TMRC
TANZANIA MORTGAGE REFINANCE COMPANY LTD

Follow the Money

The Nyumba Bond: Inside TMRC MTN II, Tranche 1

Who bought it, and what we learned about investor appetite for housing paper

AUHF 2026 ANNUAL CONFERENCE · DAY 3 PANEL

12 November 2026 · Radisson Blu Hotel, Lusaka, Zambia

Elibariki Ndossi, Chief Executive Officer, TMRC

Moderator: Simon Walley, World Bank Group



AFRICAN UNION FOR HOUSING FINANCE

TMRC MTN II Programme

TMRC's second Medium Term Note Programme channels Tanzania's domestic capital markets into affordable housing finance by on-lending proceeds to primary mortgage lenders. Tranche 1, the Nyumba Bond, was issued on 12 June 2026 and listed on the DSE on 6 July 2026.

TZS 100bn
Total programme size

TZS 20bn
Per tranche (×5)

5 tranches
2026 – 2029 issuance

DSE-listed
Fixed-rate, senior unsecured



Source: TMRC MTN II Programme Information Memorandum; CMSA; Dar es Salaam Stock Exchange.

Bridging Long-Term Capital to Housing

Capital is in the market

DSE market capitalisation is about TZS 38 trillion, and 2026 corporate bond offers drew subscriptions of up to 807%. Domestic savings exist.

The gap is tenor and structure

Lenders fund largely with short-term deposits, but mortgages run 10 to 25 years. This mismatch, more than a lack of savings, limits housing credit.

TMRC is the bridge

We raise long-term shilling funds in the bond market and on-lend to primary mortgage lenders, extending their tenor and liquidity so they can lend more.

Tranche 1 of MTN II is another proof point

TZS 30.24bn raised domestically at 11.00%, with proceeds deployed to refinance eligible mortgage lenders.

Sources: Dar es Salaam Stock Exchange (market capitalisation, 11 Nov 2026); CMSA; issuer public notices; TMRC.

Tranche 1 Results at a Glance

Debut tranche closed 51% oversubscribed at 11.00% while record-setting 13% paper competed for the same investors.

TZS 20.0bn
Amount offered

TZS 30.24bn
Amount accepted

151.18%
Subscription rate

ISSUE DATE
12 June 2026 · Listed 6 July 2026

MATURITY
12 June 2031 (5-year)

COUPON
11.00% p.a. fixed, paid semi-annually

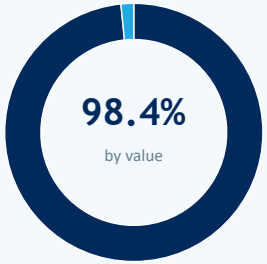
ALLOCATION
100% of valid applications (CMSA approved)

Nyumba Bond: Tranche 1 of TMRC's TZS 100bn MTN II Programme. Offer closed 3 June 2026; issued 12 June 2026. Source: TMRC; CMSA; DSE.

Who Bought the Nyumba Bond

Institutions provided the volume; retail provided the breadth. 138 investors subscribed TZS 30.24bn.

BY VALUE SUBSCRIBED



Institutional
TZS 29.75bn · 98.4%

Retail
TZS 0.49bn · 1.6%

BY NUMBER OF INVESTORS



Institutional
13 investors · 9.4%

Retail
125 investors · 90.6%

13 institutions
TZS 29.75bn, avg ticket ≈ TZS 2.3bn

125 retail investors
TZS 485m, avg ticket ≈ TZS 3.9m

98.4% / 90.6%
institutional share of value / retail share of count

Source: TMRC MTN II Tranche I results summary (final subscriptions TZS 30,235,050,000; 138 subscribers).

Subscriptions by Channel

Retail participation was driven by mobile: DSE Hisa Kiganjani alone accounted for 117 of 138 investors.

Channel	Investors	Subscribed (TZS)	% of value	Avg ticket (TZS)
Institutional: via Lead Arranger (Stanbic)	11	26.70bn	88.3%	2.43bn
Institutional: via brokers	2	3.05bn	10.1%	1.53bn
Retail: DSE Hisa Kiganjani	**117**	**437.05m**	**1.45%**	**3.74m**
Retail: other brokers	3	44.0m	0.15%	14.7m
Retail: MyAida	4	3.0m	0.01%	0.75m
Retail: TMRC website	1	1.0m	0.003%	1.0m
Total	**138**	**30.235bn**	**100%**	**219.1m**

Institutional: 13 investors, TZS 29.75bn (98.4% of value). **Retail:** 125 investors (90.6% of count), TZS 0.49bn; 93.6% of retail investors came via Hisa Kiganjani.

Source: TMRC MTN II Tranche I results summary. Averages and percentages are TMRC calculations from the reported figures.

Hisa Kiganjani: The Mobile Retail Channel

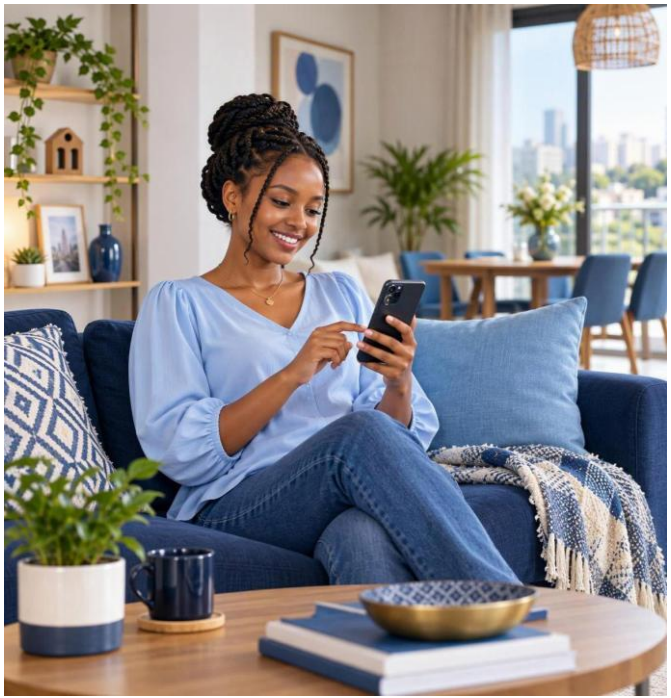
Tranche 1 was the first bond issuance to use the DSE's innovative Hisa Kiganjani platform, which lets investors subscribe from their mobile phones. This was key to reaching retail investors.

117
Retail investors subscribed via Hisa Kiganjani

84.8%
of all 138 investors (93.6% of retail)

TZS 437m
raised through mobile, avg ≈ TZS 3.7m

1st
bond issue on the DSE mobile platform



Source: TMRC MTN II Tranche I results summary; Dar es Salaam Stock Exchange. Image is AI-generated and illustrative.

Two Issuances, One Window

Tranche 1 ran concurrently with the iTrust Bond, a disruptive 13% issue. TMRC was less generous on every feature investors compare.

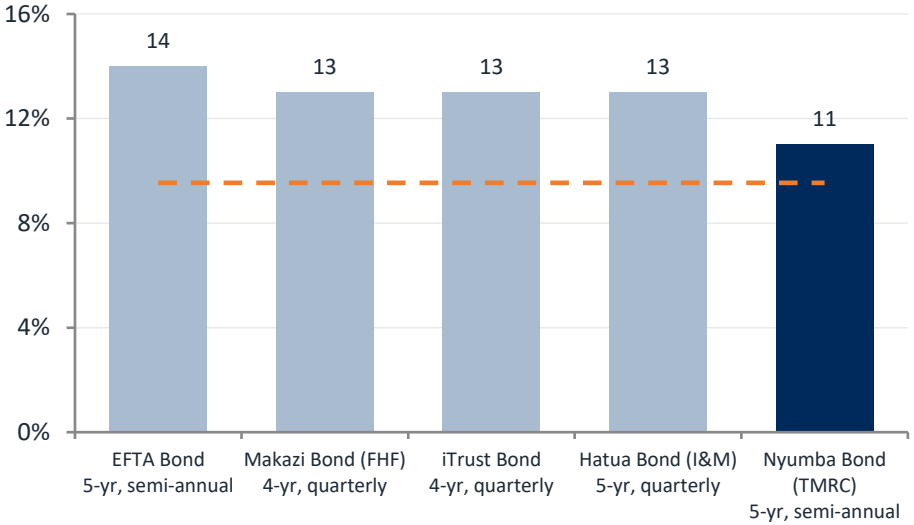
	TMRC Nyumba Bond	Another issuance…
Tenor	**5 years**	4 years
Coupon	**11.00% p.a. fixed**	13.00% p.a. fixed (+200 bps)
Coupon frequency	**Semi-annual**	Quarterly
Offer window	Launched 6 May; closed 3 June 2026	18 May to 12 June 2026
Target size	TZS 20bn (+ TZS 10bn greenshoe)	TZS 15bn (+ TZS 5bn greenshoe)
Issuer	TMRC, housing refinance company	iTrust Finance, stockbroker and fund manager
Result	TZS 30.24bn accepted · 151% subscribed	TZS 114.1bn accepted · 761% subscribed

TMRC priced 200 bps lower (≈ 235 bps on an effective annual basis), paid half as often and ran a year longer, yet still closed **51% above target.**

Sources: iTrust Finance Information Memorandum and CMSA statements (Jul 2026); TMRC results announcement. Effective yield: 11.00% semi-annual = 11.30%; 13.00% quarterly = 13.65%.

Pricing: 200 bps Below the Market

TMRC priced Tranche 1 at 11.00%, 200 bps below the other 2026 DSE corporate bond issues we reviewed that priced at 13%, and 300 bps below the highest coupon (EFTA, 14%).



Govt 5-yr yield
9.54% · Apr 2026

TMRC: + 146 bps

−200 bps

vs the 13% issues (Makazi, iTrust, Hatua)

≈ TZS 0.6bn

lower coupon cost a year than at 13% (≈ TZS 3.0bn over 5 years)

+147 bps

over the 5-year Treasury bond yield of 9.53% (Sep 2026 auction)

Sources: issuer public notices and results announcements; CMSA; Bank of Tanzania. Selected 2026 DSE corporate bond issues; headline coupons, all tax-exempt. Saving = 2% x TZS 30.24bn.

What We Learned

1. Appetite is deep and institutional

13 institutions supplied 98.4% of the TZS 30.24bn. Long-dated housing paper fits institutional balance sheets.

2. Credit and mission beat headline yield

Investors accepted 11% while 13% paper was on offer. TMRC's credit quality and housing purpose carried the price.

3. Mobile unlocks retail breadth

125 retail investors, 117 via Hisa Kiganjani. Retail is a breadth story (1.6% of value) and a pipeline for future tranches.

4. Price discipline pays

A 200 bps lower coupon saves ≈ TZS 0.6bn a year versus a 13% bond and protects the on-lending spread to lenders.

5. Structure is a lever

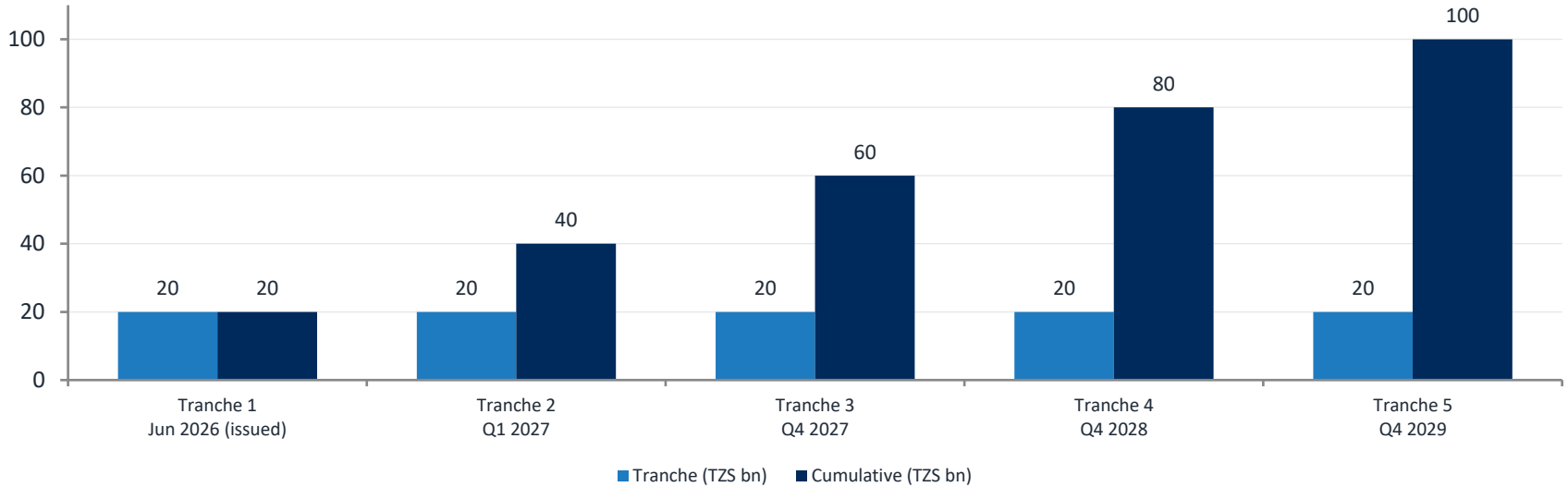
Peers offered quarterly coupons and 4-year tenors. We will keep testing coupon frequency, ticket size and channels.

6. Headroom matters

A TZS 10bn greenshoe let CMSA approve 100% allocation of valid applications: TZS 30.24bn against a TZS 20bn plan.

Indicative Issuance Timeline

Tranche 1 (Nyumba Bond) was issued on 12 June 2026, accepting TZS 30.24bn against a TZS 20bn plan. Four further tranches are planned to 2029; chart shows the indicative TZS 20bn per tranche plan, and dates are confirmed in each Pricing Supplement.



Transaction Parties

Issuer	Tanzania Mortgage Refinance Company Ltd
Lead Arranger & Placing Agent	Stanbic Bank Tanzania Limited
Receiving Bank, Fiscal & Registrar	NMB Bank PLC
Sponsoring Broker	Global Alpha Capital Limited
Transaction Legal Counsel	Abenry & Company Limited
Reporting Accountant	KPMG Tanzania



Summary of Terms

Programme Amount	Up to TZS 100 billion aggregate nominal amount of Notes outstanding at any one time.
Instrument	Medium Term Note Programme II — Fixed-Rate, Senior Unsecured Notes (floating-rate Notes may feature in later tranches).
Status	Direct, unconditional, unsubordinated and unsecured; ranking pari passu among themselves and with other unsecured obligations.
Form & Currency	Book-entry form; Tanzania Shillings (or other currency per the relevant Pricing Supplement).
Listing	Listed on the Dar es Salaam Stock Exchange (DSE) or successor exchange.
Governing Law	The laws of the United Republic of Tanzania.

Interest, Redemption & Taxation

Interest

Tranche 1: 11.00% p.a. fixed, paid semi-annually, 5-year tenor. Later tranches may be fixed or floating, as set in each Pricing Supplement.

Issue Price

At nominal value, or at a discount or premium, as specified in the applicable Pricing Supplement.

Redemption

On terms set out in the Conditions and the relevant Pricing Supplement.

Taxation

All payments are made without withholding or deduction for Tanzanian taxes, unless such deduction is required by law.

Use of Proceeds

General corporate purposes — principally on-lending to primary mortgage lenders to deepen the mortgage market and homeownership.

Selling Restrictions

Distribution restricted by law in certain jurisdictions; Notes offered in Tanzania under CMSA and DSE rules.

Principal Risk Factors

Country & Macro

Global and regional shocks, inflation and rate pressures, and exchange-rate movements can affect affordability and funding costs.

Market

High interest rates and a shortage of affordable housing constrain mortgage demand; competing credit products draw borrowers away.

Issuer

Concentration in a wholesale model, funding and liquidity management, and credit quality of underlying mortgage assets.

The Notes

Liquidity of the secondary market, interest-rate risk, and changes in tax or regulatory treatment of the Notes.

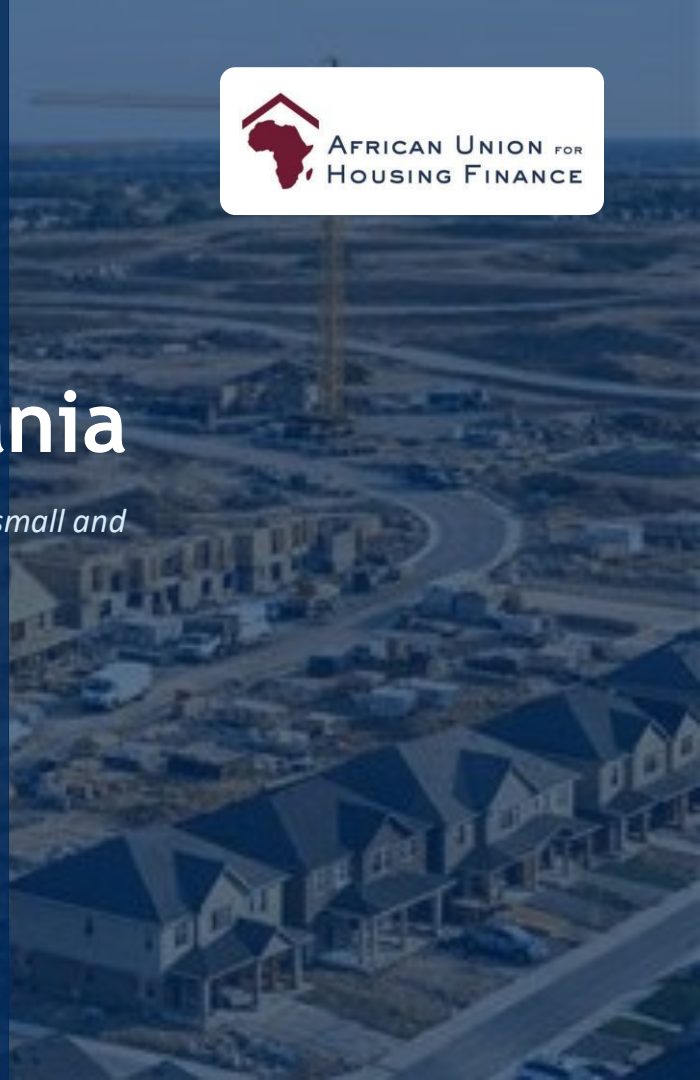
Investing in the Notes involves risk. Prospective investors should review the full Risk Factors in the Information Memorandum.

TMRC
TANZANIA MORTGAGE REFINANCE COMPANY LTD

AFRICAN UNION FOR HOUSING FINANCE

Let's build homes for Tanzania

Asante sana. Enabling ownership of affordable housing and growth in micro, small and medium-sized businesses.



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