

our story

is about the people who do it
and the people we do it for.

TSAVO

We exist to enable investors achieve financial independence through affordable amazing apartments.

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Financial Independence

Having assets that generate sufficient passive monthly cashflows to finance your needs, wants and desires.

Retire Early

A level where one's motivation for working is not salary but the achievement of a higher purpose

OUR Core Values





Discipline

In TSAVO Discipline is not conformity or rule following or any other herd like behavior. It is **ALIGNMENT of purpose, strategy, tactics, and actions**. This requires you to be monomaniacal about where you are going and to reject every course of action that doesn't get you there.



Partnership

The word Partnership derives from the Old French word *parcener* which means **JOINT HEIR**. In TSAVO, partnership is not about working together, but rather about sharing the spoils of war together. Every interaction must therefore be **WIN-WIN**, where both parties gain. If there is no such option, we will not deal.



Experience

You have a great experience when you are intentionally enabling your teammates perform at their optimum. You achieve this through **RELAY** where you are fully responsible for your own success and that of your teammates. Using conflict and resolution, we are constantly bringing out the best in each other.



Value Innovation

This is the constant pursuit of radically superior value and a lower cost structure. We use better processes and technologies to optimize every resource, whether time, money etc. We want **LESS STRESS, MORE SUCCESS**, so that we may earn while we sleep.

A high-angle, wide shot of a large, diverse crowd of people gathered outdoors. Many individuals are raising their hands in the air, suggesting a celebratory or energetic atmosphere. The crowd is composed of people of various ages and ethnicities, dressed in casual attire. The background shows a paved area and some greenery.

8500+

TSAVORITES ON FIRE

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A photograph of Leonard and Emily Mcharo sitting on a golf course. Leonard, on the left, is a man with a beard and glasses wearing a white polo shirt. Emily, on the right, is a woman with glasses wearing a white sleeveless top. They are both smiling at the camera. In the background, there is a green golf course with trees and a blue flag with the number '142' on it.

Leonard Mcharo,
Architect.

Emily Mcharo,
CFA.

A smiling man with glasses, wearing a red hoodie, is seated at a wooden desk in an office. He is looking at a laptop screen. On the desk, there is a silver water bottle and some papers. In the background, other people are blurred, suggesting a busy office environment.

150+


TSAVORITES Working in the Office

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1300+

FRONTLINE TSAVORITES

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SUNSET

4000+ INVESTORS

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www.tsavo.com

What problems are we solving?

1.

Financial Security

FIRE

2.

Affordable Investments

Affordable Amazing Apartments



22 Projects

12 Complete Projects

9000+ Units

Delivered in 9 years

An aerial photograph of a cityscape. In the center, a tall, white, modern skyscraper stands out among other buildings. The surrounding area is filled with green trees and lower-rise structures. The sky is clear and blue.


TSAVO SKYWALK

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TSAVO SUNSET

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TSAVO STEPUP

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TSAVO FEDHA

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THE ROYAL CITY

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3.

Accessible Financing

Payment Plan



OWN YOUR
FIRST
APARTMENT
NAIROBI
WITH
ZERO
DEPOSIT
INTEREST
Start Your Own Plan

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ZERO

DEPOSIT

INTEREST

- ▶ Multiple Units
- ▶ Individual Units
- ▶ Units Over Time

4.

Passive Cashflows

TSAVO Lifestyle



4000+ Complete Units

1100+ Units Recently Completed

3600+ Residents

More than

95%

OCCUPANCY RATE

Guaranteed Passive Monthly Cashflows







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350
IGNITERS

Bright and Needy High
School students.



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Ministry of Planning and Economic Development

State of Palestine
FEDHA
FEDERATION OF
EMPLOYERS AND
DHAIRIYAH



The Promise



Delivered

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Pension Funds

Alternative Investment



Asset Class	Strategic Allocation
<ul style="list-style-type: none"> • Direct Investment in real estate 	RBA Limit 30%
<ul style="list-style-type: none"> • All listed Real Estate Investment Trusts incorporated in Kenya and approved by Capital Markets Authority 	30%

Let's talk About the

Challenges



1.

Direct Investment

Could lead to breach of the strategic limit.

2.

Lack of Expertise

**Lack of expertise in real estate -
especially construction challenges.**

3.

Shift in Outlook

Pension Fund
members homes

VS

Investment
for cashflows.

4.

Property Management

Let's talk About the
Benefits



1.

Increased Returns

2.

Different Asset Class

**Exposure to a different asset class -
other than government paper.**

3.

Monetize Idle Land

**Effectively increasing total
return to the fund.**

4.

Partnership

**Partnership with real estate company
- with a focus on financial security.**



Let's talk About the
Available Options



1.

**Direct investment by
Pension Fund Members
in their individual capacity.**



What are the Challenges and Benefits of Individual Pensioners Investments?

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Challenges Faced by Pensioners

- Liquidity – to fund their monthly expenses and emergencies.
- Asset Rich but Cash Poor.
- Cannot easily convert their valuable assets to cash.
- Inability to sale assets quickly to cover expenses / emergencies.

Real Estate Investments (TSAVO)

- Monthly cashflows – Rental income, not quarterly or semi annually
- Steady predictable cashflows
- Tax at 7.5% not 15% or 30%
- Good inflation hedge - Appreciation in value – Capital gains
- No reinvestment Risk – unlike assets with fixed term maturity
- Rental increment – every two years



Individuals Can Invest in

- ▶ Multiple Units
- ▶ Individual Units
- ▶ Units Over Time

2.

**Partnership with Pension Funds
that own idle land.**



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3.

**Pension Fund investment
in a TSAVO project.**

Complete Apartment

1-2 Billion

Part of an Apartment

200-500M

A floor of an apartment

50-200M

Multiple units

Up-to 50M



**Pension Fund
members homes.**

VS



**Investment
for cashflows.**

4.



Property Management

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