



# KimisituNews

September 2016

A newsletter for Kimisitu Sacco Limited



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### **Our Vision**

The personal financial solutions provider of choice

### **Our Mission**

To empower members economically by providing quality financial services through prudent mobilization of resources and excellent customer care

### **Our Core Values**

Integrity

Equality

Equity

Respect

Commitment

Professionalism

Transparency and Accountability





Receive warm greetings from the Chair and the Board of directors. Year 2016 has progressed pretty fast. We have successfully completed our half year. I am glad to share with you the following highlights.

We have successfully completed our first half of the year 2016 that set the ball rolling of the 5-year strategic plan. The involvement and willingness of board members, management and entire staff to take tasks to completion beyond their comfort zone has enabled us achieve remarkable results.

## Financial performance

We summarize below the society's performance in the first half of the year.

ITEM	ACTUAL AS AT 30 <sup>TH</sup> JUNE 2016	BUDGETED AS AT 30 <sup>TH</sup> JUNE 2016	COMPARATIVE AS AT 30 <sup>TH</sup> JUNE 2015
Total Turnover	KSh. 286,733,321	KSh. 235,989,632	KSh. 188,906,298
Total Cost	KSh. 245,355,977	KSh. 290,689,970	KSh. 162,328,398
Provision for Interest on Deposits	KSh. 167,642,738	KSh. 204,402,131	KSh. 123,266,528
Members' Deposits	KSh. 3,322,819,371	KSh. 3,507,835,927	KSh. 2,804,055,688
Loan Disbursement	KSh. 1,412,135,838	KSh. 1,384,201,596	KSh. 1,064,970,459
Loans to Members / Loan book	KSh. 3,533,863,010	KSh. 3,659,082,252	KSh. 2,838,611,290
Portfolio at Risk	KSh. 66,238,857	KSh. 36,590,823	KSh. 58,714,592
% of total portfolio at risk	1.9%	1%	2.1%
Total Assets	KSh. 3,596,161,642		KSh. 3,057,784,016
<b>Total Reserves</b>	<b>KSh. 214,889,881</b>		<b>KSh. 199,828,927</b>

## Strategic Plan Implementation

Our strategic plan 2016 – 2020 envisions the Sacco growing from 3,034 billion to 6,072 billion in deposits 3,216 billion to 7,215 in loans, 215 million to 1.496 billion in reserves and 438 million to 1.8 billion in turnover. The Sacco has done

relatively well in the first half of year. However, the Sacco has recorded poor performance on reserves. The board and the secretariat are committed to growing turnover and managing cost in order to increase surplus that will be available after paying interest

on deposits and dividend to members. In addition, the board is working on options that would help the Sacco to build its reserves and we shall be presenting proposals to members for consideration. It is important to point out that members would be the



greatest beneficiaries of a well-capitalized Kimisitu Sacco. In view of this it is important that members carefully consider proposals towards building the society capital base.

### **Mortgage Financing**

The Sacco board is committed to enabling members access funds at reasonable rates with longer repayment period for construction of commercial or residential buildings. This will be fully realized once the Sacco builds adequate internal capacity through reserves. However, the board intends to roll out the concept in a small way in partnership with KOTO Housing Limited and C-max Ltd. The negotiations on these partnerships are at an advanced stage and we shall share the details once we finalize. The Sacco is also working with Kimisitu Investment Limited to enable members to access other options of housing for income generation.

### **Construction of Kimisitu Sacco Plaza**

One of the Sacco's strengths is ownership of a building in a prime area that is located near the city and is accessible

by members. This plot has a building that was initially residential and which the Sacco has been using as offices. As the Sacco grows, the office space and parking area for both staff and customers have become inadequate. There is need for the Sacco to demolish the current building and develop a modern one with adequate space for use now and room for expansion in future as envisioned in our current strategic plan. With adequate internal capital we shall be able to develop the building using internal funds or borrow external funds which have higher cost. The board will present proposals on financing in the 2017 AGM for consideration.

### **Members Education**

As we strive to empower members economically by availing to them funds for development, the Sacco also has an obligation to develop members' capacity in financial management. Towards this course we have scheduled a members' education Day in September 2016 where members will be trained on different business ventures that they can engage in and

how to utilize borrowed funds to create wealth. I urge all members and especially those who have not taken our loans to attend this training and learn new lessons on wealth creation.

### **Governance**

As the Sacco continues to grow, the board's oversight role increases. It is also important that the governance of the Sacco is continuously enhanced. In order to achieve this, the Sacco continues to train its directors to enhance their capacity. The Sacco has also come up with an external board evaluation team which has developed a criteria and tool that will be used to evaluate board's performance (group and individual). The results of the evaluation will be used to point areas of improvement for the board.

It is my hope that together we shall continue to partner and grow our Sacco to higher heights as we also grow individually.

**Janerose Mwangi**  
**Kimisitu Sacco Chair**

*Your Partner to Prosperity*

It is with great pleasure that I take this opportunity to brief our dear customers of Kimisitu Sacco progress in serving you.

Year 2016 marks the beginning of our 5 year strategic plan 2016 – 2020. The plan explores different areas that the Sacco and its members should concentrate on to grow to the projected levels. One of them is the area of savings where the Sacco projects to grow its deposits by 30% annually. This growth will be possible by growing the number of members in the Sacco and also by the current members building their deposits. Growing deposits in the Sacco is one sure way of growing a member's wealth.

The deposits in the Sacco have been returning a rate of 10.5% annually which is way above rates offered in ordinary financial institutions in Kenya. The deposits, if built and retained to retirement, will form part of a member's retirement package.

Another area that is key in the Strategic Plan is credit offering. We believe that rarely can people develop by utilizing only their net salary available at the end of the month. However, provision of credit and allowing reasonably long repayment period enables members to access economically viable

amounts to engage in a venture that will generate return going forward. To this end the Sacco has continued to review repayment period for its long term loans. Towards the end of 2015 Normal loan was reviewed from 48 months to 60 months and Mega loan from 60 months to 72 months.

This year to date we have seen many members take advantage of the review and have applied for loans. In the month of May and June 2016 members enjoyed a special offer on Premier Loan where they accessed loan 4 times their deposits with a convenient period of 72 months to repay the loan. The offer helped many members to clear outstanding loans that they had with banks whose interest kept on changing unpredictably. For Sacco loans, the interest rates are fixed regardless of changes in the financial market.

In the month of May through June 2016 the Sacco engaged a consultant to help review the current system and its adequacy in service delivery to our customers and also ability to give ideal reports to the management and board for decision making. The review will also result in increased level of automation to benefit both the staff (users) and also customers.



One area of automation that we are exploring is the loan application process. Early this year 2016, the Sacco commissioned a research consultant who undertook a survey on Sacco brand visibility and customer service. The results of the survey have shown that Kimisitu Brand is not visible in the market. The board has embarked on measures such as radio promotion and street branding to increase visibility, and this will be sustained through to 2017.

Another finding of the survey is that more needs to be done on customer service and resolution of customer queries. The office is preparing customer service procedures (complaint resolution procedures) to give customers and the office a common understanding of how customer issues will be addressed and the timelines. Once the procedures are ready they shall be shared with

all members. In addition, the Sacco will on quarterly basis recognize staff who exhibit exemplary performance in customer service starting from 3rd quarter of 2016. Members will be involved by way of voting for the staff via the web portal. Lastly and very important is that the Sacco scooped different awards at the 94th Ushirika Day celebrations held at Uhuru Park on Saturday 2nd July 2016. We are proud of the high members' attendance and Kimisitu Sacco

was recognized as the Sacco with the highest member attendance. The Sacco was awarded 2nd position in Loaning Services and Credit Management. This award firms up our performance in enabling members to access credit conveniently. The Sacco was also awarded 2nd position Training and Education Services in recognition of efforts in educating members, board and staff in 2015. We appreciate those who

attended education forums when they were called and encourage all to attend future forums and be empowered. In this regard we look forward to all attending future members' education days

Thank you all and let us keep our partnership to prosperity.

**Peter W. Kariuki**  
**Chief Executive Officer**

## A step by step guide to getting a Car Loan

### Step 1

#### Confirm eligibility

Identify the Motor vehicle of your choice not more than 10yrs old. Get sale of agreement from the seller.

### Step 2

- Fill in application, attach the following and submit the application to our offices
- Slip of payment Kshs 5,300 for valuation and search
- Seller's I.D and pin copy
- If it is a company certificate of incorporation and pin certificate

### Step 3

Once the application is received in the office We issue a valuation letter. Upon receiving

valuation report the application is processed and presented to the committee for approval.

### Step 4

Immediately after approval we issue a following letter to the member.

Letter to the seller requesting for Bank details, Filled in transfer form, original logbook

- Insurance letter
- Car agreement letter
- Transfer forms from the member

### Step 5

Upon receiving the above documents we start the process of transfer of ownership. Then we release the funds, this when the seller releases the vehicle. The tracking company installs the tracking device to the car. Finally the loan repayments begins.



## CAR LOAN

### Buy the car faster

Get a car loan based on your salary

- Member deposits not considered.
- Loan repayment period up to 60 months
- Financing up to 100% car value
- Loan open to bridging by mega loan
- Interest at 1.35% per month on reducing balance.
- Guaranteed by 60% value of the car & 40% guarantors/ collateral.





It is a great moment for me today as I write this article to commemorate Kimisitu Sacco's 30 years of existence. The society was registered in March 1985 by a group of 48 members who were employees of the International Centre for Research in Agroforestry (ICRAF) and the International Development Research Centre (IDRC).

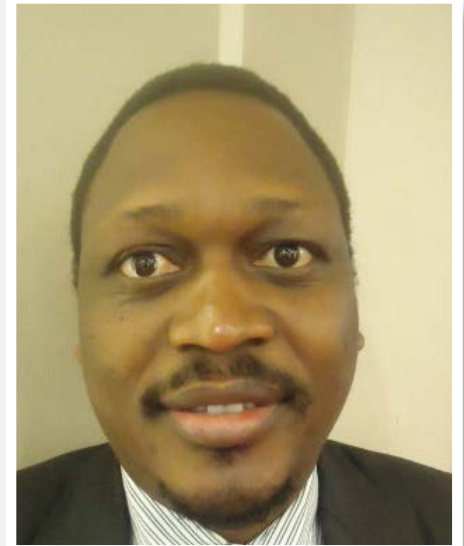
The first chairman of the society was Mr. Dennis Wambugu. This vibrant and boisterous society that we are proud of today with an asset base of over Kshs.3 billion faced serious challenges of accountability, transparency and disclosure in its formative years and for almost 10 years there were no audited financial statements and no annual general meeting was held.

When I took over the Leadership mantle from CPA George Maina in 1998 I was not sure if it was a wise decision to take up Chairman position in a Society that had just held only 3 annual general meetings since 1985. The Sacco held its first annual general meeting in 1995 where the members exercised their democratic right and replaced the entire board with new leaders.

Mr. George Maina became its second Chairman and steered the Society back to its feet. When he left for an International position to West Africa in 1998

the ICRAF staff signed a petition to the Board of the Sacco to co-opt one Kennedy Auka into the board and after I joined the board I was made the Chair. The sheer confidence the ICRAF staff demonstrated through their petition and the Lord's grace, wisdom enabled me to exercise my leadership skills for the 17 years I served the society as Chairman of the Board.

My leadership role in Saccos can be traced back to 1993 when I initiated and registered a Sacco for the Kenya Duty Free Complex employees known as Duty Free Sacco of which I became the first Treasurer until early 1994 when I resigned due to change of employment. Those days the co-operative by-laws provided that if you quit the common bond it was automatic that you also quit membership. My greatest achievements during the 17 years in Kimisitu Sacco can be summed up as steering the Sacco to invest in ICT and development of strategic plan. It was in 2003 that we invested in the Sacco software at a cost of Kshs.150,000 when our asset base was Kshs.27 million only. ICT is a real driver of business. The Sacco today boast of an internet based members' portal where you can access your member personal statement and other information that is restricted to members only. The second bold step we took



as a board is to develop a strategic plan in 2005 where we dreamt big and desired to see the society acquire its own office premises before 2010. This became a reality in 2009 when we completed the acquisition of the current office that the society is using today and which by all standards is becoming small every year for the projected membership of 10,000 by 2016.

I take great pride in our Sacco and its representation of the cooperative movement in Kenya. I believe you will find, as I have, that the employees and the board of directors of the Sacco who are also members of the society are all professional and eager to help you as a partner in the prosperity of the Society. Once again, I thank you for your interest, trust and confidence in Kimisitu Sacco.

**By Kennedy Auka**  
**Former Chairman**  
**Kimisitu Sacco**

## Premier Loan

- Helps you to buy off your bank loan at no charge
- Borrow up to Kshs. 15,000,000
- Loan repayment period up to 60 months
- Affordable interest rates of 1.3% per month on reducing balance
- Used to offset all Sacco loans
- Offset interest of 5% charged on Sacco loans being offset.

## Development Loan

- Helps you to buy off your bank loan at no charge
- Borrow up to Kshs. 15,000,000
- Loan repayment period up to 60 months
- Affordable interest rates of 1.3% per month on reducing balance
- Used to offset all Sacco loans
- Offset interest of 5% charged on Sacco loans being offset.

## Motor Vehicle and Machinery Loan

- Enables you to buy a car, commercial motor vehicles or machinery
- Loan up to Kshs. 15,000,000
- Financing is 100% of the value of the vehicle/machine being acquired
- Affordable interest rate of 1.35% per month on reducing balances
- Loan repayable within 60 months.
- Loan secured by the Motor Vehicle/Machinery & Guarantors/other collateral.

## Boosting facility

- This facility will boost your deposits to enable you get your desired loan
- Increases your deposits by up to Kshs. 500,000
- Boosting facility is credited to member's account
- The amount will be eligible to earn interest on deposit at the end of the year

## Education loan

- Members can finance their education needs through this loan
- Fast processing period
- Repayable within 12 months
- Need not attach copies of documentary evidence
- Affordable interest rates of 1% per month on reducing balance
- During the months of January and February, education loan processing takes 12 hours and the loan repayment is extended to 18 months.

## Mega loan

- Can be used to buy off loans from other financial institutions
- Can be used to bridge Mega, Development, Special Development and Mavuko loans
- Loan repayable within 72 months
- Interest is 1.2% per month on reducing balance.
- Offset interest of 3.5% charged on loans being offset.
- Proof of other sources of income apart from payroll applies

## Instant loan

- Convenient as it is processed within 12 hours
- Granted at two times the net pay
- Can be paid through check off, standing order, direct debit or postdated cheques

## Motor vehicle insurance loan

- The Sacco is in partnership with CIC to provide insurance cover for its members at a discounted rate.
- Member gets an interest free loan to buy insurance cover
- Loan repayable within 9 months



## Nyumba Smart loan

- Through corporate partnerships we enable members to acquire discounted products like electronics, text books & water tanks at discounted prices.
- Soon introducing house construction finance.

## Other loan products

- Karibu Loan
- Special Development Loan
- Masaa Loan
- Dividend Discounting Loan
- Mavuko Loan
- Emergency loan

## SAVING PRODUCTS

### 1. Normal savings (Deposits)

- Provide a solution for members seeking to save securely and earn interest at premium rates
- Enable members access affordable credit products by using their deposits as guarantees

### 2. Holiday savings

- Account is easy to open and operate
- Enables you to plan for a stress free holiday
- Offers competitive interest rates
- No ledger fee
- Minimum monthly savings of Kshs. 1,000

### 3. Little Angel Savings Account

- Account for children below 18 years operated by the member
- Minimum operating balance is Kshs. 500
- Offers competitive interest rates
- Minimum withdrawal period after 1 year with compounded interest.
- Partial withdrawal is acceptable

## Checklist for loan applications

Just before you submit that loan application, check the following

- Applicant contributed for at least six months except for Karibu loan.
- Members who transfer their deposits from other Saccos will be deemed as a continuing member.
- Fully completed loan application form.
- The applicant signature MUST be witnessed by a member of the Sacco.
- Minimum three guarantors who must be active members.
- Provide Guarantors' and/ Collateral equal to or more than the loan applied for.
- Employer MUST sign and rubberstamp the application form.
- A most current pay slip certified by the applicant's employer's payroll officer, MUST be attached to the application
- KRA Pin certificate and a copy of an acceptable form of identification (National ID/Valid Passport) MUST be attached to the application.
- All loans should not exceed three times of the deposits (with exception of Motor Vehicle & Machinery and Instant loans).
- All loans are insured against death and permanent. The premium is paid from the loan applied.
- Maximum loan ceiling is Kshs: 15,000,000.
- All deductions should not exceed 2/3 of gross salary.



**MEGA LOAN**  
72 months repayment period  
1.2% reducing balance  
3.5 % one off charge on existing loans  
**▶▶ APPLY NOW**

**BOOST YOUR DEPOSITS**  
We increase your deposits with up to Ksh. 500,000

## PRODUCTS AND COLLATERAL REVIEW

In a bid to enable our members access more credit through use of collateral, the Society has reviewed its products and land collateral percentage value

### New Product: Valuation Loan

The Valuation Loan will assist members to pay off valuation fees for collateral. A one off interest of 2.5% will be recovered upfront from the member. The valuation loan will be recovered upon approval and disbursement of the Loan applied for that is secured with collateral.

### Dropped off Products:

The following products have been dropped off due to low loan uptake:

- i. Top-Up-Emergency loan
- ii. Bridging loan
- iii. Refinancing loan

### Repackaged: Mavuko Loan

The Mavuko Loan has now been revised with specific features as below:

- i. The loan will offset the Emergency & Education loans
- ii. A one off bridging interest of 5% will be charged on the amount being offset.
- iii. Repayment period is 48 months
- iv. Interest rate at 1.1% per month

## LAND COLLATERAL REVIEW

The security percentage value for land collateral has now been increased based on the location as provided below:

LOCATION	PERCENTAGE MATRIX
Nairobi Metropolitan area, Mombasa, Kisumu, Nakuru, Eldoret	100% of forced sale value
Other County Headquarters and Towns with at least 2 banks. (It is known that presence of banks is indications of improved economic activities)	90% of forced sale value



## MEMBERSHIP CONTRIBUTIONS

New Membership Joining Fee:	Kshs. 1,000.00
Membership Card Replacement	Kshs. 500.00
Holiday Savings Account	Minimum Ksh.1,000 per month
Little Angels Children Savings Account	Minimum Kshs.500 per month
Deposit Contribution	Minimum Ksh.3,000 per month
Share Capital	Minimum Kshs. 30,000.00 by year 2020

## MEMBERSHIP WITHDRAWAL/JOINING

Membership Withdrawal	Notice Period; 60 Days
	Charge of 5% if Notice Less Than 60 Days
Membership Rejoining	Readmission Fee Ksh.2000.00

## LOANS

Maximum Loan Entitlement	Three Times Member's Deposit
Maximum Loan Amount	Kshs 15,000,000.00
Guarantorship	Four Times Member's Deposits

## LOANS TURN AROUND TIME

Within 1 Month	Mega, Special Development,
	Development, Mavuko, Premier
Weekly	Emergency, Education,
	Motor Vehicle Insurance Loan
Daily	Masaa Loan
Processed Within 3 days	All Loans upto Kshs. 1,000,000.00



## Why Save with Kimisitu?

- Provides a savings, credit and investment avenue to members
- Good returns compared to other avenues. For the past 5 years, the Society has paid out interest on deposits at an average rate of 10.5% while dividends on shares have been paid out at an average rate of 30%. Kimisitu Sacco paid interest on deposits at 10.5% and dividends on share capital at 40% for year 2015.
- Attractive interest rates on Holiday Savings and Little Angles Savings accounts
- Use of deposits to access loans of up to 3 times the member's deposits. Members can borrow up to Ksh. 15,000,000.
- Loan interest rates do not fluctuate over the loan period
- Monthly deposits withdrawable on cessation of membership at no charge.
- Ease of refund of deposits within 60 days of withdrawal notice from the Sacco.
- Flexible loan repayment period of up to 72 months.
- Fast turnaround times for loans. Kimisitu Sacco does not queue loans.
- Use of collateral as security for loans; car log book or land title deed
- Low cost of credit. The interest is calculated on a reducing balance basis
- No additional/hidden charges on loan processing
- Enjoy discounts from selected service providers e.g. Text book Centre, Hot Point Appliances, Kentainers and CIC Insurance.
- Loans and deposits are insured against death.
- Members get financial literacy training through members' education forums
- Membership to spouses and children above 18 years of existing members
- Superior personal attention to members
- Enjoy the boosting facility; member's deposits increased by up to Ksh. 500,000 to help you get to your desired loan limit

A close-up, slightly blurred image of a young woman with dark hair and a bright smile, showing her teeth. She is looking towards the camera. The background is out of focus, showing hints of green and yellow.

## DISCOUNTS

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and enjoy up to 5% discount

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APPLIANCES LTD

The logo for Test Bank Centre, featuring the letters 'TB' in white on a red square background.

Test Bank Centre

The logo for The Royal Bank of Scotland, featuring a crown above the text 'The Royal Bank of Scotland'.

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*We keep our word*



## Comparison between Kimisitu Sacco Loans & a Bank Loan

Sacco loans do not have hidden charges and interest rates do not change over the lifespan of the Loans. Banks have yearly reappraisals to determine interests to charge. This implies that the interest rates can vary within the lifespan of the loan. As and when interests in the money market change (upwards), the interests on running loans are also adjusted (upwards) without notice.

Commercial bank loans have a number of motley charges some of which include:

- **Appraisal/ Processing Fee**
- **Account Maintenance Commission:**
- **Accrued Interest Charges (Arrears Account)**
- **Late Remittance charges**
- **Premature Loan Clearance charges.**

This means that Kimisitu Sacco loans will remain cheaper than bank loans

BANK LOAN at 14.5% for 60 months				KIMISITU SACCO LOAN at 1% per month for 60 months			
Month	Interest Paid	Principal Paid	Loan Balance	Month	Interest Paid	Principal Paid	Loan Balance
1	18,125.00	17,167.42	1,482,832.58	1	15,000.00	18,370.00	1,500,000.00
2	17,917.56	17,374.86	1,465,457.72	2	14,820.00	18,550.00	1,481,630.00
3	17,707.61	17,584.81	1,447,872.91	3	14,630.00	18,740.00	1,463,080.00
4	17,495.13	17,797.29	1,430,075.62	4	14,440.00	18,920.00	1,444,340.00
5	17,280.08	18,012.34	1,412,063.28	5	14,250.00	19,110.00	1,425,420.00
6	17,062.43	18,229.99	1,393,833.29	6	14,060.00	19,300.00	1,406,310.00
7	16,842.15	18,450.27	1,375,383.02	7	13,870.00	19,500.00	1,387,010.00
8	16,619.21	18,673.21	1,356,709.81	8	13,680.00	19,690.00	1,367,510.00
9	16,393.58	18,898.84	1,337,810.96	9	13,480.00	19,890.00	1,347,820.00
10	16,165.22	19,127.21	1,318,683.76	10	13,280.00	20,090.00	1,327,930.00
11	15,934.10	19,358.33	1,299,325.43	11	13,080.00	20,290.00	1,307,840.00
12	15,700.18	19,592.24	1,279,733.19	12	12,880.00	20,490.00	1,287,550.00
13	15,463.44	19,828.98	1,259,904.21	13	12,670.00	20,700.00	1,267,060.00
14	15,223.84	20,068.58	1,239,835.63	14	12,460.00	20,900.00	1,246,360.00
15	14,981.35	20,311.07	1,219,524.56	15	12,250.00	21,110.00	1,225,460.00
16	14,735.92	20,556.50	1,198,968.06	16	12,040.00	21,320.00	1,204,350.00
17	14,487.53	20,804.89	1,178,163.17	17	11,830.00	21,540.00	1,183,030.00
18	14,236.14	21,056.28	1,157,106.89	18	11,610.00	21,750.00	1,161,490.00
19	13,981.71	21,310.71	1,135,796.17	19	11,400.00	21,970.00	1,139,740.00
20	13,724.20	21,568.22	1,114,227.95	20	11,180.00	22,190.00	1,117,770.00
21	13,463.59	21,828.83	1,092,399.12	21	10,960.00	22,410.00	1,095,580.00
22	13,199.82	22,092.60	1,070,306.52	22	10,730.00	22,630.00	1,073,170.00
23	12,932.87	22,359.55	1,047,946.97	23	10,510.00	22,860.00	1,050,540.00
24	12,662.69	22,629.73	1,025,317.24	24	10,280.00	23,090.00	1,027,680.00
25	12,389.25	22,903.17	1,002,414.07	25	10,050.00	23,320.00	1,004,590.00
26	12,112.50	23,179.92	979,234.15	26	9,810.00	23,550.00	981,270.00



27	11,832.41	23,460.01	955,774.14	27	9,580.00	23,790.00	957,720.00
28	11,548.94	23,743.48	932,030.66	28	9,340.00	24,030.00	933,930.00
29	11,262.04	24,030.38	908,000.27	29	9,100.00	24,270.00	909,900.00
30	10,971.67	24,320.75	883,679.52	30	8,860.00	24,510.00	885,630.00
31	10,677.79	24,614.63	859,064.89	31	8,610.00	24,760.00	861,120.00
32	10,380.37	24,912.05	834,152.84	32	8,360.00	25,000.00	836,360.00
33	10,079.35	25,213.07	808,939.77	33	8,110.00	25,250.00	811,360.00
34	9,774.69	25,517.73	783,422.03	34	7,860.00	25,510.00	786,110.00
35	9,466.35	25,826.07	757,595.96	35	7,610.00	25,760.00	760,600.00
36	9,154.28	26,138.14	731,457.82	36	7,350.00	26,020.00	734,840.00
37	8,838.45	26,453.97	705,003.85	37	7,090.00	26,280.00	708,820.00
38	8,518.80	26,773.63	678,230.23	38	6,830.00	26,540.00	682,540.00
39	8,195.28	27,097.14	651,133.09	39	6,560.00	26,810.00	656,000.00
40	7,867.86	27,424.56	623,708.52	40	6,290.00	27,070.00	629,190.00
41	7,536.48	27,755.94	595,952.58	41	6,020.00	27,350.00	602,120.00
42	7,201.09	28,091.33	567,861.25	42	5,750.00	27,620.00	574,770.00
43	6,861.66	28,430.76	539,430.49	43	5,470.00	27,900.00	547,150.00
44	6,518.12	28,774.30	510,656.18	44	5,190.00	28,170.00	519,250.00
45	6,170.43	29,121.99	481,534.19	45	4,910.00	28,460.00	491,080.00
46	5,818.54	29,473.88	452,060.31	46	4,630.00	28,740.00	462,620.00
47	5,462.40	29,830.03	422,230.28	47	4,340.00	29,030.00	433,880.00
48	5,101.95	30,190.47	392,039.81	48	4,050.00	29,320.00	404,850.00
49	4,737.15	30,555.27	361,484.53	49	3,760.00	29,610.00	375,530.00
50	4,367.94	30,924.48	330,560.05	50	3,460.00	29,910.00	345,920.00
51	3,994.27	31,298.15	299,261.90	51	3,160.00	30,210.00	316,010.00
52	3,616.08	31,676.34	267,585.56	52	2,860.00	30,510.00	285,800.00
53	3,233.33	32,059.10	235,526.46	53	2,550.00	30,810.00	255,290.00
54	2,845.94	32,446.48	203,079.98	54	2,250.00	31,120.00	224,480.00
55	2,453.88	32,838.54	170,241.44	55	1,930.00	31,430.00	193,360.00
56	2,057.08	33,235.34	137,006.11	56	1,620.00	31,750.00	161,930.00
57	1,655.49	33,636.93	103,369.18	57	1,300.00	32,060.00	130,180.00
58	1,249.04	34,043.38	69,325.80	58	980.00	32,390.00	98,120.00
59	837.69	34,454.73	34,871.06	59	660.00	32,710.00	65,730.00
60	421.36	34,871.06	0	60	330.00	33,040.00	33,020.00
<b>Monthly Installment : 35,292.42</b>				<b>Monthly Installment: 33,370.00</b>			
<b>Interest Paid: 617,545.30</b>				<b>Interest Paid: 502,020.00</b>			

**By Sarah Kisaka,  
Marketing Officer**



# Pictorial



Board and Staff planting



CS. Adan Mohammed visits Kimisitu Sacco booth during Ushirika day



Members at a past AGM



Staff celebrate awards won during Ushirika day



Marketing presentation to Bombo Project staff





Staff participation in tree planting at Karura Forest



Board and Staff participate in tree planting during Ushirika Environmentday



Members registering for Ushirika Day



Members celebrate high attendance award during Ushirika day



A member receiving an award during the Annual General Meeting



Members participation in Ushirika day2



# Connecting the dots!

It is interesting to study 0's and 1's and the AND/ OR. Take note; the AND/OR in this context is not a conjunction as used in grammar! The AND/OR simply represents logic which leads to a language and a language leads to a program which is later consumed by the human mind. The computer world is basically composed of 0's and 1's that are composed/ developed to make some logical sense.

To extrapolate it, we basically term this collectively as Information Technology which then branches to multiple branches. The output of 0's and 1's is data, formation and communication which is churned out to the public domain. The consumers of this output is You and I. One challenge comes in this cycle of consuming data, how secure is the data being consumed. Bingo, we just got our key point of discussion, SECURITY!

When I think of SECURITY, so many things come into play. It can be physical security while am home. Basically thinking of the person who comes to

steal, kill and destroy. They relate when am in the office. I want to safeguard myself or employees from an external attack i.e. a terrorist attack or a break-in.

To counter this, I will deploy security guards, biometric enforced doors, CCTV and any other access control mechanism that may deter the bad guy from stealing my data or cause harm to my personnel. But wait, does it mean physical security will protect me from the bad guy who might compromise my wireless password, the bad guy who can social engineer

*Information Security should go hand in hand with the business and should not be an afterthought. Invest in information security and secure your gains, neglect Information Security and risk losing it all.*

my beautiful daughter to get to my personal laptop? It is more to what than meets the eye. It all about Confidentiality, Integrity and Availability. The big question then comes up. How do stay safe taking into consideration of all the three core pillars of

Information Security i.e. CIA (Confidentiality, Integrity and Availability). The fundamental truth is that you cannot be safe especially when you factor in the human aspect. When I talk about the human aspect, I am talking about Social Engineering. This one does not have a one stop cure. No firewall, IDS, IPS, Biometrics or retinal scan can protect you from Social Engineering! Awareness is the only ticket to combat this.

Information security is evolving every second, minute and by the hour. More sophisticated malware will continue to defeat detection by hiding in common services and using non-traditional forms of communication such as TOR or peer to peer. In tandem, recent highly effective social engineering ploys, such as those utilised in ransomware, will continue to terrorise businesses. For all malware infections, prevention is definitely better than cure although, I personally don't see a means to impeding infections 100 percent of the time. However, you can shrink the attack surface significantly by the following:

- Keep operating systems and software updated
- Install robust security



defences such as firewalls, IDS, spam and virus filtering and web filtering

- Perform regular security awareness training to identify attacks.
- Always back up your data so if you do fall victim, you can simply restore your files.
- Monitoring all the core systems that comprise of an enterprise network.

When it comes to ransomware, victims continue to pay off these cyber criminals and, in turn, the bad guys keep doing what's working so well for them. As long as they're being paid, these crafty cybercriminals will continue to innovate new attacks that will push the envelope. Remember the attackers are agile and often take advantage of zero-day vulnerabilities and we can only attempt to harden against these. Unfortunately, there is no easy way to defeat ransomware but paying the ransom is, in my opinion, ill-advised and also there's no guarantee that you'll even get the keys to unlock your data. Let us concentrate on the local spectrum. Looking at

SACCOs, ransomware would literally cause mayhem and the end game would be loss of customers, equity as well as an absolute closure of business. SACCOs are a high hacker target due to their financial stature. Everyone wants to get rich in the easiest way possible and what more would lure a hacker to pilfer a SACCO's deposits in the most stealth way possible to enjoy a holiday in the Bahamas Island. SACCO's have BOSA (Backend Office Service Activity and FOSA (Front Office Service Activity). A malicious person/hacker will be more inclined to target the BOSA. All the ingredients to brew some money reside there. The FOSA will rather give information about the customer.

Customers usually interface to their preferred SACCOs via the FOSA. Most of the information is transmitted via FOSA. This is where you have the Mobile Application and SACCO web portals. A malicious person can reverse a SACCO Mobile App or compromise the web portal to achieve the following

1. Get his/her credentials either through phishing or a fake mobile app
2. Perform an un-authorised transfer
3. Check account balance/ other details for a more sophisticated attack

Some quick tips on how users can secure themselves against such kind of attacks

1. Install a basic antivirus
2. Always install mobile applications from known and safe repositories .i.e. Playstore
3. Check for a valid SSL certificate when accessing web portals. Preferably, the web portal should be HTTPS/SHHTTP/HSTS. More so HSTS is the latest web encryption protocol that ensures all content must be accessed via HTTPS

## Article Bio

**Name: Samuel Mwai**

**Experience:** He has 9years experience in Information Security having worked both at Blue Chip, Financial and Customer Service Industries notably BOA, Safaricom, Isols, PwC and Airtel at both. Junior and Senior Management Positions.

Currently, serving as the Director of GeoInfosec, an Information Security Consulting Company.



## JANEROSE MWANGI

### CHAIR

Janerose currently works for Medicins Sans Frontieres (MSF)-France Kenya as Finance Manager since June 2003. She has been involved in managing the accounting functions of the entire country projects, supervising and coaching the staff in finance units. Her career started in co-operative management in the Ministry of Co-operative & Marketing as a Co-operative officer for a period of ten years. Thereafter she joined the commercial corporate sector, Castle Brewing (K), as an accounts officer responsible of various departments; debtors / creditors. There she worked for four years gathering immense financial transactions experience both local and international. She has a Bachelors degree in Business Administration (Finance) from Kenya Methodist University and a Diploma in Co-operative Management from Kenya Co-operative College. She has served as a board member for Kimisitu SACCO since 2005.



## STEVE WILLIAMSON NYAMBUKA

### VICE CHAIR

Mr. Nyambuka currently works with Jamii Bora Bank (JBBL) Head Office Nairobi as a Relationship Manager, Institutional Banking Department. He previously worked with GOAL Ire-Land Kenya based at Nairobi- Education Department for 6 years, Mukuru Promotion Centre (MPC) Education Department, a programme for Street Boys Rehabilitation and Skills Training opposite the Mater Hospital and The Kenya Scouts Association as the Area Commissioner Makadara District Co-ordinating the Youth Programmes Including Character Formation. Steve Holds a Diploma in Business Management & a Diploma in Special Needs Education from St. Pauls University & the Kenya Institute of Special Education (KISE) respectively, a Wood Badge from the Kenya Scouts Association (Management for Youth Programmes), Certificate in Leadership and Corporate Governance from KIMS, several short courses on Strategic Planning, Conflict Management as well as Leading and Managing Organizational Transformation and Succession Planning from accredited Institutions. He is currently pursuing his BBAM (Marketing) at St. Pauls University Nairobi Campus. He joined KIMISITU as a member in 2007 and was elected to the board in March 2008 served as Credit Chair, Vice Chair last 4 years and currently the Secretary Business Development & Education Committee (BDE). He also represents Private Sacco's Sector Nairobi County at CIC Group as an elected delegate since 2010 to date.



## CPA JOSHUA KAMWERE

### TREASURER

CPA Joshua works with Tescom Group of Companies as the Group Finance and Administration Manager. Previously, he worked as the Head of Internal Audit at Kimisitu Sacco Ltd, Audit Manager at Makeni Mutua and Associates as the Finance and Operations Manager at Industrial Development Bank Sacco Ltd. He holds Master of Business Administration-Strategic Management Option, University of Nairobi, Bachelor of Commerce, First Class Honors - Accounting Option, Catholic University of Eastern Africa, CPA (K). Member of ICPAK and the Institute of Internal Auditors. Member, ICPAK - Finance and Strategy Committee. He has over 8 years' experience at senior management positions in Finance and Accounting, Internal Audit, Human Resource Management and Administration. Joshua joined Kimisitu Sacco in March 2010 and was elected as a Director in February 2013.





## CPA CAROLINE KARANJA

### HON. SECRETARY

Caroline holds a B.Com in Finance, from Catholic University of Eastern Africa, C.P.A (K) and a member of ICPAK. Moreover she has undergone fair trade & retailing mentorship at ten thousand villages in the USA personal financial management and wealth creation from Centonomy 101. Professional background covers extensive experience in finance and business enterprise development for over 15 years. Currently Caroline is the business development manager at AFEW (K) Ltd –Giraffe centre where her roles include; Strategic Business Planning & Management, Management Accounting, Mentorship & Coaching, networking with local artisans & SME stakeholders in sustainable business practices. She joined Kimisitu Sacco Ltd in September 2008 and was elected as a Director in February 2015. Her main focus is in building, borrowing and investing confidence and positioning members in the market place to create opportunities for entrepreneurship growth.



## FLORENCE OILE

### MEMBER - BDE COMMITTEE

Florence Abich Oile is currently the Managing Director Poise Kenya is a subsidiary of Poise Nigeria Limited a leading Business Image and Personality Development consultancy, specializing in the business of making great executives who become invaluable “brands” in their various organizations and endeavours. Until June 2015 Florence served as the Procurement and Supply Chain Manager at International Union for Conservation of Nature (IUCN) where she was overseeing procurement and supply functions for the organization. Florence holds an MBA (Strategic Management), BBA (Human Resources Management), both from KEMU and Postgraduate Diploma in Procurement from CIPS - UK. She is a Member of following professional bodies: KISM, CIPS, Chartered Institute of Transport and Logistics and Chartered Institute of Arbitrators.



## EVALINE OCHIENG

### CHAIR - CREDIT COMMITTEE

Evaline holds a Bachelor of commerce Degree in Marketing and a Master's of Business Administration from the University of Nairobi. Her broad experience spreads through Administration, Marketing and Human Resources. She has been working for International Organization for Migration (IOM) for 9 years in various capacities. Evaline is passionate about strengthening membership recruitment, increasing member retention and enhancing awareness of the Sacco products and services to existing and potential members. She therefore brings to the Board additional skills that are necessary in guiding Kimisitu Sacco to achieve its objectives.



## JOTHAM OPIYO

### MEMBER - CREDIT COMMITTEE

Jotham Opiyo holds a Bachelors of Commerce Degree in Accounting from the University of Nairobi besides being a Certified Public Accountant (CPAK). He has a wealth of working experience spanning a period of six years in Finance and accounting, sacco operations, customer care, administration and relationship management gained after working as accountant at Kimisitu Investment Company (KICL) to date. He has also worked at Kimisitu Sacco Limited at different levels and a trainee of Kenya Airways. Jotham is known for his good relations, tolerance, patience, dedication, humbleness and initiating successful activities in totally new environments.



## PHILLIP OYUKO

### CHAIR - AUDIT & RISK MANAGEMENT COMMITTEE

Phillip holds a Master of Business Administration degree - Strategic Management Option from United States International University and a Bachelor of Science degree in Computer Science from Kenyatta University. He has a wealth of experience working in senior positions for both corporate organizations and NGOs. Currently he works for the International Livestock Research Institute – ILRI and The World Agroforestry Centre – ICRAF, both member organizations of the CGIAR (Consultative Group for International Agricultural Research) consortium, a global partnership that unites organizations engaged in research for a food secure future. His broad experience and expertise spreads through the areas of ICT Service Management in support of business strategy, Financial Systems and Process Administration, Project Management, Service Strategy, Internal Audits, Quality Management Systems and Business Administration. Phillip is a certified IT Service Management Professional, a certified Project Manager and holds various IT certifications including ITIL, MCSA, Oracle OCA etc. Phillip is passionate about leveraging on technology that works to serve members for their growth in wealth.



## DENNIS MOOGI

### DIRECTOR

Dennis Moogi has been an active member of Kimisitu Sacco since 2004. He holds a Bachelor's Degree in Education, Diploma in Special Needs Education, Certificate in Primary Teacher Education (PTE) and certificate training in Peace Building and Reconciliation. He started his career as a regular teacher and rose to Deputy Head Teacher position and later crossed over to the NGO sector. He has over 10 years working experience in planning and management of development programmes with a major focus on basic education, governance and child protection programmes. He has served in different capacities in several international NGO's in Kenya and South Sudan and currently working as the Partnerships Programme Officer at Save The Children. Dennis is passionate about having a well-informed Sacco membership and a first class customer service.



## **COLLINS BONYO**

### CHAIRMAN-SUPERVISORY COMMITTEE

Mr. Collins Bonyo works with Life in Abundance International (NGO) as the Finance Director. He previously worked with World Vision International Somalia & Sudan Programs as the Head of Internal Audit. He holds a MBA in Strategic Management and is a Certified Public Accountant (CPA-K) and a Certified Fraud Examiner (CFE). He is a member of ICPAK and the Institute of Certified Fraud Examiners. He has over 10 years' experience in the areas of Internal Audit, Finance and Strategic Planning & Management. Collins has passionately served in the Supervisory Committee since 2007. He is enthusiastic that under his leadership, backed up by a dedicated team, the Kimisitu Sacco Supervisory Committee has been transformed into a dynamic, vibrant, effective and efficient team that has continuously and tremendously contributed to the Sacco's Enterprise Risk Management process whereby the Sacco has managed its risks and seized opportunities related to the achievement of its objectives. He is proud to be associated with the tremendous growth and success of Kimisitu Sacco.



## **NICHOLAS ODHIAMBO**

### SECRETARY-SUPERVISORY COMMITTEE

Nicholas Odhiambo is an energetic manager with over 10 years practical experience in finance, strategic planning, grants management and others. He is currently the Senior Grants Assistant for International Organization for Migration (IOM)-Somalia under the Transition Initiatives for stabilization (TIS). He manages over 300 small grants in the field and builds the capacity of the project staff in Hargeisa, Mogadishu and Nairobi on the best practices on grants and finance management. He also served in AMREF as a Grants Officer, managing Orphans and Vulnerable Children (OVC) project in Eastern Kenya. Nicholas was the Chief Executive Officer for Maisha Bora Sacco Ltd where he led the team to establish the FOSA and ensured maximum membership satisfaction including but not limited to higher return on their investments. Nicholas has a Bachelor of Business Administration-Finance and Accounting option from Kenya Methodist University and CPA from Strathmore University. Nicholas joined Kimisitu Sacco in April 1, 2011 and joined the Committee in February 23, 2013. He has a high passion for the co-operative movement.



## **DOROBIN NYAMWAYA AGOTI**

### MEMBER-SUPERVISORY COMMITTEE

Mr. Agoti presently works with the International Federation of Red Cross and Red Crescent Societies (IFRC), as a Regional Senior IT and Telecommunications Officer. He has been a member of Kimisitu Sacco for the last 9 years. He is a dedicated professional, well-grounded in the Information Technology field. He has over 10 years' working experience in projects management and ICT service delivery. He possesses excellent skills in ICT systems audit, software development, SLAs management, ICT policy development & implementation and data management & analysis. He holds a Master in Business Administration (MBA) Degree from the University of Nairobi and BSc in Electrical and Electronic Engineering from the same university. He also has Cisco Certified Network Associate (CCNA) and a Microsoft Certified Systems Engineer (MCSE) certification. His exposure to the business and engineering / ICT field gives him an edge in being more analytical and open minded in the analysis and implementation of new ideas. He is keen to ensure that Kimisitu Sacco remains the true key partner to prosperity for the members.





## **IRENE KATUMO**

### SENIOR MARKETING OFFICER

Irene holds a Master of Arts degree in Communications Studies from the University of Nairobi, Bachelor of Business Administration degree in Marketing from Kenya Methodist University and a diploma in Marketing from Kenya Polytechnic University College.

Irene brings on board over eight years corporate and retail marketing and customer service experience. She recently worked in different locations in Ghana in a World Bank funded capacity building programme as a customer service trainer in the hospitality industry. She has also worked in the marketing department in banking sector and the health sector. Besides, she has work-related training accolades in sales and marketing, corporate communications, public relations and event management.

Irene enjoys her leisure time participating in women and youth empowerment fora.



## **SARAH KISAKA KHAREMWA**

### MARKETING OFFICER

Sarah has joined Kimisitu team as a Marketing Officer. She previously worked with Chai Sacco Society Ltd as Marketing Officer. Prior to this, she served in Customer service at Kenya Commercial Bank and as Team Leader, Training, Marketing and Business Development at Global Training Institute. She holds a Master's degree in Business Administration from University of Nairobi and a Bachelor of Science degree from Kenyatta University.

As part of her personal and professional development, she has attended training in Greatness and Integrity in Salesmanship and Marketing, Media Relations and Social Media management. She is a member of the Marketing Society of Kenya. Sarah brings over 6 years' experience in marketing and customer service.



## **HEZRON MUNGE CHACHA**

### ICT OFFICER

Hezron Munge Chacha has joined Kimisitu team as a ICT Officer. He previously worked at Masterclass Solutions as Microsoft Solutions Developer. He holds Bachelor's degree in Computer Science from University of Eldoret and is qualified Cisco Certified Network Associate (CCNA in Routing & Switching) and Microsoft Certified Professional MCP (Windows Server 2012). Hezron Chacha has more than 3 years' experience in computer networking and system support.

Hezron's hobbies are swimming and researching on new technologies.

## GEOFFREY MAKOKHA

### INTERNAL AUDITOR

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## PHELIX OTIENO

### ACCOUNTS ASSISTANT

Phelix has joined Kimisitu team as an accounts assistant. He holds a Bachelor's degree in commerce from KCA University and is a qualified CPA(k). He also holds a certificate in Monitoring and Evaluation from Kenya Institute of management and is currently pursuing his master's degree in Business administration from the university of Nairobi. Phelix has 5+ years' experience in the finance field drawn from Ataka Kimori and Okoth advocates, Kenya school of credit management and Muturi kihara and associates.

Phelix hobbies are travelling, watching football and involvement in charity programmes



## DAVID KAGE KAIRU

### CREDIT OFFICER

David Kage has joined Kimisitu team as a Credit officer. He previously worked at Sidian bank as relationship officer, credit risk and Rafiki Micro finance bank as relationship officer debt collection. He holds Bachelor's degree in commerce (finance and banking) from Egerton University and is qualified Certified Public Accountant (CPA (iv)). David has 5 years' experience in relationship management, credit risk management business development and debt /credit management.

David's hobbies are reading financial journals and swimming..



## FELIX JOHN MUTUI

### LOAN OFFICER

Felix Mutui has joined Kimisitu team as a loan officer. He previously worked at Faulu Microfinance Bank as a Credit Relationship Officer and Kenya Commercial as Direct Sales Representative. He holds Bachelor's degree in Business Management (Finance and Banking Option) from Moi University and is qualified up to CPA Section Three. Felix has over three years' experience in Banking- Credit Management.

Felix hobbies are reading financial and economic journals and travelling.





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## HOW WE WORK WITH SUPPLIERS

### Preferred suppliers/ providers' qualification:

Dully registered companies apply through annual public tender notice published in the Print media and posted on our website.

### Required documents for prequalification:

1. Copy certificate of registration of Business Name.
2. Copy of VAT Registration Certificate.
3. Copy of Tax Compliant certificate from Kenya Revenue Authority.
4. Copies of Pin Certificate of firm/company/ individual.
5. Registration certificate as a contractor by National Construction Authority (NCA) and other relevant authority for all Works contractors/CCK/ Microsoft/ Google.
6. Letter of Authorization from 3 previous organizations served.
7. Practicing certificates for all consultancies.
8. Where mandatory for service provision each firm must attach evidence of registration with Key Professional bodies/Authorities e.g. IATA, Municipal/City Council Certificates of health for food stuffs handling, NITA, MSK, ISPAK, CIPS, IA, KISM etc.
9. Manufacturer/Dealers authorization letter for Computers/Equipment
10. 10. Certified audited books of accounts.

### Monitoring and Evaluation of suppliers:

#### Vendor evaluation

As part of our supplier quality assurance system, and in accordance with the requirements of our procurement policy, new and periodic assessments are conducted of all our suppliers and sub-contractors through a standard vendor questionnaire or supplier's evaluation form.

#### Competition

A standard Request for Quotation (RFQ) has been developed and is used to solicit quotations for supply of goods and services from the prequalified supplier list.

#### Communication

With a robust and reliable email, our suppliers receive and reply on their Request via email

#### Payment of Goods and services:

Our suppliers are able to access their payments within 30 days after full supply and satisfactory completion of their services to the Sacco.

#### Quality Assurance and Control

The goods we receive are designed to provide the highest satisfaction to our esteemed members. The quality of our goods have enabled us to remain competitive within our market niche. Therefore, quality standard is the foundation of our success and strength in remaining relevant to our members and the public while moving ahead of our competitors.



**1. Must I have guarantors when applying for a loan?**

All loans granted by the society must be guaranteed by at least three members of the society. Guarantors and applicants deposits MUST be equal to or more than the loan applied for. In special cases when loan is less/equal to deposits one could self guarantee. Members can also use a car log book or land title deed as collateral for the loan applied for.

A member shall not guarantee more than four times of his deposits. The guarantors deposit and loan repayments must be up to date. Any member who has been guaranteed by a defaulter or deceased member will be expected to provide replacement before he/she can qualify for any new loan or any guarantorship.

**2. How much loan can I qualify for?**

Loans are given three times the member's savings subject to a maximum of Ksh.15 million less any outstanding loan balance so long as the two thirds rule is not violated (a member must take home at least a third of his/her pay after all deductions).

**3. Can I apply for more than one loan?**

A member is allowed to take all the loan products on offer so long as total loans granted do not exceed Ksh.15 million at any given time and so long as all the other conditions are met currently.

**4. Can I apply for a top up of an existing loan?**

This product is currently available only on Emergency loan. A member with an existing emergency loan is allowed to apply for a new emergency loan upon which the society will recover the balance of the existing loan and give member the difference.

**5. Can I change my nomination of beneficiary/(ies)?**

At any time while you are a member you may change or cancel your nomination of beneficiary or beneficiaries to receive lump sum death benefits. It is important you keep your nominations up-to-date.

**6. How do I follow up my Account progress and loans I have taken?**

Kimisitu Sacco has provided a log in portal for members' accounts where by Members can be able to fast track the progress of their account and their loan repayment, more so they can be able to edit their profile information.

**7. Can I offset my deposits against my loan?**

A member is only allowed to offset his deposits against his loans if he is ceasing to be a member. He must then pay off the balance immediately if any. Offsets are only done when a member has asked those he has guaranteed to seek for guarantor replacements.

**8. If I clear a loan before its completion date will I be required to pay interest for future periods?**

No interest or penalty is charged for clearing a loan earlier than the contracted period.

**9. Can I transfer my deposits to another member?**

Yes. All a member needs to do is to instruct the society in writing to transfer his deposits to another member.

#### **10. What do I need to do when withdrawing from the society?**

- A member needs to inform the society in writing of his intention to withdraw by filling a withdrawal form.
- A notice of sixty days is required in case of any refunds due to the member.
- A member needs to inform all loanees he has guaranteed to seek an alternative guarantor.

#### **11. When Am I eligible for a loan?**

After being a member for at least six months and have contributed a minimum of Kshs.18,000.00

#### **12. Can I continue with my membership as an individual member after leaving the organization I work for?**

Yes as long as your guarantors are in agreement (that is if you have a loan) What you need to do is place a standing order.

#### **13. Can I make extra contributions outside payroll?**

A member can pay any amounts he desires into the society's bank account at his own convenience. After which you submit the original deposit slip to the SACCO. If you don't then the search charges will be charged to you.

#### **14. Can I boost my deposits and take a loan immediately?**

All monies paid outside payroll for boosting deposits may be required to stay in the society for at least three months to qualify for loans.

#### **15. Can I transfer my deposits from another Sacco to Kimisitu? What are the benefits?**

A member can transfer his deposits from another Sacco to Kimisitu. A member who does so is treated as an old member even if he has just joined the Sacco that means he can apply for a loan immediately.

#### **16. What is a Boosting Facility?**

This is a credit facility that allows you to increase or top up your shares to a maximum of Ksh 500,000.00 at an Interest Rate of 5 % (One off charge). This will enable one to acquire loans they desire by an extra amount approximately double the boosted amount. This amount will be eligible to earn interest on deposit at the end of the year.

#### **17. In the unfortunate event of death, what happens to a members loans?**

Loans and deposits are insured against death or permanent disability. The insurance premium is recovered from the loan applied whereas deposits premium which is Ksh 100 per month is recovered from deposits at the end of the year. Upon death the insurance pays off the loan balance and deposits. The beneficiary receives twice the deposits of what the member had saved.

#### **18. Who is a nominee**

This is a person a member nominates to receive his/her dues from the sacco in case of death.



# MAKING YOUR CONTRIBUTIONS MADE EASIER!!!!

There are various ways through which members can make payments to the Society.

- **Check-off: This is the main mode of payment for members in member organizations**
- **Standing Order: This is the main mode of payment for individual members servicing loans**
- **Cash deposits through the bank: When paying through the bank, ensure to:**

-Indicate your membership number on the bank deposit slip

-Immediately share the same with finance office either by submitting the hard copy to the office or sending a soft copy of the slip via e-mail to [finance@kimisitusacco.or.ke](mailto:finance@kimisitusacco.or.ke) clearly indicating the purpose of the payment.

This will ensure timely update of the member accounts and reduce instances of the Society having undetermined remittances.

## **Mobile Money Transfer i.e Mpesa: When making payments through Mpesa, ensure to capture the following:**

- Account number is your ID No followed by the transaction code
- Indicate the correct transaction code as per the guidelines
- Do not input any special characters e.g -

Remember to include the respective transaction charges as per the guidelines.

## **Importance of updating personal information with the Society**

It is important for members to ensure that they regularly update their current personal information with the Society. These include bank details, mobile numbers, e-mail, beneficiary and next of kin details. This aids in ensuring that:

- **The member receives timely communication of information relayed by the Society.**
- **Payments to members are done timely and effectively**
- **In the event of death of a member, their savings can effectively be paid out to the bona fide persons.**



*Financial peace isn't the acquisition of stuff. It's learning to live on less than you make, so you can give money back and have money to invest. You can't win until you do this.*



**Dave Ramsey**






**SOLD OUT**

**LUKENYA MUA HILLS GARDEN  
MAVOKO, MACHAKOS COUNTY**

47.16 acre plots in Lukenyia Hills near Mauwani, its about 90kms from Mombasa Road, beautifully sandwiched between Lukenyia Hills and Mau Hills. A 35 minute drive from the City Centre with a the Eastern By-pass.

**LAND FEATURES**

- Good murram access roads.
- Ideal for immediate developing / speculation
- It is a freetied land title
- Ripe for a guided community development.
- Proximity to institutions and Social amenities within Katani area
- Adjacent to Kiara Chef's Camp



what makes us...

**KIMISITU  
INVESTMENT  
COMPANY  
LIMITED**

**OUR VISION**  
"To be a leading vehicle for wealth creation for our shareholders."

**OUR MISSION**  
"to create wealth by offering investment opportunities to our customers and shareholders".





# YOUR PARTNER TO PROSPERITY

Membership drawn from **NGOs, International Organizations, Embassies, Foreign Missions** and **Reputable organizations.**



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