

# STANLIB Fahari I-REIT

## Fact Sheet

Focused Investing

STANLIB

### Overview



An Income-REIT is a real estate investment scheme which owns and manages income generating real estate for the benefit of its investors. Distributions to investors are underpinned by commercial leases. This means that income returns are predictable and generally less volatile. The I-REIT provides an instrument for investing in the real estate market which offers both liquidity and a stable income stream.








The STANLIB Fahari I-REIT is Kenya's first Real Estate Investment Trust (REIT). The Fund aims to provide investors with a steady stream of income and capital growth by investing at least 75% of its Total Asset Value ("TAV") in real estate in strategic locations within Kenya with a maximum of 25% invested in cash investments or cash-like instruments.

The STANLIB Fahari I-REIT is closed-ended and its units will be listed on the Nairobi Securities Exchange. Once this Offer is concluded, units of the STANLIB Fahari I-REIT can only be traded through the NSE. Consequently, the market price of the Units will be market driven and may not necessarily be equal to the Net Asset Value of the STANLIB Fahari I-REIT. However, the I-REIT Scheme may undertake secondary offers as and when the need arises. Prospective investors should note that there is currently no active secondary market for a REIT in Kenya.

### Objective

The STANLIB Fahari I-REIT aims to provide consistent income and capital growth in the long-term. Our active management approach targets quality physical properties within carefully chosen economically growing nodes.

### Benefits of investing

	<p><b>Diversification</b> Property is not correlated with other asset classes. Investing in property may improve a portfolio's risk return profile.</p>
	<p><b>Simple Tax treatment</b> The only taxes you have to worry about are individual taxes. No corporate taxes are levied on a REIT.</p>
	<p><b>Transparent investment vehicle</b> Investors are able to understand exactly what they are invested in.</p>
	<p><b>Accessibility</b> An I-REIT can more easily be bought or sold. Investors do not have to deal with the complexity of buying and selling physical property.</p>
	<p><b>Liquidity</b> The Fund will be listed on the NSE thereby creating a secondary market for I-REIT shares.</p>
	<p><b>Returns</b> The Fund will benefit from underlying properties' capital gains and rental income, giving investors exposure to a consistent return profile in the long-term.</p>
	<p><b>Regulatory Oversight</b> The STANLIB Fahari I-REIT has been approved and will be monitored by the Kenyan Capital Markets Authority (CMA).</p>

### Investable universe



The STANLIB Fahari I-REIT is permitted to invest in physical property within the following sectors:

- Mixed-use developments
- Retail (shopping centres)
- Commercial (offices)
- Industrial (warehousing and logistics)
- Hospitality (i.e. hotels and resorts)
- Residential
- Specialized buildings (student accommodation)
- Schools
- Manufacturing facilities
- Hospitals

### Property manager



JHI Properties Kenya Limited, a specialist Property Manager, has been appointed to provide property management functions in respect of the I-REIT's properties. JHI Group has an extensive national and international footprint, with offices in Nairobi (Kenya), as well as Maseru (Lesotho), Windhoek (Namibia), Gaborone (Botswana), Lagos (Nigeria), Harare (Zimbabwe), Lusaka (Zambia) and Accra (Ghana).

JHI Group has over 230 clients in Southern Africa of which 11 are listed on the Johannesburg Stock Exchange. The vast majority of these management agreements are for Property & Facilities management agreements for buildings. They also render full facilities management services for corporate tenants.

### How to invest



- Units will be offered through an initial public offering (IPO) and will be listed on the NSE.
- Once the IPO is concluded, units of the I-REIT Scheme can be bought or sold through a licensed stockbroker on the floor of the NSE.

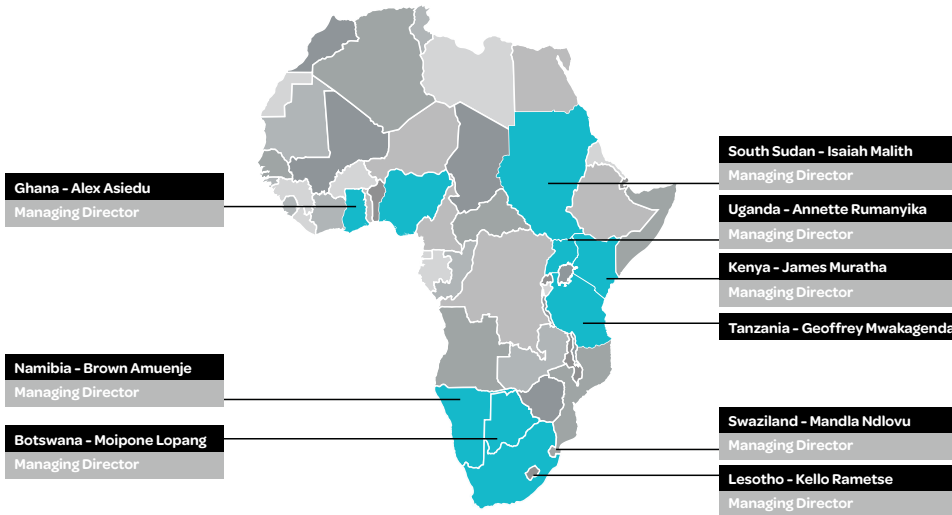
### Who we are

STANLIB is a Pan-African multi-specialist investment company that manages and administers over USD46bn (as at 30 June 2015) in assets for over 437 000 retail and institutional clients across Africa. The STANLIB investment team consists of franchises made up of specialist teams of investment professionals. This allows STANLIB to offer a broad range of investment opportunities, including active asset management, passive asset management, single manager and multi manager offerings across all asset classes: cash, bonds, equities, property and alternative asset classes. STANLIB has operations in 10 African countries.

Its Multi Manager Global Multi-Assets and Global Equity funds are managed by STANLIB Multi Manager. Columbia Threadneedle, a leading US diversified financial services company and one of the 30 largest asset management firms globally, looks after developed market single manager equity and multi asset class funds. STANLIB Multi Manager manages global bonds in the multi manager area and STANLIB has a partnership with Brandywine Global Investments for single manager global bond funds.

## Our footprint

STANLIB has operations in 10 African countries. South Africa, Swaziland, Lesotho, Botswana, Namibia, Tanzania, South Sudan, Uganda, Kenya and Ghana.



Collective management  
experience

**220+**  
Years of  
collective  
Investment experience



## STANLIB Kenya

STANLIB Kenya Limited officially launched in October 2013, after rebranding from Stanbic Investment Management Services (SIMS). STANLIB is a leading Fund Manager in the region and has an un-paralleled track record in terms of services and performance over the years. STANLIB Kenya manages asset worth over KSH 121 Billion (as at 31 December 2014).

STANLIB Kenya seeks to be recognized as East Africa's premier Investment Manager, dedicated to the advancement of wealth management through the provision of excellent products, efficient service and customer satisfaction. STANLIB KENYA has been fully operational since 1998 as Stanbic Investment Management Services (EA) Ltd and is licensed by the Capital Markets Authority and the Retirement Benefits Authority in Kenya to provide investment advisory and Fund Management Services. STANLIB Kenya is owned by Liberty Holdings who is the principal shareholder of Liberty Kenya Holdings Limited, a company which is listed on the Nairobi Securities Exchange and whose other local subsidiaries are Heritage Insurance and Liberty Life Assurance Limited.

## STANLIB Kenya's accolades

- Best Performing Equity Fund and Best Trust in Quality Service at the Think Business Africa Investment 2014
- STANLIB Asset Management was recognised as the "Best Asset Manager based in Frontier Markets" by Global Finance Magazine in 2015

## STANLIB Direct Property Investments

### About Direct Property Franchise

The STANLIB Direct Property Investment Franchise was created by migrating the investment arm of Liberty Properties to STANLIB in a move to house all the Liberty Group's asset management capabilities with its asset manager. The investment purpose is making real estate accessible sustainably. The aim is to deliver long-term investment performance for investors with appetite in quality real estate in economically growing nodes on the African continent. The listed and direct property franchises at STANLIB are distinctly segregated to manage any possible conflicts. Separate governance structures are in place to facilitate a strategic arms-length relationship between the different vehicles within the investment stable. The franchise has more than USD 2.5 bn direct property assets under management (AUM).



## Contact details

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## Disclaimer

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