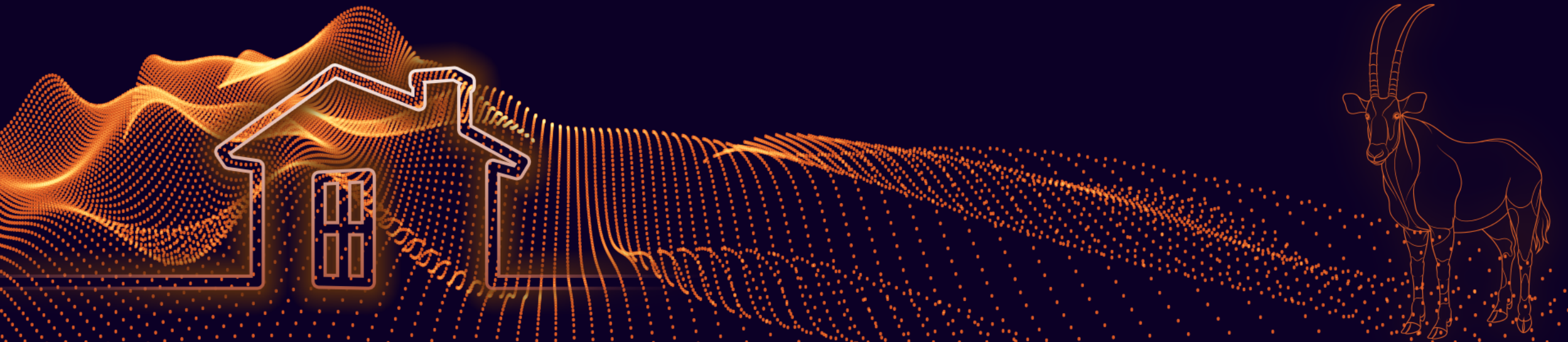




Affordable Housing on the Front Lines: Cases from the Continent



31 OCT – 02 NOV 2023 | SAFARI HOTEL, WINDHOEK, NAMIBIA



CONNECTING AFRICA'S HOUSING FINANCE LEADERS

Established as the African continent's leading annual affordable housing gathering, the 39th annual African Union for Housing Finance (AUHF) Conference and Annual General Meeting (AGM) will take place from Windhoek, Namibia on 31 October – 02 November 2023.

As the only established event known to connect international, African and regional stakeholders to Africa's fast evolving affordable housing sector, this year's event will connect financing and development leaders from across the continent and internationally in Windhoek. Over three days, the conference will involve two days of presentations and panel discussions and a Mock Shark Room. On the third day, delegates can participate in a Master Class, and join a site visit to an affordable housing development in Windhoek. The conference will also include an expo, and the first offering of the AUHF Affordable Housing Awards.

Each of the five sessions of the conference will include 2-3 presentations and/or panel discussions. Set out below are the potential opportunities. Organisations will be invited to apply to present as long as they have an actual case experience that they can share within one of the five topics.

- **39th Annual AUHF Conference:** 31 October – 1 November 2023
 - **Affordable Housing Expo:** 31 October – 2 November 2023
 - **Affordable Housing Awards & Gala Dinner:** 1 November 2023
 - **Site visit:** 2 November 2023
 - **Master Class:** 2 November 2023
 - **Annual General Meeting of the AUHF:** 2 November 2023 (members only)
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- **Namibian residents:** US\$195 (ex-vat)
 - **AUHF members:** US\$395
 - **Non-members:** US\$595(ex-vat)

31 October - 02 NOVEMBER 2023 | Windhoek



FOCUS AREAS & THEME

In the midst of the debate around the crisis in affordable housing in Africa, practitioners in the housing space are simply getting on with it. On the front lines of constrained land markets, inaccessible title, deficient infrastructure, rapid urbanisation, informality, limited affordability, rising costs and building material price inflation, and a host of other challenges, innovation is flourishing. Whether in finance, investment, construction, management or even in how we understand affordable housing markets, innovative approaches are making a difference at a very local level, targeting low income households, and providing insights and experience worth replicating at a wider scale.

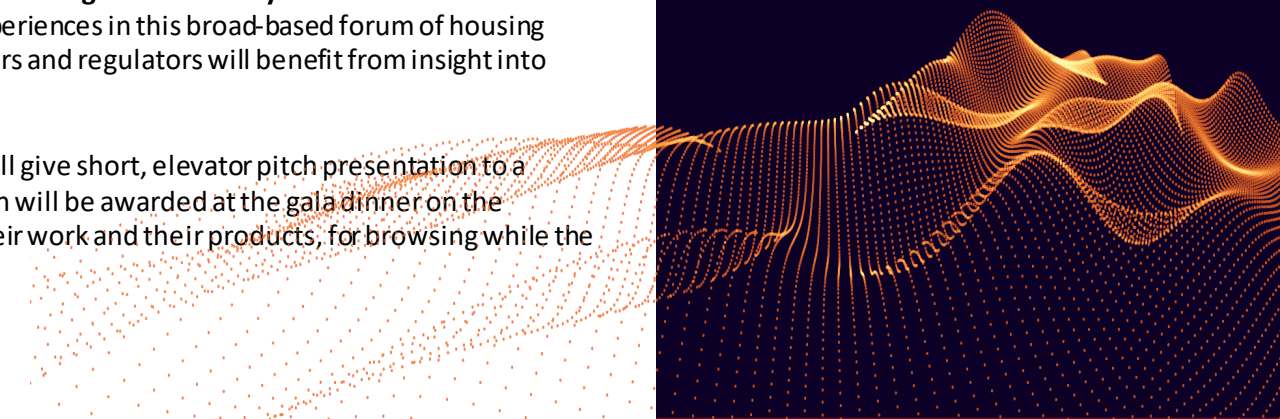
This year's AUHF conference presents cases from across the continent of innovation on the front line. In each session, industry leaders will present cases from their own experience, sharing insights into the opportunities they are chasing, the challenges they're overcoming and the potential for replicability. Delegates will hear about productive partnerships and niche market product development. They will hear from the drivers of real investments in real projects, how constraints in the policy and governance environment were tackled, or how market barriers were overcome.

HOW IS IT STRUCTURED

The conference is structured into five overall sessions, with presentations and panel discussions in each. As guests of our Namibian member Atenu Developments, we will start with a showcase of Namibia-style innovation. Session two will explore innovation in finance, after which session three will showcase innovation in investments. Cases will be drawn from across the continent, from investment in inner city rental refurbishment in South Africa, to green investments in Kenya, from housing microfinance in Uganda through to investment in rental in Morocco. Session four will then consider innovation in construction – the myriad of ways in which suppliers of housing are working within the affordability constraints, streamlining supply chains, leveraging technology to drive increasingly affordable housing. In Session five, we'll hear about efforts to deliver better quality data, in Nigeria, Kenya, Rwanda and elsewhere, and the impact this is having on investment.

The keynote address will ask the question: **where are the examples of innovation in affordable housing in Africa today?** It will set the definition for innovation, and for affordable housing, and will invite delegates to showcase their direct experiences in this broad-based forum of housing sector practitioners. As the audience debates the challenges and the opportunities, policy makers and regulators will benefit from insight into private sector activity and priorities.

As with last year's conference, the AUHF will hold a shark room for **innovative initiatives** that will give short, elevator pitch presentation to a panel of judges. For the first year ever, the AUHF will also host **affordable housing awards** which will be awarded at the gala dinner on the second night. An exhibition space will also give the opportunity to practitioners to showcase their work and their products, for browsing while the conference is underway.



SESSIONS UNPACKED:

Session 1: *Innovation in Namibia*

Namibia has a long experience with support for affordable housing, and players in the relatively well established housing sector have been broadening and deepening their efforts in the affordable market. Today, Namibian policy makers are finalising the national housing policy that seeks to leverage private sector activity in support of affordable housing. Presentations will include:

- Building the market in small towns
- Support for incremental housing and small scale builders
- Policy considerations for affordability

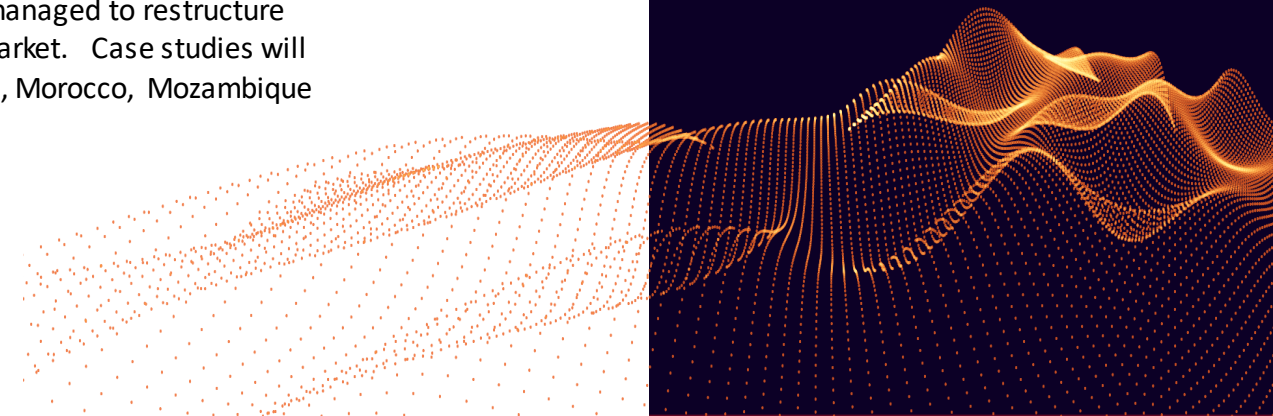
Session 2: *Innovation in Finance*

Financiers across the continent have been experimenting in new products and services that meet the particular contexts and characteristics of low income earners and the housing they seek. In this session, delegates will hear about

- Underwriting for Informal Incomes
- Lending in the context of insecure titling
- Last mile sanitation, and small builder finance in Kenya
- Leveraging technology to extend to low income earners in Kenya
- Inner city green rental in South Africa
- End-user finance innovation in Nigeria, South Africa, Tanzania and Burkina Faso

Session 3: *Innovation in Investment*

Investor interest has been growing over the past decade, and a number of investors have managed to restructure their mandates to suit the particular opportunities to be found in the affordable housing market. Case studies will be presented by investors with current investments in South Africa, Uganda, Kenya, Nigeria, Morocco, Mozambique and elsewhere.



SESSIONS UNPACKED:

Session 4: Innovation in Construction

Construction supply chains have changed substantially across the continent, as smaller scale producers deliver where larger scale players have not. This session will present cases that showcase

- The “massive-small” potential of small scale producers in delivering backyard rental in South Africa and Kenya
- The value chains that enable incremental construction in Uganda
- Developers’ efforts to build for green
- The use of alternative building materials to achieve affordability in Mozambique
- New opportunities with technology

Session 5: Innovation in Understanding

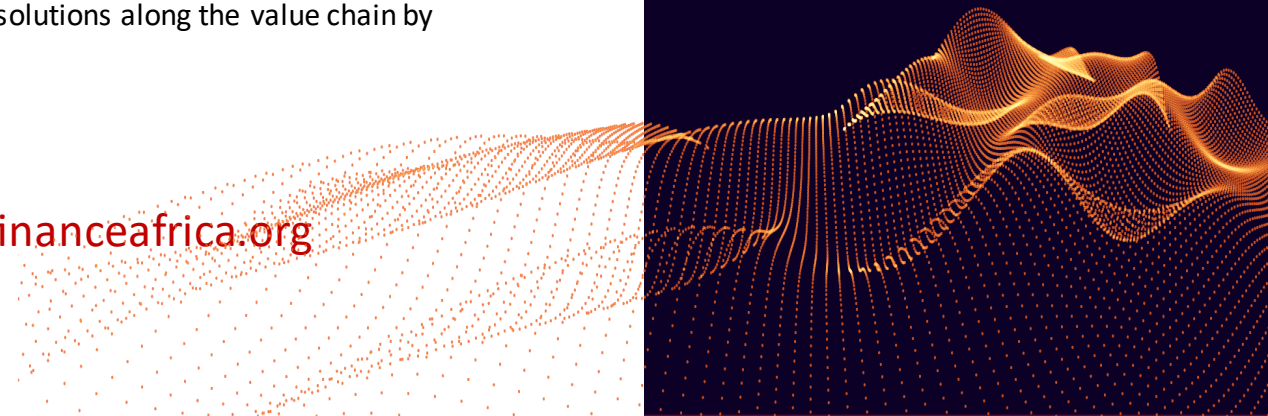
The lack of data has been a huge barrier to investors seeking opportunities in the affordable housing market. This session will showcase efforts in various countries to improve the landscape of data and market information in support of investment in affordable housing

- Construction cost benchmarking in Senegal, Kenya, South Africa, Côte d’Ivoire, and Nigeria
- Property analytics – extending into informal markets in Côte d’Ivoire
- Working with developers in sharpening the data landscape through the Open Access Initiative in Kenya
- Deep dive into housing affordability in Rwanda, Kenya, Nigeria
- Building Nigeria’s first housing market information portal

AUHF Shark Room – Innovation along the value chain

The AUHF has been showcasing investment opportunities through its Shark Room, held first last year at the Cairo conference, and twice since then on a virtual platform. This year, the Shark Room theme will be innovative solutions along the value chain by initiatives seeking investments to grow from proof of concept to scale.

For Agenda Submissions, contact Kecia Rust: kecia@housingfinanceafrica.org



JOIN US IN WINDHOEK IN 2023



- ✓ **Sponsor** Various sponsorship packages are available to help organisations elevate their brand. For more information contact murray@apievents.com
- ✓ **Speak** The AUHF Secretariat welcomes all organisations to submit proposals to present their innovative case at the conference. Priority will be given to AUHF members. Delegates interested in speaking should contact kecia@housingfinanceafrica.org
- ✓ **Exhibit** Participate in the AUHF's Affordable Housing Expo. For more information contact murray@apievents.com
- ✓ **Compete** Apply for the AUHF's Affordable Housing Awards. For more information contact thandiwe@housingfinanceafrica.org
- ✓ **Tour** Participate in the site visit tour on the third day. For more information contact thandiwe@housingfinanceafrica.org
- ✓ **Learn** Participate in the Master Class on the third day. For more information contact murray@apievents.com
- ✓ **Network** Network with over 200 delegates from over 70 companies from across the world
- ✓ **Join** Members of the AUHF get discounts to attend, as well as speaking slots and other benefits. Join the AUHF today! For more information contact thandiwe@housingfinanceafrica.org



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AUHF 2023: SPONSOR BENEFITS & PRICING

LEAD

- Limited to one sponsor
- Logo next to Summit
- Welcome address at Conference
- 2 Speaking Slots
- 10 free in person attendee passes (ex-speakers)
- Key feature on event press release campaign
- 2 page advert in event brochure
- Placement of content in delegate bags & chairs
- Physical Expo Space (largest space available)
- Company Video played 2 times during event
- 1-customized email to 25,000+ API database
- Access to Delegate List with contact details

\$17,500 (EX-VAT)

GOLD

- Limited to three sponsors
- Gold level logo placement across all collateral
- 1 Speaking Slot
- 6 free in person attendee passes (ex-speakers)
- Comment on event press release campaign
- 1 page Advert in Event Brochure
- Placement of content in delegate bags & chairs
- In-person Expo Space (second largest space available)
- Access to Delegate List with contact details

\$10,750 (EX-VAT)

SILVER

- Limited to eight sponsors
- Silver level logo placement across all collateral
- 1 Speaking Slot
- 4 free in person attendee passes (ex-speakers)
- 1 page Advert in Event Brochure
- In-person Expo Space (3rd largest)

\$7,950 (EX-VAT)

INDUSTRY

- Unlimited
- Industry Level Logo on all collateral
- 1 Speaking Slot
- 2 free in person attendee passes (ex-speakers)
- Expo space

\$4,950 (EX-VAT)

DINNER

- 1 Sponsor
- 1 Speaking Slot
- 3 free in person passes (ex-speakers)
- Sole branding at function
- Welcome at dinner

\$7,500 (EX-VAT)

EXPO

- 2 free in person passes (ex-speakers)
- expo space

\$3,500 (EX-VAT)