



Lessons for the Kenyan Retail Sector, & Cytonn Weekly #6/2018

Company updates

- At Cytonn we believe in equal opportunities for all, and through Cytonn Foundation, our Corporate Social Responsibility arm, we aim to enhance financial literacy and provide a great environment for people to learn and grow their careers. On 6th February, 2018, Cytonn Foundation handed over the newly built classrooms, ablution block and 120 desks to Friends Secondary School in Dandora, in a handover ceremony that was officiated by Prof. Daniel Mugendi Njiru, Ph.D, Board Chairman, Cytonn Investments. See [Event Note](#)
- Cytonn Real Estate, the development affiliate of Cytonn Investments, on Friday 9th February hosted its Distribution Award Ceremony to celebrate milestones achieved by the team in Q4'2017. See [Event Note](#). Cytonn has a great distribution team comprising of both Cytonn-tied Financial Advisors and Independent Advisors. We continuously seek to partner with those who can distribute our products and those looking for a reliable distribution network. If interested, kindly contact us on ifa@cytonn.com
- Our Investment Analyst, Dennis Kariuki, discussed the impact of USA tax cuts on diaspora remittances to Kenya. Watch Dennis on CNBC [here](#)
- We continue to hold weekly workshops and site visits on how to build wealth through real estate investments. The weekly workshops and 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. Watch progress videos and pictures of [The Alma](#), [Amara Ridge](#), [The Ridge](#), and [Taraji Heights](#). Key to note is that our cost of capital is priced off the loan markets, where all-in pricing ranges from 16.0% to 20.0% 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 weekly Private Wealth Management Training (largely covering financial planning and structured products). The training is at no cost and 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. If interested in our Private Wealth Management Training for your employees or investment group please get in touch with us through wmt@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](#) phase one 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**.
 - We continue to beef up the team with ongoing hires for: Operations Business Manager - Cytonn Institute of Building Technology, Software Architect, Business Administration Associate - Procurement, Merchandise Manager and Assistant Editor - Sharpcents Newsletter, among others. Visit the **Careers** section at **Cytonn's Website** to apply.
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