



# Wellers iMPACT

## Real Estate Opportunity Supporting Kenyan Charity

Capital of up to US\$4million to deleverage current structure

### WELLERS IMPACT

**Who we are:** UK-based, FCA Regulated investment manager specialised in partnering with ethical partners to develop their prime real estate, enabling transformative community impact.

**Our assets:** Experienced management team with a proven track record. A local presence through trusted partners and offices in London and Kenya.

**Our goal:** Attain a market-rate return for investors whilst supporting ethical partners to enhance their financial sustainability and deliver social impact.

### CMS-AFRICA

**Who we are:** A not-for-profit providing business development and training programs for youth and women across seven African countries including Kenya.

**Our assets:** Owner of prime land in Kilimani, Nairobi, that has recently been developed with a gross development value of US\$9.3m and the potential to generate income of US\$0.35m p.a. from our proportion of the development.

**Our goal:** Use income generated from the development to expand the breadth and depth of our transformative business development and training programs.

### INVESTMENT OPPORTUNITY

**Financial:** Investors can attain an attractive rate of return on financing in a completed 16-storey Grade A commercial development in the desirable suburb of Kilimani, Nairobi, using an asset-backed financial structure.

**Deal:** Up to US\$4m for 364 days (with a potential extension option), secured against the development, loan to value of c. 60% based on gross value of c. US\$9.3m.

**Key Metrics:** Over 50% of the available space has been sold and there is a large proportion under offer.

Pecking Order	Existing Financial Structure	Proposed Financial Structure	Gross Development Value c. US\$9.3m
	Bank Debt c. US\$2.7m	New Financing c. US\$3.85m	
	Mezzanine Debt c. US\$1.15m		
	Equity Investors	Equity Investors	

**Social:** Wellers Impact has a Fair Deal Agreement with CMS-Africa, who contributed their land for the construction period. In return they received c. 20% equity share of the development.

**Deal:** Continued ownership of land, equity share of new development and target annual rental income of US\$0.35m.

### Key Metrics:

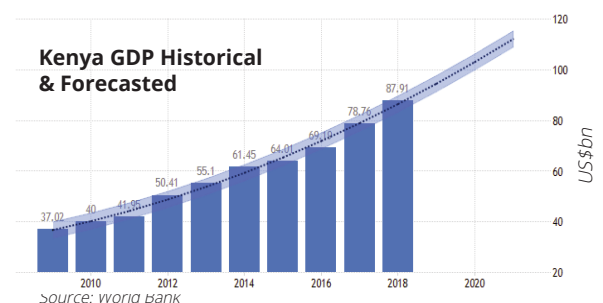
**Program Delivery:** Through increased revenue from rental income, CMS expects to employ more teachers, provide new students with vocational training and enable the establishment of many small businesses.

**UN SDGs:** Construction of the development and CMS-Africa's programs directly contribute towards a number of UN SDGs.



### KENYAN ECONOMY

- Kenya's economy is rapidly growing, has a pro-business government agenda and is politically stable relative to the rest of East Africa
- Nairobi is the business centre for East Africa and is an attractive destination for many international firms' African headquarters
- The three to five-year outlook is attractive with annual GDP growth of c. 5%+, consistent with positive growth over the last decade
- Interest rate cap removal signed into law on 7th November 2019, which should boost the economy given local lending has been constrained



### Why Are We Refinancing?

- The development was completed to a very high standard, on time and on budget, but constrained supply of credit has extended sales of the property beyond initial forecasts, resulting in the need for new financing
- The current bank lending facility matures end of January 2020. We are therefore offering the opportunity for investors to attain an attractive return with minimal risk (given security) while concurrently achieving social impact

For further information or any questions please contact:

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We can facilitate site visits, insight trips, due diligence and provide additional detail on request.

