

Cytonn Monthly - October 2017

Company updates

- Our Real Estate Affiliate, Cytonn Real Estate hosted an open day for The Alma, a comprehensive residential development in Ruaka. The open day included a site visit for our clients, in order to showcase the project's progress and give our clients and prospects an opportunity to see the show-houses for each of the unit typologies. See the event note [here](#)
- Our Investment Manager, Maurice Oduor discussed the impact of election on the economic environment. Watch Maurice Oduor on Citizen TV [here](#)
- Our Investment Analyst, Caleb Mugendi discussed Kenya's post-election business environment and the expected effect of the repeat presidential elections on the economy. Watch Caleb Mugendi on Ebru TV [here](#)
- Our Investment Analyst, John Ndua discussed the performance of Safaricom Limited after they released their H1'2018 financial results. Watch John Ndua on CNBC [here](#)
- We continue to showcase our real estate developments through weekly site visits. Watch progress videos and pictures of [The Alma](#), [Amara](#), [The Ridge](#) and [Taraji Heights](#). The site visits target both investors looking to invest in real estate directly and those interested in high yield investment products to familiarize themselves with how we support our high yields. Key to note is that our cost of capital is priced off the loan markets where all-in pricing ranges from 16.0% to 21.0% and our yield on real estate developments ranges from 23.0% to 25.0%, hence our top-line gross spread is about 6%. If interested in attending the site visits, kindly register [here](#)
- We continue to see very strong interest in our Private Wealth Management training (largely covering financial planning), which is at no cost, and is held bi-weekly, but is open only to pre-screened participants. We also continue to see institutions and investment groups interested in the trainings for their teams. The Wealth Management Trainings are run by the Cytonn Foundation under its financial literacy pillar, and if interested in the training for your employees or investment group please get in touch with us through clientservices@cytonn.com or book through this link [Wealth Management Training](#). To view the wealth management training topics click [here](#)
- For recent news about the company, see our news section [here](#)
- We have 10 investment-ready projects, offering attractive development and buyer targeted returns of around 23.0% to 25.0% p.a. See further details here: [Summary of investment-ready projects](#)
- To invest in any of our current or upcoming real estate projects, please visit Cytonn Real Estate
 - [Cytonn Towers](#), where we are only selling residential units in the first phase of residential apartments, is currently about 20.0% sold. See [Cytonn Towers](#)
 - [The Alma](#), which is 55.0% sold. See [The Alma](#)
 - [Amara Ridge](#) is currently 100.0% sold. See [Amara Ridge](#)
 - [Situ Village](#) is currently 22.0% sold. See [Situ Village](#)
 - [The Ridge \(Phase 1\)](#) is currently 31.0% sold. See [The Ridge](#)
 - [Taraji Heights](#) is currently 14.0% sold. See [Taraji Heights](#)
 - [RiverRun Estates \(Phase 1\)](#) is currently 11.0% sold. See [RiverRun Estates](#)
- With over 10 investment ready projects with over Kshs 82.0 billion of project value, we shall be very selective on new real estate projects going forward, only focusing on Joint Ventures and opportunities with deep value. We are increasingly focused on private equity deals. Should you

have any deals in banking, insurance, education, hospitality and technology sectors, kindly email a teaser to PE@cytonn.com

- We continue to beef up the team with ongoing hires: [Careers at Cytonn](#) . This week we commence a key search for a Financial Controller, see [here](#)

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