

Reaching out for opportunities in the Diaspora

For Evans Ikinu Ngooro, settling in a foreign country had its challenges, but with his mind set on maximizing on the opportunities offered he knew he would be just fine.

Three years since he first landed in Afghanistan, he is happy that he tolerated the drastic climatic change and other challenges that come from being away from his family. Today, Ikinu is exploring opportunities he can grab on to better his life and that of his family, while he works abroad; and has already started seeing the benefits.

“I have an advantage of having my living expenses catered for by my employer, and this allows me to save well,” says Mr Ikinu. He therefore channels most of his income as savings to his bank account at ABC Bank, where he is able to accumulate the savings to a level that affords him to take advantage of an investment opportunity. That way he has bought properties in Kiambu, Kasarani and Gatundu, where he intends to develop bit by bit. He has also invested in farming activities in some of the land.

His latest business venture is a beauty shop in Nairobi, which his wife now operates. “I want to take advantage of the booming beauty industry in Kenya, and there is room for new innovative businesses to do well,” says the father of one, and soon expecting a second born.

Mr Ikinu who has banked with ABC Bank for the last three years values the security and customer service the bank offers him. His favourite products are money transfer and internet banking which provide him with a much valued convenience in his banking.

“ABC Bank offers a good package for anyone living in the Diaspora. You also have peace of mind that your savings are safe and growing,” says Mr Ikinu. He looks forward to working with the Bank to accomplish his investment and financial goals.

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says Mr Ikinu.

ABC Bank Head of Retail Banking Corline Amanda says the bank has various loan products that Diaspora customers can take advantage of, ranging from personal loans, mortgages to loans for construction and purchase of land among others. “ABC Bank is the right bank for you to assist in this process by offering you various financing solutions and bringing this dream into a reality,” says Ms Amanda. The bank has also expanded its money transfer channels and internet banking services to offer more convenience and value to customers, especially in the Diaspora.

Mr Ikinu’s aspiration is to see more companies come up in Kenya to employ more young people, and Kenyans owning the opportunities to grow the economy.

Former US Secretary of State Colin Powell once said, “A dream doesn’t become a reality through magic; it takes sweat, determination and hard work.” It is the same philosophy Mr Ikinu has embraced,



Evans Ikinu Ngooro
Diaspora Client, ABC BANK

Send or receive money from around the world for free with ABC M-Transfer.

ABC M-Transfer is a revolutionary money transfer service that allows you to send or receive money for FREE, from over 80 countries worldwide.

Logon to our website www.abcthebank.com to send money for free.

For more information : talk2us@abcthebank.com





I am always happy to share good news with you our customers, and some of our new products – our FREE international money transfer service 'ABC Money transfer' and new partnership with Al Dahab Exchange money transfer service – makes me excited to share the news. These new money transfer services go a long way into making ABC Bank a one stop financial services provider, while responding to the unique needs of our Diaspora customers. Read more about these products elsewhere in the newsletter.

It is our commitment at ABC Bank to be a customer centric bank, and so we continue to welcome your feedback on these products. This way we ensure they are at all times meeting your expectations 100 percent. We will continue to go into more partnerships that add value to our customers, as well as systems that enhance convenience for our customers, so watch this space.

We have also undertaken to provide you with more information about our various products. We are giving a special focus to our loan products, in a way that enables

you figure out how you can take advantage of these facilities to achieve your financial and investment goals. While we do this, you will however note that we may not be able to capture all the information you require in this newsletter, so please feel free to engage us and have your questions addressed through our various customer service channels. As usual you may channel your queries through talk2us@abcthebank.com.

Our Diaspora department is always energized to meet your specific needs, and we are always happy to hear about your experiences while banking with us. We appreciate the many customers who have shared their stories through this newsletter, and welcome you who have not shared to feel free to share your experiences.

As we move along you will find the newsletter becoming more interactive and broad to capture your diverse interests. We are so excited to be able to engage with you more!

Thank you for your continued support.

Have an informative read!

Enjoy the issue!

Group Managing Director

ABC Free Money Transfer is here!

ABC Bank has launched this innovative, first of its kind international money transfer service!

ABC M-Transfer, an award winning service will allow ABC Bank customers, from anywhere in the world, to send money FREE of charge, at the convenience of their offices, homes or while on the go. What is more, it is an online service – meaning customers can directly credit their bank accounts held with ABC Bank at competitive foreign exchange rates from over 80 countries, or collect cash from over 250,000 payout locations.

“This revolutionary product presents a new era in banking to our customers across the world, and we are ever so happy to be able to meet their most dire needs of offering a free money transfer service and through a flexible and convenient platform, online,” said ABC Bank Group Managing Director Mr Shamaz Savani.

A first in the region, this product will give immense value to millions of Kenyans burdened by high money transfer charges while they have to send money to their loved ones back home or abroad on regular basis. This innovative service will enable people send money easily and FREE OF CHARGE anywhere in the world.

How to send money for free using ABC M-Transfer:

Step 1: Register

- Log on to www.abcthebank.com and go to the ABC M-Transfer tab
- Follow the steps to create your user account on the system
- Your account will be activated and you will receive an SMS and email notification with your member ID and password

Step 2: Send Money Online

- Log in to ABC Bank's website www.abcthebank.com using your member ID and password (or physically go into a branch)
- Enter your transfer details on the online system or over the counter at any of our branches countrywide
- You will receive an SMS and email confirming details of the remittance transaction

Step 3: Receive Money

- You will receive an SMS and email notifying you that you have received money and your account has been credited

Benefits:-

- Free transfers
- Fast global online transfers
- Open to both account holders

For more information, write to us on talk2us@abcthebank.com



ABC Vision's Q & A with Ann Wanja, Manager, Diaspora Banking

ABC Bank loans, enabling you achieve your investment goals

What kinds of loan products does ABC Bank offer?

The bank offers a variety of loans – for both individuals and businesses. We have personal loans, mortgages, construction loans, loans for land purchase, and salary advances.

Who qualifies for personal loans?

We advance this facility to salaried individuals. Repayment is on check-off basis. The employee must earn not less than Kshs 30,000 per month and must have banked with ABC Bank for not less than one month. For companies, the bank reviews against set flexible guidelines.

Many Kenyans in the Diaspora are interested in buying land in Kenya, how does ABC Bank assist them to do that?

The bank has partnered with reputable land agents who offer a good mix of viable properties across the country, and this information is shared to our Diaspora customers through the customer service team or even in this newsletter. This helps our Diaspora customers deal with the challenge of having to move around to find good land on sale. Our customers can however approach us for finance of land of their choice, not necessarily for the selection we give them.

Who qualifies for loans for purchase of land?

These loans are for both individuals and companies who wish to acquire plots for present or future development. The development can either be residential or commercial. Any of our customers qualify for this loan, necessarily they provide us with several documents including: 6 months recent bank statements, 3 months current pay slip and evidence of their 30% contribution to the land purchase (as the bank finances 70 per cent). We also give you our list of approved valuers to conduct a professional valuation of the land, among other documents as you fill the application form.

What do you think makes ABC Bank mortgages more attractive?

I believe that the bank has taken all necessary measures to offer the best terms to our customers who have dreams of owning property in Kenya. The bank partners with you to assist in this process by offering you various financing solutions and bringing this dream into a reality.

The bank finances 70 per cent of the property purchase price and the loan is self secured by property charge over financed property. We also allow you a repayment period of up to 10 years.

What are construction loans?

These are loans tailor-made for clients wishing to develop property for residential or commercial use. The bank gives 70 per cent financing for the construction cost and the repayment period is determined by construction period and repayment capacity. The loan is self secured by legal charge over property to be developed and all future developments.

How do I start a loan application process?

To start the application process, or get more details about the specific loan products, please write to us on talk2us@abcthebank.com or diaspora@abcthebank.com. A customer service representative is waiting to serve you.



TEXT CAPTION HERE

You are the reason we came to work today!

ABC Bank continues to upgrade its communication channels, in order to deliver superior customer service to its customers whenever they are across the globe. Our Instant Chat service serves multiple of customers on daily basis, having their queries addressed instantly, and enabling them to experience stress-free banking with ABC Bank. Customers can access the Instant Chat through our website www.abcthebank.com. Other customer service channels include: Email, Facebook, Twitter and Telephone. The Bank has a dedicated staff waiting to respond to all customer queries.

TALK TO US TODAY VIA:

Email: talk2us@abcthebank.com

Facebook: www.facebook.com/abcthebank

Twitter: www.twitter.com/ABCBankKenya

Website: www.abcthebank.com

Telephone: +254 (20) 4263000



ABC Bank launches new Al Dahab Exchange Money Transfer Service

In a bid to be a one-stop financial services provider to its clients, ABC Bank has partnered with Al Dahab Exchange, to serve its large number of clients wishing to send money to Kenya by providing them both M-Pesa and RTGS services. This service, known as Al Dahab Money Exchange, is a welcome addition to ABC Bank's product portfolio to the bank's Diaspora customers.

Al Dahab Exchange is a money transfer company whose head office is in Dubai; with over 24,000 outlets worldwide, an average remittance amount of USD2,000 and a monthly flow of about 3,000 transactions to East Africa. This service will cater for ABC Bank clients in the Diaspora, mainly in the Middle East countries, who are constantly on the lookout for cheap, convenient and fast money transfer services.

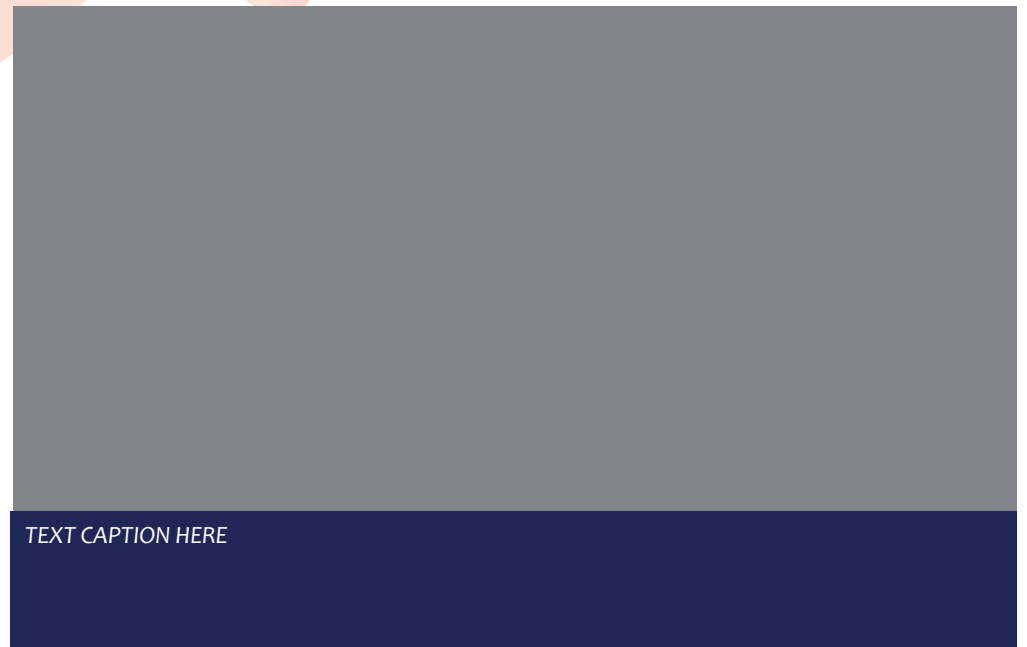
Al Dahab is also useful for clients who may need funds sent to them while out of the country.

The bank also offers four other Money Transfer Services (MTS) within its branch network: Western Union, Euro Net Worldwide, Instant Cash and M-Pesa (i.e. retail M-Pesa, super agency, bulk M-Pesa and pay bill).

"This new partnership places ABC Bank as a Money Transfer Services (MTS) center of choice in the region," said ABC Bank Group Chief Executive Officer Mr Deviinder Gupta. "Our customers will also benefit from lower transactional costs. It also favours small ticket remittances into Kenya."



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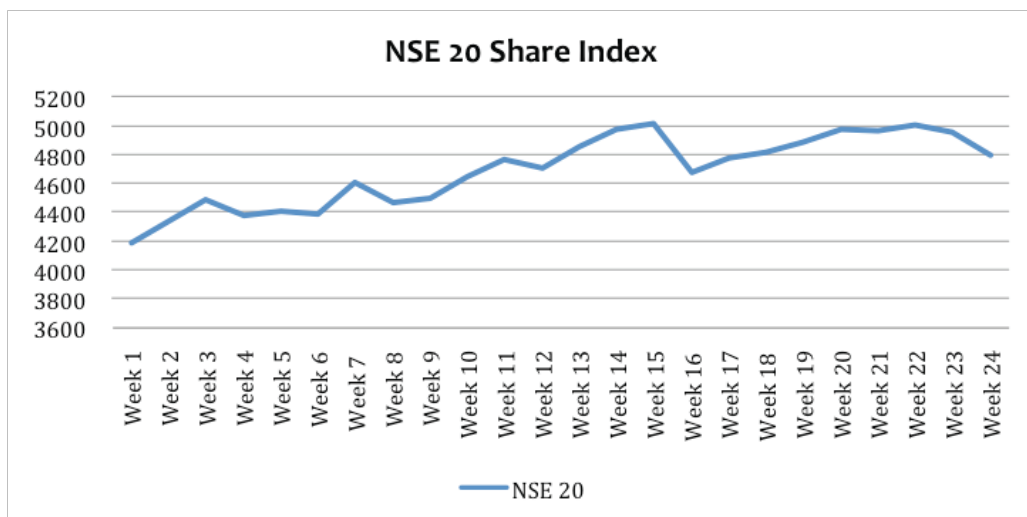


NSE overview in the month of June 2013

By Patrick Ngugi

The first twenty four weeks of the year has witnessed the Nairobi Securities Exchange (NSE) continue with its steady growth trajectory, even though there are volatilities which presents opportunities to investors to capitalize on 'trading activities'. These include opportunities to lock in capital gains and re-entry into the counters at fair value prices.

Year to date investor wealth (market capitalization) rose by 30.7% to Kshs1.62 trillion as at 19th June 2013, with the NSE 20 Share index and the Nairobi All Share index gaining 13 percent and 25 percent respectively.



NSE overview in the month of June 2013

Source: ABCC analysis

During the month, Kenya's Cabinet Secretary in charge of National Treasury presented the first budget under a new government that seeks to spend Kshs 1.64 trillion for the financial year 2013/2014.

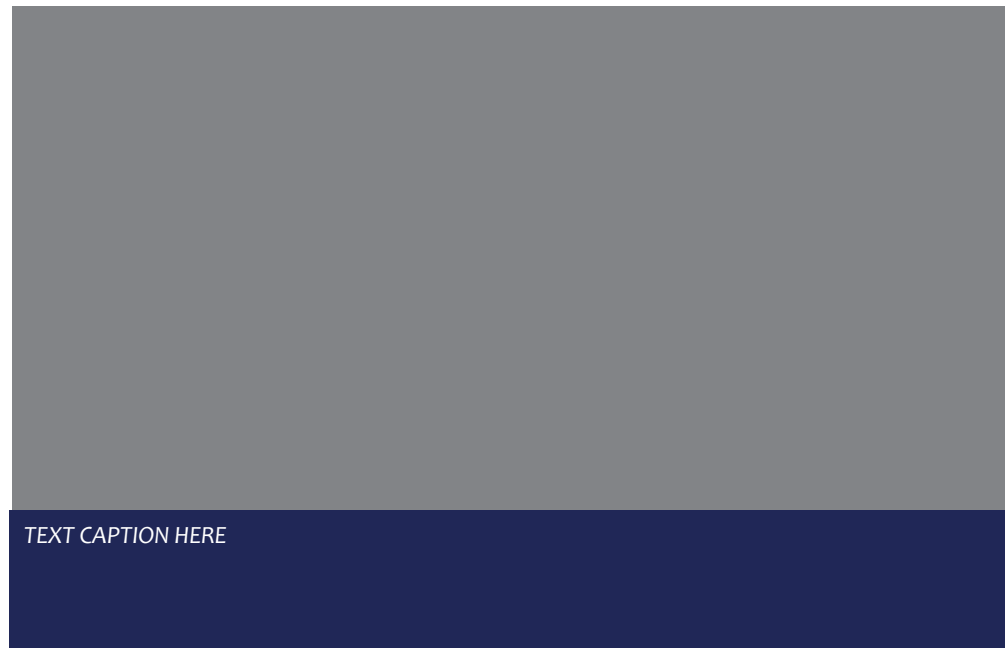
The budget proposal illustrated priority areas such as two-track standard gauge railway from Mombasa to Kisumu, construction of the first three berths of the 32 berth Lamu Port, phased implementation of the free laptop program for class one pupils, free maternal health among others. However, total revenues to be collect stood at Kshs 1.03 trillion.

To bridge the budget gap, a raft of proposal where laid down among them being the re-introduction of the VAT bill as well as the capital gain. Introduction of a Withholding Tax on winnings from gaming and betting, mapping out of residential and commercial building with bring landlords into the tax ambit.

Other proposed amends to the Capital markets include:

- Amend law to encourage REITS (development and income and other capital market products and services)
- Amend capital markets act to provide issuance of regional fixed income securities. (Persons licensed by other EAC regulators tried as equal in local market)
- Amend the act to redefine insider trading and identify a range of the most common market manipulation

For questions or comments write to Patrick.ngugi@abccapital.co.ke



INVESTMENT OPPORTUNITIES



PROPERTY INVESTMENTS



Kisaju Town Plots

100 meters from tarmac
50x100(1/8 acre) size
Titles deeds: Ready

KSH 850,000



JUJA - 65 Acres For Sale

2kms from Thika Super Highway along Juja Farm Road.
Ideal For Housing development, universities, hospitals, sub-
division, saccos
one freehold title

**Price Kshs: 13M per acre
(negotiable)**



Kisaju 5 acre

Kisaju 5 acre on tarmac
Prime for development
Title deed: ready
Price : On Application



Kitengela-Milimani (1/8 acre, 50* 100 feet in size)

This is one of the most prime areas in Kitengela. It is an upper-middle class area with controlled development. The area is well serviced with good access roads, water and electricity at Site. We are offering the plots (1/8 acre, 50* 100 feet in size) at a discounted price of

Kshs 1.5M

Title Deeds Ready



Syokimau (1/4 acre & 1/8 acre)

We have plots for sale in prime areas in Syokimau. Just 1.6Km from Mombasa road behind Kangarooz Restaurant. Our prices are reasonable to ensure affordability to all and the areas are well serviced with good access roads, water and electricity at site.

Call or Visit our offices for viewing arrangements.

PRICING:

Size: 50 ft by 100 ft (a 1/8 acre) - Price: Kshs 2.2 M

Size: 100 ft by 100 ft (a 1/4 acre) Price: Kshs 4.5 M

Title Deeds Ready.



Kisaju - Project 2

Kisaju - Project 2

This is one of the most prime areas in Kisaju. It is next to New Catholic University which is an upcoming university. Development on the university has already begun and a fence has already been put up.

The area is only 2 kms from the main road and Jamii Bora is well visible from the plot. We are offering the plots

(1/8 acre, 50* 100 feet in size).

Size: 50 X 100 (1/8 Acre)

Price: Kshs 450,000



Customer Feedback



Q1: I just wanted to confirm; will I be able to send money to Kenyan banks through ABC M-transfer or I can only do that internationally.

Thank you for writing to us. Yes you can send money from your ABC Bank account to any other bank in Kenya and other countries as well. Thanks again for writing to us

Kind Regards, Rosemary Kiboro – Officer Quality Service

Q2. Thank you for the ABC M-Transfer information. I am an account holder at ABC Bank currently in the Diaspora. Can I make a transfer online to a different bank in Kenya from your bank without filling out the forms and scanning them to you?

Thank you for writing to us. Yes you can make funds transfers online without having to visit the branch or filing forms. After the process, you will receive an SMS and email confirming details of the remittance transaction. Thanks again and have a nice day.

Kind Regards, Rosemary Kiboro – Officer Quality Service



Q3. Hi ABC Bank; I want to transfer funds from one US Dollars to another US Dollars account, are there any charges?

Thank you for writing to us. Yes it is free to transfer money from one Dollar account to another within the bank. Thank you so much for banking with us.

Kind Regards, Rosemary Kiboro – Officer Quality Service

Q4. Hi, how do I check balance of my account?

I would also suggest that you apply for Internet Banking. With this service you will be able to view and monitor your balances any time. I look forward to hearing from you, and assisting you through the process. Thank you so much for banking with us.

Kind Regards, Rosemary Kiboro – Officer Quality Service

Q5. I would like to apply for a loan, and use my salary and the business I am establishing with the loan as the sources of repayment? I also want to enquire if you have Islamic finance products?

Thanks for writing to us. Yes you can get this loan, but we will require you to provide us with security. We will also need to establish repayment ability. As for your second question, at the moment the bank has no Sharia compliant products. Our Taiseer account however is a product suited to our Muslim clients because the account does not have charges nor does it receive interests. We will be happy to



send you details of the account, if you let us know.

Thanks once more.

Kind Regards, Rosemary Kiboro – Officer Quality Service

Q6. I need my bank statement stamped although I am not in Kenya. Can I send someone?

Thank you for writing to us. Yes you can, although we will need to do some validation. We will send you an authorization form for your signature, to enable us process the statement for you, as well as ask you a few authentication questions. We will also require a copy of your national identify card or valid passport, and details of the person you will send.

Thank you once more for banking with us.

Kind Regards, Rosemary Kiboro – Officer Quality Service



**You are the reason
we came to work today.**

Dear Customer,
Are you in Kenya or in any other country in the world? No matter where you are, you can now easily send us your complaints, compliments and queries. We are all ears on:

Email  talk2us@abcthebank.com

Facebook  www.facebook.com/abcthebank

Twitter  [@abcbankkenya](https://twitter.com/abcbankkenya)

Chat  www.abcthebank.com

Phone  [+254 \(20\) 4263000](tel:+254(20)4263000)