Chrysalis
Housing Impact Accelerator

An initiative of the Affordable Housing Institute

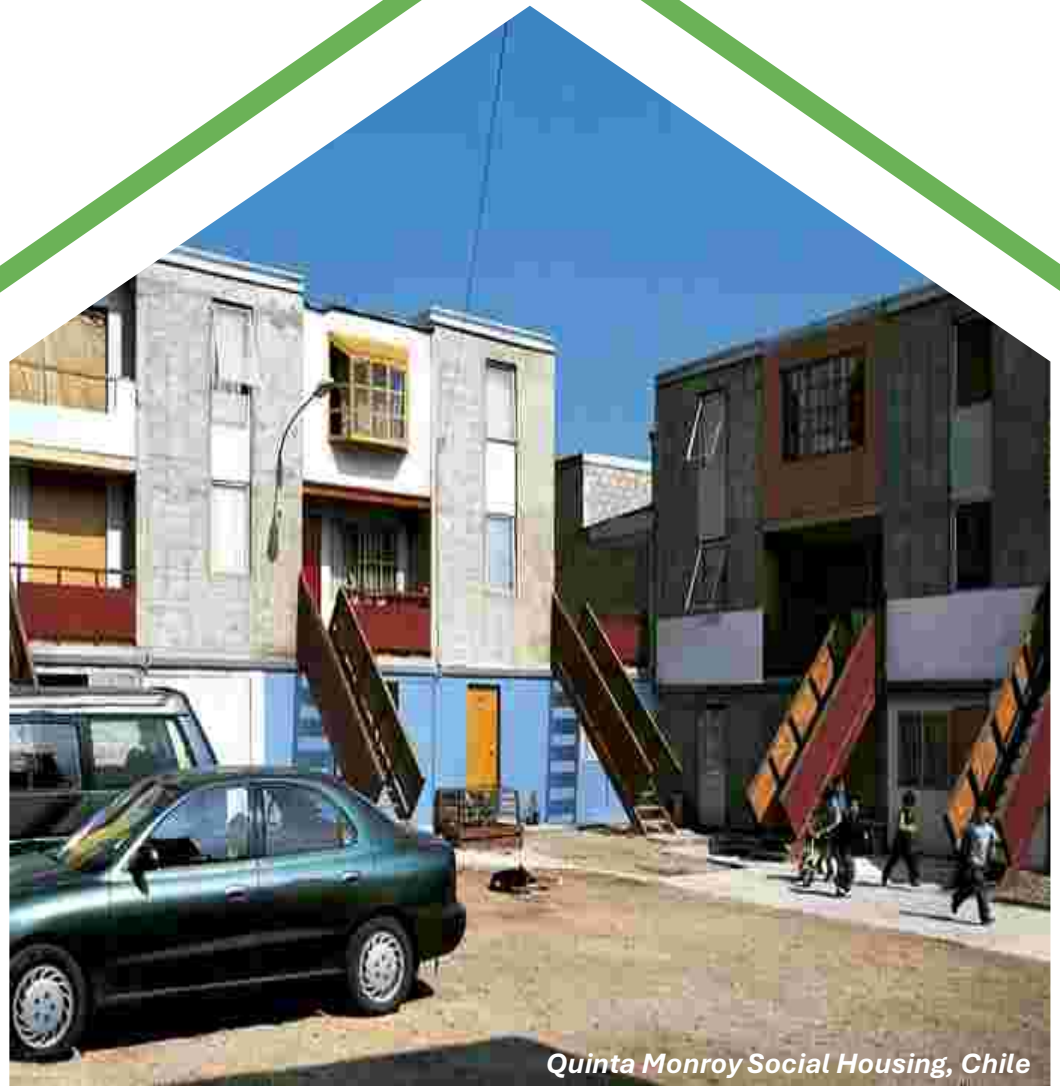
Chrysalis Housing Impact Accelerator

Empowering Africa's Emerging Developers

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AUHF Conference, Nairobi

Thursday, October 16, 2025



Quinta Monroy Social Housing, Chile

What is the Chrysalis Accelerator?







Empowering Emerging Developers

With the tools, networks, and capacity building needed to scale high-impact housing solutions.

Built on Proven Experience

Grounded in AHI and Debra Erb's 20+ years of global experience strengthening housing ecosystems and scaling impactful, investable housing enterprises.

A 20-Week Learning Journey

An intensive 20-week program blending executive education with one-on-one coaching and investor-readiness support.

Bridging Innovators and Investors

Ultimate objective is to empower housing enterprises to evolve from *project-ready* to *capital-ready*.

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Our inaugural cohort of housing developers

Smart Havens Africa
Uganda

Small Farm Cities
Malawi

Thrive Residential
Zambia



Rozana Properties, SHOUT Group
Kenya

Easy Housing
Uganda, Kenya, Tanzania

Casa Real
Mozambique

- 1 shared mission – making housing affordable and impactful.
- For sale, rental, and rent-to-own products adapted to local markets.
- Serving households earning USD $200–$3,800/month.
- Developers are asset-rich but liquidity-poor.

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What the Developers are learning

Key themes include:

- **Organizational structure and governance frameworks**
- **Housing product development and optimization**
- **ESG principles and implementation frameworks**
- **Types of capital and their respective advantages and risks**
- **Core elements of financial readiness**
- **Innovative approaches to offtake strategy design**
- **Presenting your story and making the Ask**

Delivered via:

- One-on-one coaching from industry experts
- Engagement with housing innovators who have successfully scaled
- Exposure to a diverse range of investor types

	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER
	Building a Sustainable Delivery Platform	***Project Design for Affordability, Sustainability, and Market Appeal***	***Source and Manage Multiple Sources of Capital***	***Offtake Risk Management***	***Pitching your vision***
1	*June 30 – July 4*	*Aug 4 – Aug 8*	*Sept 1 – Sept 5*	*Oct 6 – Oct 10*	*Nov 3 – Nov 7*
		#5 Land and Development pipeline strategies	#9 Deep Dive: Equity, Financing structures	#14 Rental, Lease-to-Own, alternate tenures	#18 'Pulling it all together', Fundraising strategy and Pitch deck
2	*July 7 - July 11*	*Aug 11 – Aug 15*	*Sept 8 - Sept 12*	*Oct 13 - Oct 17*	*Nov 10 – Nov 14*
	#1 'Setting the stage' *Nairobi*	#6 Housing Product Design for Appeal, Affordability, and Cost Control	#10 Deep Dive: Debt, Financing structures	#15 Action week: Financial model	#19 Action week: Final Pitch prep w/ coaches
3	*July 14 - July 18*	*Aug 18 - Aug 22*	*Sept 15 - Sept 19*	*Oct 20 - Oct 24*	*Nov 17 - Nov 21*
	#2 Action week: Self-Assessment Tool	#7 Action week: Pipeline assessment and growth vision	#11 Action week: Uses & Sources of Financing	#16 Innovative offtake strategies	#20 Pitch week *Nairobi*
4	*July 14 - July 18*	*Aug 18 - Aug 22*	*Sept 15 - Sept 19*	*Oct 20 - Oct 24*	*Nov 17 - Nov 21*
	#3 Building a Sustainable Building Platform	#8 Scaling Up and Multiple Project Timeline Management	#12 Leveraging and managing multiple sources of capital *Paris*	#17 Post-Completion Management – Opportunities and Limiting Liability	
5	*July 28 - August 13*		*Sept 29 - Oct 3*		
	#4 Partnerships and Collaboration		#13 Action week: Financial model		

Coaching week

In-person

Virtual Class

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Chrysalis' Vision: Expand with multiple cohorts globally

Become the Premier Housing-Focused Accelerator for supply- and demand-side enterprises



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Introducing the Panel



Debra Erb

Director of Chrysalis



Irfan Keshavjee

Chrysalis Coach; Founder, Karibu Homes, Kenya



Anne Muchiri

Founder & MD, Rozana Properties, Kenya



Bryan McCoy

Founder & CEO, Thrive Residential, Zambia



Etta Madete

Founder & MD, SHOUT/ Zima Homes, Kenya



Niels van den Berge

COO, Easy Housing, Uganda & Kenya

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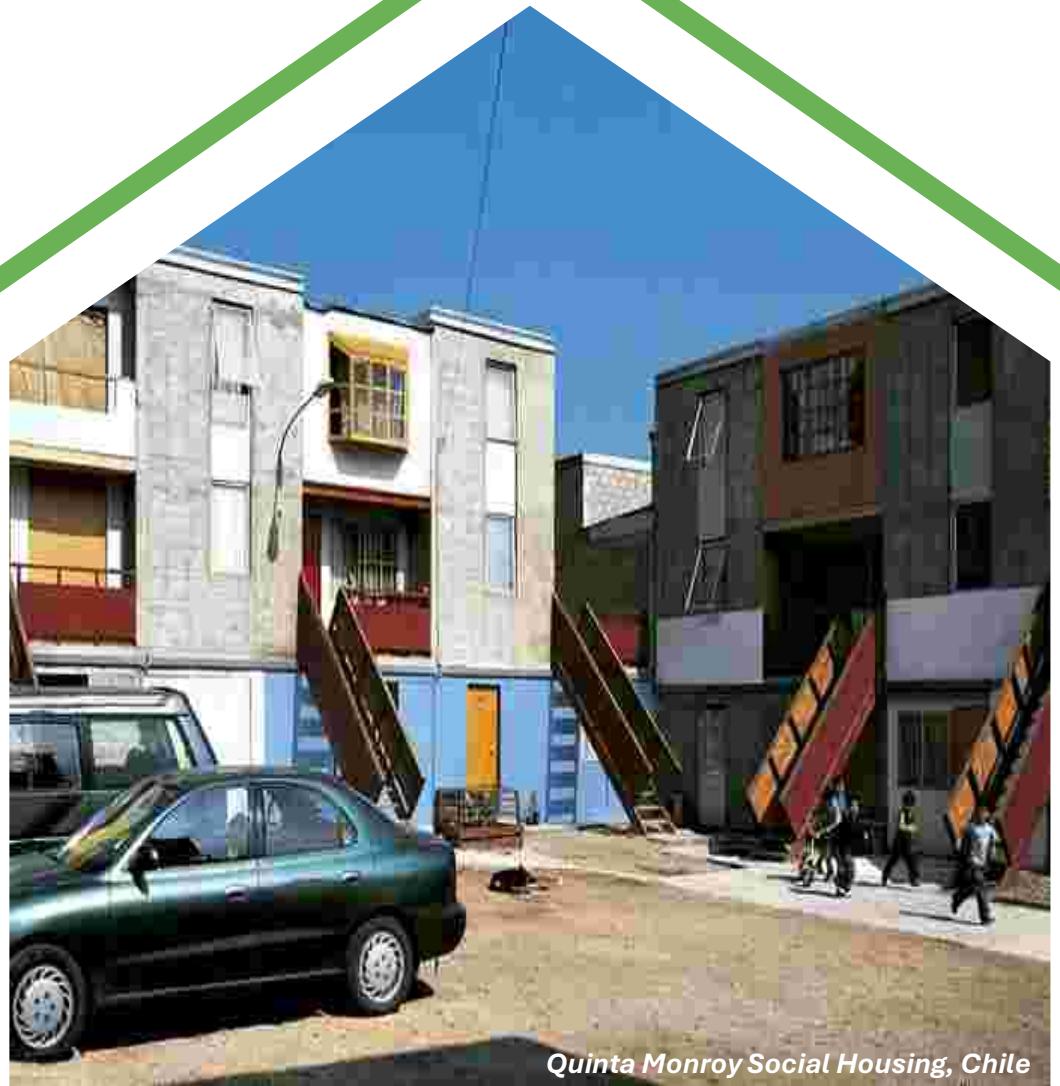
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