



# THE GLOBAL REAL ESTATE MARKETPLACE

27 -29 FEBRUARY 2024 | DUBAI WORLD TRADE CENTRE, UAE

## IPS MASTER PROGRAM 2024 HALLS 7 & 8, DWTC







FEBRUARY 26, 2024 – MONDAY

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# EXHIBITION BUILD UP DAY



# **BUILD UP DAY** | 26 FEBRUARY 2024

15:00 – 18:00



**Build-up for customized stands**

17:00 – 20:00



**Collection of Exhibitor Badge**

Organizers Office 8.1

00:01 – 23:00



**Access to Shell Scheme Stands**

*All personnel are required to wear safety vest before entering the halls.*





IPS CONFERENCE & ACTIVITIES

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**DAY 01 | TUESDAY**



# DAY 01 | 27 FEBRUARY 2024

## CONFERENCE ROOM

09:00

**Visitors Registration**

11:00

Halls 7 &amp; 8

**Day 1: Exhibition Opening**

11:00 – 11:05

**Opening Remarks****MC:****Banna Fakhoury***Global Real Estate Advisor***ONE Sotheby's International Realty**

11:05 – 11:30

**Opening Speech & Fireside Chat:***2024 Real Estate in Dubai, Figures & Facts***Keynote Speaker:****H.E. Marwan Bin Ghalita***Acting Director General***Dubai Land Department****Moderator:****Dr. Michael Waters****Author***'The Essential Guide to the Dubai Real Estate Market'***Associate Professor***Real Estate Heriot-Watt University*

11:30 – 12:30

**Panel Discussion:***Housing Affordability and Impact of Interest Rates: A Growing Challenge for Real Estate Companies***Moderator:****Manika Dhama***Director of Real Estate***Deloitte**

**DAY 01** | 27 FEBRUARY 2024**CONFERENCE ROOM****Panelist:**

**Ismail Al Hammadi**  
CEO  
Al Ruwad Real Estate



**Richard Waind**  
CEO  
Betterhomes



**Abdelbasset Betraoui**  
CEO  
Land Sterling



**Farook Syed**  
CEO  
Springfield Properties



**Farook Mahmood**  
World President 2017-2018  
FIABCI

12:30 – 12:45

**MOU Signing:***IPS Congress 2024 Official MoU Signing Ceremony***Representatives:**

**Mohammad Mousa**  
CEO  
Innovation Experts Real Estate  
Institute (IEREI)



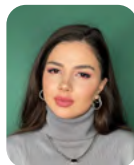
**Vanessa De Souza**  
President  
FIABCI India



**Jasem Al Hosani**  
Operations Lead  
THINKPROP



**Joes van de Wouw**  
President  
FIABCI Belgium



**Victoria Sakurova**  
Executive Board Member  
GNARE Georgia



**Gabriela S chneir**  
National Vice President  
(Asociación de Mujeres Profesionales  
Inmobiliarias - AMPSI)



**Mahmoud AlTamimi**  
General Manager  
DigitMe

**DAY 01** | 27 FEBRUARY 2024**CONFERENCE ROOM**

12:45 – 13:00

**IPS 2024 Talks:***Real Estate Development and Enhancing Health and Well Being***Speaker:****Tekha Selim***Vice President & Head of MENA Region  
International WELL Building Institute - IWBI*

13:00 – 13:15

**Presentation:***Real Estate Investment in Türkiye – By Istanbul Chamber of Commerce***Speaker:****Cemil Hakan KILIÇ***PhD. ICOC Advisor  
Istanbul Chamber of Commerce*

13:15 – 14:00

**Networking Break**

14:00 – 15:00

**Panel Discussion:***The Effect of the Supply Chain Setbacks on the Real Estate Sector***Moderator:****Sameer Lakhani***Managing Director  
Global Capital Partners***Panelists:****Iseeb Rahman***Group CEO  
Sherwoods International Property***Saleem Karsaz***Group CEO  
Aeon & TrisI Real Estate Group***Vanessa De Souza***President  
FIABCI-India***Fadi Massouh***Chief Executive Officer  
Ai Real Estate Consultancy***Behnam Bargh***Managing Director  
CRC (Commercial Real Estate  
Consultants)***Firoz Khan***Chairman & MD  
FK Group  
Chairman  
IndoUG Commerce and Social Council (ICSC)*



**DAY 01** | 27 FEBRUARY 2024**CONFERENCE ROOM**

15:15 – 15:45

**Interview:***Real Estate Tech-Startups: Role Models from the Region***Interviewer:****Samit Sheth**Director - Technology and Digital  
JLL**Interviewee:****Imad Eddine Oubiri**International Relations Strategist  
AIM Global Foundation

15:45 – 16:30

**Panel Discussion:***Architectural Insight: Designing for Future Real Estate Trends***Moderator:****Dr. Bhakti More**Chairperson & Professor  
(School of Design & Architecture – Manipal Academy of Higher  
Education, Dubai)**Panelists:****Dr. Singh Intrachooto**Chief Sustainnovation Officer  
(Research & Innovation for  
Sustainability Center (RISC) –  
MQDC**Ali Hammoud**Senior Property Consultant and  
Investment Advisor  
Driven Properties**Alina Valcarce**Founder and Design Director  
Valcarce Architectsy**Tima Jaber**CEO / Design principal  
360 TS

16:30 – 17:00

**Fireside Chat:***Con-Tech and Real Estate Industry: A New Emerging Economy***Moderator:****Eliyahu Rapaport**Founder  
Global Construction Tech**Panelist:****Scott Sinclair**Head of Operations  
Itihad Community Management

17:00

**Closing: Day 1 Conference**

18:00

**Closing: Day 1 Exhibition**

20:00 – 22:00

**Gala Dinner**



# DAY 01 | 27 FEBRUARY 2024

## IPS ACTIVITIES STAGE

9:00

Halls 7 &amp; 8

### Visitors Registration

10:00

Halls 7 &amp; 8

### Day 1: Exhibition Opening

11:30 – 12:30

### Workshop:

*Know Your Rights (Buyers, Landlords, Tenants, and Brokers) by IEREI*



**Moderator:**

**Hiba Jaber**

*Instructor and Trainer*

**Innovation Experts Real Estate Institute**

12:30 - 13:00

### MOU Signing:

*DHA City, Kci*

- ARY Gp
- ARY - Kalsoft
- PEC

13:00 – 14:00

### MOU Signing:

*Defence Housing Authority of Pakistan (DHA) Official MoU Signing Ceremony*

14:00 – 14:30

### FIABCI Emirates: Panel Discussion

14:30 – 14:45

### Presentation:

*Real Estate Investment in Algeria: By Aymen Promotion*

14:45 – 15:00

### Presentation:

*Real Estate Investment in Indonesia: By Magnum Estate*



**Speaker:**


**Andrejs Senkovs**

*Co-partner*

**Magnum Estate**

# DAY 01 | 27 FEBRUARY 2024

## IPS ACTIVITIES STAGE



15:00 – 15:30	<b>Istanbul Chamber of Commerce; Türkiye</b>
15:30 – 16:30	<b>Activation:</b> Sherwoods International Property Official Activation Ceremony
16:30 – 17:15	<b>Matchmaking Program</b>
17:30	<b>Closing: Day 1 – IPS Activities</b>
18:00	<b>Closing: Day 1 – Exhibition</b>



IPS CONFERENCE & ACTIVITIES

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**DAY 02 | WEDNESDAY**





# DAY 02 | 28 FEBRUARY 2024

## CONFERENCE ROOM

09:00

**Visitors Registration**

10:00

Halls 7 &amp; 8

**Day 2: Exhibition Opening**

10:30 – 10:35

**MC: Opening Remarks****MC:****Bianca D'Alessio***American entrepreneur, globally recognized real estate mogul  
TV personality*

10:35 – 10:45

**Influencer Spotlight:***The Booming of Dubai Real Estate Market***Speaker:****Tahir Majithia***'The Property Alchemist' – Managing Partner  
Prime Capital Dubai*

10:45 – 11:45

**Panel Discussion:***Digitalizing Real Estate: The Future of Investment in Property Technology***Moderator:****Silvia Eldawi***Founder  
PROPOLOGI***Panelists:****Dr. Nour El Deen El Serougy***'The Eagle of Real Estate' – CEO  
Heriot-Watt University***Youcef Betraoui***Board Member  
Belsons Technologies  
Chairman & Founder  
Land Sterling*

# DAY 02 | 28 FEBRUARY 2024

## CONFERENCE ROOM



**Fateh Al-Msaddi**  
COO  
fäm Properties



**Dr. Karndee Leopairote**  
Chief Foresight and Digital Assets Officer –  
FutureTales Lab  
MQDC



**Emanuel Erdem**  
Co-CEO & Co-Founder  
Virtuelle

11:45 – 12:15

### Fireside Chat:

*The Investments of the Family Offices in the Real Estate Sector*



**Moderator:**  
**Jan Leube**  
Executive Creative Director  
FP7 McCann

#### Panelists:



**Dr. Adil Al Zarooni**  
CEO  
Al Zarooni Emirates Investments



**Katja Muelheim**  
Founding Partner  
Prestel & Partner



**Alex Zagrebelny**  
Chairman and CEO  
R.Evolution

12:15 – 13:00

### Fireside Chat:

*Clim- Tech & Green-Tech for Sustainability and Real Estate Sector:  
How Investing in New Technology*



**Moderator:**  
**Maria Flouda**  
Founder and Managing Consultant  
Sustainability Switch Consultancy

**DAY 02** | 28 FEBRUARY 2024**CONFERENCE ROOM****Panelists:**

**Graça Ermida**  
*Managing Partner*  
Fearless Alphabet Real Estate Investments & Consultancy



**Abdulla Al-Wahedi**  
*CEO*  
Irtikaz Property Management - IPM



**Ibrahim Moursy**  
*Senior Director of Business Development, Strategy & Portfolio Management*  
Etisalat Facilities Management

13:00 – 13:15

**Presentation:***Real Estate Investment in Pakistan: By Defense Housing Authority***Speaker:**

**Imran Naqvi**  
*Executive Director Joint Venture*  
Defence Housing Authority of Pakistan - DHA

13:15 – 14:00

**Networking Break**

14:00 – 14:45

**Panel Discussion:***Empowered Leadership: Women Redefining Real Estate Success*

**Moderator:**  
**Silvia Eldawi**  
*Founder*  
PROPOLOGI



**Lynnette Sacchetto**  
*Founder*  
DXB Advisors



**Fibha Ahmed**  
*Director of Sales*  
Bayut



**DAY 02** | 28 FEBRUARY 2024**CONFERENCE ROOM**

**Dounia Fadi**  
Managing Director  
Xp Dubai



**Farah-Ann Al-Derzi**  
Chief Executive Officer  
Baytukum



**Fayza Al Zarouni**  
CEO  
Infinite Dimensions Property Advisory

14:45 – 15:15

**Fireside Chat:**

*Prop-Tech Big Data: Data Analytics and the Reshaping of the Real Estate Sector*



**Moderator:**  
**Ashish Guglani**  
Sales Director  
REIDIN – Data Analytics

**Panelists:**

**Lynnette Sacchetto**  
Founder  
DXB Advisors



**Zhann Jochinke**  
Chief Operating Officer  
Property Monitor

15:15 – 15:30

**Presentation:**

*Real Estate Investment in Europe: By Properties in Spain*

**Speakers:**

**David Moya**  
CEO  
Properties in Spain



**Alex Radford**  
Founding Partner  
My Lawyer in Spain

# DAY 02 | 28 FEBRUARY 2024

## CONFERENCE ROOM

15:30 – 16:15

### Fireside Chat:

*Urban Evolution: Exploring the Future City Experience*



**Moderator:**

**Louise Collins**

Head of Project & Development Services  
UAE  
JLL



**Panelist:**

**Raji Hattar**

Chief Sustainability Officer  
Aramex

16:15 – 16:30

### IPS 2024 Talks:

*Architectural Hologram: Visualization of Real Estate in the Format of a Hologram without VR Glasses*

**Speaker:**



**Aram Petrosyan**

Founder & CEO  
Goodini

16:30 – 17:15

### Fireside Chat:

*Navigating the Financial Landscape: Strategies and Trends in Commercial Real Estate Finance*

**Moderator:**



**Akhmed Idigov**

CEO  
IDIGOV Real Estate  
Instructor & Trainer  
Innovation Experts Real Estate Institute (IEREI)

**Panelists:**



**Mariam Al Qubaisi**

Founder  
Realqubaisi properties




**Nicholas Maclean**

Managing Director  
BRE MENA

DAY 02 | 28 FEBRUARY 2024



CONFERENCE ROOM

17:15 – 17:30	<div><div><b>IPS 2024 Talks:</b></div><div><i>Next-Gen Real Estate: Harnessing Generative AI for Immersive AR and VR Experiences</i></div><div><b>Speaker:</b></div><div><div></div><div><b>Roxana Monica Nagy</b> <i>Director of Immersive Technologies</i> Monstarlab</div></div></div>
17:30	<b>Closing: Day 2 – Conference</b>
18:00	<b>Closing: Day 2 – Exhibition</b>



# DAY 02 | 28 FEBRUARY 2024

## IPS ACTIVITIES STAGE

9:00 Halls 7 & 8	<b>Visitors Registration</b>
10:00 Halls 7 & 8	<b>Day 2: Exhibition Opening</b>
10:30 – 11:30	<b>Workshop:</b> <i>How people made millions in Dubai Real Estate – by IEREI</i>
	 <b>Workshop Leader:</b> <b>Akhmed Idigov</b> CEO IDIGOV Real Estate Instructor & Trainer Innovation Experts Real Estate Institute (IEREI)
11:30 - 12:00	<b>MOU Signing: DHA City, Kci</b> <ul style="list-style-type: none"> <li>• Grey-Ecom</li> <li>• Shaikhani Gp</li> <li>• Emaar</li> </ul>
12:00 – 13:00	<b>Workshop:</b> <i>Real Estate Corporate Tax – by IEREI</i>
	 <b>Workshop Leader:</b> <b>Dr. Peter Wilson</b> Group Manager Process Excellence – WNS GLOBAL SERVICES UK Instructor & Trainer Innovation Experts Real Estate Institute
13:00 – 14:00	<b>Networking Break</b>
14:00 – 16:00	<b>Start-up Pitch Competition</b>
16:00 – 16:30	
16:30 - 17:15	<b>Matchmaking Program</b>
17:30	<b>Closing: Day 2 – IPS Activities</b>
18:00	<b>Closing: Day 2 – Exhibition</b>



IPS

YPN CONGRESS & IPS ACTIVITIES







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DAY 03 | THURSDAY



DAY 03 | 29 FEBRUARY 2024

CONFERENCE ROOM

09:00 Halls 7 & 8	Visitor Registration
10:00 Halls 7 & 8	Day 3: Exhibition Opening
10:20 – 10:30	Welcome Address: <i>by YPN Congress Presidents</i>
10:30 – 10:50	Mastering Your Mindset   Manifest Your Success <div><div><b>Speaker:</b> <b>Bianca D'Alessio</b> <i>American entrepreneur, globally recognized real estate mogul TV personality</i></div></div>
10:50 – 11:05	AI & Real Estate Marketing – Chat GPT Prompts to Boost Business <div><b>Speakers:</b><div><div><div><b>Kevin</b></div></div><div><div><b>Dania</b></div></div><div><div><b>Christina Carmona</b></div></div></div></div>
11:05 – 11:20	Bridging American & Emirati Real Estate <div><b>Speakers:</b><div><div><div><b>Ghada (GG) Benitez</b> <i>Certified International Property Specialist</i> GG Benitez International</div></div><div><div><b>Andrea Cisneros Valdez</b> <i>Of Counsel</i> RJS LAW</div></div></div></div>



DAY 03 | 29 FEBRUARY 2024

CONFERENCE ROOM

11:20 - 11:35

Powerful Women in Real Estate

Moderator:



Karen T

Speakers:



Alexis Lok



**Banna Fakhoury**  
Global Real Estate Advisor  
ONE Sotheby's International Realty



Dania Diaz



**Sarah Sajwani**  
'Guinness World Record Holder'  
Founder & CEO  
PropShop Real Estate

11:35 – 12:00

Presidential Panel (FIABCI, CILA, YPN, WCR)

Moderator:



Bethany

Speakers:



**Dr Mahmoud AlBurai**  
President  
FIABCI Emirates  
Member  
Innovation Experts Real Estate  
Institute (IEREI)



**Surelis Yanes**  
President  
Women's Council of Miami Dade

:20 – 11:35



**Camilo Villa González**  
YPN President  
CILA



Dania

# DAY 03 | 29 FEBRUARY 2024

## CONFERENCE ROOM

12:00 - 13:15

### Networking Break / Lunch

13:15 - 13:30

### TV & Real Estate – How Reality TV Can Boost Your Career

#### Speakers:



**Anna Mariah Porowska**  
*Vice President*  
 United Nations Association of Broward  
 County Chapter (UNA Broward)  
*Vice President*  
 Florida Realtors



**Bianca D'Alessio**  
*American entrepreneur, globally  
 recognized real estate mogul  
 TV personality*

13:30 – 13:45

### Social Media Panel

#### Moderator:



**Simo Labriti**  
*YPN President Elect*  
 Miami Association of Realtors

#### Speakers:



**Banna Fakhoury**  
*Global Real Estate Advisor*  
 ONE Sotheby's International Realty



**Ghada (GG) Benitez**  
*Certified International Property  
 Specialist*  
 GG Benitez International



**Christina Carmona**

**DAY 03** | 29 FEBRUARY 2024

**CONFERENCE ROOM**

13:45 – 14:00

**New Development Panel – What Newest Generations Want in Developments**

**Moderator:**



**Arleen**

**Speakers:**



**Claudia Patricia Eusse**  
CEO  
THE EUSSE GROUP INC.



**Bethany**

14:00 – 14:10

**Creative International Financing**

**Speaker:**



**Alexandre Worthington**  
International Property Consultant  
Regal Realty International

14:10 – 14:25

**Global Referral Network**

**Speaker:**



**Ruben Sanchez**  
Managing Broker  
DoMi Real Estate Advisors

14:25 – 14:40

**The Future of Miami & Global Cities**

**Speaker:**



**Banna Fakhoury**  
Global Real Estate Advisor  
ONE Sotheby's International Realty

# DAY 03 | 29 FEBRUARY 2024

## CONFERENCE ROOM

14:40 – 14:50

### Building Long Term Client Relationships

**Speaker:**



**Marlene Llamas Leon**  
Realtor  
LPT Realty

14:50 – 15:00

### Selling Global Preconstruction Anywhere

**Speaker:**



**Claudia Patricia Eusse**  
CEO  
THE EUSSE GROUP INC.

15:00 - 15:30

### Networking Break

15:30 - 16:00

### Legends & Millennials

**Speaker:**



**Mohammad Mousa**  
CEO  
Innovation Experts Real Estate Institute (IEREI)

16:00 - 16:30

### Networking Round Tables

17:30

### Closing: Day 3 – YPN Congress

18:00

### Closing: Day 3 – Exhibition

# DAY 03 | 29 FEBRUARY 2024

## IPS ACTIVITIES STAGE

9:00 – 18:00

Halls 7 & 8

### Visitors Registration

10:00

Halls 7 & 8

### Day 3: Exhibition Opening

10:30 – 11:30

#### Interview:

*Importance of Education and the Role it Plays in International Transactions – by THINKPROP*



#### Interviewer:

**Fatima Al Falasi**

BD and Partnerships Manager  
Advanced Real Estate Services (ADRES)



#### Interviewee:

**Alireza Memar**

Global Coordinator for Middle East and Africa  
(National Association of Realtors)

11:30 – 12:30

#### Panel Discussion:

*Is it better to build or buy your property? – by ThinkProp*

#### Moderator:



**Mohamed El Khatib**

Sr. Ventures portfolio Manager  
Advanced Real Estate Services (ADRES)

#### Panelists:



**Mohamad Al Yousef**

Chief Executive Officer  
MTM Properties



**Eng. Abdelkarim Al Hosani**

Businessman in Real Estate Development



**Jasem Al Hosani**

Operations Lead  
Advanced Real Estate Services (ADRES)



**DAY 03** | 29 FEBRUARY 2024**IPS ACTIVITIES STAGE**

12:30 – 13:30

**Panel Discussion:***Significance of Education in the Real Estate Sector – by THINKPROP***Moderator:****Yulia Neicovcean***L&D manager*  
(THINKPROP)**Panelists:****Majdel Musa***Instructor*  
THINKPROP**Mark Sclaire***Founder*  
Mark Sclaire Sales Training & Motivation**Silvia Eldawi***Founder*  
PROPOLOGI

13:30 – 14:30

**Workshop:***Professional Development Workshop – by THINKPROP***Workshop Leader:****Mark Sclaire***Founder*  
Mark Sclaire Sales Training & Motivation

14:30 – 15:00

**MOU Signing: DHA City, Kci**

- The Eighteen
- SEE Holdings (Diamond Developers Gp, Dxb)
- Dominion Gp

15:00 – 16:00

**Start-Ups Awards**

16:30 - 17:15

**Matchmaking Program**

17:00

**Closing: Day 3 – IPS Activities**

18:00

**Closing: Day 3 – Exhibition**

DAY 04 | 01 MARCH 2024

DESERT SAFARI EXPERIENCE - Ticketed

12:00

**Pick-Up**  
*Designated Pick-Up Points*

14:00 – 21:00

**Desert Safari Experience**

22:00

**Drop-Off**  
*Designated Drop-Off Points*



## Strategic Partners



## Bank Partner



60 years together

## Supporting Partners



## Business Broadcast Partner



## Headline Media Partner



## Media Partners



دائرة الأراضي والأموال  
Land Department



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