

# WORKING TOGETHER TO BUILD A HOME FOR HUMAN POTENTIAL THAT DOESN'T COST THE EARTH

**Reall** and **UN-Habitat Cities Investment facility (CIF)** are collaborating to unlock investment in green affordable housing, drawing on 30 years of experience Reall has with partners in emerging markets and a growing pipeline of project investment opportunities between each organisation.

We believe that working together gives us the opportunity to increase our impact and crowd in strategic players who can disrupt the housing market for people living on low incomes.

## About Reall

Green, resilient homes are at the nexus of climate challenge, affordability and inclusion – they are a critical opportunity to deliver on mitigation and resilience, while stimulating economic growth. Reall finds sustainable housing ecosystem pioneers, and works with them to kick-start markets through innovation and investment in affordable housing and end-user finance in urban Africa and Asia, exclusively targeting people in the bottom **40%** of the income pyramid – where the need is greatest and the housing deficit is most acute.

## About CIF

**The Cities Investment Facility** unlocks significant capital flows to inclusive sustainable urbanisation projects, which align investors' requirements around finance and impact with developments proposed by municipalities. By intervening at this upstream stage, CIF will make its greatest impact in developing bankable sustainable infrastructure projects in low and middle-income cities.

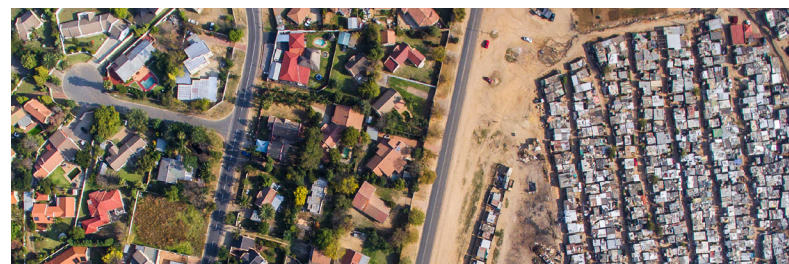
## PARTNER PROFILE: KWANGU KWAKO LIMITED (KKL)



In Nairobi, Kenya, there are an estimated **2 million** people living in metal-built shack-housing which does not provide safety or security.

Millions of people have no alternative to living in precarious informal settlements, due to low incomes and their proximity to work and their communities – but in doing so, they are exposed to serious threats posed by the lack of integrated water and sanitation solutions, and the health and fire risks inherent in typical *mabati* homes.

**KKL are offering an affordable and commercially viable alternative to the inadequate houses typically available to people living in this context, building truly affordable, safe, durable, and secure homes.**



## KKL CO-FOUNDER WINNIE GITAU

Winnie has over 15 years management and leadership experience in the health and secure livelihood sectors in Kenya and Mozambique. Having seen the impact inadequate housing has on all sectors, Winnie co-founded KKL to develop dignified solutions for living across Kenya.

# KKL OFFER AN AFFORDABLE AND COMMERCIALY VIABLE ALTERNATIVE TO THE INADEQUATE HOUSES TYPICALLY AVAILABLE TO PEOPLE LIVING IN THIS CONTEXT – MANUFACTURING AFFORDABLE, SAFE, DURABLE, AND SECURE HOMES.

**Kawangware 1** is a 16-house development based in the heart of the Kawangware neighbourhood, Nairobi, Kenya, as a rental project for factory workers currently living in sub-standard housing:

- KKL’s modular system and technology allows for rapid construction, whilst also providing a secure home that is **resistant to fire, vandalism, burglary and severe weather**.
- Each 18m<sup>2</sup> individual home is available to buy for under **US\$3,000**, allowing landlords to set low rental prices without large capital investment.
- Every KKL home is a permanent residence, with integrated toilets and washrooms for **secure and sanitary living**.
- Homes are constructed using reinforced precast concrete panel technology, greatly **reducing water and embodied energy impacts**, compared to standard techniques using brick/stone and mortar.
- The panelled design allows window and door frames to be made off-site, both **reducing waste and on-site labour**, and allowing the panels to be dismantled and reused in the future as needs change.
- KKL prioritise the use of local materials and teams, contributing to the area’s economy and **providing secure employment for local people**.

- The development is based within the residents’ current communities, **maintaining social connections, access to employment, transport links and infrastructure**.

**Kawangware 2B** is an extension of the original Kawangware project, using the same modular technology to deliver new homes within just **12 weeks**, and with the same benefits to its residents: **permanence, connectivity, security, safety, sustainability, affordability and dignity**.

### KKL’s wider impact

- Each project employs **10-20 local workers** and stimulates the local economy by **US\$750** per house.
- KKL have delivered **88** houses for over **400** family members, and delivered more than **500 new jobs** in their communities.
- With a focus on gender parity and inclusion, the KKL team are **40% female**, and KKL’s board is **60% Kenyan and 40% female**.
- By 2026, KKL will have impacted more than **55,000** people through safer homes, community projects and improved employment.

**WORKING WITH PIONEERING PARTNERS LIKE KKL, REALL’S CLIMATE-SMART, AFFORDABLE HOMES STRATEGY IS A LOW-CARBON, HIGH-RESILIENCE SOLUTION TO THE CLIMATE CRISIS, THE HOUSING GAP, AND ECONOMIC PROSPERITY.**

