODUCTS



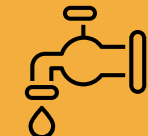
HVAC



AUTOMATIONS



TILES & CERAMICS



BATH & SANITATION



PAINTS & COATINGS



LIGHTING SOLUTIONS



FITNESS, SPA & POOL



HOSPITALITY SOLUTIONS



HARDWARE & FITTINGS



ELECTRONIC EQUIPMENT



IT SOLUTIONS & SERVICES



GATE & PARKING SYSTEMS



LANDSCAPING & OUTDOOR



ELEVATORS & ESCALATORS



FURNITURE & FURNISHINGS



GLASS, GLAZING & FACADES



ENVIRONMENTAL PRODUCTS



SOLAR PANELS



OTHER BUILDING MATERIALS



WOOD, VENEERS & FLOORINGS



DOORS, WINDOWS & FURNISHINGS



SEALANTS, ADHESIVES & ADMIXTURES



SAFETY, SECURITY & FIRE PROTECTION

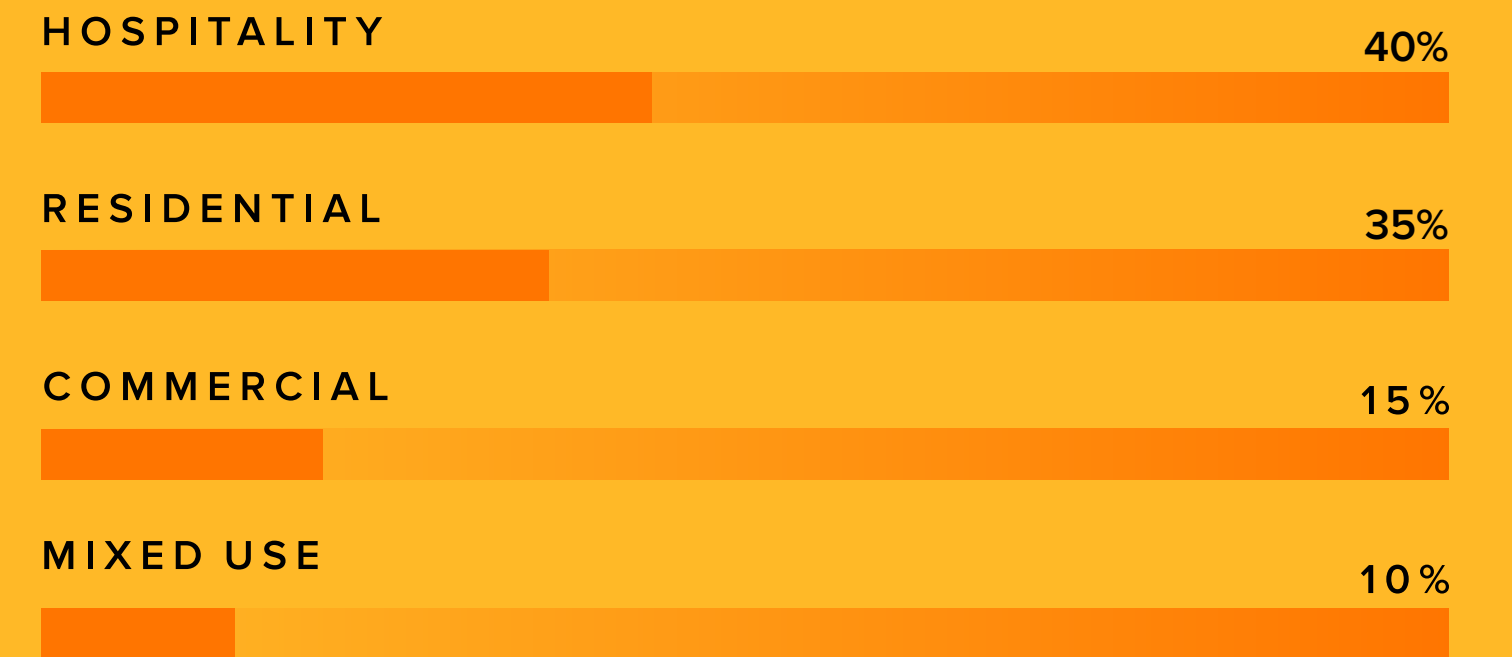


POWER, ELECTRICALS & SWITCH GEARS

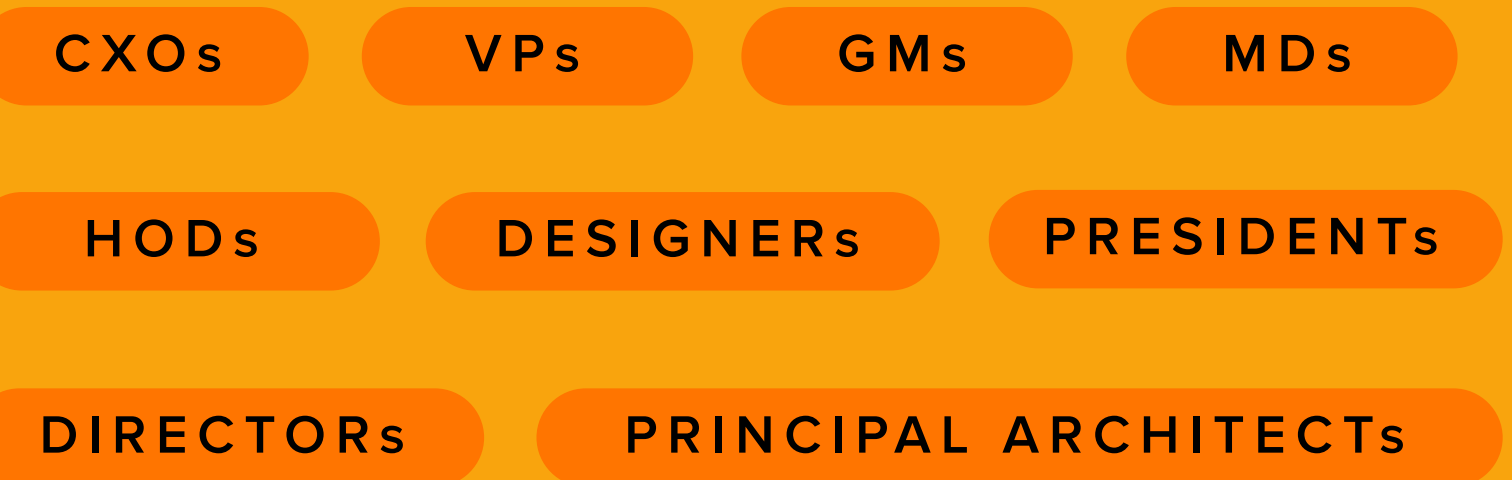


ROOFING, CLADDING, WALLS & CEILINGS

## PROJECTS REPRESENTATION



## ATTENDEE PROFILES



# WHY ATTEND?



## ONE-TO-ONE MEETINGS

Through personalised one-to-one meetings, the RED summit offers a chance to collaborate in an effective manner while fostering strong business relationships.



## CLOSED-DOOR INITIATIVE

Every participant that attends the summit is screened stringently through an objective and unbiased selection process. Thus, ensuring maximised value for everyone involved.



## PRODUCT SHOWCASE

A chance to showcase products in a professional yet intimate set-up to the C-level executives and key decision makers.



## KNOWLEDGE SESSIONS

Stay up-to-date on relevant market trends with an eye on the future possibilities with the impact-oriented knowledge sessions by industry experts and thought leaders.



# What to Expect? **BEFORE THE EVENT**



## **Meticulous Qualification**

Identifying the precise supplier with scope for Products/solutions for the buyers with our pre-qualification criteria.

## **Closed-door Initiative**

We invite only select attendees to the event to ensure that each attendee gets personalised attention.

## **Customized Meetings**

In these meetings, a buyer has an interest to source products from a particular supplier and a supplier has displayed an interest in meeting a buyer.

# What to Expect? DAY OF THE EVENT



## Knowledge Sessions

Keynote sessions and panel discussions to update you with current trends along with an opportunity to engage in an interactive insightful Q&A.



## One-to-One Meetings

Connect with C-level executives and market leaders alike in a closed-door setup to discuss business collaborations, scope of work and also enable quick decision making process.



## Product Showcase

An incredible way to showcase your latest product lines to all the attending buyers who are present under one roof.



## Account Managers

Dedicated personal support to guide you with your business meetings, maximize your networking opportunities, & also assist you with navigating the summit in an effortless manner.

# What to Expect? **AFTER THE EVENT**



## **Stringent Follow-up**

Diligent follow up immediately after the summit to ensure that postponed meetings are still kept. If necessary, the meetings are re-scheduled based on the buyers & suppliers preference.

## **Continued Support**

Track the meeting appointments between buyers & suppliers who have moved on to the next stage after the summit along with an on-the-clock reminder to ensure appointments are met.

## **Personal Assistance**

Based on the feedback, we will try to bring in more suppliers to meet buyer requirements. Assistance will be provided to both the buyers & the suppliers along with any additional support that is required post the event.



# TESTIMONIALS



The RED Summit was truly electric. It was a great turnout of decision makers with real valued conversations & interest in our products. Thank you to GBB and I highly recommend it to anyone who is on the fence about this summit.

**LAURINDA MARSH**  
Project Sales Manager, Hansgrohe



This event was well organised and the level of attendees were beyond my expectations. Top companies from across the globe attended this summit and delivering our presentation to them was great. We hope that GBB will host these kind of summits in the future, and Adjaye Associates will definitely be a part of it.

**KOFI BIO,**  
Adjaye Associates, Director-African Projects



This was our first time and we were really impressed by this platform. Meeting different people in our field was great. The GBB organisation managed the organisation of the event really well. It was really a great experience and we will certainly be attending the next summit.

**TIMOTHIE BROU**  
Siemens, Business Developer

# PAST SPEAKERS



◀  
**JESSE HARRY NDAMBALA**  
Chief Executive Officer  
Arena Real Estate PLC



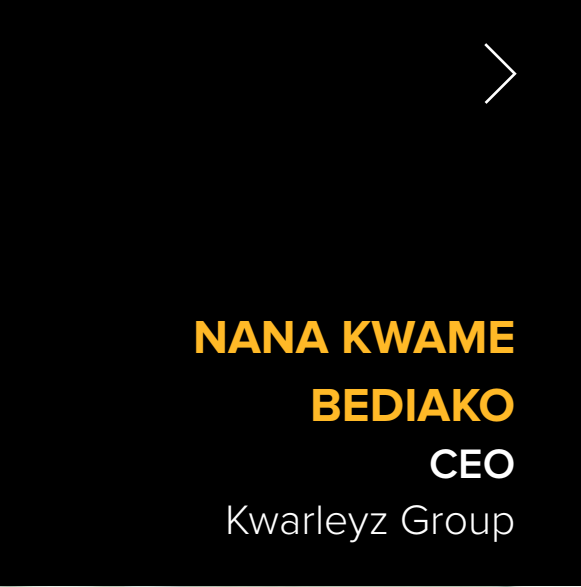
◀  
**KOFI BIO**  
Director  
African Projects |  
Adjaye Associates



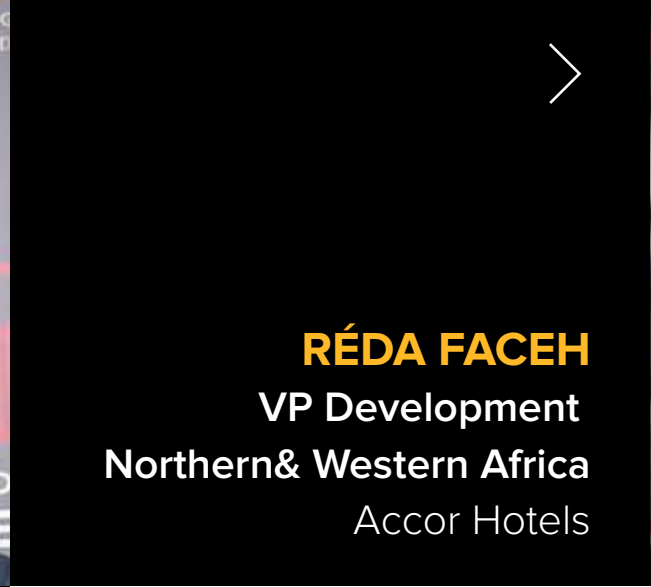
◀  
**LANRE FATAMILEHIN**  
Director Capital Markets  
JLL



◀  
**H.E. BIRENDER SINGH YADAV**  
High Commissioner of  
India to Ghana



▶  
**NANA KWAME BEDIAKO**  
CEO  
Kwarleyz Group



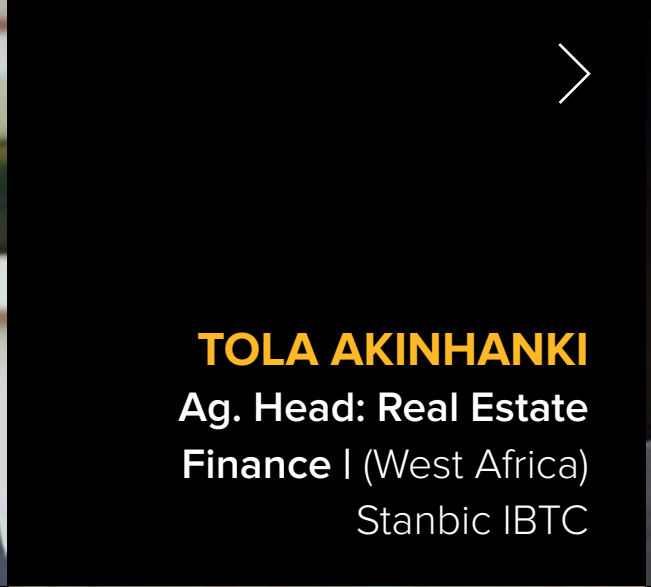
▶  
**RÉDA FACEH**  
VP Development  
Northern & Western Africa  
Accor Hotels

▶  
**CHINWE AJENE-SAGNA**  
Head of Business  
Development | Rendeavour



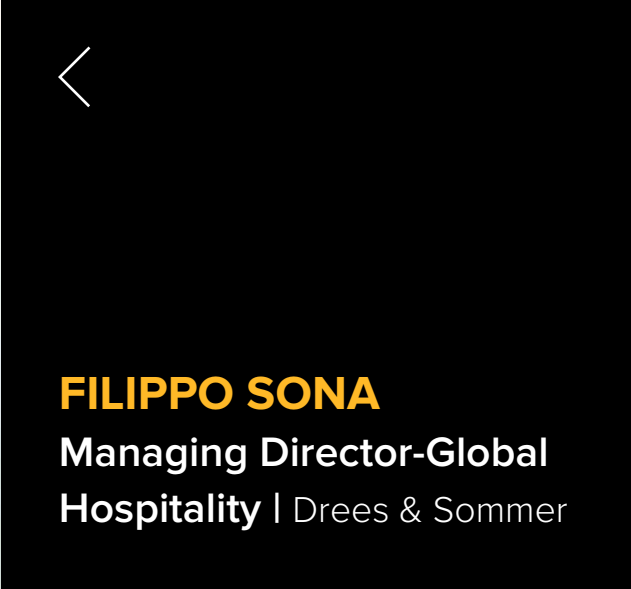
▶  
**TOLA AKINHANKI**  
Ag. Head: Real Estate  
Finance | (West Africa)  
Stanbic IBTC

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**MADHUR RAMRAKHA**  
Board Treasurer & Chair of  
Finance Committee | Green Star  
Africa (Kenya) AP New Buildings



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**FILIPPO SONA**  
Managing Director-Global  
Hospitality | Drees & Sommer

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**SIJOBOMI OGUNDELE**  
CEO  
Sujimoto Group



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**REZA KABUL**  
Director | Ark - Reza Kabul  
Architects pvt. Ltd.

▶  
**SHIV ARORA**  
Head - Private Equity  
Real Estate  
Cytonn Investments



▶  
**ANTTI-JUSSI AHVENINEN**  
Director Of Real Estate  
Taaleritehdas

▶  
**MUSTAPHA NJIE**  
CEO  
TAF Africa Global Limited



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**YIU TUNG (BILLY) CHEUNG**  
Founder and Chairman  
Master Assets Investments Ltd



# PAST SPEAKERS



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**PAOLO ZILI**  
Senior Associate  
Zaha Hadid Architects



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**LEONARDO CAVALLI**  
Founder and  
Managing Partner  
One Work



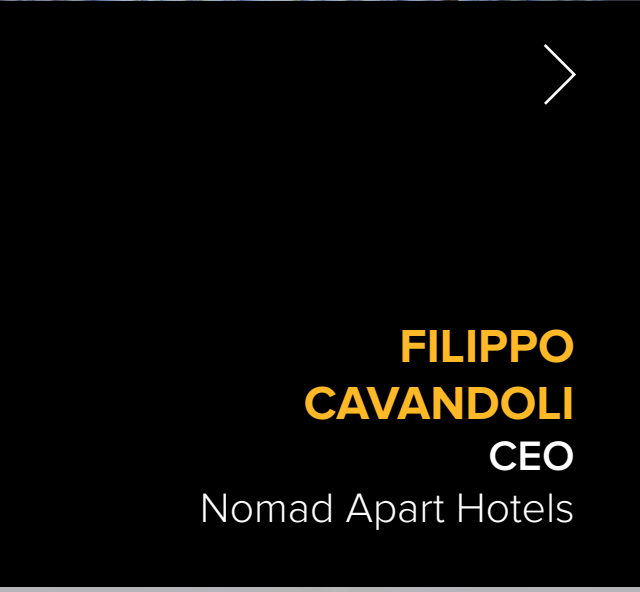
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**KOROSH FARAZAD**  
CEO  
Farazad Investments Ltd.



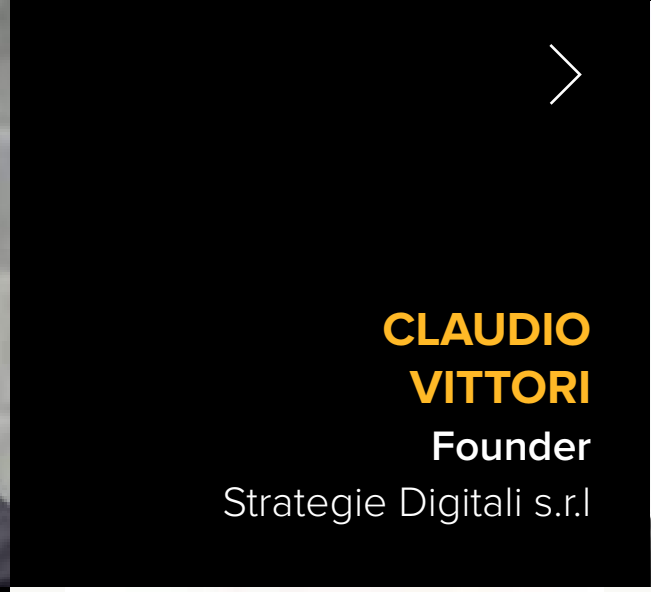
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**FABIO MASOLO**  
President  
Giorgio Collection Srl



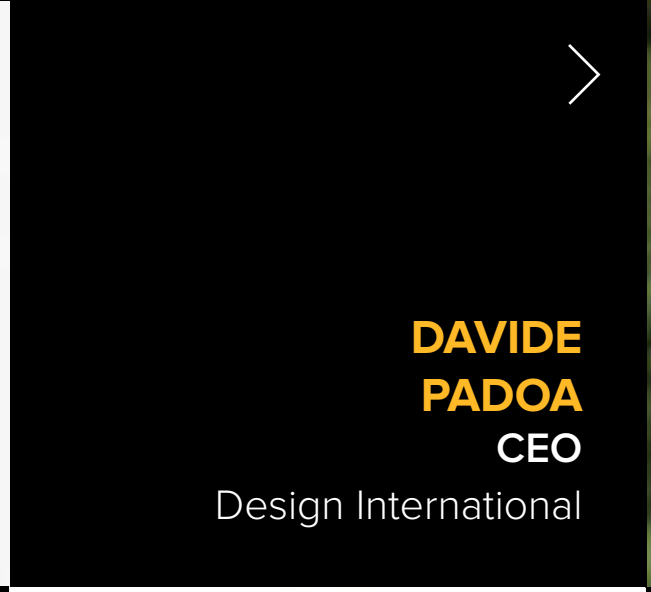
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**FILIPPO CAVANDOLI**  
CEO  
Nomad Apart Hotels



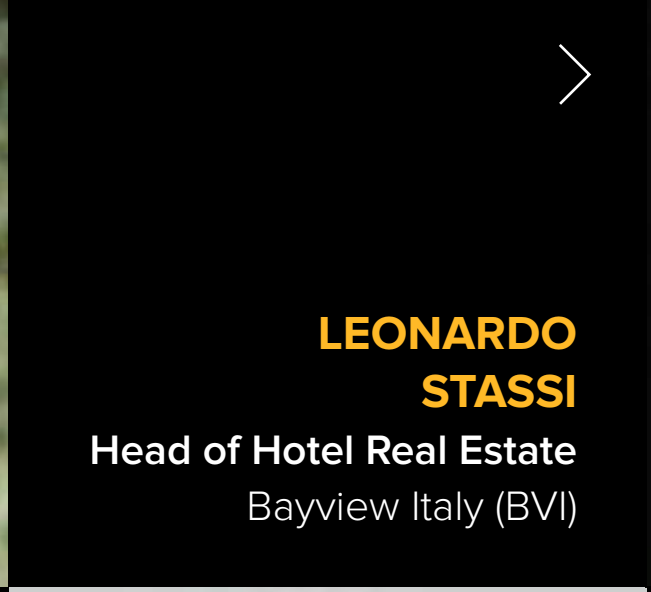
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**CLAUDIO VITTORI**  
Founder  
Strategie Digitali s.r.l



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**DAVIDE PADOA**  
CEO  
Design International



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**LEONARDO STASSI**  
Head of Hotel Real Estate  
Bayview Italy (BVI)



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**EZIO POINELLI**  
Senior Director  
Southern Europe  
HVS Global



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**ANDREA ZAFFORONI**  
Project Manager  
HBA Dubai



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**PAOLA RICCIARDI**  
Managing Director &  
Chairman of the Board,  
Duff & Phelps Real Estate  
Advisory Group (REAG)



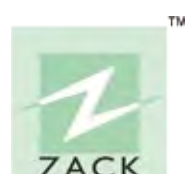
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**SALVATORE LEGGIERO**  
Chairman  
Leggiere Real Estate

# GALLERY



# 2018 GLOBAL BRANDS - OUR SPONSORS AT A GLANCE



# 2018 GLOBAL BRANDS - OUR PARTNERS AT A GLANCE



# FAQs

**Q** What does the Supplier need to do, to prepare for the Events?

**A** Post-confirmation, Suppliers are requested to upload their Company Profile, logo, and a Brief description of their activity. Suppliers will also need to select the products and services that their organisation offers. This process will be explained by the GBB team in further detail. Suppliers will also need to prepare any event-specific marketing that they wish to share at the Event.

**Q** What happens if no one selects my organisation?

**A** In the unlikely scenario that Suppliers are not selected by any Buyers, GBB works with the Buyers, based on their needs and interests, to ensure that such Suppliers are given an opportunity to meet Buyers.

**Q** What is the cost to attend & what do I get?

**A** A Supplier can choose from our array of Supplier packages tailored for each of our Summits. All our Packages include a customised itinerary for pre-arranged meetings, exhibition space, presentation slots, a dedicated Account Manager, networking opportunities, branding options & informal lunch sessions.

GBB assures Suppliers an opportunity to make deals at throwaway expense! Rest is, of course, in the hands of Suppliers.

**Q** Who can be a supplier at GBB Events/Conferences?

**A** Anybody who can meet our Buyers' needs via a product or a service that they offer, can register themselves as a Supplier

**Q** Who are the Buyers & when am I notified about attending buyers?

**A** We have varied sets of Buyers for each of our Events. The information on the Buyers attending GBB initiatives will be provided periodically to the Suppliers, once the Suppliers confirm their attendance, all the way till the event!

**Q** How does GBB create Supplier agenda?

**A** Once a Supplier confirms attendance, GBB sends them the details of the Buyers and their projects, based on the choices that Supplier has submitted. GBB also arranges Face to Face meetings, and sets a detailed agenda for the event, prior to the Event.



Global Business to Business' or GBB, is a vision that has been transformed into an organization. We are a human-centered, business-driven, value-focused organization, whose aim is to be the global leaders and facilitators in inter-business and inter-market professional solutions.

At GBB, we bridge market gaps and build professional connections, which are aimed at plugging the supply and demand gap at various organizational levels, as well as at hierarchical business needs and objectives.

For more information log onto  
[www.redevelopmentsummit.com/ss-africa](http://www.redevelopmentsummit.com/ss-africa)

## GET IN TOUCH

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