

# Nairobi Hospitality Report 2017, & Cytonn Monthly – November 2017

## Company updates

- We shall release our Q3'2017 financial results tomorrow morning at 8.15am. The event will also be streamed live on Facebook, kindly visit our [Facebook Account](#) to follow the release
- Cytonn Investments held its End of Year Client Appreciation Dinner at Safari Park Hotel on 30<sup>th</sup> November 2017. The event is aimed at appreciating our clients for their continued support, and to celebrate milestones achieved in the year. See Event Note [here](#)
- Cytonn Investments held its annual strategy retreat meeting and staff end year party at Country Lodge Hotel, Elementaita. The event themed “Moving from Good to Great”, is aimed at reviewing the performance of the firm over the year. See Event Note [here](#)
- Cytonn Foundation, an initiative of Cytonn Investments Management Plc, that focuses on giving back to the society through skill development, held a Private Wealth Management (WMT) and Cytonn Young Leaders Program (CYLP) training at the South Eastern Kenya University (SEKU), under the Foundation’s financial literacy pillar. The University staff were taken through a financial planning training session with a focus on 4 key areas; Budgeting, Debt Management, Savings, and Investments. See Event Note [here](#)
- Our Managing Partner and CEO, Edwin H. Dande, was a Chief Guest at the Institute of Quantity Surveyors of Kenya (IQSK) Annual Gala Dinner held at the Vila Rosa Kempinski, where he spoke on innovative ways of financing development and investing in the growing real estate sector. See Event Note [here](#)
- Our Investment Analyst, Caleb Mugendi, discussed the recently concluded debt and equity restructuring by Kenya Airways. Watch Caleb Mugendi on CNBC [here](#)
- Our Investment Manager, Maurice Oduor, discussed President Uhuru Kenyatta's swearing-in speech, which highlighted his plans for the economy over the next 5-years. Watch Maurice on Citizen TV [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 6.0%. 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 has currently 100.0% uptake 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 worth 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](#) .
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