



DIVINE
RESIDENCES
by CityBlue



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LOCATION – RIVERSIDE DRIVE – ALONG RIVERSIDE LANE

Riverside Lane – Secure, quiet, Serene Views, Near Embassies Such as: Ethiopian Embassy, Netherlands Embassy, Uganda High commission, German embassy, Philippines embassy, Zambian and Czech republic embassy and JKIA – 15 Mins with expressway



RIVERSIDE



KILELESHWA

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Rhapta Road

Ibis Styles Nairobi Westlands

Parklands Baptist Church

Lantana Rd

Wethungerhilfe Kenya Country Office

Smythe Consult

Kenya National Library Service

Family Care International

The Grove Restaurant

Counter Risk

Uganda High Commission

German Speaking Evangelical Lutheran

Embassy of Germany

Turkoman Carpet Emporium

Terre des Hommes Netherlands

Pet Potrait

East African Reinsurance Company LTD

Allianz Plaza Furniture Palace DTB Bank Allianz Insurance co.

Big Save Furniture

Keystone Park Netherlands Embassy Barista & Co. KOFISI VAAL Real Estate

One Riverside Drive

Merchant Square IKIGAI Nairobi International Rescue Committee Kaiser Kenya Limited

9 Riverside BBC HQ Le Grenier A Pain

Riverside Drv.

AFA-Fibre Crops Directorate

Sunworld Safaris

Riverside Ln.

Riverside Drv.

Office Park Complex

Shop & Save Supermarket

Trident Grand Ribverside

Riverside Gardens

Gem Sultes

Delta

Laikipia Road

Mandra Rd

Kasuku Centre

Ring Road Kileleshwa



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DIVINE TYPOLOGY

1 & 2 bedrooms, fully furnished and serviced apartments

- 12 storeys high
- 21 Apartments on every floor
 - * 14No. 1 bedroom Units
 - * 7No. 2 bedroom Units

252 Keys



THE PARTNERS



DIVINE
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VALOR
HOSPITALITY
PARTNERS



DIVINE
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*A Partnership In
Favour Of Our
Investors.*



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The logo for Vaal Real Estate, featuring the word 'VAAL' in a large, bold, black, sans-serif font with a stylized 'V' and 'A'. Below it, the words 'REAL ESTATE' are written in a smaller, black, sans-serif font. The entire logo is set against a bright yellow square background.

VAAL
REAL ESTATE

Your Gate to Property Investment in Africa – a preeminent Real Estate Developer with over 15 years experience serving buyers of luxury property in Africa. Our reputation is built on providing impeccable service, professional advice and timely delivery.

www.vaal.co.ke



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A borderless, branded group of hotels in Eastern and Southern Africa's major cities, supported by a world-class digital infrastructure. Example of Hotels include Skynest in Nairobi, Cowry shell in Msa, Creekside Hotel Msa, and Kijani in Lamu etc

www.citybluehotels.com



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VALOR
HOSPITALITY
PARTNERS

A proven Global hospitality management company with headquarters in the US, UK, South Africa, Asia, and The Middle East. Managing more than 85 Hotels worldwide such as Hilton, Crowne, Radisson, Four points by Sheraton, Holiday Inn, Hyatt Regency.

www.valorhospitality.com



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EXTRACTS FROM THE MEDIA



VAAL Real Estate founder and CEO Majeed Saad (left), Africa & Middle East managing partner Michael Pownall (right) and Mr Osama Elsherbini, founder & CFO, VAAL Real Estate when VAAL Real Estate inked a deal with CityBlue Hotels & Valor Hospitality Partners to manage Divine Residences in Nairobi.



Over the past 27 years, in 2005, he joined Nation Media Group as managing director in charge of the company's Broadcasting Division until 2014.

VAAL INKS DEAL WITH CITYBLUE HOTELS, VALOR

VAAL Real Estate has signed a deal with CityBlue Hotels and Valor Hospitality Partners to manage the Divine Residences at the Riverside in Nairobi. The property, which has 252 units, is a serviced hotel apartment offering short and long-term stays for guests. "I believe that we have achieved the best possible deal in favour of the owners of the apartments, leaving little risk for the owners and bringing 40 plus years of experience in international hotel management on board." VAAL Real Estate chief executive officer Majeed Saad said.

-KEVIN ROTICH



New frontiers

VAAL Real Estate founder and CEO Majeed Saad (left) shakes hands with Michael Pownall Managing Partner Africa and Middle East after an announcement for partnership with CityBlue Hotels and Valor Hospitality Partners to manage the Divine Residences by CityBlue on Riverside Drive, Nairobi.



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INTERIOR DESIGN

Designed by Hirsch Bedner Associates Dubai, The Worlds Leading Hospitality Design Firm.

Examples: Ritz Carlton in USA, Owo Residences in London UK, Waldorf Astoria in Doha Qatar etc.



**THE BEST
INVESTMENT IN
EAST AFRICA**



Features

- Reception
- Restaurant
- Heated Pool
- Fitted Gym
- Lounge
- Backup Generator
- High Speed Lifts
- Scenic Views

Services

- Marketing & Sales
- Online Booking
- Check in & out
- Concierge Service
- Room Service
- Airport Transfers

Your Trusted Real Estate Partner in Africa
Activat
Go to se













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CONSTRUCTION

*Shell up to Rooftop Finished.
New showhouse ready.*



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HOTEL MANAGEMENT AGREEMENT



TERMS

- Initial Term 15 Years From Opening
- Two 5 Years Extensions Unless Notice
- Exit Clause On Under Performance From Year 3



REVENUE SHARE

- Pooled income- Hotel collects all income then they divide the income-
- 56.5% to Owners
- 43.5% to Operator

As an owner, whether your unit is occupied or not you will still earn income.

Operators Share Covers For All Operational Cost, Maintenance & 3% for Marketing.

No Service Charges To Be Paid By Owners.



RESERVE FUNDS

- **Capital Reserve - GRR Total**
(Y1: 1%, Y2: 1.5%, Y3: 2%, Y4+ 3%)

From Operators Share

- **FF&E Reserve**
(Y1+2: 2%, Y3+: 3%)
- **Emergency Working Capital Reserve**
(Y1+: 1%)



SELF OCCUPATION

- Application To Operator In The First 30 Days Of Each Quarter
- Stay of more >6 Months, 10\$ Per Night
 - * The 10\$ acts as service charge and you don't earn the income
- Stay of <6 Months,
 - * 15% Discount on normal rates and at the end of the month you still earn the income in USD
- Max 20% Of Total Units can be occupied



RETURNS

- Capital Gain So Far +20%
- Average Rates Short Stays for 1br 150\$, Long Stay 90\$ per Night
- Average Rates short stays for 2 br 220\$ per night
- Minimum Occupancy rate= 70%,
- 14% Return On Investment

Divine Returns



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- Average purchase price of a 1br unit-150,000\$
- Rate per night of smallest 1br unit- 150\$
- Minimum occupancy rate-70%
- Revenue share: 56.5% ; 43.5%
- Rental income per month: $150 \times 30 \text{ days} = 4,500\$$
- Occupancy: $4,500\$ \times 70\% = 3,150\$$
- Owner's share: $3,150 \times 56.5\% = 1,780\$$ per month
- Annual Rental Income: $1,780\$ \times 12 = 21,360\$$
- ROI: $(21,360\$ / 150,000\$) \times 100 = 14.2\%$



MILESTONES UNTIL COMPLETION

- | | |
|-------------------|--|
| Up to Dec 2024: | Finishes Of Common Areas And All Units |
| Dec – Jan 2025: | Furnishing Of All Units |
| Feb – April 2025: | Hotelier To Enter Project |
| 28. April 2025: | Commencement Of Hotel Business |

