

Cleaning company with many victories

Business ideas are born from different places. For Charles Were it was a realization that Meru town did not have any significant cleaning companies.

On seeing this opportunity, Mr Were registered Victoria Cleaning Services. Today the company specializes in refuse collection, cleaning and gardening. "I saw a niche and decided to offer a solution, and ABC Bank was there for me at the right time."

The business is now well established in the cleaning business sector with various corporate and government contracts. They are currently servicing contracts awarded to them by such organizations as Kenya Power and Lightening Company (KPLC), Telkom Kenya, Postal Corporation, Kengen, National Hospital Insurance Fund (NHIF), ABC Bank among other big corporate organizations and SMEs in Kenya.

Mr Were has a wide range of experience in the industry having previously worked as a supervisor of Danmark Cleaning Services



Charles Were the founder of Victoria Cleaning Services, at his offices in Meru town.

"ABC bank facilitated me with the bid bond and saw me through hence securing my first major project that opened doors for my business," says Mr Were.

before venturing out to establish his own business. The company currently employs well over 600 employees spread across the country. "It gives me great satisfaction to play a part in nation building by providing job opportunities," says Mr Were.

However, it has not been an easy ride for him. Several years back when he started Victoria Cleaning Services, his first client was ABC Bank and after months of good service he won a tender with KPLC. "ABC Bank facilitated me with the bid bond and saw me through, hence securing my first major project that opened doors for my business," says Mr Were.

With more and more contracts coming through, ABC Bank partnered with Mr Were's company, helping it expand throughout the country. The business has differentiated itself amongst peers by offering tailor-made solutions with positive testimonials across the various corporate clients it serves.

He proceeds, "In the cleaning business, consistent attention to detail sells. This has been my drive. My relationship manager and ABC Bank Meru Branch as a whole have always been responsive to my enquiries. This relationship has been pivotal to Victoria Cleaning Services' success," he says. Mr Were can only look forward to more business opportunities as ABC Bank continues to support him.

Our Partners



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Developing Afrika Limited invites ABC Bank customers to purchase 1/8 acre residential plots in Juja, 2Km from Thika super Highway at Sunset Park Estate



A project of DEVELOPING AFRIKA LIMITED

Terms and conditions apply



Easy Financing terms of 14.9% p.a. available

Land purchase rates financing upto 70%

	AMOUNT	1,330,000
2 YEARS LOAN	INTEREST RATE	14.9%
	PERIOD(YEARS)	2
	MONTHLY INSTALLMENT	64,424
3 YEARS LOAN	AMOUNT	1,330,000
	INTEREST RATE	14.9%
	PERIOD(YEARS)	2
	MONTHLY INSTALLMENT	46,040

Paying cash? Terms & Conditions apply
Contact us to claim your special discount today



Contact Us:
Paul Gatonye 0773 480 373 / Joakim Muiri 0721 546 723
or talk2us@abcthebank.com

In this Issue



New Money Transfer Services launched!
ABC Bank launches two new money transfers, ABC M-Transfer and Al Dahab Money Transfer.



ABC Bank scoops three banking awards
ABC Bank was feted at the Annual Banking Awards 2013.



No security required for ABC Bank bid bonds
ABC Bank has waived the requirement for cash margin or any other collateral, on its Bid Bonds.



ABC Bank and Unaitas Sacco partner
The partnership will see the Bank open current accounts for the Sacco members.



At ABC Bank, we are always happy to share good news with you, our customer! And in this issue we inform you of the launch of two products I am sure you will enjoy enormously.

Our very own FREE international money transfer 'ABC M-Transfer' is already creating excitement in the market, and our partner-

ship with Al Dahab Exchange Money Transfer not only expands our Money Transfer Services (MTS) offering, but also increases convenience to you by allowing your beneficiaries to receive the funds you send to them locally through M-Pesa and RTGS. Read more about these and more new products inside 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 fully. 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. Our Product Focus page serves this purpose; and in this issue we have focused on our Custodial and Financial services, 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 Customer Service 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 do so.

As we move along you will find the newsletter becoming more interactive and broad to capture your diverse interests. We look forward to engaging with you more!

Thank you for your continued support.

Have an informative read!

Shamaz
Group Managing Director



ABC Bank Chairman Mr Ashraf Savani (left) shakes hands with his Unaitas Sacco Society counterpart Mr Joseph Ngaai soon after unveiling a financial partnership between the two institutions, that will allow the Sacco customers to open current accounts with ABC Bank, and receive cheque books and cheque clearing among other services from the bank.



ABC Bank's Kisumu Branch Manager Erick Kisaka (in suit) presents a cheque of Kshs 25,000 to Sister Helen Pius the Principal of Madiany Special School for Mentally Handicapped in Siaya. The funds went into assisting the school alleviate a water problem, by constructing water tanks to store water.



Mr Peter Kinyanjui the ABC Bank General Manager, Group Business Development (left) receives the Best Bank in Technology Use (1st runner up) award the bank won at the Annual Banking Awards, from Mr David Kabeberi, a Partner at PKF Consulting Limited. The bank also won Fastest Growing Bank (2nd runner up) and Best Bank in Product Innovation (2nd runner up) awards.



ABC Bank Group Managing Director Mr Shamaz Savani (3rd left) shares a light moment with the bank's staff during the launch of its internal change programme aimed at delivering innovative, unparalleled services to its customers. The event was held at Crowne Plaza, Nairobi on 8th June 2013.

Kenya's first Free Money Transfer is here!

ABC Bank has launched a first of its kind free 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, from the convenience of their offices, homes or while on the go. What's 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 ushers in a new era in banking to our customers across the world. We are ever so happy to be able to meet their most critical need by offering a free money transfer service and through a flexible and convenient platform, online,” said ABC Bank Group Chief Executive Officer, Mr Deviinder Gupta.

A first in the region, this product will give immense value to millions of Kenyans burdened by high money transfer charges when they have to send money to their loved ones back home or abroad.

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 on 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 and non account holders

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

Did you Know?

That you can interact with us through the ABC Bank social media pages on Facebook and Twitter?

Log on to our pages on Facebook: www.facebook.com/abcthebank and Twitter: www.twitter.com/ABCBankKenya and let's get talking.

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

Terms & Conditions apply



ABC Bank scoops three banking awards

ABC Bank was feted at the Annual Banking Awards 2013, winning three awards at the annual event held on 30th April.

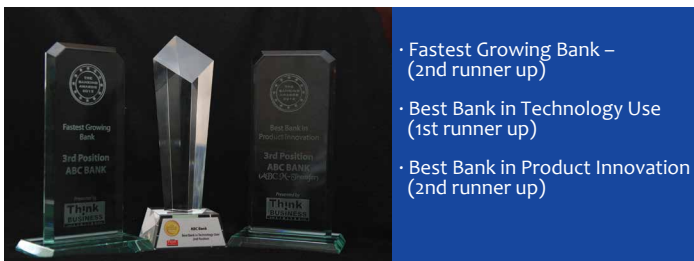
ABC Bank scooped awards in Fastest Growing Bank (2nd runner up), Best Bank in Technology Use (1st runner up) and Best Bank in Product Innovation (2nd runner up) categories.

“These great wins are a testament that we are moving from ordinary to extraordinary,” said ABC Bank Group Managing Director Mr Shamaz Savani. “They are an encouragement to continue putting our best foot forward in everything that we do.”

For the Technology Use award, ABC Bank was recognized for its upgraded internet banking platform which is one of the most secure platforms available in the market, is user friendly, offering increased functionality to customers and allowing them to carry out transactions in real time. The bank has also adopted a modern Customer Relationship Management (CRM) system, that includes an online chat system which allows customers to engage with an ABC Bank customer relationship officer via webchat and have their concerns handled speedily.

The Product Innovation award recognized the bank’s revolutionary international money transfer service among other product innovations within the bank.

“It gives me great satisfaction to see the strides that we continue to make in various aspects of our business,” said Mr Savani as he emphasized that the Bank will aim at launching more innovative products and services. “We thank our customers for their continued loyalty and support.”



- Fastest Growing Bank – (2nd runner up)
- Best Bank in Technology Use (1st runner up)
- Best Bank in Product Innovation (2nd runner up)

ABC Bank and Unaitas Sacco partner to offer more services

ABC Bank has entered into a partnership with Unaitas Sacco Society Limited – one of Kenya’s largest Saccos with over 140,000 members across the country – which will see the Bank open current accounts for the Sacco members.

This is part of the Bank’s roll out of financial services to Savings and Cooperative Societies (Saccos) and Microfinance Institutions (MFIs), to grow their capacity and facilitate them to offer more services to their customers.

Under the arrangement ABC Bank has been appointed an agent for Unaitas, allowing the Sacco members access to the national payment system. The Sacco members will therefore be issued with cheque books, and will receive cheque processing services from ABC Bank, meaning they can transact using cheques, which would otherwise not have been possible due to legal constraints restraining Saccos from running clearing houses.

“This solution fits in ABC Bank’s focus of offering complete and undisputed financial solutions to our customers, whether individual, Small and Medium Enterprises (SMEs) or corporate,” said Shamaz Savani the Group Managing Director of ABC Bank. “ABC Bank views Saccos and MFIs not as competition, but as partners, hence the reason for this partnership in which the bank seeks to provide Unaitas with a platform that allows it to optimize its input in the economy.”

The partnerships allow Saccos and MFIs to extend more critical financial services to its customers across the country, therefore giving Micro and Small and Medium Enterprises (MSMEs) access to the opportunities arising from the devolved government. Other services offered under the agreement include trade finance services, treasury management services, apex financing and co-financing, agency banking, capital loans and tech loans, and the offering of local and international remittance services among other specially designed financial solutions.

“As ABC Bank we seek to give this sector an advantage to best achieve their business goals, and to their customers to experience financial services that are seamless, convenient and complete,” said Mr Savani.

Need a Bid Bond? No cash margin required!

In an effort to offer greater flexibility to its customers, ABC Bank has waived the requirement for cash margin or any other collateral, on its Bid Bonds.

This means that customers will not be required to offer any security as a condition to acquire a bid bond. The bank will offer customers, bonds ranging between KSh 5,000 to KSh 2 million, at competitive and affordable pricing.

Bid Bonds are a form of guarantee issued by the bank to various clients. They are instruments used by our customers as an expression of interest in the jobs they tender for with various governmental and Non-governmental bodies also known as Employer.

Bid bonds have become a very important product for many companies, small and big, trading in the Kenyan market.

ABC Bank offers Bid Bond facilities to individuals, Small and Medium Enterprises (SMEs) and corporate organizations. The facility ensures that on acceptance of its bid, a company can proceed with delivery as per terms of the contract supplied by the company issuing the tender. A performance bond is subsequently issued subject to security and other terms of the contract.

To reach our Supply Chain Financing team, write to talk2us@abcthebank.com

You can invest in the NSE through ABC Bank

ABC Vision's Q&A with Amanda Corline, Head of Retail Banking

What is this service about?

ABC Bank Custodial and Financial Services is an ideal partner in your journey towards your investment goals at the Nairobi Securities Exchange (NSE). We assist you invest and get good returns from your investments in the stock market. Our highly knowledgeable dealers guide you to identify and maximize on opportunities while minimizing risks.

What is a CDS account?

CDS stands for Central Depository System. This is a computer system operated by The Central Depository and Settlement Corporation (CDSC) that facilitates holding of shares in electronic accounts opened by shareholders, and manages the process of transferring shares traded at the Securities Exchange.

What are the benefits of owning shares?

There are many benefits including:

- It is a source of profits; by buying at low prices and selling at high prices;
- A guarantor for borrowing loans from Cooperative Societies and Banks;
- A way of saving your money for the future;
- It is an easy and quick asset to buy and sell;
- A new business activity that is beneficial in many ways
- Increase your financial activity and economic growth.

How does one start trading with ABC Bank?

You need to register your CDS account with ABC Bank, which is free. You do this by filling a CDS account opening form, attaching a copy of your ID or Passport, and two passport size photos, and then send these to talk2us@abcthebank.com. Our customer service team will assist and take you through the process. The forms can be downloaded from our website www.abcthebank.com.

How does one start buying and selling shares?

To get started you need to fill the Share Trading Order Form, Funds Transfer Form and Indemnity Form and forward to us via talk2us@abcthebank.com. Find these forms on our website.

Is there a limit to how much one can invest?

There is no limit as to how much you can invest. An ABC Bank dedicated dealer/account manager is assigned to you and always advises you on the best investment options.

How do I go about trading while I am not in Kenya?

The best news for our customers is that you can enjoy all these services from the comfort of your house or office, wherever you are in the world. This means you can open a CDS account, buy and sell shares, transfer from another stock broker or investment bank to ABC Bank or immobilize your share certificates, simply by filling the necessary forms, and sending us the instructions through email. To get started, all you need is contact us.

ABC Bank launches Al Dahab Money Transfer Service

ABC Bank has partnered with Al Dahab Exchange, to serve our large number of clients wishing to send money to and from Kenya by providing them with an international Money Transfer Service (MTS) that allows beneficiaries to receive funds locally through M-Pesa or RTGS. This means that beneficiaries do not have to visit ABC Bank branches to collect their cash as with other money transfer services. The new service, known as Al Dahab Money Exchange, is a welcome addition to ABC Bank's product portfolio.

Al Dahab Exchange is a money transfer company whose head office is in Dubai; with over 24,000 outlets worldwide. This service will cater for ABC Bank clients in Kenya and the Diaspora, mainly in the Middle East, who are constantly on the lookout for affordable, convenient and fast money transfer services.

The bank also offers four other Money Transfer Services 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 center of choice in the region," said ABC Bank Head of Retail Banking Ms Amanda Corline. "Our customers will benefit from lower transactional costs."

www.abcthebank.com

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We welcome you to enjoy the best value from our Personal Current Account - Taiseer.



The ABC Bank Taiseer Account is a cost efficient account that allows you to carry out your day to day transactions hassle free via your ATM card & cheque book.

Talk to us today for more information on what Taiseer can do for you.

Karibu ABC Bank!



talk2us@abcthebank.com



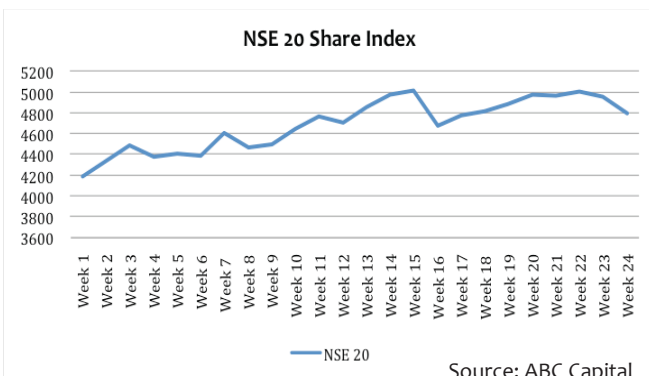
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NSE overview in the month of June 2013

By Patrick Ngugi

The first twenty four weeks of the year have seen the Nairobi Securities Exchange (NSE) continue with its steady growth trajectory, even though there are volatilities which present 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

During the month of June, Kenya's Cabinet Secretary in charge of the 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 a 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 and free maternal health among others. However, total revenues to be collected stood at Kshs 1.03 trillion.

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

Other proposed amends to the Capital markets include:

- Amend law to encourage REITS (development of real estate capital market products and services).
- Amend capital markets act to provide issuance of regional fixed income securities.
- Amend the act to redefine insider trading and identify a range of the most common market manipulation tactics.

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



Our Locations:-

ABC Bank - Kenya

Head Office	ABC Bank House, Woodvale Grove, Westlands
Koinange Street Branch	Koinange Street, Nairobi
Westlands Branch	ABC Bank House, Woodvale Grove, Westlands
Libra House Branch	Libra House, Mombasa Road
Industrial Area Branch	ABC Bank Building, Dar es Salaam Road

Mombasa Branch	Shariff Nasser Investment Building, Moi Avenue
Nakuru Branch	Saifee House, Kenyatta Avenue, Nakuru
Eldoret Branch	Zul Arcade, Oginga Odinga Road, Eldoret
Meru Branch	Moi Avenue, Meru
Kisumu Branch	Jubilee House, Oginga Odinga Road, Kisumu
Lamu Branch	Sea front, Lamu

ABC Capital Ltd. 5th Floor, IPS Building, Kimathi Street, Nairobi

ABC Insurance Brokers Ltd. 3rd Floor, ABC Bank House, Woodvale Grove

ABC Capital Bank Ltd. - Uganda

Pilkington Road Branch	Plot 4, Pilkington Road, Kampala
Luwum Street Branch	1st Floor, Avemar Shopping Center, Kampala

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