



# GENGHIS CAPITAL

## Company Profile

Reviewed December 5th 2023

# About Us

**In August 2016, Genghis Capital was acquired by Overtime Capital Limited a special purpose vehicle that was established by investors led by Pamoja Capital Limited**

Genghis Capital is a dynamic and customer-centric investment solutions provider that holds licenses from both the Capital Markets Authority (CMA) and the Retirement Benefits Authority (RBA).

The company's history dates back to August 1994 and it has undergone several transitions from its initial start as Town and Country Securities Limited offering investment bank, management, and advisory services to March 2005 when was rebranded to Chartered Capital Limited.

In 2008, the company evolved once again and emerged as Genghis Capital Limited, obtaining its Capital Markets intermediary license from the Nairobi Securities Exchange (NSE). Since then, Genghis Capital has experienced significant growth and now offers a wide range of services beyond stock brokerage, including asset management services.

At Genghis Capital, our focus is always on delivering innovative investment solutions and exceptional customer service to our clients. We pride ourselves on our ability to anticipate and respond to our clients' changing needs and to provide them with the tools and expertise they need to achieve their financial goals.

# 29 Years

As your investment advisor of choice.

Genghis Capital prides itself as a premier investment solutions provider.

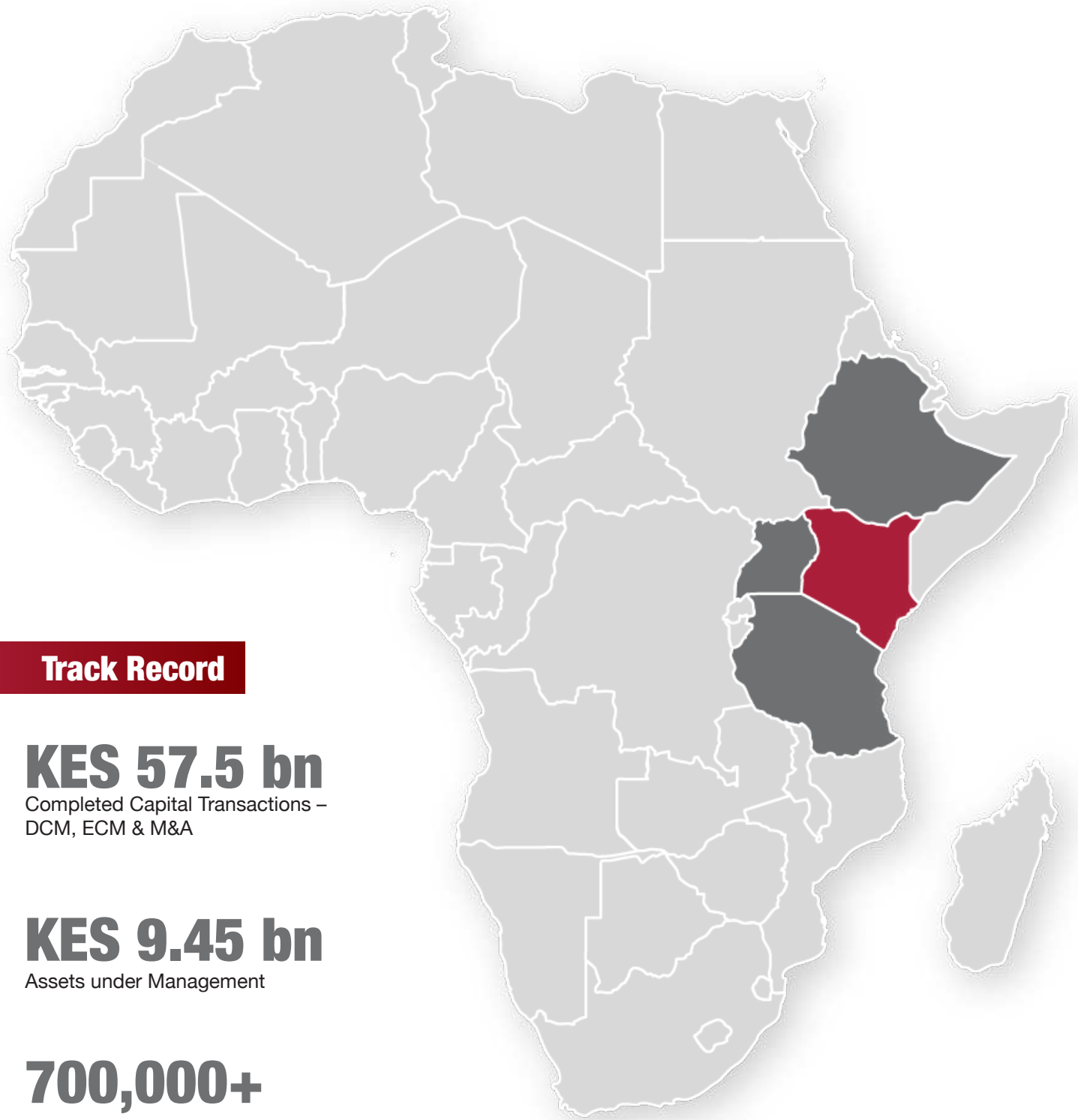
## Vision

To be the leading investment solutions provider in the region.

## Mission

To offer world class investment services to our clients to deliver on their objectives while creating an exciting and satisfying working environment for our people.

# Geographical Presence



## Track Record

**KES 57.5 bn**

Completed Capital Transactions –  
DCM, ECM & M&A

**KES 9.45 bn**

Assets under Management

**700,000+**

Total Customers

**29**

Years of Operations

**9**

Years as an  
Investment Bank



New Markets



Current Market

# Why Genghis Capital?

Genghis Capital presents a unique opportunity for investors given the following metrics:



## Strong and Diversified Product Offering

Genghis offers clients a myriad of products across our various business lines in Asset Management, Corporate Finance & Advisory, and Stock Brokerage.



## Focus on Digitization

All Genghis Capital Products are digitized to offer the client convenient and all round access to their investments. Additionally, all internal systems and processes are cloud based to ensure clients can be served from anywhere.



## Competitive Advantage

Genghis Capital is currently the largest Investment Bank as per data from FY'2022, with a market share of 13.4%, handling USD 1.7 bn worth of trades in both the Equities and Bonds desk.

On the Asset Management arm, we are the most digitized firm, offering products through USSD, Mobile Apps and M-Pesa Super App. We are also the most inclusive offering clients access to the Capital Markets with as low as 1 USD.



## Strongly Regulated

Genghis Capital is well regulated in the industry by the Capital Markets Authority and the Retirement Benefits Authority. In addition, our products have various stakeholders who offer additional oversight to our operations. These include, Trustees, Administrators and Fund Custodians.



## Innovative

Genghis Capital prides itself on being innovative in product development and client service. MALI is a great example of Genghis' innovation at work, where the product was designed with the client's comfort in mind while revolutionizing how distribution is done in fund management.



## Strong Team

Genghis Capital has a strong and vibrant team, with experience in the Investment Banking Industry. The Firm is also licensed by the Institute of Certified Investments and Financial Analysts, to offer financial advisory and management on behalf of clients.

# Our Values

The core values at Genghis Capital describe our identity and define our ambitions. It is also these core values that determine our strategy and drive our business operations.

## Value Addition

Our priority at Genghis is to consistently provide our current and prospective clients with value in the services we provide. It is for this reason that we lay emphasis on consistent and efficient service delivery.

## Integrity

Integrity remains deeply rooted in the heart of our business. We conduct our business operations in a way that is consistent with the high expectations of our clients, as well as those we set for ourselves.

## Professionalism

Genghis lays emphasis on attracting, developing and retaining the best minds in our business. In this regard, we lay emphasis on talent, self-belief and ambition, as well as continuous training. We have emerged as an employer of preference through our policy of consistently rewarding exceptional performance combined with career growth opportunities.

## Life-long Relationships

We look at the relationship we have with our diverse clientele as a long-term partnership with shared goals and ambitions. It is for this reason that we continuously endeavor to provide services that will maintain the mutual understanding that we have created between us.

## OUR CLIENTS:

- Retail Investors
- High Networth Individuals
- Foreign Investors
- Corporates & SMEs
- Institutions
- Fund Managers
- Diaspora Investors



***Our motto, Grow with Us, personifies our ambitions for our customers, as well as our employees.***

# Our Achievements

**2011**

## **Kenya Capital Markets Awards**

Research Team of the Year  
(1<sup>st</sup> Runners Up)  
Stockbroker of the Year (Winner)

**2012**

## **Kenya Capital Markets Awards**

Research Team of the Year  
(1<sup>st</sup> Runners Up)  
Stockbroker of the Year  
(2<sup>nd</sup> Runners Up)

**2013**

## **Kenya Capital Markets Awards**

Research Team of the Year (Winner)  
Stockbroker of the Year  
(1<sup>st</sup> Runners Up)

- Acquired Nominated Advisor (NOMAD) license for Growth and Enterprize Market Segment (GEMS)
- Launch of GenCap Unit Trusts

**2014**

## **Kenya Capital Markets Awards**

Research Team  
(1<sup>st</sup> Runners Up)  
Best Performing Fund  
(2<sup>nd</sup> Runners Up)  
Gencap Iman  
(Most Innovative Unit Trust Award)

**2015**

## **Think Business: Investment Awards**

Stockbroker of the Year (Winner)  
Most Innovative Trust (Winner)  
Best Performing Fund (Winner)  
Unit Trust of the Year  
(2<sup>nd</sup> Runners Up)  
Best Performing Money Market fund  
(2<sup>nd</sup> Runners Up)  
Investment Bank of the Year  
(2<sup>nd</sup> Runners Up)  
Best Lead Transaction Advisor  
(2<sup>nd</sup> Runners Up)  
Research Team of the Year  
(2<sup>nd</sup> Runners Up)

**2017**

## **Think Business: Investment Awards**

Investment Bank of the Year  
(1<sup>st</sup> Runners Up)  
Research Team of the Year (1<sup>st</sup> Runners Up)

**2018**

## **Think Business: Investment Awards**

Investment Bank of the Year  
(1<sup>st</sup> Runners Up)  
Research Team of the Year (1<sup>st</sup> Runners Up)  
Most Innovative Company  
(1<sup>st</sup> Runner Up)  
Best Lead Transaction Advisor  
(1<sup>st</sup> Runners Up)

- Acquired Asset Management license

**2019**

- Acquired Retirement Benefits Authority (RBA) license to manage pension funds.

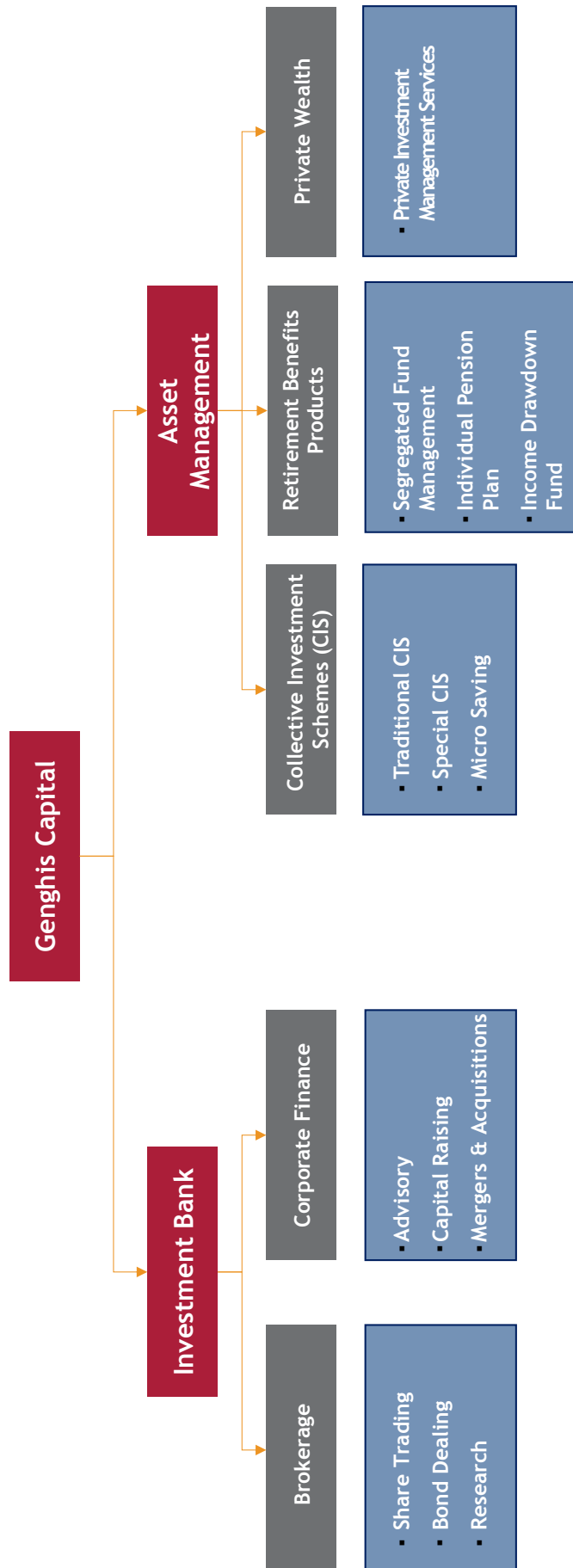
**2020**

## **Global Business Outlook Awards**

Most Innovative Investment Bank - Kenya  
Excellence in Stock Brokerage and Equities Trading - Kenya

# Our Product Offering

Genghis Capital Limited is a one stop shop for investment solutions



# Our Services

## 1. Securities Trading

As the Kenyan capital markets continue to expand, the need for specialized and tailored brokerage services is on the rise. At Genghis Capital, we offer pioneering relationship brokerage to meet this demand. Our focus is on building strong broker-client relationships, and we provide a range of services including securities trading for NSE-listed equities, fixed income, over-the-counter trading (OTC), an agency network, and in-house research.

## 2. Corporate Finance

Genghis Capital boasts extensive corporate finance and transaction advisory services. We take pride in our strong local relationships and far-reaching international network, which enable us to leverage investment opportunities in the East African capital markets. Our core strengths lie in structuring Debt & Equity placements, managing complex Mergers & Acquisitions, supporting Management Buy in & Buy Out initiatives, offering Independent Valuations, and providing other transaction support services.

## 3. Economic, Equity and Fixed Income Research

Our research team provides comprehensive coverage of market performance and news on a regular basis, ensuring that our existing and potential clients make informed investment decisions. We produce detailed company reports that are supplemented by updates on company earnings and corporate actions, all of which are backed

by professional analyst interpretation. In addition, we publish equity, fixed income, and economic reports on a weekly and monthly basis.

## 4. Wealth Management

At Genghis Capital, we place great emphasis on our investment advisory capabilities. As such, we offer our clients wealth management services through our dedicated relationship wealth managers. This value-added service is entirely dependent on the preferences of our clients.

## 5. Fund Management

Genghis Fund Management provides a range of services to help our clients create and grow their wealth while delivering attractive returns for shareholders. Our products include Collective Investment Schemes (CIS), Retirement Benefits Products, and Private Wealth management services. We are committed to providing our clients with the best possible investment solutions to help them achieve their financial goals.



# 1. Securities Trading

## Brokerage

At Genghis Capital, we take pride in our revolutionary approach to personalized financial investment services. We call it relationship brokerage, and it's all about leveraging the power of the broker-client relationship to provide unparalleled service delivery. Our extensive range of services and growing client base are a testament to our capabilities as a brokerage house.

We excel at keeping our clients informed about market and economic developments, and we leverage research and technology to maintain a competitive edge. When you work with us, you can expect experience, expertise, and professionalism from our team. We are dedicated to providing top-tier service and helping our clients achieve their financial goals.

### 1. Equities Trading

At Genghis Capital, equities trading is a fundamental part of our business. We provide stock brokerage services to our clients, executing trades on their behalf with precision and timeliness. We're proud to have opened up stocks trading to the retail market with our mobile app, G-Kuze, making it more accessible and convenient.

### 2. Fixed Income Trading

We have a strong foothold in the fixed income market on the Nairobi Securities Exchange, thanks to the expertise of our bond trading team. At Genghis Capital, we value our investment advisory capabilities, and we offer discretionary and non-discretionary portfolio management services through our dedicated relationship account managers. These value-added services are tailored to the unique investment objectives, time frames, and risk profiles of our clients.

### 3. Over-The-Counter (OTC) Trading

Genghis Capital provides over-the-counter trading services primarily for unlisted company shares. Also known as a share valuation service, this facilitates the exchange of unquoted shares and enables lending institutions to extend credit.

### 4. Agency Network

We've established an extensive agency network to source orders for entry into the NSE Transactions order list, in accordance with the terms and conditions governing our agent agreements. Our appointed agents are located in various towns throughout the region, including Nairobi, Mombasa, Nakuru, Kisumu, Thika, Nyeri, Karatina, Makueni, Kinangop, and Kampala. We're proud to have a presence in these areas and to be able to serve our clients more efficiently through this network.

## 2. Corporate Finance

In 2011, Genghis Capital established its Corporate Finance arm, with a strategic focus on becoming a top-tier financial advisory firm. We are proactive in seeking investment opportunities and leveraging our extensive networks within the investor community to highlight the unique opportunities in the East African market.

Our services are available to public and private corporates, fund managers, and other entities in East Africa, with the aim of establishing long-term partnerships and helping them achieve their strategic objectives. Leveraging our international network and well-established Kenyan footprint, our Corporate Finance department is committed to delivering the highest quality service, with absolute integrity and value-added support to our clients.

Our independent business valuation services are provided using globally recognized standard methodologies, in support of a wide range of private and public transactions. We believe that our commitment to excellence, integrity, and value-added support sets us apart from the competition and ensures our clients receive the best possible advice and service.

### Why You Should Work With Us

#### Depth of Service

- Unique structuring and execution capabilities.

#### Partnering Mind-set

- We provide end-to-end solutions and maintain our association with companies long after the engagement is completed.

#### Process Optimization

- Proven experience in providing time-efficient services.
- In-house familiarity with leading funding channels

### I. Debt Capital Markets

Genghis Capital is a leading player in the credit market, serving large corporate and institutional clients. We offer unparalleled expertise in debt origination and structuring, combined with exceptional distribution capabilities to a wide base of investors.

Our origination team works directly with issuers, including banks, corporations, and other entities seeking debt and quasi-debt financing. Genghis Capital advises these clients on debt financing strategies ranging from simple bank loans to large-scale capital raising initiatives worth billions of shillings.

## 2. Corporate Finance

### II. Equity Capital Markets

At Genghis Capital, our capabilities in the equity capital markets are unmatched. We offer a wide range of expertise, from initial public offerings to follow-on equity issues, and from public transactions to private placements across various industries and sectors in the region.

Our team comprises of nominated advisors who are qualified to advise clients on listing on the Growth Enterprise Market Segment (GEMS) of the Nairobi Securities Exchange. We offer exceptional origination capabilities that include:

- Initial Public Offers
- Private Offerings and OTC Trading
- Follow-on Issuances
- Convertible Issuances
- Listings & Cross Listings

### III. Mergers and Acquisitions

At Genghis Capital, our Corporate Finance Team is committed to providing innovative and customized solutions to our clients' most challenging issues.

Our Mergers and Acquisitions (M&A) team specializes in domestic and regional transactions, including acquisitions, divestitures,

mergers, joint ventures, recapitalizations, spin-offs, Management Buy Ins and Buy Outs (MBIs & MBOs), as well as shareholder advisory services.

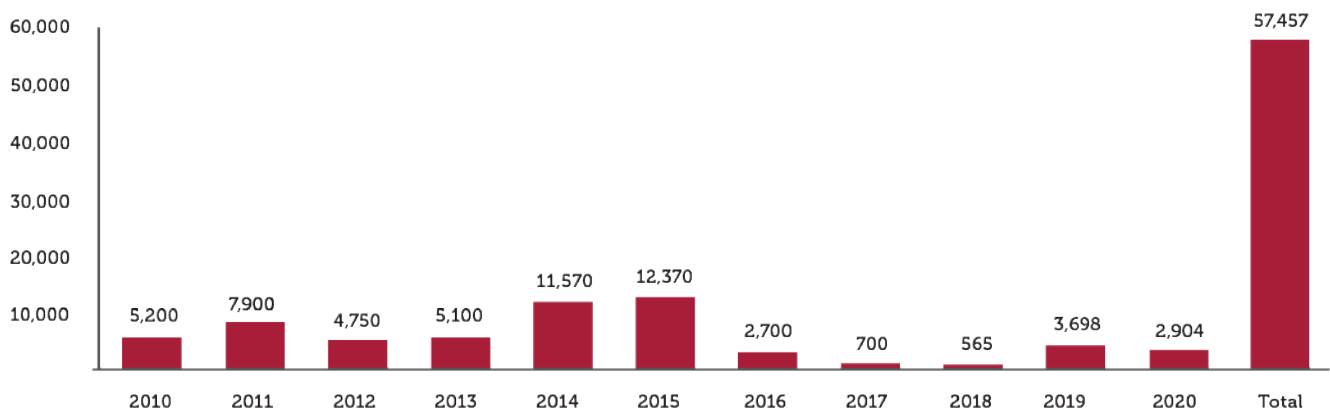
Leveraging our extensive experience with local industries, regions, and products, we help our clients achieve their short- and long-term strategic objectives with our comprehensive expertise in M&A transactions.

### IV. Business Advisory

At Genghis Capital, our Corporate Finance Advisory team is well-equipped to provide expert advice to our clients on a variety of corporate finance topics. From capital structure and portfolio valuation to distribution policy and liquidity management, we offer comprehensive solutions to meet your business needs.

Our team is highly experienced in developing feasibility details for specialized projects, such as power projects, and formulating strategy plans for corporate and institutional clients. We take a tailored approach to each client, ensuring that our advice is specific to their unique circumstances and objectives. Trust us to provide you with sound advice that will enhance your business performance.

### Structured & Marketed Transaction Volumes to Date (KES Million)



## 2. Corporate Finance

### Successful Transactions



Public Debt Issuance

**KES. 4.0Bn**

Co-Arranger and Co-Placing Agent to Family Bank



Buy-side Acquisition

**KES. 0.25Bn**

Transaction Advisor to Branch



M&A

**KES. 2.65Bn**

Transaction Advisor



M&A

**KES. 6.2Bn**

Transaction Advisor to NSSF



Valuation mandate

**KES. 0.5Bn**

Commercial and financial Due Diligence



Note Issuance Facility

**KES. 2.0Bn**

Lead Arranger & Sale Placing Agent



Transaction Advisor in Alternative Asset Portfolio Property and Private Equity



M&A

**KES. 1.87Bn**

Transaction Advisor



M&A

**KES. 1.0Bn**

Transaction Advisor



Advisory

**KES. 1.87Bn**

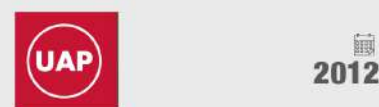
Financial Due Diligence for the Buyer



Initial Public Offer

**KES. 0.6Bn**

Transaction Advisor



Limited Public Offer

**KES. 1.87Bn**

Co-Placing Agent



M&A, Acq. of Access Kenya

**KES. 3.4Bn**

Buy Side Transaction Advisor

# 3. Research

Genghis Capital prides itself on its award-winning research team, consisting of professionals with specific sector specializations. Our team is committed to providing extensive and actionable reports that capture global and regional macroeconomic insights, sector insights, as well as company-specific concepts.

As the East African capital markets continue to rapidly evolve, we recognize the importance of research in exploiting investment opportunities and providing clients with accurate, timely, and actionable information on local developments and market performance. This approach gives us a competitive and comparative advantage in the industry.

At Genghis Research, we adopt a top-down approach to market coverage, with a focus on the top 40 counters listed on the NSE. We emphasize on liquidity and earnings momentum as key inputs in our market coverage matrix. Our team concentrates on a broad spectrum of industries and provides in-depth analysis and reports to demystify complex issues and emerging trends.

At Genghis Capital, we're committed to providing our clients with comprehensive Research services.

Here are some of the ways we deliver on that promise:

## I. CORPORATE ACCESS

Our team meets with the management of listed companies under coverage twice a year to ensure we have a deep understanding of their strategies and developments.

We also arrange for corporate access for local and international investors who want to meet with company management.

## II. REPORT PUBLICATION

We produce a range of reports to help investors stay up-to-date on the latest market trends and opportunities:

- Our Genghis Weekly Cross-Asset Strategy covers equity and fixed income trading ideas, macro updates, and market recaps.
- We provide full-year earnings estimates for all covered companies, as well as quarterly, half-yearly, and nine-month earnings updates.
- We maintain accurate and updated models for each company under coverage, producing insightful research at least once a year.

- We also provide macro and fixed income reports, including monthly fixed income analysis, quarterly East Africa macroeconomic and fixed income reports, and reviews of economic surveys, budgets, GDP, and balance of payments reports.

## III. BESPOKE RESEARCH

We offer customized research on non-listed companies and sectors, including Health, Hospitality, Fintech, Agriculture, and Education, among others.

## IV. ROADSHOWS & CLIENT NETWORKING

We plan and conduct roadshows for local institutional clients quarterly and for international investors annually. We also host networking events once a year with institutional and high-net-worth clients to engage and strengthen relationships.

## V. MEDIA ENGAGEMENT

We regularly share our industry insights with the media to keep retail investors informed. This includes appearances on television, radio, print, and digital media.

At Genghis Capital, we're proud to offer a wide range of corporate finance services to help our clients succeed.

# 4. Asset Management

The key differentiators in our Asset management business are:

- **Technology & Automation:** We leverage technology to achieve optimal operational efficiency in our service delivery, ensuring a seamless and hassle-free experience for our clients.
- **Exemplary Client Service:** At the core of our operations lies a steadfast commitment to putting our clients' interests first. We believe that this approach leads to mutual success, where both our firm and our clients reap the benefits.
- **Above-Market Average Returns:** With our in-house product structuring capability, we strive to deliver returns that exceed industry averages. Our skilled team employs innovative strategies to achieve these superior outcomes, benefiting our clients' investment portfolios.

## I. Collective Investment Schemes

At Genghis Capital, we offer a range of Collective Investment Schemes (CIS) that cater to your investment needs. These include traditional CIS such as money market fund, special CIS like shariah compliant products, and micro-savings solutions.

Our innovative mobile app, G-Kuze, makes accessing these products and retail trading of NSE-listed stocks convenient for our clients.

With G-Kuze, you can open, fund and transact on your account right from your phone.

## II. Retirement Benefits Products

We have received approval from the Retirement Benefits Authority to offer retirement investment products;

- Segregated Fund Management
- Gencap Individual Pension Plan
- Gencap Income Drawdown Fund

Our clients can rest easy knowing that their retirement investments are in good hands with us.

## III. Wealth Management

Our discretionary mandate frees our clients from the burden of making daily investment decisions. Our qualified portfolio managers take care of these decisions with agreed upon returns being the primary focus of our clients.

We prioritize exemplary client service and strive to deliver above-market-average returns by using our in-house product structuring capability.

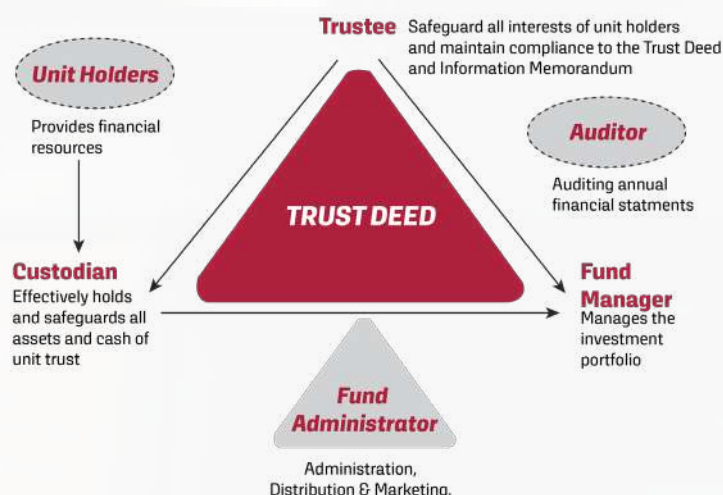
Additionally, we use technology and automation to enhance operational efficiency in our service offerings.

## I. Collective Investment Schemes

### Hela Imara Money Market Fund

The Genghis Capital Unit Trust Fund is a Collective Investment Scheme (CIS) which was approved by the Kenyan regulator, the Capital Market Authority (CMA), in December 2011. The scheme currently houses the Genghis money market fund: Gencap Hela Imara.

### Who is involved in a unit trust?



This fund is designed for conservative investors who have a low tolerance for risk.

Interest is calculated daily and deposited into the client's account on a monthly basis, allowing for easy access.

The minimum investment and top-up amount is Kshs. 500, and the interest rate is published daily. The rate is gross, excluding withholding tax on interest earned.

Investing in this fund has become more appealing and convenient due to the increasing assets under management (AUM) and the availability of the G-KuZe app.

## **5 Reasons why you should open a Hela Imara Account**

- 1. Capital Preservation** - Investments are made in short term secure investments.
- 2. Liquidity** - You can cash in all or part of your investments at any working day, as and when the need arises, and the process will take 2 - 4 working days without losing out on already earned interest.
- 3. Flexibility** - You can contribute moderately/ infrequently, yet you are still part of a large and diversified portfolio with a good rate.
- 4. Rate** - Which is published daily, NET of fees (but gross of withholding tax on interest earned.) The rate is determined by the underlying assets on any given day.
- 5. Interest** - Enjoy compounding of interest earned: computed daily and credited monthly.

## II. Retirement Benefits Products

### Gencap Individual Pension Plan

The GenCap Individual Pension Plan is designed to enable individuals to save for their retirement by making regular contributions into the scheme during their working years and grow their retirement savings.

Features;

- The scheme has a low minimum contribution of Kshs. 1,000 per month.
- Upon retirement, the member will access their accumulated benefits as a lump sum.

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### Gencap Income Drawdown Fund

The GenCap Income Drawdown Fund provides individuals and members of retirement benefits schemes an option to access their benefits as a regular income. TBy choosing an investment fund over an annuity upon retirement, members can benefit from professional fund management and generate investment income from their post-retirement benefits

Features;

- The minimum investment into this fund is Kshs 1,000,000.00.
- The maximum drawdown percentage per year is 15% of the fund balance.
- The minimum drawdown period is 10 years after which the member can opt to take his remaining fund credit as a lump sum, or purchase an annuity, or continue with the drawdown.

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## III. Wealth Management

### Private Investment Management Solutions - PIMS

PIMS is an investment Solution centered around clients investment needs and objectives. It involves understanding what the client wants to achieve and structuring a solutions aiming at achieving the client objective.

While structuring a solutions, the following factors are taken into consideration;

- Client's Financial goals
- Understanding the client's investment horizon
- Understanding client's risk profile



# Executive Board



**Muchemi Nalung'u**  
Interim Chair, Board of Directors

## Education

- Masters, Business Administration in Strategic Management, Moi University
- Bachelor of Arts (Political Science & Anthropology), The University of Nairobi
- Diploma in Insurance (DIP CII)

## Relevant Experience

Muchemi is the Managing Director of Canopy Insurance Brokers Limited with over 30 years of experience in the insurance brokerage industry.

He brings onboard vast experience in Strategic Leadership, Business Acumen and Human Capital Management. Over the years he has, Grown Canopy Insurance Brokers Limited from a startup to one of the leading Insurance Brokerage Firms in the industry.

He grew the company's international profile and currently represents several international brokers locally e.g. BrokersLink (120 members) and GIB Alliance.



**Carolyn Njoroge**  
Board Member

## Education

- Master of Laws (International Trade & Investments Law),
- Bachelor of Laws, The University of Nairobi
- Certified Secretary
- Certificate of Proficiency in Insurance

## Relevant Experience

As a Notary Public, Advocate and Certified Secretary (CS) Carolyn's current engagement is in private practice as a legal, compliance and corporate governance expert.

She is the Managing Partner at CK & Associates. With over seven years in the banking and financial sector of the economy, her practice is biased towards banking and finance, compliance advisory, intellectual property, corporate governance, property law and commercial law practice.



**Eunice Kariuki**  
Board Member

## Education

- Masters, Business Administration in Strategic Management, Maastricht School of Management
- Bachelor of Science in Business Studies and Higher National Diploma in Business Information Technology
- Fellow of the Chartered Institute of Marketing
- Certificates in Senior Leadership Development Program and Project Management
- Member of the Institute of Directors

## Relevant Experience

Eunice Kariuki is an Innovation Management and Digitalization Consultant at AfriLabs in Nigeria for the COP-27 Triple AAA Youth Adapt Challenge. She has over 11 years of board experience. Her extensive career includes senior leadership positions in both blue-chip companies and the public sector, notably as the former Director of Partnerships, Innovation, and Capacity at the ICT Authority. Eunice is a seasoned business advisor and practitioner, having founded and exited businesses like Records & Archives Management Systems Limited and Ramtech Foto Ltd (Kodak Express).

Eunice's remarkable contributions have earned her recognition, such as being named one of the Top 40 under 40 Women in Kenya and a Top 25 Digital Influencer in Kenya in 2017.

# Executive & Senior Management



**Edward Wachira**  
Chief Executive Officer

Edward is a Certified Public Accountant of Kenya and holds a Bachelor of Commerce (Accounting) degree from Kenyatta University, Kenya. He joined Genghis Capital as Chief Commercial Officer from Pamoja Capital.

Prior to joining Pamoja, Edward worked for Kenya Airways both in Kenya and abroad, engaging partners and building network in more than 20 African countries. He worked in Netherlands between 2002 and 2003 managing strategic partnership between Kenya Airways and KLM.

In his role in strategic corporate planning assignments, he led negotiations and structured commercial agreements with partners, resulting in the airline's expansion into Angola, Mozambique, the Democratic Republic of Congo (D.R.C) in Africa, Saudi Arabia in the Middle East, and Australia in the Far East

His areas of expertise include: Financial Analysis, Business Processing Outsourcing and Global Investment.

David Wahome is the Head of Finance at Genghis Capital. He has over 30 years of experience in finance management and holds a certification as a Certified Public Accountant, as well as an MBA in Finance from Moi University. Prior to his current position, he worked as the General Manager at Dimension Data.

As the Head of Finance, David is responsible for managing the Finance team and ensuring the company's finances are running smoothly and within budget. Additionally, he is responsible for maintaining and protecting the company's cost base, while also managing revenue effectively.



**David Wahome**  
Head of Finance

Damaris has over ten years of experience in growing products and brands, as well as tailoring communication strategies to ensure brand affinity and maximum visibility.

She's passionate about creating value and this translates into the authenticity of strategies developed and deployed. Serving both the Investment Bank and the Asset Management arms of the company, she manages a team of passionate creatives.

She holds a Bachelor's degree in Languages & Communication and Political Science from The University of Nairobi. Her professional training includes ISO 9001 & ISO 14001 System Management, and ISO 9001:2015 IRCA Certified internal auditing training. Damaris is also a CISI Level II graduate.



**Damaris Mukulu**  
Head of Brand, Marketing & Communications

# Executive & Senior Management



**Beatrice Kuria**  
Client Relations Manager

Beatrice is currently the Client Relations Manager of Genghis Capital. She champions service delivery excellence and improvement whilst mitigating risk, ensuring business continuity by safeguarding our revenue and retaining our customers. She brings to the table seasoned knowledge of customer experience honed through her five years of experience in the operations department, which gave her comprehensive working knowledge and understanding of service delivery from all aspects of client experience.

Beatrice holds a Bachelor's degree in Environmental Studies and Community Development from Kenyatta University, is a CISI Level I graduate, and has certification in ATS by the Nairobi Securities Exchange.

David is the ICT and Projects Manager of Genghis Capital. He coordinates the ICT team and gives direction while providing technical support to the organization in the acquisition, implementation and maintenance of ICT solutions and project implementation. In addition, he champions service delivery excellence and improvement whilst mitigating risk, ensuring compliance and business continuity. He does this by maintaining appropriate security controls, ensuring that appropriate technical support is provided at all times, and engaging relevant support partners and vendors.

David brings to the table tested knowledge and technical experience ICT & Projects honed through his years of experience in the ICT field and holds a Manager Bachelor of Science degree in Computer Science from Africa Nazarene University



**David Odhiambo**  
ICT & Projects Manager

Rose plays a vital role within the organisation, focusing on the execution of Risk & Compliance management programs that align with the company's overarching goals and objectives. Her responsibilities encompass a comprehensive approach to risk management, including the identification, assessment, mitigation, and ongoing monitoring of potential risks. She is instrumental in designing and implementing effective control mechanisms to safeguard the organisation from various risks and uncertainties. Furthermore, Rose diligently ensures that the company complies with all regulatory requirements and maintains proper regulatory reporting to uphold the highest standards of compliance.



**Rose Maina**  
Senior Risk and  
Compliance Officer

Her expertise and dedication extend to the proactive management of risks, a critical aspect of maintaining the organisation's resilience and long-term success. By spearheading these efforts, Rose contributes significantly to the company's ability to navigate complex regulatory landscapes and achieve its strategic objectives. Rose has more than seven years of experience in fund management and stock brokerage. She holds a Bachelor in Laws degree, LL.B. She is also an Advocate of the High Court of Kenya.

# Executive & Senior Management



**Lydia Wangare**

Investment Dealer,  
Asset Management

Lydia currently serves as the Investment Dealer within the Asset Management Function. Her role encompasses the oversight of the Asset Management product portfolio, handling all aspects of dealing operations, and effectively managing relationships with Genghis Asset Management Corporate and other discretionary clients.

Lydia contributes valuable expertise derived from her solid foundation in investment management, cultivated over five years of dedicated experience. Her educational background includes a Bachelor of Commerce and Business Administration degree from Jomo Kenyatta University of Agriculture and Technology.

# Contact Information

## **A member of NSE**

Genghis Capital is a member of the Nairobi Securities Exchange (NSE) and is one of the leading investment banks in the East African region.

## **Licensed by CMA**

Genghis Capital is licensed and regulated by the Capital Markets Authority (CMA) of Kenya. We also have a Nominated Advisor (NOMAD) license in the Growth and Enterprise Market Segment (GEMS).

## **Licensed by RBA**

Genghis Capital is licensed and regulated by the Retirement Benefits Authority (RBA) of Kenya.

## **A member of KASIB & ICIFA**

Genghis Capital is a member of the Kenya Association of Stockbrokers & Investment Banks (KASIB), and The Institute of Certified Investment and Financial Analysts (ICIFA).

## **Company Secretary:**

DCDM Registrars, Sameer Business Park, Block C, Unit CI, Mombasa Road, P.O. Box 10032 - 00100, Nairobi, Kenya.

## **Principal Bankers:**

Equity Bank  
NHIF Building, 1st floor, Upperhill.  
P. O. Box 75104-00200 Nairobi.

Co-operative Bank  
Moi Avenue Branch  
P. O. Box 46541-00100 Nairobi.

Stanbic Bank  
Kenyatta Avenue Branch  
P. O. Box 72833 - 00200 Nairobi.

## **Auditors:**

RSM(Eastern Africa) Consulting Ltd  
1st Floor, Pacis Centre, Slip road  
Off Waiyaki Way, Westlands.  
P.O. Box 44-00606 , Nairobi, Kenya.

## **Our Registered Office:**

3rd Floor, Purshottam Place,  
Westlands Road, Westlands, Nairobi, Kenya.  
P.O. Box 9959 - 00100, Nairobi, Kenya.



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Nairobi, Kenya.

P.O. Box 9959-00100, Nairobi, Kenya.

Phone: +254 709 185 000

Website: [www.genghis-capital.com](http://www.genghis-capital.com)

Email: [info@genghis-capital.com](mailto:info@genghis-capital.com)

Social Media Platforms

