

2 New Projects - **Ngong** and Konza

Optiven Caritas Partnership

Imarisha dada campaign

BUSINESSES THRIVE WHEN YOU FOCUS AND NEVER COMPARE YOURSELF WITH OTHERS

GEORGE WACHIURI

www.optiven.co.ke

WORD FROM THE CEO Optiven Conquers Africa and Europe in March 2023 ...

The first quarter for 2023 is officially gone now that we are celebrating the month of March. This was a great month for the Optiven family as it came with a lot of great tidings for us as a company and for our customers as well. True to the Optiven tradition, we had a great campaign that was geared towards celebration of women in our society. Yes, March is officially the global month for women and for us #ImarishaDada was the best campaign to celebrate this month. Our customers both male and female were able to make tangible investments with Optiven at a block of 300,000 shillings for a 4,000 shillings cash back arrangement. We thank our customers for continually trusting us as their investment partner of choice!

It was in March this year that Optiven also kept it's promise to customers with the spectacular #PataTitleKwaGround that was held at the Great Oasis Gardens in Nanyuki on 11th March 2023. Am delighted at the great joy that our customers exhuded during the key ceremony where we also donated land for a school and a prayer center, under the Optiven Foundation. This was a clear indicator of our desire to empower our customers and ensure that they finalize their investments and receive their title deeds as proof of ownership. To all our customers who received their very own title deeds congratulations and to all who came to the Great Oasis Gardens by Optiven, asante sana.





In the same month we also kickstarted our diaspora tours for Africa – initially taking Tanzania by storm, secondly arriving in Rwanda and later stepping into the Democratic Republic of Congo to empower and change lives. The latter took off with a Twitter Space discussion with key stakeholders where I was priviledged to lead a panel discussion on the title *Navigating Investment Option in DRC* on 24th March 2023. What a rich discsussion that ushered in our sponsorship and participation to the East Africa Business Conference & Trade Fair between 30th and 31st March 2023, in Kinshasa, DRC. In Rwanda, we had a great engagement with the Ambassador as well as Kenyans living and working in Rwanda. Similarly, we had a fantastic time empowering Kenyans living and working in Tanzania with emphasis on Arusha. Indeed Africa is on the move, as other teams gear to leave the Kenya for Malawi, South Sudan, Nigeria, Ghana, and Zambia.

Finally, we continued to provide amazing value to our customers by providing them with the projects of their preference. In March, we added two more projects in our portfolio — Tulivu Gardens in Malili, Konza and Achievers Paradise in Kimuka, Ngong. We are happy that already these two projects are receiving awesome uptake by our customers — giving credibility that Optiven is on the right path to offer solutions in real estate. We remain keen to serve your needs in the next quarter and look forward to inspire possibilities.

George Wachiuri
GROUP CEO
Optiven Group



WOMEN EMPOWERED WITH #IMARISHADADA | March Campaign gives back 4,000/-



March is a month to celebrate women from all walks of life and at Optiven, the celebration would not be complete without a special campaign geared to gift women investments. Thus the launch of ImarishaDada campaign provided opportunities for women investors to celebrate their investment with a 4,000/- cashback. But the beneficiaries of the campaign are not only women but the men in their lives seeking to be of value to the women in the month of March. The campaign was open to all investors and applicable to all projects under the growing Optiven portfolio with projects across the country.

We spoke to the Regional Manager in charge of the newest project in Kimuka, Mr. Kevin Munyota who noted that, "the campaign is an opportunity for both men and women to invest for themselves so that they can take advantage of the cash back. And for a deposit of as little as 300,000/- you are able to begin your journey of investing with Optiven. Am excited to invite our customers to also pay us a visit at Achievers Paradise by Optiven, in Kimuka. Ours is to work with you to offer solutions." The Optiven portfolio spreads across different counties where projects have been upgraded to ensure that they are not only ready to build, but that investors receive their all-important document which is the title deed. Apart from providing investors with an opportunity to invest in real estate, Optiven has gone ahead to add value to the different investments. George Wachiuri, Group Chief Executive at Optiven Group says, "our customers have asked us to invest in new frontiers and because we are listening, am happy to welcome you to invest with us at the newly launched projects this March and these are in Kimuka, Ngong and Malili, Konza. However the campaign is open for all projects, and to all customers whether those making new purchases or even those redeeming their payments". To invest in any of the Optiven projects, call, sms or WhatsApp us today on 0790300300. For more information log on to www.optiven.co.ke



OPTIVEN LAUNCHES TULIVU AND ACHIEVERS | New Projects Delight Customer Response



Optiven continues to offer great projects for it's customers and the month of March provided a special opportunity for real estate in Konza and Kajiado counties. The result was the launch of Tulivu Gardens by Optiven in Malili Konza and Achievers Paradise by Optiven in Kimuka, Ngong.

Welcome to Tulivu Gardens 2, the new project by Optiven that was launched in March. The project offers an opportunity to invest in prime residential and speculative property. Located in the heart of Konza Technopolis, this project is held via a Freehold Interest, making it an ideal investment for those looking for a long-term investment. Spread across a well-drained topography Tulivu Gardens 2 offers you breathtaking views

of Konza and its surrounding hills. With a distance of just 4 km from Malili town and the main Mombasa Road, this property is easily accessible and convenient. The neighborhood is gradually developing, making it an excellent investment opportunity for those looking to build their dream home or invest in property. It also boasts of amenities such as public schools, shopping facilities, and religious centers located within Malili. At Tulivu Gardens 2, you can enjoy the benefits a marking fence and graded roads. Electricity is already present in the neighborhood. Water supply is not yet connected to the property, but you can easily install a borehole and sell water to the community.

With future development plans for residential homes in the area, investing in Tulivu Gardens 2 is a wise decision. You can take advantage of the price appreciation and the quickly developing neighborhood, making it an ideal investment for for a long-term investment.





At the plains of Kimuka in Ngong, Optiven also came knocking and with that the launch of Achievers Paradise. This is the newest project by Optiven, designed to transform your living experience in Ngong. Optiven remains committed to creating beautiful, sustainable environments that enrich the lives of our clients and Achievers Paradise – Kimuka is no exception.

Nestled in the heart of Kimuka, Ngong, this paradise is a testament to the stunning natural beauty of this area. There is no other project like this in Ngong. The project comes with a beautiful park centre to be developed by Optiven. It will be a place to view Ngong hills, beautiful sceneries, and sit and relax. A great place for meat lovers. It will be a unique park like no other in Ngong. Customers further had an opportunity for a site visit that was held on 25th March 2023 to Achievers Paradise courtesy of Optiven.

To invest at Tulivu Gardens or at Achievers Paradise, call us today on 0790300300 or log on to www.optiven.co.ke TODAY!

OPTIVEN ACTIVATES AFRICA DIASPORA | Namibia, Tanzania, Rwanda, DRC & Malawi Impacted



ABOVE: #OptivenTeamNamibia hosted the Namibia-Kenya Trade & Investment Conference 2023 at Karen Global on 7/3/2023



ABOVE: #OptivenTeamMalawi made a courtesy call to the Malawi Consulate in Nairobi on 23/3/2023. With them is Stavess Mswoya, Second Secretary for Multilateral Trade.





ABOVE: #OptivenTeamTZ visited the Kenyan consulate in Arusha, hosted by Dennis Mburu, Consul General ON 16/3/2023 .



ABOVE: #OptivenTeamRwanda was hosted by the Kenyan High Commissioner to Rwanda, Philip Mundia Githiora, in Kigali on 17/3/2023.



LEFT: #OptivenTeamCongo was hosted by the Kenyan High Commissioner to Kinshasa, Ambassador George Masafu on 29/3/2023.



LEFT: #OptivenTeamDiaspora H.E Amb. Ann Wanjohi (second left led by Head of Global Markets at Optiven, Christine Kasaya (second right) and Diaspora Relationship Manager for Australia and Africa, Angela Marindich (far left) during a courtesy call on 31/3/2023

OPTIVEN CELEBRATES WORLD WATER DAY | Scorecard on Water at Optiven Projects...



The rains are here with us. Even as the Inter Government Authority on Development (IGAD) announced most parts of the greater horn of Africa are expected to receive below normal rainfall. This will lead to the sixth failed season. That is why today marks an important event as there is a need to conserve and manage the world's natural water resources mindfully. Did you know that out of 71% of the earth's surface covered by water, only 2.5% is fresh water and consumable for humans. Water is life. It is at the core of sustainable development ensuring economic growth, underpinning poverty and assuring environmental sustainability. It is at the core of social-economic transformation as it is needed in safeguarding human health and livelihoods. The Optiven Foundation coordinator acknowledges that water is a vital resource and with that there is the tank donations initiative under the poverty

alleviation pillar which builds water reservoirs and donate tanks for water storage.

This year's theme for world water Day is *accelerating change*. "Water has a complex value in terms of nutrition, health, education, economy and integrity of the natural environment and with that I am responsible for ensuring our projects have water and are tasked with drilling boreholes and also ensuring that we conserve water. Water in its

abundance is a scarce resource," says the Optiven Water Manager – Lilian Waka. As the population has grown there has been an increasing demand for resources leading to an overuse and abuse of all available resources. As we celebrate the day today it is a time to spread education about the significance of water and the need to manage its supplies sustainably.

Optiven continues to be at the forefront in provision of this key resource on it's projects considering the core role it plays in property development. Customers are at ease knowing that for properties under Optiven, majority of them will have key amenities on site well in advance thus making the projects ready to build. In addition to availing water on the projects, Optiven through it's subsidiary dubbed Optiven Water has automated the water installation and metering process. This means that for investors on Optiven projects, they can monitor and manage their use of water including cost and utility at the comfort of their homes. This is also a part of the company's engagement and utilization of the UN SDG goal number 6. Water as a resource is a scarce resource that needs to be managed and reserved. There is need for information sharing on how best to save and utilize this resource for the future generations and for life's consistency.



OPTIVEN HAPPENINGS AND EVENTS | What Happened Across Optiven in March 2023...

Optiven continues to keep it's promises to customers by delivering title deeds for various projects. The month of March was not any different as customers were delighted to pick their title deeds from both the Karen and Absa offices of the Optiven Group. A timely & historic moment for some, thus a photograph to remember this important day was necessary.



LEFT: Customers who made their investments receive their title deeds from the Optiven Group CEO Mr. George Wachiuri (*far left*), at Karen Global on 6/3/2023



RIGHT: Senior Sales & Marketing Executive, John Ngare (*right*) hands over title deeds to his client at Optiven Kenya office in March 2023.



RIGHT: Senior Sales and Marketing Executive at Optiven Kenya office, Benson Chege, (left) delivers the Optiven promise to his client as she receives her title deed on 28/3/2023



LEFT: Senior Sales and Marketing Manager at Optiven Kenya office, Stephen Mbugua, (right) delivers the Optiven promise to his client as she receives her title deed on 29/3/2023

OPTIVEN GIVES TITLES AND DONATES LAND | Nanyuki Project Hosts Ceremony in March

Investors from all walks of life were filled with expectation and the excitement was palpable as some brought their spouses and children to witness the title giving ceremony. All roads on 11th March 2023 were leading to Optiven's grandest project, the Great Oasis Gardens by Optiven in Nanyuki Laikipia County. This was one of the key events under the Optiven Real Estate calendar when title deeds are bequeathed to the rightful owners, in this case investors in the Optiven portfolio. For some it was a time to cry for joy as they held the dear document that had for other eluded them after investing in real estate companies that duped them on their hard earned money. Little Murage may not have understood what the fuss was all



about but seeing his mother pick the title deed and smile so widely, got him clapping his chubby hands with all the vigour he could muster. Indeed it was a great joy, as over 50 customers went home with their title deeds 70% of which were for their investment in the Great Oasis Gardens by Optiven, famously known for as the home of #BiggerIsBetter.

But that was not all. The local community leaders were also present to express their gratitude to Optiven Real Estate for the transformation that they had brought to the area. Since it's launch, the Great Oasis Gardens by Optiven has been at the center of community transformation through the Optiven Foundation, #FeedOneMore initiative. It is at this project that hundreds of households have been the recipients of hundreds of tonnes of food and medical supplies under the Optiven Foundation. And on this Saturday the 11/3/2023, the day was different as Mr. George Wachiuri, in his capacity at the Chairman of the Optiven Foundation was here to make a grand announcement. The board and



management of the Optiven Foundation had found it fit to donate four acres of land to the community which would be used to build a school for the children in the area. The awe struck faces of the community leaders, the cries of disbelief from the men and the sheer joy that could only be shown by dancing of women and their children is what met this gracious news of a land donation for a school. Present to present the title deed for the school to the community leaders and parent representatives was Wachiuri, assisted by the Head of the Optiven Foundation, Ann Nyaga. And to end the day on a high, Wachiuri further donated a one acre piece of land to the pastors fellowship for a prayer center that will also form a part of the Great Oasis Gardens by Optiven community.

To invest at the Great Oasis Gardens, call, sms or WhatsApp us today on 0790300300. For more information log on to

https://www.optiven.co.ke/properties/the-great-oasis-gardens-nanyuki/

OPTIVEN CELEBRATES MILESTONES IN GENDER INCLUSION | Celebration Of IWD 2023

Women are important in all spheres of life but especially where the success of enterprise and business, real estate not being an exception, are concernned. But what has been the bottle neck in enabling women to thrive in the corporate world? Majority of people agree that a lack of experience, role models, capital, time and appropriate networks are some of the bottle necks hindering women to get to the next level. In the last three decades, there has been a lot of support and activism for women inclusion in the workplace making it easier for women to be engaged in the corporate sector. For corporates of the future that are looking post-2030, it has been necessary to adjust their strategies to include gender diversity deliberately at policy and legislative levels. The government is leading the pack on this with the tendering process where under the law 30% of government procurement opportunities are reserved for women and youth owned enterprises. Am also cognizant of the efforts put in place by the private sector for the inclusion of women in the corporate spaces mainly in management and board appointments. Some banks have also jumped on this wagon by offering special packages for women investors especially coming after years of women not accessing capital due to lack of collateral.

Talking of collateral, it is only in the last 20 years or so that women have up scaled their investments to build collateral and their wealth portfolio. Through investments such as real estate, such women have been able to provide securities for their loans or to attract investors to their businesses or enterprises. Of course the need for spousal approval for basics like opening a bank account or travelling have since taken a back seat as women become more independent and empowered. In academics, there is still a great hope there too as more women than men continue to take up classes especially in top courses previously secluded for men. My mind quickly goes to Leah Marangu, a woman of many firsts, appointed a full Professor and chair of the Department of Home Economics at Kenyatta University in 1978, becoming the first woman Professor in Kenya. By setting pace, the number grew such that by 2016, Kenya had a total of 67 women professors in Kenya, of these 60 % are from the Kikuyu community followed by the Luo community, Luhya, Kalenjin and Kisii respectively.

Being a patriarchal society, Kenya still has a long way to go on biases based on gender. Initially the corporate sector could start by discouraging discrimination based on gender and chauvinism. A change of perspective on male dominated career opportunities could also advance these opportunities to woman that are qualified and competent where such corporates are intent on diversity inclusion. In the case of Optiven, the inclusion of three women on the board is a great milestone. The middle management also has a number of women leading key departments including legal, diaspora, customer service and marketing. Overally, support the women so they can be the best they can be. Happy International Women's Day.



Mary Wacuka
Director, Strategy & Operations



Christine Banga

- Non Executive Director-



Winnie Wambui Joseph Associate Director, HR & Talent Development

OPTIVEN FOUNDATION DONATES TO RARIEDA & TETU | Feed-1-More Ideas Activated



Optiven Foundation through its *Poverty Alleviation Pillar* and with emphasis on the Feed-1-More initiative aims at giving back to the Community, build connections, and make meaningful impact around them. Optiven Foundation will on 30th March 2023 share food with families affected by the drought and famine in Tetu Community, Laikipia County. On 22nd April the foundation in partnership with IHOPEE Organization will share food with families affected by the drought and famine in Bondo Masala and Rarieda Communities located in Siaya County.

Throughout the drought period, the Optiven Foundation has continued meeting the needs of communities in Kajiado, Machakos and Samburu through donation of food. The initiative is made possible through partnerships with individuals and companies that support the philanthropic activities of the Foundation.

The foundation is open to partner once again and with your contribution of any amount there will be an opportunity to make a difference. The Foundation has previously donated to drought mitigation efforts in 2022 through the #FeedOneMore and #communityouthreach programs doing successful relief food distribution in hunger stricken areas. Here is more >>> https://youtu.be/F8g82Rjsq0Y

To partner under the Feed One More initiative, send your contribution to Mpesa Paybill number 898 630 Account: Food.

For more information, call us on 0718 776 033 or log on to www.optivenfoundation.org

#EyesontheCommunity #FeedOneMore #CommunityService

OPTIVEN FOUNDATION CELEBRATES PHILANTHROPISTS | January Campaign Funds

The #TujenganeNaOptiven January 2023 campaign was a tremendous success. Under the campaign, investors had an opportunity to seed out 1,000/- for their investment on any project and the amount was to be sent to the Optiven Foundation. The foundation has been at the forefront of carrying out a number of philanthropic activities mainly in line with the four pillars of the foundation including education, environment, health and poverty eradication. Your investment enabled us to support our Foundation in its noble mission of transforming lives and communities. This is a celebration of the incredible impact we have made together and a chance for us to share our vision for the future. Thank you for your trust in us and your continued partnership towards building a better world.



WHAT HAPPENED IN PARTNERSHIP CIRCLES? | Events & Celebrations in March 2023...





ABOVE: Optiven entered in a partnership for financing with Caritas Bank on 2/3/2023. Following the partnership between Optiven Real Estate and Caritas Bank, the two CEOs were hosted at Waumini Radio on 29/3/2023 to discuss the topic Sustainable Real Estate Financing Options in Kenya.



ABOVE: #TeamOptivenAustralia on 7/3/2023 signed a partnership with Caro Maina, of Kalenjins Abroad. With the team is Mr. George Wachiuri, CEO, Optiven Group, (second right).



ABOVE: Team Rich Valley Nakuru collaborating with Team Karen Global at the Nakuru Homes Expo on 25/3/2023.



OPTIVEN CEO AND GOGREEN FETED BY KPRA | Event Celebrated Real Estate Champions

Leading Real Estate company Optiven has been awarded for it's GoGreen Initiative. The initiative under the Optiven Foundation environment pillar has been dubbed a game changer in the real estate sector. Already the initiative has seen institutions under KEPSA and stakeholders of industry taking on it's model of sustainability by including environment sustainability into it's Economic Social Governance ESG blueprints. The Awards held in Nairobi on 31st March came as the company is looking to further sustainably manage it's Projects with emphasis on value additions that embrace the circular economy.

Speaking after the award, George Wachiuri, in his capacity as Chairman of the Optiven Foundation said "we are happy that as a company our GoGreen initiative has been singled out and awarded. This is a great impetus for the team to continue advocating and working towards sustainability initiatives to make our world a better place than we found it. A special appreciation to the KPRA family and I dedicate this award to all those making a difference in the environmental and sustainability circles locally and abroad."





At the same event, Optiven Group Chief Executive Officer, Mr. George Wachiuri was installed to the fellowship of the Kenya Professional Realtors Association. The bestowment now confers to Wachiuri the honor of fellowship of the KPRA as recognized from the year 2022. The bestowment is in recognition of Wachiuri's dedication to the real estate industry.

In appreciating the honor, Wachiuri said, "I am most humbled by this one of kind recognition and reward by the Kenya Professional Realtors Association – KPRA. It has been for me a journey of passion and pain, but one filled with the desire to empower people to create wealth and live better for the future."

Wachiuri who is also the lead at the George Wachiuri School of Mentorship added, "As I receive this award, I call on players in the real estate space to never tire of improving their trade and building the trust of the masses in order for us to provide real real estate solutions

that are transformative for our customers." He also called for those companies established within the industry to continue offering opportunities for learning and engagement for the youth in order for them to share experience opportunities. Speaking on the score card for Optiven, Wachiuri said, "As a company we are on course to continuously offer opportunities to youth to enable them to meet the thresholds for experience that the corporates are looking for as we continue on our path to be champions of social economic transformation." Apart from running a management trainee programme, Optiven Limited has also been offering mentorship opportunities for college students since the year 2019. Through the George Wachiuri School of Mentorship, Wachiuri spearheads a mentorship programme for enterpreneurs in the small an medium enterprise spaces via online coaching.

WHAT HAPPENED IN MARCH 2023? | Events & Celebrations from Optiven Global Office...





Optiven Global office in Karen welcomed it's new General Manager Joe Alando on 6/3/2023. He was hosted at the office by Optiven Group CEO, George Wachiuri, top managers and staff.





#TeamOptivenGlobal led by the General Manager, Joe Alando donned in African wear on 31/3/2023. #TeamOptivenGlobal was representing to the fullest on 30/3/2023 at Golden Tulip during the Women In Business



#TeamOptivenGlobal was representing to the fullest on 30/3/2023 at Golden Tulip during the Women In Business Dinner.

#TeamOptivenGlobal was present at a tree planting session in partnership with Makini Schools on 31/3/2023.

OPTIVEN CEO EMPOWERS INVESTORS | Conversations Over Coffee focus on Benefits...

Investors and property owners within the Optiven portfolio joined potential customers for a vibrant engagement with the Group Chief Executive of Optiven, Mr. George Wachiuri. The event was a discussion over coffee with Wachiuri, who is a leading motivational speaker and mentor for small and medium enterprises. Wachiuri welcomed the investors to the Optiven Kenya office while at the same time sharing insights on investments under the topic, *The POWER Of Investments*. The event held on 31st March 2023 at Optiven's Absa Towers offices provided an opportunity for the investors to also network with one another as they build conversations around investments.



Sharing his thoughts about investments, Wachiuri shared his journey towards investing including the challenges and triumphs that he experienced. Noting that investments should serve you and the generations to come, Wachiuri shared nuggets on the power of investments as follows:-

- Expand your portfolio to diversify your investments.
- Choose accountability partners that challenge you within the networks you operate in.
- Investment over confee With Optiven
- Make investments that give you power in your circles to influence
 - Dignity comes from the respect you earn because you are an investor
 - Confidence arises from investing because you have something to show for your investments
 - Your future security lies in sound investments that you make today
 - Investments offer comfortable retirements for you
 - When the deal is too good, think twise and cheap can be







MACHAKOS Garden Of Joy

It's time to think about your future.



