

**SPEECH BY REAL PEOPLE EAST AFRICA C.O.O YVONNE GODO
DURING THE REAL PEOPLE HEADQUARTES LAUNCH AT
INTERNATIONAL LIFE HOUSE ON THE 2ND OCTOBER, 2014.**

- The Guest of Honor,
- Our partners,
- Our customers,
- Invited Guests,
- Ladies and Gentlemen,
- All protocol observed,

A very warm welcome from *Real People* as we unveil our new regional headquarters here in Kenya. Yet another strong indicator of the heights that *Real People* is already scaling in East Africa despite our fairly young age.

Indeed; Real People marks five years in East Africa this year. Over the past five years we have not only grown up, but grown strong as well. We have learnt to put our best feet forward and to walk with those heading the same direction as us.

The hard work by Real People staff and unfaltering commitment towards remaining the best in a congested market, has been a great force in helping us rise to where we are today.

As you all know Real People is in the business of providing financial services to SME's. As we speak today, over 20,000 SME's have benefitted greatly from our services.

One difference that makes us stand out in the market is that, we do not just give loans; we walk and grow with our customers. We impart knowledge on financial responsibility and ensure that we are giving a good loan facility to a business that we have assessed and advised the best possible way for them to maximize on their profits and growth.

Ladies and Gentlemen; our unique products including the *Real Flexi loan* facility which allows our customers to take a loan facility and only draw down what they need at a particular time, has given our customers the best experience in the market in terms of lending. Our *Real Asset Loans* which allow our customers to purchase productive assets has also contributed greatly to our growing book in Kenya.

Our new regional office which we are gathered here to launch today, will therefore help us improve the quality of services we offer our customers. I also urge all of you stakeholders to share your feedback with us, so that we can serve you better. We have opened up various avenues to allow you round the clock feedback,

including our toll free lines and a highly trained and well equipped customer care center. We, are here for you!

Without further ado, please join me in welcoming the CEO of *Real People* in East Africa Mr. Daniel Ohonde.....