



2016 CLIENT APPRECIATION COCKTAIL

CYTONN INVESTMENTS STRATEGY PILLARS



PEOPLE



PRODUCT



PROCESS



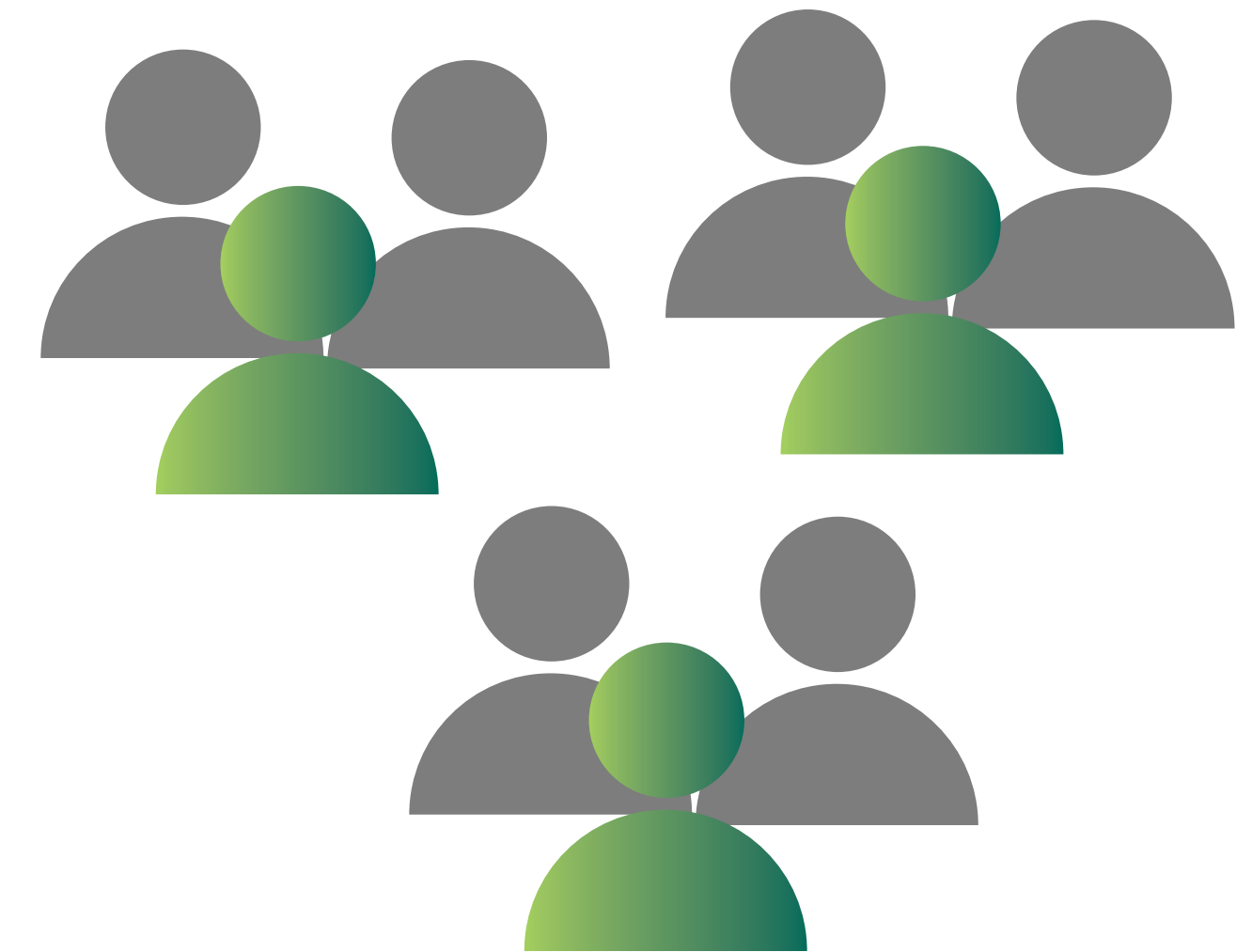
DISTRIBUTION

People



51

January 2016



151

December 2016

CYLP - Cytonn Young Leaders Program

291

Joined

31

Graduated

96

At Cytonn

Deal Pipeline

40bn to 74bn

CYTONN'S OFFERING - Real Estate



The Alma

CYTONN'S OFFERING - Real Estate



Newtown

CYTONN'S OFFERING - Real Estate



CYTONN'S OFFERING - Real Estate



The Ridge

CYTONN'S PRODUCT OFFERING

01

Real Estate



02

Stuctured
Investments



03

Private Equity



04

Over the Counter
Shares (OTC)



Processes - Key Highlights

- Rose Kimotho - Director
- CMS Governance board
- CRIMS
- SAP SYSTEM
- Internal Audit
- Wealth Management Training

Distribution - Offices



Distribution - People



Cytonn's Research Capability in 2016

47

Cytonn Weekly's

3

Listed Banking Reports

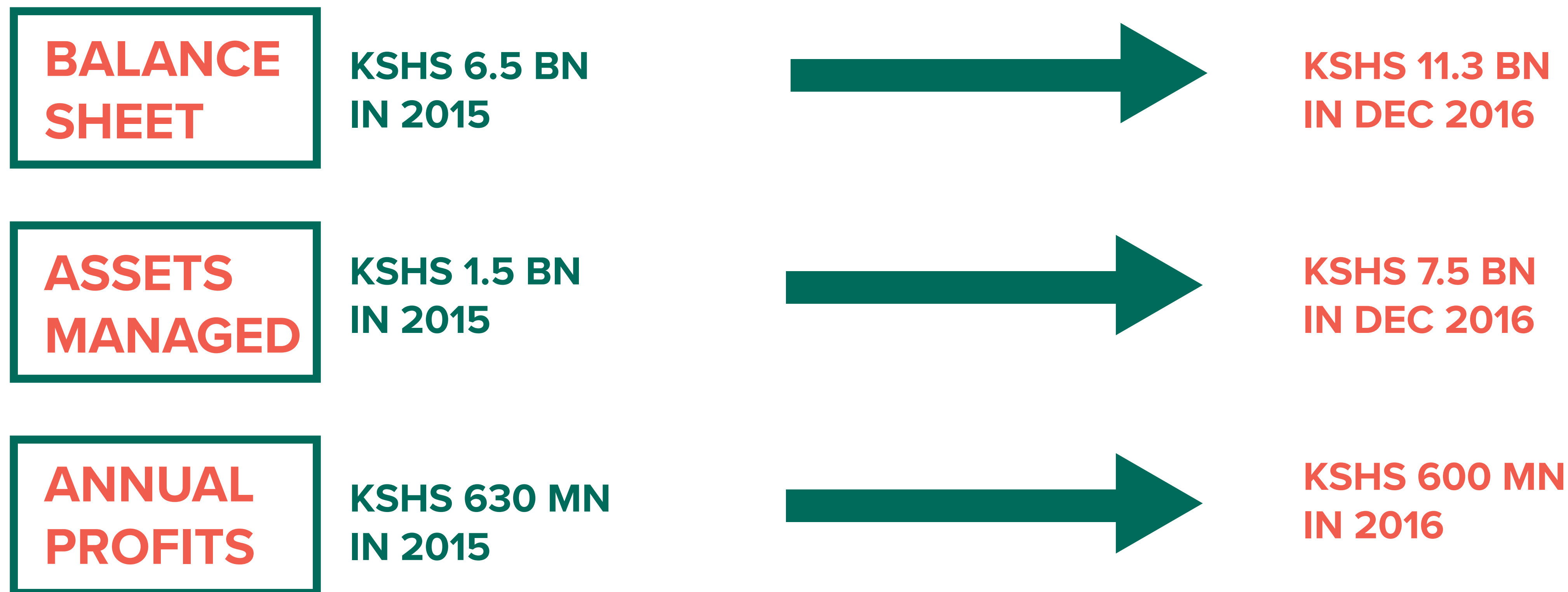
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Listed Insurance
Reports

4

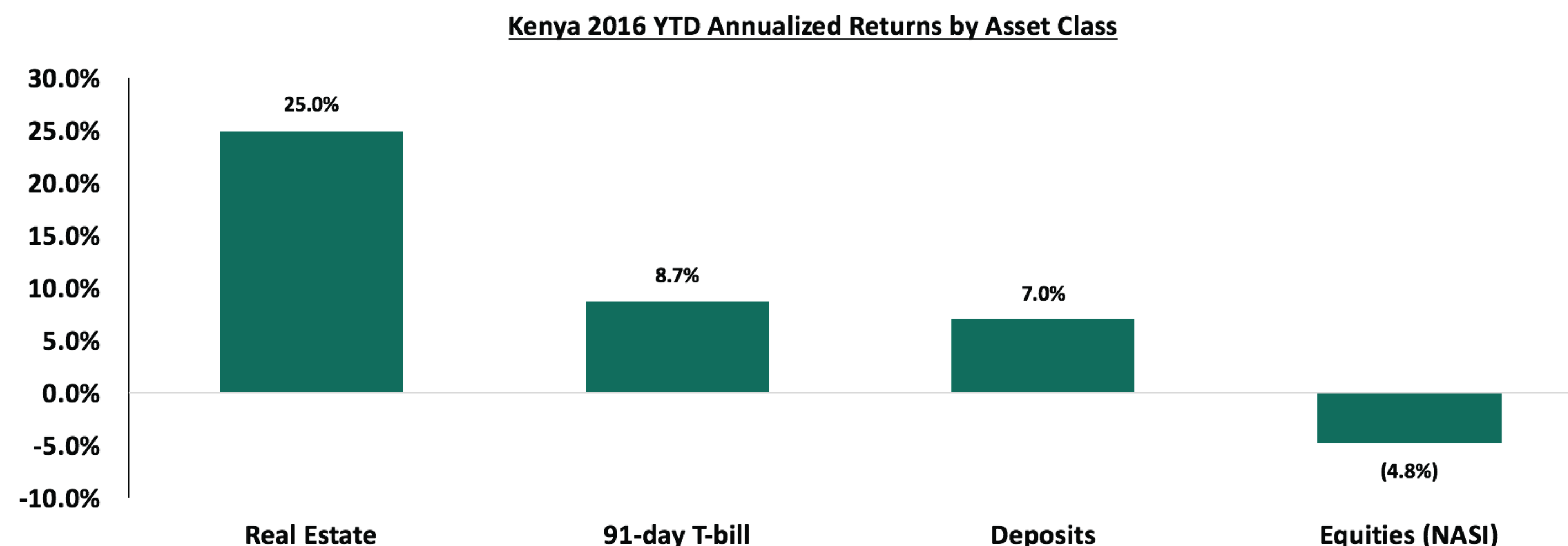
Real Estate
Research Reports

Financial Performance



We expect to close the year flat on profit, given heavy investments in our products, processes and distribution expansion

Cytonn's 2016 Performance



- This year, the stock market is down 4.8%, while deposits only deliver 7.0% p.a.
- Some firms and investments have lost money for investors
- Despite the tough year, Cytonn has delivered between 18% p.a. to 50% p.a. for our investors
- Not only were your funds secure at Cytonn, but we grew funding, created jobs & grew the economy

**What is the way forward in 2017 and
what would our Clients like us to do?**