



WINBERT CONSTRUCTION LIMITED

3

Core Service Lines

5+

Certifications

Countrywide

Primary Market

03 Jul 2025

Date of Incorporation

EXECUTIVE SUMMARY

Executive Summary

Winbert is a Nairobi-based construction and interior design firm headquartered at Mepalux Plaza, River Road. Founded on the principle that building and design should be collaborative, transparent, and enjoyable, Winbert delivers an integrated end-to-end service — from architectural groundwork to interior finishing — under one roof.

Its leadership holds international occupational health and safety credentials including NEBOSH, IOSH, OSHA, and ISO 45001 Lead Auditor accreditation, positioning Winbert as a safety-first, quality-driven firm in Kenya's growing construction sector. The integrated project management model eliminates traditional friction between contractors and interior designers, giving clients a single point of accountability from foundation to furnishings.

LEADERSHIP

Leadership

Kennedy Mutugi

Founder & CEO

A multi-disciplinary professional combining construction expertise, space planning, and interior design. Holds internationally recognised occupational health & safety credentials, making safety an embedded principle at every Winbert project site.

NEBOSH · IOSH · OSHA · ISO 45001 Lead Auditor · Construction Expert · Interior Design · OHS Specialist

SERVICES PORTFOLIO

Services Portfolio

Construction

- Custom home building
- Renovations & additions
- Commercial build-outs
- Planning & permitting

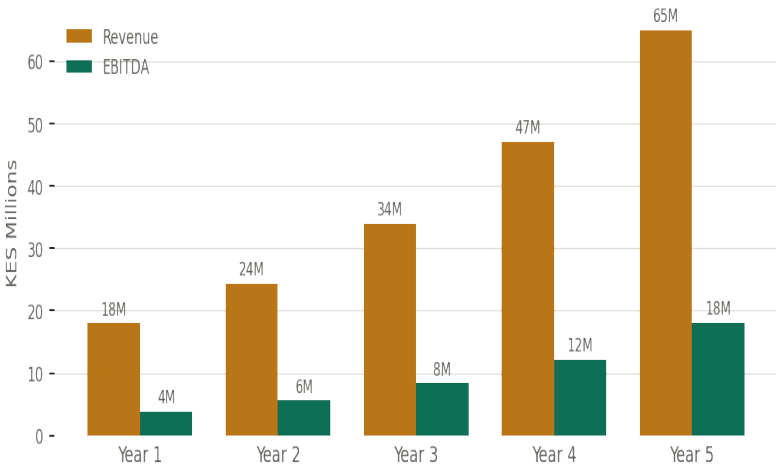
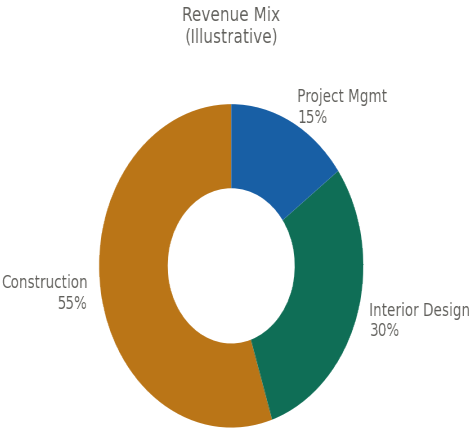
Interior Design

- Space planning & layout
- Concept development
- Materials & finishes
- Custom furniture & millwork
- Lighting design
- Decor & styling

Project Management

- Single point of contact
- On-time & on-budget delivery
- Contractor coordination
- Quality assurance

Financial Overview



KES 18M

Est. Year 1 Revenue

35%

Projected Y2 Growth

KES 65M

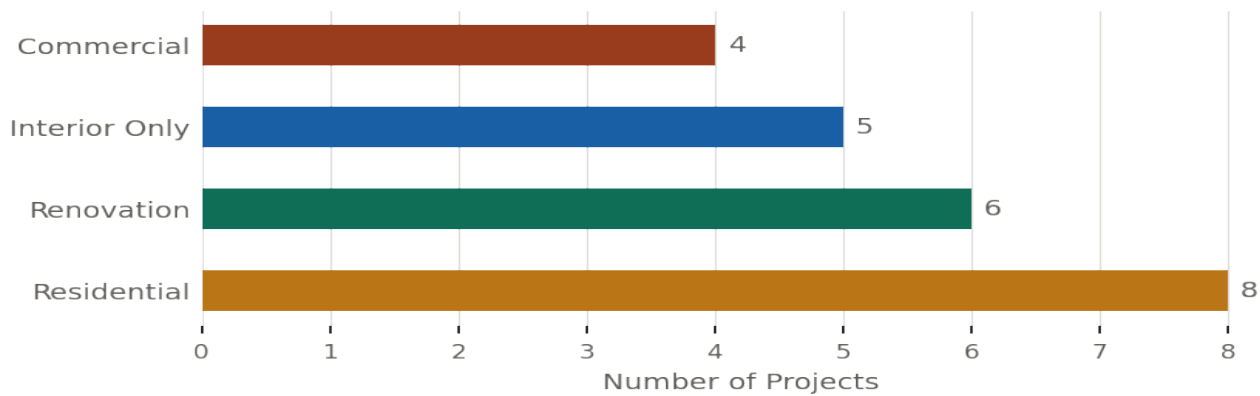
Year 5 Target

22%

Est. Net Margin

Line Item	Year 1	Year 2	Year 3
Revenue (KES M)	18.0	24.3	34.0
Cost of Projects (COGS)	11.7	15.6	21.4
Gross Profit	6.3	8.7	12.6
Operating Expenses	2.5	3.1	4.2
EBITDA	3.8	5.6	8.4
Net Margin (%)	21%	23%	25%

Project Pipeline



STRATEGIC ANALYSIS

SWOT Analysis

Strengths

- Integrated construction + design under one roof
- International H&S; certifications (NEBOSH, ISO 45001)
- Single-point-of-accountability model
- Strong Nairobi network & local market knowledge

Weaknesses

- Early-stage brand awareness in a competitive market
- Capacity constrained as a boutique firm
- Dependence on founder's expertise

Opportunities

- Kenya's urbanisation driving residential demand
- Growing mid-to-high-end apartment & hotel sector
- Green building & sustainable design trends
- Corporate office fit-out market recovery

Threats

- Intense competition from established contractors
- Rising cost of construction materials (USD exposure)
- Macroeconomic pressure on client budgets
- Regulatory and permitting complexity

MARKET CONTEXT

Kenya Construction Market

Industry Landscape

Kenya's construction industry is one of the fastest-growing in Sub-Saharan Africa, driven by infrastructure investment, housing demand in Nairobi, and commercial real estate expansion. The integrated design-build model that Winbert offers is gaining traction as clients seek to reduce complexity and cost overruns.

Competitive Advantage

While large contractors dominate civil infrastructure, the boutique residential and commercial fit-out segment is fragmented. Winbert's differentiation — safety credentials, integrated delivery, and design-led approach — positions it to capture the premium residential and commercial refurbishment segment.

CORE VALUES

Core Values

Quality

Best materials & skilled craftsmen, no corners cut.

Transparency

Open communication & clear, detailed contracts.

Collaboration

Client as the most important part of the team.

Innovation

New technologies & sustainable building practices.

THE WINBERT PROCESS

The Winbert Process

1

Consultation

Free initial brief & goal-setting

2

Design

Concepts, mood boards & plans

3

Planning

Permits, scheduling & budgeting

4

Build

Construction & fitout execution

5

Handover

Styling, QA & client sign-off

CONTACT & LOCATION

Contact & Location

Office Address

Mepalux Plaza, Suite 316
3rd Floor, River Road
Nairobi, Kenya

Contact Details

+254 716 004 057
+254 705 987 152
info@winbert.co.ke

Hours

Mon – Fri: 8:00 AM – 5:00 PM
Saturday & Sunday: Closed

Online

winbert.co.ke
Instagram: @kennedy_mtugih
LinkedIn: Kennedy Gilbert

LEGAL & COMPLIANCE

Legal & Compliance

Legal Name

WINBERT CONSTRUCTION LIMITED

Legal Status

Private Limited Company

Registration No.

PVT-5M12A73Z

Date of Incorporation

03 July 2025 (Companies Act, 2015)

KRA PIN

P052474814Z

Tax Obligation

Income Tax – Company (Active from 17 September 2025)

eTims Status

Inactive (Registration Pending)

Registered Address (KRA)

Chogoria Plaza, Forest Road, Marima, Tharaka Nithi County – P.O. Box 65, 60401

Operating Address

Mepalux Plaza, Suite 316, 3rd Floor, River Road, Nairobi

Email info@winbert.co.ke / winbertconstructionlimited@gmail.com

Accounting End Month December

Registrar Registrar of Companies, Republic of Kenya

Official documents — Certificate of Incorporation and KRA PIN Certificate — are appended as Appendices A , B & C

APPENDIX A

Certificate of Incorporation

Winbert Construction Limited

Registration Number: PVT-5M12A73Z

Date of Incorporation: 03 July 2025

Incorporated under the Companies Act, 2015

Republic of Kenya | Registrar of Companies



THE REPUBLIC OF KENYA



No. **PVT-5M12A73Z**

CERTIFICATE OF INCORPORATION

I hereby **CERTIFY** that,

WINBERT CONSTRUCTION LIMITED

a **PRIVATE LIMITED COMPANY** is on this date 03 July, 2025 Incorporated under the Companies Act, 2015.



.....
Registrar Of Companies

This is a system generated certificate

APPENDIX B

KRA PIN Certificate

Winbert Construction Limited

Personal Identification Number: P052474814Z

Certificate Date: 30 September 2025

Tax Obligation: Income Tax – Company (Active from 17/09/2025)

Kenya Revenue Authority

PIN Certificate

Certificate Date : 30/09/2025

Personal Identification Number

P052474814Z

This is to certify that taxpayer shown herein has been registered with Kenya Revenue Authority

Taxpayer Information

Taxpayer Name	WINBERT CONSTRUCTION LIMITED
Email Address	WINBERTCONSTRUCTIONLIMITED@GMAIL.COM

Registered Address

L.R. Number :	Building : CHOGORIA PLAZA
Street/Road : FOREST ROAD	City/Town : MARIMA
County : Tharaka Nithi	District : Maara
Tax Area : Muthambi	Station : CHUKA
P. O. Box : 65	Postal Code : 60401

Tax Obligation(s) Registration

Sr. No.	Tax Obligation(s)	Effective From Date	Effective Till Date	Status
1	Income Tax - Company	17/09/2025	N.A.	Active

Electronic Tax Invoicing

eTims	Inactive	Tims Registration:	Inactive
--------------	----------	---------------------------	----------

The above PIN must appear on all your tax invoices and correspondences with Kenya Revenue Authority. Your accounting end month is December unless a change has been approved by the Commissioner-Domestic Taxes Department. The status of Tax Obligation(s) with 'Dormant' status will automatically change to 'Active' on date mentioned in "Effective Till Date" or any transaction done during the period. This certificate shall remain in force till further updated.

APPENDIX C

CR12 — Company Search

Winbert Construction Limited

Reference No: OS-JGFM9XQ

Issued by: Business Registration Service, Nairobi

Date: 17 September 2025 | Under The Companies Act, 2015

Nominal Share Capital: KES 1,000,000 | Shares: 1,000 Ordinary @ KES 1,000 each

Director / Sole Shareholder: Kennedy Mutugi Gitaari



BUSINESS REGISTRATION SERVICE
P. O. BOX 30031
NAIROBI
17 SEP 2025

To
KENNEDY MUTUGI GITAARI
P.O. Box 65
60401 - CHOGORIA

THE COMPANIES ACT, 2015

Records relating to the below company held by the Companies Registry as at 17 Sep 2025

COMPANY	WINBERT CONSTRUCTION LIMITED		
COMPANY NUMBER	PVT-5M12A73Z		
NOMINAL SHARE CAPITAL	1,000,000.00		
NUMBER AND TYPE OF SHARES (VALUE PER SHARE)	ORDINARY: 1000 (KES 1,000.00 EACH)		
DATE OF REGISTRATION	3RD JUL, 2025		
REGISTERED OFFICE	P.O BOX 65 CHOGORIA TELEPHONE: +254717227327, EMAIL: MUTUGIHKEN.MK@GMAIL.COM COUNTY: THARAKA NITHI, DISTRICT: MERU SOUTH DISTRICT , LOCALITY: MARIMA STREET: FOREST ROAD, BUILDING: CHOGORIA PLAZA		
POSTAL ADDRESS	P.O BOX 65 CHOGORIA		
ENCUMBRANCES	DESCRIPTION	DATE OF INSTRUMENT:	AMOUNT SECURED:

Name of Directors and Shareholders of the above company with their particular are as follows

NAME	DESCRIPTION	ADDRESS	NATIONALITY	SHARES
KENNEDY MUTUGI GITAARI	DIRECTOR/SHAREHOLDER	P.O BOX 65 CHOGORIA	KENYAN	ORDINARY: 1000
TOTAL				1000

Yours Faithfully,
REGISTRAR OF COMPANIES



REF NO: OS-JGFM9XQ

DISCLAIMER: THIS IS A SYSTEM GENERATED CERTIFICATE AND DOES NOT REQUIRE A SIGNATURE