



Talking Points at the Joint Press Conference Shelter Afrique and Raw Bank, DRC on the 5th March 2015

The CEO of Raw Bank Mr. Thierry Taeymans,

The Senior Management and Staff of Rawbank,

Ladies and Gentlemen of the Press,

Good Afternoon Ladies and Gentlemen,

- It is our pleasure to be here today to participate in the signing of a line of credit facility between Shelter Afrique and Raw Bank, Congo DRC.
- Today will mark the first time we have entered into such an agreement with a financial institution here in Congo DRC
- As housing begins to take a centre stage in Congo DRC, our being here today to sign this agreement represents the commitment to making housing accessible in Congo DRC and indeed in all of Africa
- We have extended a line of credit to Raw Bank for USD10.6M
- The loan will have a tenure of 8 years and will take effect immediately

Objective

The Line of credit will be used for on-lending mortgage loans for:

- Houses acquisition;
- Individual houses construction /renovation /refurbishment
- The facility will also shore up Raw Banks capacity for mortgage lending
- Congo, DRC currently has a housing deficit of 2.5 million houses annually with 500,000 units needed in Kinshasa alone, we anticipate that this will provide affordable housing to at least 1,000 people¹.
- While this is a modest figure in the grand scale, it signals our intent and our confidence in the housing market of the Democratic Republic of Congo.

Shelter Afrique and DRC

- DRC Congo joined Shelter Afrique in 2004 and though it has just been 11 years, we have approved a total amount of \$43m; we have undertaken 11 projects and completed 6.
- Some of our notable projects include
 - BUILDING BLOC; a building of 32 APARTMENT UNITS here in Kinshasa
 - IMMO-SEREKAS, a building of 15 APARTMENTS UNITS + PLATEAU OF OFFICES
 - SIMKHA, a building OF 24 High End APARTMENTS UNITS
 - JAMBO – A Shopping Mall In Lubumbashi
 - GCC (GRANDES CONSTRUCTIONS DU CONGO), a building of 24 APARTMENTS UNITS
 - DEVIMCO - Development of a 6-storey building comprising 20 apartments for sale & rental
- DRC's economy is currently one of the most attractive in Africa with its strong and constant growth which is expected to remain at 8.6% in 2015; we see housing and construction as a key contributor to the economy.

Shelter Afrique & Raw Bank

- We know that we cannot solve the housing problem alone, no one institution can, so we are always in search for strong partners who share a common vision of delivering affordable housing, and today with this agreement, we are happy we have found one in Raw Bank
- We hope that this will be the first of many agreements between our two institutions as we continue to find more ways to make housing more affordable to the people of Congo DRC.
- It goes beyond Raw Bank however, we would like to call on all stakeholders, most especially the government to actively engage with interested parties like ourselves to bring affordable housing to the people of Congo DRC

Possible Questions

1. Why did Shelter Afrique sign this loan with Rawbank?

Answer

We are very keen on strategic and strong partnerships; the goal of affordable housing for all is one that will require as much effort and commitment as possible and it is not one that can be achieved by any

one organisation. The key for us has always been to locate strong partners who share a common goal and vision; Rawbank fits the criteria.

2. What will Shelter Afrique's involvement in DRC be in the coming years?

Answer

We currently have about USD64m set aside specifically for DRC and we will hope to deploy the full range of our products in the country as we know the housing market has huge potential, so going forward we hope to be announcing deals and partnerships in Trade Finance, Construction Finance, Student Housing, Rental Housing, Joint Venture projects and any other opportunity we identify. But we won't just be prescribing our remedies, we also want to find out what is specific and unique to the housing market in DRC and develop products and services that meet these unique needs.

3. Has Shelter Afrique signed such partnerships with other banks in the DRC?

Answer.

No, this will be the first time we have signed a line of credit with a financial institution, it speaks to the strong attributes of Raw Bank and demand for housing in Congo. We have undertaken 11 construction projects since 2004 and completed 6, but this represents the first time we enter into an agreement with a financial institution and we hope it will mark a new phase of our experience in Congo DRC.

¹ CAHF Statistics <http://www.housingfinanceafrica.org/country/democratic-republic-of-the-congo/>