

**SPEECH BY THE MANAGING DIRECTOR, SHELTER AFRIQUE ON THE
OCCASION OF THE SIGNING OF A KSHS 100 MILLION or USD 1.1 MILLION
FACILITY AGREEMENT WITH JAMII BORA BANK LIMITED**

NAIROBI, 10th SEPTEMBER 2014

The Chief Executive Officer of Jamii Bora Bank Limited, Mr. Sam Kamani ;

The Senior Management of Shelter Afrique and Jamii Bora;

Members of the Press;

Dear Colleagues and Friends;

- Increasingly we find ourselves in this position; which we are happy to state is familiar ground; in the position of seeking and establishing the strongest possible partnerships and relationships with institutions that share our common goal and objective of making housing more affordable and more accessible for all Africans.

- Ultimately that is why we are all gathered here today; to witness the signing of a KSH 100 Million line to Jamii Bora Bank; one of Kenya's fastest growing banks.
- It is anticipated that this line of credit will be used for on-lending to low-income earners and we define these as people earning less than KSH100,000 per month. The line will have a 7 year tenure and is expected to directly affect 300-500 households and bring them closer to their dreams of home-ownership.
- This agreement sees us continue our proud commitment to the development of social housing; one of our products that we have identified as a solution to bridging the housing deficit in African nations; it underlines the fact that financing can be available to all categories of Income-earners; as you know for a long period housing has only been available to high-income earners.

- Our social housing programme has seen us enter into agreements with Mako Mashinani, Rafiki DTM and today we are happy and excited to add Jamii Bora Limited to that growing list; even as we call for more such partnerships, our doors are always open to fostering new partnerships and strengthening existing ones.

- AsAfrica continues to develop what we expect rapid urbanization; by most measures 70 percent of Africa will be living in urban centers by 2030 and this points to the huge gap between demand and supply for adequate and affordable housing; we believe that our social housing line will be one of the many ways to bridge this gap

- To bring it closer home; there is a large shortage of decent housing in Nairobi and other parts of Kenya hence the need to come up with tailor-made solutions suitable for the low to middle income groups where demand is the most apparent.

- I would be remiss if I didn't take a moment to single out the management of Jamii Bora for identifying this need and addressing it. We are very pleased with some of the projects the bank has embarked on specifically in the real sector market; we are aware that the bank has begun a KSH 1 Billion hostel development project in Murang'a University College among others which is especially striking given that student accommodation is an area that we are very keen on and will be discussing at length at our rental conference next month.
- We encourage Jamii Bora and indeed other financial institutions to keep on finding ways to intervene in the housing business; it is expected that in twenty years the population in Africa cities will increase from 400 million 800 million; intervention cannot come quick or fast enough to deal with what will essentially be a young and growing Africa then.

- On our part you can expect that we will continue to challenge the status-quo, we will continue to find better, more efficient ways to make housing that little more accessible, that little more affordable. We will continue to call for government to play a bigger role in moving the industry forward, we will continue to advocate for Alternative Building Technologies; we will continue to ask that Africa moves up on the value-chain; we will continue to ask the questions and we will continue to have relevant conversations.

This is our mandate as we have accepted it and it is also our promise

- I thank you for your time and your patience.

James Mugerwa

MANAGING DIRECTOR- SHELTER AFRIQUE