



Nairobi Metropolitan Area Infrastructure Report 2018, & Cytonn Weekly #41/2018

Company updates

- Cytonn Investments, our group company, held a quarterly company update at The Ridge on Saturday October 27th, reporting a group pre-tax profitability of Kshs. 238 mn for the 9 months ended September 2018, compared to Kshs. 305 mn for same time last year. Commenting on the financial performance, Samuel Ng'ang'a, Group Finance Manager, said that "We are not immune to the prevailing tough economic environment, hence the 22% drop in profitability, however it is noteworthy that our core business of real estate performed very well, with 9 months gross profitability in real estate up by over 113%, to Kshs. 610.3 mn from Kshs. 286.4 mn for the same period last year. The drag in pre-tax profit is mainly due to significant drops in our investments in equities, which dropped in line with equities market performance." See event note [here](#);
- We shall be holding a training for Pension Trustees, topic of discussion will be Alternative Investments and how to increase returns, if interested please subscribe [here](#)
- Raphael Mwaniki, Clerk of Works at The Alma was on Njata t.v to discuss The Alma development by Cytonn Real Estate. See Raphael [here](#)
- The Alma by Cytonn Real Estate was featured on the Property show on KTN. See the feature [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 training for their teams. The Wealth Management Training is 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. 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**; and
- We continue to beef up the team with ongoing hires for Financial and Real Estate Advisors for our offices in Nairobi, Nakuru, Kisumu, and Nyeri. Visit the **Careers** section on our website to apply.
- Cytonn Centre for Affordable Housing (CCFAH) is looking for a 2-acre land parcel for a joint

venture or to buy in; Kiambu County (Ruiru, Kikuyu, Lower Kabete), Nairobi County and its environs.

The parcel should be; i) fronting a main road, or not more than 800 metres from the main road and ii) priced at Kshs 20mn per acre or below. For more information or leads email us at affordablehousing@cytonn.com

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