

## KIMISITU INVESTMENT CO PLC

### 10TH VIRTUAL AGM QUESTIONS & ANSWERS

NO	QUESTION	ANSWER
1	I have emailed the company severally to help me sell my shares to other shareholders but so far i havent received any help. What is the role of the company in helping shareholders to sell their shares to others?	In normal cases the company links sellers of shares to prospective buyers to transact. However, currently the company is conducting a shares drive which may be a challenge for the company to seek buyers.
2	Why is the share sale price set @ Ksh10 instead of current market price of Ksh18.25 on the portal? Most shareholders came on board when share was costing Ksh15 and above.	The portal indicates the nominal share price as the difference is the share premium which is absorbed by the company
3	how can one access his/her account virtually?	By registering on the web portal whose link is provided in our website
4	when are cheap houses coming up for members to buy.	This is an encouraging question. The Board has been looking into business diversification of ur products. We have looked at various options (Waithaka & Kitengela) taking into consideration accessibility and affordability and accessible areas.
5	How is your property for sale valued?bought Lukenya land 5yrs ago, todate the market price is still lower. Sad I trusted Kimisitu	Before any property is purchased by Kimisitu PLC we conduct valuation on the said property. The market value provided acts as a benchmark in our negotiations with the vendor and price set up to our customers.

6	Why is Kimisitu Investment shying away from getting property into Ngong area around Kimuka? Prices are reasonable there and the place can be booked by 98% customers on first visit	We are not shying away from the area. We are looking to various options in that area and once we get a viable parcel of land, we will consider it and make it available to our shareholders and customers.
7	What are you doing to ensure some share holders get their titles which have been pending since 2017-2018? We cannot blame Covid-19 for everything.	So far we have managed to deliver a bulk of the titles to our shareholders and customers. However, there are a few cases which we are keenly following up on to ensure that they are closed.
8	What strategies are you planning to apply to Keep business a float during this period of covid 19 when the economy is down?	Development of customer tailored products based on the customer/market surveys conducted. Coming up with conveneient payment plans for our on a case by case basis. The Company has impressed cost management strategies which allow for optimization of cost saving Negotiation of payment plan with suppliers for favourable terms Partnerships to reach wider market so as to sell our products The Company will be organizing virtual marketing presentation from time to time.
9	Is there any plan in place to support members affected by the pandemic as a social responsibility?	The Campany Kes 0.50 per share as cash dividend.
10	Is it in order for a member to share information on a viable land prospect to the company and what's the procedure to follow or rather who should be approached?	It is in order share viable land prospects via <a href="mailto:info@kimituinvest.co.ke">info@kimituinvest.co.ke</a> or call the office on 0715047065
11	Does this AGM Combine both 2019 and 2020? I think following Covid pandemic ,year 2019 AGM was postponed.	Dear Patrick, The virtual AGM held on 24.4.2021 was for the financial year 2020 and did not in any way combine years 2019 and 2020. The virtual AGM for 2019 was held on 7th November 2020. Kindly check our website for details.

12	Thanks Audit for the report. just a few highlights on why the jump from 32M last year to 81M on Trade and other payables? Dr Manyasa	The increase arose out of the acquisition of major land projects during the year whose payments had not been concluded by end of year and the incidental obligations relating to conveyancing. Further there was increase in plot bookings by customers.
13	I am not sure i received my dividends from last year? how do you send the dividends?	The dividends were paid in form of bonus shares i.e. 1 bonus share for every 16 held at a nominal price of Kes 10 per share. The same has been posted to your account which can be accessed through the Web Portal. As
14	One of the resolution is that the Directors 2019 Remuneration for the year ended 31st December, 2020 be and is hereby fixed at the rate of 5%. please clarify and indicate this is percentage of what? sales or profit?	The directors remuneration are based profit before tax
15	Are we getting data bundles refund? Is there any other benefit we shall get today?	Your request to provide bundles during the virtual AGM is well received. Apologies the Company did not provision for the bundles. However, this is noted for deliberation.
16	Do you have all the current active projects uploaded on the Company website?	All active projects are uploaded on our website. Kindly visit <a href="http://www.kimisituinvestment.co.ke">www.kimisituinvestment.co.ke</a> for more details.
17	When do we expect the Kisumu project to kick off?	We are glad to hear you are interested in acquiring land in Kisumu. The process to acquire land in Kisumu was going on well until it was halted by the lockdown in late March, 2021. Once the lockdown is lifted the process
18	Having been taken through the financials for 2020, what measures do we intend to take in 2021 to reduce on the operational costs considering the current business environment	Operational expenses are mostly a function of fixed costs. However the Company has come up with a cost management strategy to optimize the minimization of costs without affecting the delivery of business e.g virtual marketing strategies.

19	Land acquisition is centered in one location diversify this in future the survey should also include wide locations and soil type within Nairobi and price range	Thank for the feedback. I agree with you that we need to diversify. The initiative is underway and soon you will be seeing the results
20	What is the future plan?	customer/market surveys conducted. Coming up with conveneient payment plans for our on a case by case basis.
21	We are very grateful for the value addition to the purchased plots e.g. fencing, borehole construction etc. Is there a possibility of improving the plots that were purchased earlier if members are willing to participate.	Thank you for the compliment. There is a possibility of improving the plots. The plot owners can borrow the concept of Kitengela Milimani Phase 1A, Katani and Kitengela Ostrich. We are willing and ready to share the contacts of each project.
22	when can we receive the copies of the financial statements	You can access the recording of virtual AGM proceedings and financial statements on our website <a href="http://www.kimisituinvestment.co.ke">www.kimisituinvestment.co.ke</a>