

# Nairobi Luxury Apartments Market, & Cytonn Weekly #45/2017

## Company updates

- Our Managing Partner & CEO, Edwin Dande, was the guest speaker at the Grant Thornton Emerging Leaders conference, a forum in which new Grant Thornton Managers and Senior Associates from 18 different countries are trained on Exceptional People and Client Experience in preparation for taking up future roles as partners in the firm. See Event Note [here](#)
- Cytonn Investments held a Q'3 Company and Market Update Event at Radisson Blu, Nairobi, on 9<sup>th</sup> of November 2017. The event also included a session dubbed 'Open to Talk', an initiative by Cytonn Investments meant to facilitate an open and transparent engagement, and was attended by over 200 Cytonn clients. See Event Note [here](#)
- Our Managing Partner & C.E.O, Edwin Dande, was the keynote speaker at Mindspeak, an event hosted by a renowned investment professional Aly-Khan Satchu, Founder and CEO of Rich Management. The event was spurred by growing interest in structured products in the market. See Event Note [here](#)
- Our Investment Analyst, Caleb Mugendi discussed the performance of Co-operative Bank after they released their Q3'2017 financial results, reporting a 5% decline in core earnings per share (EPS) to Kshs 1.6 from Kshs 1.8 in Q3'2016. Watch Caleb Mugendi 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 and structured products), 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](mailto: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 and 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 real estate 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](mailto: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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