



**THE REMARKS OF MR. GEOFFREY ODUNDO,
CHIEF EXECUTIVE OF NSE
DURING THE CEREMONY TO MARK THE LISTING AND COMMENCEMENT OF TRADING OF
THE REAL PEOPLE MEDIUM TERM NOTE PROGRAMME
ON WEDNESDAY AUGUST 19, 2015**

Ms. Nthenya Mule: Director: Real People Kenya Limited;
Mr. Daniel Ohonde: Chief Executive Officer: Real People Kenya Limited;
Mr. Paul Muthaura: Ag. Chief Executive: Capital Markets Authority (CMA);
Mr. Maurice Opiyo: Managing Director: NIC Capital;
The Members of the Board and Management of Real People Kenya Limited present;
The Members of the Board of the Nairobi Securities Exchange present;
Members of the Media;
Distinguished Guests;
Ladies and Gentlemen;

Good morning.

On behalf of the Board of Directors and Management of the Exchange, It gives me great pleasure to welcome you to the NSE Trading floor as we ring the bell to mark the listing and commencement in trading of the Real People Kenya Limited Medium Term Note (MTN) programme on the Fixed Income Market Segment of the bourse.

Ladies and Gentlemen

Real People Kenya Limited, a leading micro-finance Institution in Kenya, has continued to '*Sustainably Improve Kenyans Lives*' with over six years of operations in the country, offering Small and Medium Enterprises a one stop shop of innovative financial solutions for their businesses.

Our objective at the NSE is very much in line with Real People's objective of providing Kenyans with access to funds. It is on this background that we launched the Growth Enterprise Market Segment (GEMS) in 2013. GEMS enables small and medium sized firms to raise substantial initial and ongoing capital, while benefiting from increased profile and liquidity within a regulatory environment designed specifically to meet their needs. The GEMS market is supported by a wide community of experienced advisers, ranging from brokers to accountants, lawyers and the fundamental Nominated Advisors (NOMADS) who assist companies to list on GEMS and comply with good corporate governance and global best practices. We urge all SME's to fervently consider listing through this market segment and take advantage of the vast opportunities available.

Ladies and Gentlemen;

This year the Government of Kenya has so far raised **Kshs.156 Billion** through the issuance and listing of Treasury Bonds. Similarly, we have also listed four Corporate Bonds raising a total of **Kshs.17.5 Billion**. We also have a number of issues in the pipeline, clearly demonstrating the confidence our local companies have in the fund raising opportunities that our Bond market has to offer.

Mr. Ohonde;

The uptake of the Medium Term Note programme by local investors at 79% provides a clear indication of Kenyans' confidence in the Real People growth strategy. We therefore congratulate Real People Kenya limited, for successfully raising Kshs. 1.63 billion under the first tranche of its Kshs 5 billion medium term note programme which was offered in 3 and 5 year Fixed Rate Notes and 5 year Floating Rate Notes .

We are very delighted that you and your team have chosen to tap into the Capital Markets with the aim of further enhancing your lending capacity. Real People Kenya Limited becomes the first credit-only MFI in Kenya to issue a public bond.

Ladies and Gentlemen;

In the coming months, the Exchange will be launching the Derivatives Market, Real Estate Investment Trusts (REITS) and Exchange Traded Funds (ETF), further positioning Kenya as an International Financial Centre (NIFC) while strengthening our Capital Market's position as the financial services hub for East and Central Africa.

I conclude by commending Mr. Daniel Ohonde, the Board, Management and staff of Real People Kenya Limited on the successful completion of their issue. We at the Exchange look forward to Real People Kenya Limited's listing on the Bourse as this will enable them to raise capital to fund their various projects and enhance its company's profile.

I also take this opportunity to encourage other Institutions to look no further than the Exchange as they seek to raise capital for their various initiatives.

I now invite Mr. Maurice Opiyo, the Chief Executive of NIC Capital to make his remarks.

GEOFFREY ODUNDO
CHIEF EXECUTIVE