

Sub Saharan Africa Financial Services Report, & Cytonn Weekly #46/2017

Company updates

- Our Managing Partner & CEO, Edwin Dande, discussed structured products and the real estate market with Aly Khan Satchu. See Edwin [here](#)
- Our Investments Manager, Maurice Oduor, discussed the state of the country's economy. Watch Maurice on Citizen TV [here](#)
- Our Research Analyst, Nancy Murule, discussed the depressed demand in the real estate sector. Watch Nancy on KBC [here](#)
- Our Investments Analyst, John Ndua, talked about the Kenyan equities market, including the NSE's move to suspend trading in KQ shares for two weeks, as well as the performance of Uchumi Supermarkets. Listen to John on CNBC [here](#)
- David Kyalo, the Co-founder and Managing Partner at Koncepts & Events Ltd, an events planning company, trained at this week's Cytonn Entrepreneurs Hub, Cytonn e-Hub Season 2 Finale. The training was on 'Attracting and Retaining the Best People'. See [Event Note](#). Cytonn eHub focuses on training and mentoring young and upcoming entrepreneurs to enhance their knowledge and capabilities on how to run and grow successful enterprises
- 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 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**
 - We continue to beef up the team with ongoing hires: **Careers at Cytonn** . We continue the searches for key positions of a **Chief Operating Officer** and **Financial Controller**
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