



**REMARKS MADE BY THE ABC BANK GROUP GENERAL MANAGER
MR. PETER KINYANJUI DURING THE ANNOUNCEMENT OF
PARTNERSHIP BETWEEN ABC BANK AND FORTUNE SACCO ON
20TH FEBRUARY 2014**

ACKNOWLEDGEMENTS:

- **His Excellency the Governor Kirinyaga County, Joseph Ndathi and other county government officials and leaders**
- **The ABC Bank Group Managing Director Mr. Shamaz Savani**
- **The Chairman Fortune Sacco, Peter Njue and other board members present**
- **The Chief Executive Officer Fortune Sacco Amos Kimotho,**
- **Staff members of both ABC Bank and Fortune Sacco**
- **Members of the press present**

Ladies and Gentlemen

Good morning. We at ABC Bank are pleased to join you this morning as we mark another milestone in enhancing our relationship with this beautiful county and its residents.

We are privileged and proud to partner with you in your efforts to harness the economic potential of Kirinyaga County by bringing financial services closer to the people.

Access to financial services is a key driver in economic development, and we at ABC Bank are committed to working hand in hand with saccos and other financial intermediaries to enhance the product offering to Kenyans.

By being the clearing house for all Fortune Sacco customers' cheques, ABC Bank will through this partnership enable more people in Kirinyaga County access the National Payment System. Besides enabling Sacco members to access credit facilities more easily, this will also help increase ease of doing business and thus enhance their competitiveness.

Ladies and gentlemen,

Kirinyaga County is a prime county with unparalleled agricultural potential. It is a leading origin of farm produce for subsistence consumption in other counties including Nairobi, as well as cash crops for the export market.

It is also strategically located near Mount Kenya and Mount Kenya Forest which are major national heritage site and tourist attractions.

Additionally, its proximity to Nairobi, about 112 kilometers and good road infrastructure make movement of goods and people easier. These and many other opportunities make the county a worthy investment frontier.

Part of ABC Bank's strategy is a commitment to contributing to the improvement of livelihoods of Kenyans and we will continue to engage like-minded organizations and institutions to support initiatives that we believe will take us further in that direction.

By increasing the county's competitiveness through increased financial access, we also hope more employment opportunities will arise and this will translate to improved livelihoods.

At ABC Bank we work to help our customers achieve the extraordinary. I think that ties well with the core values of the county government and Fortune Sacco.

I therefore call on all entrepreneurs and farmers to take advantage of this great opportunity to grow and expand their enterprises to achieve, even exceed their investment objectives.

Ladies and Gentlemen,

Our journey as a bank started 30 years ago as a financial institution then called Consolidated Finance Company Ltd. It was established by a group of visionary experienced bankers, industrialists and prominent advocates, who wanted to make a significant contribution in availing financial solutions specific to the unique business environment in Kenya.

Consolidated Finance Company grew to become The African Banking Corporation Limited in 1995. Ever since we have continued to offer tailor made and personalized financial solutions that help customers to realize their individual and corporate financial goals and aspirations.

We have today reaffirmed our commitment to providing focused financial services and solutions to a wide range of clients including individuals, Small and Medium Enterprises, and Corporate organizations.

We facilitate our customers and partners to achieve the extra-ordinary through innovative business solutions, emphasizing our main strengths in asset finance, trade finance, and a variety of other flexible personal banking solutions.

The ABC Bank Group has other operations besides banking. Our subsidiaries include ABC Capital, a stock brokerage firm and a member of the Nairobi Securities Exchange; and ABC Insurance, an insurance brokerage firm equally offering a wide range of insurance policies to meet varying market needs. ABC Capital Bank based in Uganda has also made a mark, especially with the SME sector, in that market.

Finally Ladies and gentlemen,

Join me in congratulating Fortune Sacco for making this partnership a reality.