



The Role of the Capital Markets in Economic Development & Cytonn Weekly #12 2019

Company updates

- On Monday, 18th March 2019, Cytonn Investments officially signed a Kshs. 650 million loan facility agreement with State Bank of Mauritius Bank Kenya (SBM Bank Kenya) to bring in long-term debt to complement its private markets funding. Bank Debt and Regulated Funds will now increasingly be part of the funding mix. Read the press release [here](#).
- We have successfully rolled out our agency distribution model. You can now find us in 11 locations. This will bring us closer to clients, and enable us to serve our clients while also reducing office set up and running costs. You can now reach us at 11 locations, namely: Nairobi, Nakuru, Nyeri, Eldoret, Embu, Kakamega, Kericho, Kisii, Kisumu, Meru, Mombasa, Naivasha, Nanyuki and Nyahururu.
- Faith Maina - Investment Analyst, was on KBC to discuss women and investments. Watch the interview [here](#).
- Shiv Arora - Head of Private Equity, was on Citizen to discuss the bank interest rate divide. Watch the interview [here](#).
- Natasha Gichuki - Legal Assistant, was on KBC to discuss property and financial management. Watch the interview [here](#).
- For an exclusive tour of the developments, visit: **Sharp Investor's Tour** and for more information, email us at sales@cytonn.com;
- Following the recent approval by Retirement Benefits Authority (RBA), for Cytonn Asset Managers to manage pension funds, we are looking for business development consultants and agents with networks in the pensions industry to build our pensions business at very attractive commissions. If interested in being an agent or know someone who can be an agent, kindly contact us at pensions@cytonn.com;
- Following the completion and handover of Amara Ridge in Karen, we have now launched our next Karen project, dubbed Applewood, a Kshs 2.5 bn residential development located in Miotoni, Karen. This signature development shall comprise luxury homes, each sitting on 1/2 acre. We invite you to the exhibition of Applewood which is ongoing at the Amara Ridge Clubhouse (Location pin: <https://goo.gl/maps/B3GVnu8pHyn>) or at the Applewood Sales Centre on Miotoni Road (Location pin: <https://goo.gl/maps/ZfABuGjFo1z>) from 9:00 am to 5:00 pm daily. Call 0709 101 000 or email resales@cytonn.com to reserve a villa! See Video [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**, and **The Ridge**. 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 returns on real estate developments range 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. Cytonn Foundation, under its financial literacy pillar, runs the Wealth Management Training. 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**;
- 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.

Liason House, StateHouse Avenue

The Chancery, Valley Road

www.cytonn.com

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