PLEASE NOTE

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A BETTER HOME. A BETTER LIFE.

• Karibu Homes - a Kenyan company providing innovative and affordable housing solutions since 2012

• We are dedicated to providing hard working families with affordable well constructed homes in thriving communities. We genuinely care about our customers and strive to provide them with a better quality of life

• Karibu Homes is recognised as a leading developer of affordable housing
  – 2019: Winner - Best Affordable Housing Development at the Africa Property Investment awards
  – 2019: Winner – Developer of the Year, CoRE Excellence Awards
  – 2018: selected by London Stock Exchange as one of 360 Companies to Inspire Africa
  – 2017: Winner - Best Affordable Housing Development at the Africa Property Investment awards
  – Recognised as a pioneer by the Centre for Affordable Housing Finance in Africa
  – Visited by President Kenyatta whilst formulating his “Big 4” economic pillars strategy

• Karibu Homes is a prominent advocate of affordable housing
  – Sits on board of Kenya Property Developers Association
  – Works with The World Bank to drive this agenda
**Riverview location**

- Athi River – fast growing satellite town of Nairobi
- 1km from Mombasa Rd (Kenya’s main trunk road)
- Walking distance to Crystal Rivers Mall
- 10yr land price growth: 3.9x*
- Achieved 5yr price growth: 41%

*Hass Consult Land Price Index Q3 2020

Note: proposed road schemes are based on available information and subject to change
Riverview, Athi River

- Estate size: 20 acres
- Units built: 573
- Total GIA built: 36,180 sqm
- Units per acre: 58
- Units sold: 85%
- Now selling: Phase 3
- Units planned: 592
- Current community size: 800+ people
- Mix of 1-3 bed apartments in 5 typologies

Future phases

Phase 3 – 282 resi units 73% sold

Phases 1 & 2 – 278 resi units – sold out
WHY DO PEOPLE LOVE RIVerview?
VALUE FOR MONEY

Quality you would expect in a higher end development
Award winning homes that are truly affordable
WHY DO PEOPLE LOVE RIVERVIEW?

DESIGN

We build at lower than approved densities to create a sense of space
We have a diversity of home types to improve customer choice
WHY DO PEOPLE LOVE RIVERVIEW?

COMMUNITY

Community facilities including basketball courts, recreation square & shops

Plus water treatment, storage and boreholes onsite, wifi and lighting to communal areas
WHY DO PEOPLE LOVE RIVerview?

SECURITY

Children can play safely in common areas
Protected by 24 hr security, perimeter wall and gatehouse
STANDARD 2

**Per unit**
- 2 Bedrooms
- 1 Bathroom
- Living room
- Kitchen
- Size: 55 sqm

**Per block**
- 12 units
- 3 storeys
- Size: 660 sqm

Unit selling price from Ksh 3.59m
STANDARD 3

**Per unit**
- 3 Bedrooms
- 1 Bathroom
- Living room
- Kitchen
- Size: 71 sqm

**Per block**
- 8 units
- 4 storeys
- Size: 568 sqm

Unit selling price from Ksh 4.38m
ENHANCED 2

**Per unit**
- 2 Bedrooms
- 1 Bathroom
- Living room
- Kitchen
- Enhanced finishes
- Size: 63 sqm

**Per block**
- 20 units
- 5 storeys
- Size: 1,260 sqm

Unit selling price from Ksh 4.19m
ENHANCED 3

Per unit
3 Bedrooms
2 Bathrooms (1 ensuite)
Living room
Kitchen
Enhanced finishes
Size: 91 sqm

Unit selling price from Ksh 5.86m

Per block
20 units
5 storeys
Size: 1,820 sqm
CUSTOMER PROFILE

MONTHLY HOUSEHOLD INCOME & BUYER JOB TYPE

- < $500: Nurse, clerk, operations assistant, immigration officer (14%)
- $500 - $1,000: Social worker, driver, auditor, farmer, police officer, administrator (32%)
- $1,000 - $1,500: QA officer, secretary, HR officer, marketing officer (22%)
- $1,500 - $2,000: Finance manager, sub editor, engineer, accountant (9%)
- $2,000 - $3,000: Compliance officer, nursing officer, distribution manager, sales exec (12%)
- $3,000+: General manager, doctor, group planning engineer (11%)
CUSTOMER PROFILE

Buyer purpose
- Owner occupier: 30%
- Investor: 70%

Buyer gender
- Male: 56%
- Female: 44%

Payment type
- Cash: 44%
- Instalment: 29%
- Mortgage: 27%
A typical Riverview homeowner who paid Ksh 2.6m for their home 5 years ago has seen its value rise to Ksh 3.7m – an increase of Ksh 1.1m or 41%. Plus they have had the benefit of living in their home.

A buy to rent owner would also have made Ksh 1.2m from the monthly rent of their property. On this basis, a buy to rent purchaser would have generated Ksh 2.3m from their investment\(^1\).

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\(^1\) Assumes full occupancy for 5 years at an average rent of Ksh 20k pm. Excludes buying/selling costs, taxes and incidental expenses.
WHY INVEST IN RIVERVIEW?

- Desirable location in fast growing Nairobi satellite town
- Multiple award winning site
- Affordably priced rents that offer excellent value to prospective tenants
- Stronger net yields than market at 7-8%
- High capital uplift potential
FIND OUT MORE

- Buy direct with a special purchase plan
- Tailored bulk discount opportunities
- Tailored investment opportunities in affordable housing projects for pension funds
- Turnkey solutions for pension funds with land and buyers

For further information please contact us

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