

REAL ESTATE INVESTMENT TRUSTS (REITS) TRAINING

Venue: Pridelnn Hotel, Lantana, Nairobi

Date: Wednesday 23rd October 2019

Time: 8.00am – 5.00pm

LEAD THE WAY

REITs present themselves as an investor-friendly, tax efficient vehicle for real estate investment. Accordingly, more effort needs to be put into making the REIT vehicle better understood by various stakeholders. This training aims at providing introductory knowledge about the functioning of REITS as a capital markets product. Some of the topical areas of focus include the various types of REITS and the regulatory framework and the tax and compliance framework of REITS. This seminar aims to form a base for subsequent topical areas of focus.

SHOW YOUR SUPPORT

The Nairobi Securities Exchange (NSE) in collaboration with REITS Association of Kenya (RAK) will hold a full-day REITs workshop on Wednesday 23rd October 2019 from 8:00 am to 5:00 pm at Pridelnn Hotel, Lantana, Nairobi.

CHARGES

Ksh. 25,000 (Excl. VAT)

Registration Fee, Course Work Materials, Certificate, Meals and Refreshments

REGISTER THROUGH R.A.K AND ENJOY A 40% DISCOUNT

◆ **Participants registering through RAK**

Ksh. 15,000 (Excl. VAT)

PAYMENT DETAILS:

Account name: Nairobi Securities Exchange Limited

Bank: Kenya Commercial Bank

Branch: Moi Avenue, Nairobi, Kenya

Or MPesa Till Number: 733333

Kindly RSVP with payment by Wednesday 16th October with the RAK Secretariat on telephone through 020 283 1000 or by e-mail to Wendy Owade on raksecretariat@nse.co.ke or wowade@nse.co.ke

TARGET AUDIENCE

- Real Estate developers
- Regulatory institution who directly or indirectly regulate investments
- Portfolio & Fund managers
- Trading participants
- Investors keen to invest in REITS
- Custodians
- Insurance Companies
- Sacco's keen to invest in Real Estate
- Real Estate Lobby groups
- Graduates interested in pursuing a career capital markets

COURSE COVERAGE

1. Overview of REITS
 - What is a REIT
 - Global developments and trends
 - An overview of REITs/property in the Kenyan market
2. Structure of REITS
 - Key features
 - Investment rules and borrowing powers
 - Criteria for converting a traditional investment into a REIT
 - REIT Regulatory and compliance requirements
3. Tax treatment of REITS
 - From the perspective of the REIT vehicle
 - From the perspective of the investor
4. Understanding how to invest in a REIT product
 - Advantages & Disadvantages
 - Tools to evaluate a REIT
 - Types of investors in a REIT
5. Legal framework guiding issuing of REITS in Kenya
 - CMA Regulations
 - NSE listing and trading rules
6. Real estate market cycles
 - The state of the sector and the competitive and strategic issues around REITS
 - Issues surrounding REITS in the Kenyan market
7. Trading REITS