

THE ABC VISION

October - December 2011, Issue No. 1



Your messages give us strength to press on,
Dorothy Nyong'o, Director,
African Cancer Foundation

Ever since Medical Services minister, Prof Anyang' Nyong'o announced to the public that he had been diagnosed with prostate cancer, his story has been extensively covered by both local and international media. The ABC Vision recently paid the Nyong'o family a visit to see how they are fairing on and had a conversation with Dorothy, the minister's wife, who explained how his diagnosis and treatment has changed their lives. "We have learnt to support one another more than ever, spend quality time together, pray constantly and adopt healthy lifestyles," says Dorothy. Nothing exemplifies their closeness more than her decision to stay with him in the US between December 9, 2010 and March 4, 2011 as Prof. Nyong'o was undergoing treatment.

It is on their return from the US that it dawned on them that they had a lot to offer to society. Besides the absence of a support system, there was no organization that, for instance, could conduct research and provide information on cancer prevention, early diagnosis, treatment and support in Africa. This saw them set up the African Cancer Foundation (ACF), which was launched in August in Nairobi with ABC Bank not only one of its key sponsors, but also its banker. "Through the Foundation, we aspire to provide access to affordable and effective early diagnosis, treatment and support in Africa by helping to establish comprehensive cancer centres across the continent," says Dorothy, a member of the ACF Board of Directors.

Being in Africa where illnesses of senior government officials are treated as State secrets, Dorothy explains that their decision to make public Prof Nyong'o's condition through his column in The Standard newspapers was aimed at more than making news. "We strongly believed that there must be thousands of other men who could benefit from the information and lives could be saved," she says.

The response to the ACF launch from the public has been overwhelming. Dorothy says people from all walks of life, local and international, have been calling, sending emails and some have visited them. "We feel humbled because some have just called or sent an email to share their experiences with us. It gives us strength to press on," she says. She singles out Rose Nasimiyu Wegesa, a nine-year old girl battling with cancer, who she says has given hope to thousands of people with her words of courage and hope. As we come to the end of our conversation, Dorothy sends one message to Kenyans: "Cancer is not a death sentence. If detected early, it is curable."

Want to help? Visit www.africacancerfoundation.org



The Nyong'o Family
From Left to Right: Zawadi, Anyang', Dorothy, Lupita, Esperanza, Junior

Tips To Help You and Your Loved Ones Deal With Cancer

- Be open with your fears and anxieties about the disease
- Assist the patient in treatment decisions
- Provide a comfortable environment for the patient
- Maintain a balance for yourself
- Don't be afraid to seek the support of others

Source:
National Foundation For Cancer Research, USA.
www.nfcr.org

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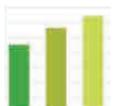
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It's not all gloom
and doom



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Tab II





Welcome to this quarter's issue of the ABC Vision. The newsletter provides a channel to interact with you more closely. Through the newsletter, we will be sharing with you what's new, bringing you up to speed on our plans for the future and actively soliciting your feedback on how we can serve you better. It will also be a great channel for

customers to share news and

special offers with other customers. Feel free to drop us a line at marketing@abcthebank.com or on our facebook page www.facebook.com/abcthebank to find out how you can participate.

This issue comes shortly after we published our half-year results for 2011. Key highlights of this include a 29 per cent growth in our gross profit to Sh225 million for the six months to June 30 up from Sh174 million in June last year. We are grateful for your continued support even in these tough economic times.

As part of our evolution, we are determined to keep working harder to improve our systems and processes so that we can serve you even better. This calls for ambitious improvements in efficiency, and innovation which will enable us develop products and services to facilitate you to meet your goals and objectives. We have a number of new products in various stages of roll out. These products have been developed in close consultation with customers and other stakeholders, to ensure that we provide appropriate solutions to your financial needs.

We are laying the foundation by upgrading our Finacle core banking system and implementing an organization-wide change management strategy. This strategy also requires the strengthening of our human resource capabilities which we are actively doing.

Because we are big on partnerships we believe that working together, we will achieve our goals and objectives.

Happy reading!

Group Managing Director



Medical Services Minister Prof. Nyong'o (5th right) and his wife, Dorothy, (4th right) with ABC Bank staff led by Amanda Corline, Head of Retail Banking (middle) and Head of Finance, Geoffrey Nyambane (4th left) during the launch of the Africa Cancer Foundation at the Laico Regency, Nairobi.



ABC Group Managing Director, Mr. Shamaz Savani presents a cheque to the LSK CEO and Secretary Mr. Apollo Mboya at the ABC Bank Head Office. ABC Group sponsored the LSK Annual Conference held on the 18th -19th of August 2011 at the Leisure Lodge Resort Mombasa.



Young customers play at the Annual ABC Youngstar Fun Day held recently at the Village Market, Nairobi. The event is held annually for all members of the ABC Youngstar Club

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Joseph Sawe of ABC Bank Eldoret Branch presents a golf club to Emily Kemboi for winning the Women's Longest Drive Prize at the ABC Group Golf Day on September 3, 2011 at the Eldoret Golf Club.

ABC Bank Sponsors Lawyer's Biggest Event

In line with its objective of becoming a premier financial services provider for the country's professionals, ABC Bank sponsored the Law Society of Kenya Annual Conference.

The conference, which was held at the Leisure Lodge & Golf Resort, Mombasa, is the biggest event on LSK's annual calendar.

"We seek a long-term relationship with ABC Bank," LSK Chief Executive Officer and Secretary, Apollo Mboya, said after receiving a Sh250,000 sponsorship cheque from Group MD, Mr Shamaz Savani, at the ABC Bank head office, Nairobi.

This year's event attracted about 700 participants who included high ranking officials from the Judiciary, State Law Office, diplomatic missions, Parliament, non-governmental organizations and corporate heads.



Jane Nyawira of ABC Bank addresses delegates at the LSK Conference in Mombasa on August 18th-19th 2011.



Teeing off: Kavi Shah, 14, emerged the winner at the Eldoret Golf Club on September 3, 2011.

The ABC Group Golf Day

Over 70 golfers congregated at the Eldoret Golf Club on September 3, 2011 for the fifth annual ABC Group Golf Day.

Handicap 16 player Kavi Shah posted 42 stableford points to emerge the overall winner of the event at the nine-hole golf course. The 14 year-old beat his closest opponent Kamal Shah, a handicap 12 player, by four shots to relegate him to a runners-up position on 38 points.

"I feel great after winning, especially with a tough field like today's. I thank the ABC Group for the continued sponsorship of the tournament," said Kavi as he accepted his prize.

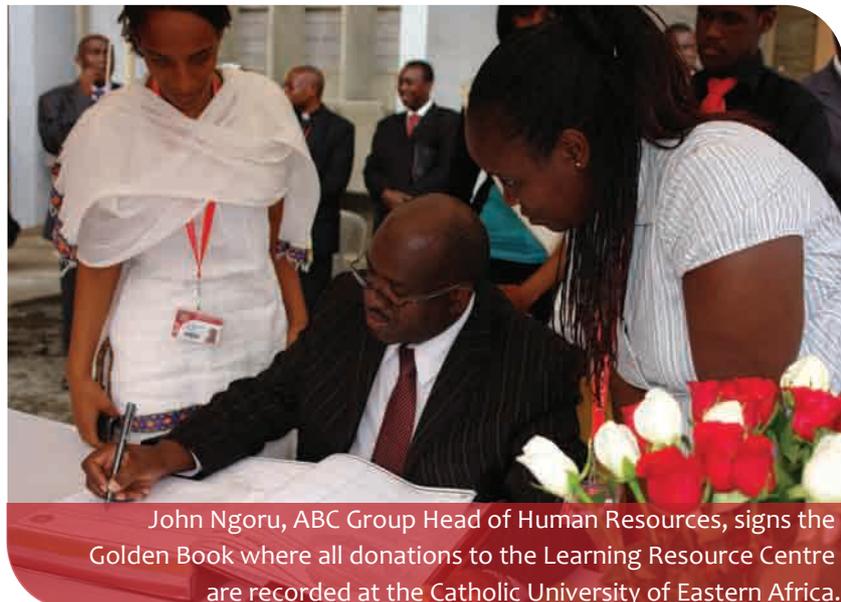
Eldoret hosts one of the Group's two branches in the expansive province, with the other located in Nakuru.

ABC gives a helping hand to Catholic University project

In yet another indicator of its commitment to the development of the education sector in the region, ABC Group is supporting the building of a learning resource centre at the Catholic University of Eastern Africa (CUEA). The Group has given Kshs. 500,000 towards the construction of the centre, which will enable the university achieve excellence in research and learning for its students as well as promote its community service within the Eastern African region and beyond.

"We are grateful to ABC Bank for the support, which is a sign of the good partnership between us and our shared desire to support education development and nurturing of dreams of our young people in the region," said Himan Beyene of CUEA. The sponsorship is in line with one of the Group's key corporate social responsibility focus areas: education.

The project will not only benefit the CUEA fraternity, but also the larger society. Once open, it will allow members of the community, especially those from the neighbouring Kibera slums whose children will have access to the library section of the centre. Its doors will also be open to students from nearby institutions of learning.



John Ngoru, ABC Group Head of Human Resources, signs the Golden Book where all donations to the Learning Resource Centre are recorded at the Catholic University of Eastern Africa.

Half Year Results

ABC Group released its financial results for the six months ending June 30, 2011.

Key highlights:-

- A 26 per cent growth in profit after tax to Sh153 million this year up from Sh121 million on June 30, 2010.
- A 38 per cent growth in customer deposits to Sh9.8 billion up from Sh7.1 billion in the first half of 2010.
- A 76 per cent drop in net non-performing loans (NPL) to Sh42 million down from Sh173 million reported in 2010. This represents 0.7 per cent of the gross loan book.



Common pitfalls to avoid when buying Motor Insurance

*By Joan Akoya, Head of Finance, Administration & Claims
ABC Insurance Brokers Ltd*

- 1) Under-insurance: You may be exposed to risk and may not be fully compensated for the loss.
- 2) Taking a third party insurance instead of comprehensive insurance: In case your vehicle is badly damaged or stolen, you will not be compensated.
- 3) Failure to transfer the logbook into your name on purchase of the vehicle: You will experience problems if the vehicle is a write-off since payment will be paid to the owner as per the logbook.
- 4) Failure to purchase extras like motor rescue services: In case of common motoring challenges like flat tyres or accidents, road rescue services come in handy, saving motorists the frustration of addressing these issues on their own.
- 5) Failure to pay premiums upfront as required by law: In case of a claim, the insurance company could decline to compensate or honour your cover.



Our Economy: It's not all gloom and doom

Even as Kenya's economy faces many challenges -high food and fuel prices, a volatile shilling and rising inflation, a leading economist says that all is not lost.

"True, we are facing many challenges but there are many positive developments going on that would sustain the economy in the medium to long-term," says Dr. Tabitha Kiriti-Nganga, a senior lecturer at the University of Nairobi's School of Economics. Dr Kiriti-Nganga argues that while current indicators might be negative, Kenyans should focus on leveraging the many opportunities that exist as a result of these developments.

These include:

- Infrastructure construction and upgrading, which is creating jobs, facilitating movement of goods and services and improving the economy's competitiveness.
- ICT developments like the fibre optic cables that have cut internet costs making



communication easier.

- Various reforms under the New Constitution have brought accountability and openness thereby improving the business environment.
 - Key sectors - tea, tourism, horticulture, financial services, transport and communication -are showing strong signs of growth. Techpro Systems Ltd, an interior design contractor and ABC Bank client, is taking advantage of the challenges by upgrading systems and processes. "It has improved our efficiency and reduced our costs. The current rough patch we are going through will soon give way to an economic boom," says Mr Bhoupinder Singh Sound, the firm's operations director.
- Mr Paul Ng'ang'a of Palbina Tours and Travel says they are increasing their investment to take advantage of emerging opportunities. "Even with negative outcomes, the effects would not be long-term. The tourism industry will grow certainly, the outlook is good," said Mr Ng'ang'a.

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Nakuru Saifee House, Kenyatta Avenue, Nakuru
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