

# **EXPLORING STRATEGIC ALTERNATIVES**



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Message from the **Chief Executive Officer** 





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# **Board of Directors**



**Isaac Kiprop** National Chairman



**Dominic Mokaya** National Hon. Secretary



**Onesmus Nzuki** National Vice Chairman



Samuel Wachiuri National Treasurer



Boaz Chimasia Director



Emily Obonyo Director



Martin Obara Director



William Ndiritu Director



Clemence Wawuda Director



William Pudha Chief Executive Offficer

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# Supervisory Committee



#### Kelvin Maina Supervisory Committee Chairman



## Message from the National Chairman

The SACCO is steadily growing despite the dynamic nature of challenges that keep emerging in the course of doing business. This goes to assure members, stakeholders and partners that the SACCO is well on course to achieving its vision of becoming a world leading Sacco of choice.

The business operating environment is becoming highly volatile with shifting dynamics at the marketplace. This calls for a nimble approach towards business by innovating responsive strategies that align to the new market realities.

The global economy has been grappling with the protracted impact of COVID-19 for the better part of the year 2021 even as restrictions eased-off towards the end. Many organizations have had to restructure their operations leading to massive job cuts, lay-offs and shrinking profit margins. The ballooning cost of doing business has been exacerbated by geopolitical events like the Russian-Ukrainian war which has significantly disrupted global supply chains and triggered tension amongst trade partners. The ripple effect of this has resulted to shortage in oil & fuel supply. Commodity prices have equally skyrocketed and the cost of living has overstretched most households.

Striking a balance between the rising member expectations vis a' vis addressing the new business demands amidst a fluctuating economy can be a daunting task if not handled with the right acumen. The Society is alive to these and is keen on exploring strategic alternatives that can steer its growth as it navigates through the turbulent times.

The SACCO remains open to all strategic options and is focused on implementing viable solutions that can place it at a vantage position. The Society plans to leverage on these options and solutions to maximize member's wealth, diversify its investment portfolio and streamline service delivery to members.



Isaac Kiprop National Chairman

The SACCO is steadily growing despite the dynamic nature of challenges that keep emerging in the course of doing business. Key among the strategic considerations include professional consultancy, product reengineering, digital transformation i.e. core banking system upgrades & mobile app development, plus optimizing operational efficiency. The SACCO is at an advanced stage of upgrading its core banking system to guarantee seamless member transactions, minimize system downtimes and fortify its firewall against cyber-attacks that have lately become commonplace.

To ease the strain on members burdened by the harsh economy, the Society is reviewing a number of products in an effort to make them more attractive and affordable to members. A number of products have been running on promotional basis in an effort to encourage their uptake and patronage. A significant number of members have taken advantage to consolidate their loans, buy-off expensive bank loans and boosted their savings to access more credit.

The Society is also reviewing the rates, fees and commissions levied against different products & services so as to align them to the diverse financial needs of members. This has been an ongoing exercise in an effort to adjust to the changing consumer tastes & preferences in our market environment.

FOSA (Front Office Services Activity) products patronage and salary processing tops the list of our priorities in the Society's Deposit taking business. Members are highly encouraged to patronize these FOSA products and services in the common interest of the Society's growth. Our concerted efforts in this regard will secure a coveted future for Society. May God bless you and may HE bless Ushuru SACCO!

# Message from the National Vice Chairman

The Society continues to surmount unprecedented challenges in the course of its rising, thanks to a strategic acumen that has sustained business continuity over the years. Exploring strategic alternatives therefore becomes the catalyst that will propel the SACCO towards a desired future. It is therefore incumbent on our concerted efforts to defy conventional practice and stretch beyond limits by exploring viable options and solutions that will guarantee a brighter future for the SACCO.

The Society's is focused on the following amongst other strategic considerations:

- 1) FOSA products uptake & salary processing
- 2) Product Re-engineering
- 3) New Salary Advance On Check-off
- 4) Website Review
- 5) Core-banking System Upgrade
- 6) Mobile Application Change
- 7) Strategic Plan 2023-2027

#### FOSA Products Uptake & Salary Processing

Since the inception of Deposit Taking(DT) business in the year 2020, FOSA products uptake has remained low. This has largely been occasioned by a reluctant majority of members who are not keen on patronizing FOSA products and services.

This paints a grim picture on the prospects of growth in FOSA and thus realizing anticipated returns on the business becomes an elusive mirage. FOSA offers bank-like products and services that members can take advantage of as a competitive alternative to the expensive bank products & services. Unfortunately, this has not been the case.

Key amongst FOSA services, is salary processing whose subscription stands at 155 accounts against an active membership of 7800. This is significantly low if the Society is to sustain the Deposit Taking business and realize profitable margins.



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**Onesmus Nzuki** National Vice Chairman

Exploring strategic alternatives therefore becomes the catalyst that will propel the SACCO towards a desired future.

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Members are therefore encouraged to patronize FOSA products and are urged to consider **changing their pay points from the banks** so as to champion the growth of the DT business instead. The SACCO is also open to feedback from members on areas that need improvement and other proposals that can be explored to turnaround the trend.

#### **Product Re-engineering**

Owing to the low patronage of FOSA products and services, a number of products are under review to better address member's financial needs and encourage their uptake. The review comprehensively entails revision of product features, applicable fees, commissions and interest so as to align them to members' preference. Quite a number of the products have also been running on promotion to favor members affected by adverse economic conditions. The flexible Bonanza promotions are tailored to finance the dynamic tastes & preference of members.

Tabulated below is an expounded summary of the proposed product changes being considered for review:

Product Name & Description	Product Feature and Benefits	Requirements	Proposed Changes
JONGEA LOAN A special loan targeting first-time applicants who have not accumulated enough savings	<ul> <li>Maximum loan limit of Ksh. 200,000</li> <li>Repayment period of up to 12 Months (1 year)</li> <li>Attracts an interest rate of 1.16% p.m. on a reducing balance</li> <li>Member should have contributed at least one-month deposit and RMF before application</li> <li>Amount loaned will be advanced less the amount deducted towards share deposits</li> </ul>	<ul> <li>An applicant MUST be guaranteed by other members</li> <li>All applicants MUST provide current pay slips</li> </ul>	<ul> <li>Loan limit increased to Kshs. 500,000.</li> <li>Repayment period is increased to 36 months/ 3 years.</li> </ul>
FOSA PRIDE LOAN A special hybrid loan that allow FOSA members borrow huge loans	<ul> <li>Applicant must have FOSA salary Account</li> <li>Salary should be channeled through FOSA for at least 3 months</li> <li>Loan is repayable within a maximum of 2 years</li> <li>The applicable loan processing charges shall apply</li> <li>Interest rate of 14% p.a. on a reducing balance</li> <li>Credit Worthiness-Proof of ability to pay through pay slip (SO% of Net will be considered).</li> <li>Aggregate Maximum loan capped at Kshs. 1 Million</li> </ul>	<ul> <li>Duly filled loan application form</li> <li>Two latest pay slips</li> <li>Guarantors must channel their salaries through FOSA</li> </ul>	<ul> <li>Any BOSA guarantors can guarantee or collateral can be considered</li> <li>Repayment period increased to 7 years</li> <li>Interest rate reduced to 11%</li> <li>No capping on maximum loan limit; will be determined by credit worthiness</li> <li>1/3rd of Net will be considered</li> </ul>
MPOA LOAN A mobile facility available to Msacco registered members	<ul> <li>Allows up to maximum loan limit of Kshs. 100,000</li> <li>Flexible repayments of between 1-3 months The facilitation fee varies depending on repayment period i.e: <ul> <li>1 month= 7.5%</li> <li>2 Months= 8.5%</li> <li>3 Months= 10%</li> </ul> </li> </ul>	<ul> <li>Available on USSD &amp; Msacco App</li> <li>Applicant Must have minimum share capital of Kshs. 30,000 to qualify</li> </ul>	<ul> <li>Increase loan limit from</li> <li>Kshs.100,000 to Kshs.150,000</li> <li>When applying, Provide option for: <ul> <li>Interest Inclusive balance</li> <li>Interest Exclusive balance</li> </ul> </li> <li>Introduce the option for rolling over Mpoa loan balance whenever payment falls due and member is not yet ready or able to repay their loan.</li> <li>Charge roll-over fee at applicable interest rate for the extra one-month.</li> </ul>

Tabulated below is an expounded summary of the proposed product changes being considered for review:

Product Name & Description	Product Feature and Benefits	Requirements	Proposed Changes
KWENZI ACCOUNT A saving product designed for junior members	<ul> <li>Designed for members' children below 18 years of age</li> <li>Three (3) free withdrawals with Bankers Cheque for School fees</li> <li>Earns interest at 4%</li> <li>Interesting Earning Balance Kshs. 4,500</li> <li>Free standing orders from parent/guardians Current (SASA) account</li> </ul>	<ul> <li>Minimum Operating Balance Kshs. 1,500</li> <li>Can be accessed Quarterly</li> <li>Minimum monthly contribution of Kshs. 250</li> </ul>	Interest revised up to <b>6%</b> .

This is besides introduction of other loan facilities that can sort members on other financial demands not catered for in the current range of products. Currently in the pipeline, the SACCO is contemplating to introduce the following amongst other products. Appropriate communication will be made soon after the regulator approves their adoption.

- 1. A Super Shujaa/Title Deed Ioan
- 2. Asset Finance Loan
- 3. Logbook loan
- 4. Guarantor-free loans (Collateral-based loans)

#### New Salary Advance on Check-off

In the recent past the Society has been keen on addressing the unique financial needs of members. Following successful engagements with Kenya Revenue Authority (KRA) payroll team, we are happy to announce that Ushuru Sacco in collaboration with KRA has rolled out a Salary Advance on Checkoff for all KRA staff both members and non-members on KRA payroll.

This product comes with the following features:

Proposed Changes	Terms and Conditions		
Eligibility       • Up to two times (2X) their Basic Salary. For staff on contract 60% of the Consolidated pay will be considered         • 1/3rd rule shall apply.			
Max. Loan Amount	Kshs. 1M		
Interest 14 % p.a. on reducing balance			
Repayment period 12 Months			
Mode of Application	Duly filled forms & Certified pay-slips will be required. Loan form is available on the Sacco website or one can opt to apply via the online portal.		
Open To	All willing & interested KRA staff		
Recovery	very Prioritized deductions on Check-off not exceeding <b>12 months</b>		

#### Note(s)

- 1. The product is open to all KRA staff including non-SACCO members drawn from KRA.
- 2. All applicants of the Salary Advance will be required to open & activate the FOSA (SASA) Account.
- 3. The loan shall be Secured on member's salary and recovered on Checkoff.
- 4. For non-KRA employees, the Society is engaging the respective employers and will communicate accordingly.

#### Website Review

Businesses keep evolving through technology and many interactions have shifted to the digital space. Likewise, the SACCO is cognizant of this and is keen on ensuring that members have a smooth experience across the online platforms. The SACCO's website which hosts the online portal is currently being redeveloped to a more user friendly site.

The website's interface will be improved to ease navigation and enhance the surfing experience. Further, the site is being optimized to enable usability across different devices without compromising on the quality of experience on different gadgets. This add-on features on the new website will further optimize its performance across different platforms. The new website is expected to go live soon after development is done to satisfactory standards at a date that will be communicated.

#### **Core-banking System Upgrade**

The SACCO is also in the process of upgrading its core banking system. This is set to ensure system uptime is maintained and system hitches are significantly minimized. This goal is also to ensure that the system's firewall is fortified against cyber-attacks that have lately become a security menace. The system ranks superior in terms of preserving data integrity and ensuring stability to handle multiple workloads at a go.

In an effort to enhance member service, the Society is also exploring the possibility of integrating the core-banking system with a Customer Relationship Management (CRM) software and a Call-Centre Solution that can improve handling of member queries and fast-track issue resolution. The newly revamped system that is set to go live soon will also allow seamless integration with other standalone solutions whenever need arises. This, coupled with its seamless capabilities will ensure that members enjoy real-time service from the Society 24/7.

In terms of reporting, the system allows mining of critical reports that can be generated at the click of a button making it more efficient. Accordingly, prior communication will be made before go-live date.

#### **Mobile Application Change**

Soon after upgrading the Core-banking system, the Society will be installing a new mobile app that will be solely controlled by the SACCO. This will afford the SACCO more latitude in terms of the app's operations.

Migration to the new mobile solution has been informed by a number of factors. The previous mobile solution operated from a common platform that was shared and accessed by other SACCOs. The vendor had exclusive rights over the app beyond the SACCO's purview. The risk exposure on this environment was therefore relatively high and virtually beyond the SACCO's control. Customizing the app's features and adjusting its functionalities to the SACCO's preference was equally a challenge.

However, with the new mobile app these limitations will be a thing of the past since the SACCO will be able to configure the features at will, optimize functionalities whenever need arises and customize it to the members liking from time to time.

#### Strategic Plan 2023-2027

The current strategic plan 2018-2022 will be expiring at the end of this year 2022. The Society was able to surpass the target on asset growth after exceeding the **Kshs. 5B** threshold to become a tier one SACCO. The SACCO successfully transitioned in to FOSA (Front Office Services Activity) as envisaged. This impressive scorecard could not be realized without the concerted efforts of the Board, the secretariat and the members at large.

Going into the future, the Society will be keen on developing a working document that mitigates against unforeseen emergencies in the course of doing business and is flexible enough to align to emerging issues without compromising on the ambitious goals of the Society.

The new strategic plan will focus on membership growth, revenue increment, asset base growth and compliance with statutory regulations amongst other strategic pillars.

In this regard, the SACCO will be engaging professional consultants to guide on critical areas of Human Resources Management, Performance Contracting, Resource mobilization and Target Setting amongst other areas of importance.

### Message from the CEO

The financial services sector is evolving more rapidly than at any other time. Many SACCOs are struggling to respond to the fast-paced changes in technology, and constantly shifting dynamics in the market. This state of affairs in the sector demands a revolutionized approach to the market in order to sustain continued business growth and performance.

Our focus remains keen on promoting the SACCO brand and partnering with members & stakeholders in diverse ways in order to realize their financial goals as we steer the growth of the SACCO. The following are areas of importance to the SACCO for your noting:

#### **Strategic Partnerships & Engagements**

The Sacco is keen **on forging strategic alliances** with potential partners of interest that can foster growth.

An inaugural meeting was held last year with key **stakeholders from partner organization** in a bid to improve relations for better business outcomes.

This has largely seen the Society realize the following amongst other milestones:

- 1. The SACCO is currently considered as a key financial partner amongst partners & has realized deepened & improved relations as a result.
- The Society has been given priority to market its products & services to prospective members- Product promotions/marketing opportunities (Tent Pitching)
- 3. The SACCO has the chance Activate untapped markets/territories as a result
- 4. The ground is ripe for future possibilities, having opened new frontiers with partners
- 5. Improved patronage of FOSA products owing to growing interest
- 6. Check-off variances (Data coding, formats etc.) have been seamlessly harmonized



William Pudha Chief Executive Officer

Our focus remains keen on promoting the SACCO brand and partnering with members & stakeholders in diverse ways in order to realize their financial goals as we steer the growth of the SACCO. The SACCO has also signed up with Safaricom for an umbrella solution that tracks and monitors multiple transactions in real time to sanction malicious threats in system and arrest any red-flags that may expose the Society in bad light.

The SACCO endeavors to foster mutual relations with different stakeholders in the spirit of value addition going in to the future.

#### **Diversification of Investment Options**

In order to consistently meet rising member expectations, the Society has had to diversify its investment options besides solely relying on interest on loans income. This is informed by the fact that the SACCO's core business is to mobilize savings and advance loans to members. However, in the spirit of exploring strategic alternatives, the Sacco is leveraging on its retained earnings to invest in:

- 1. Money Markets
- 2. Treasury bonds
- 3. Fixed Term deposits
- 4. Call deposits(short-term)

The goal is to generate more income to the Sacco that can match members growing demands as part of the strategic alternatives that the SACCO is exploring.

Maximizing returns on members' investments can only be realized by spreading risks across different investment options as opposed to focusing on a singular income stream.

#### **Online Loan Application & Guarantorship**

In order to keep abreast with emerging trends, the SACCO has endeavored to reduce paper work and further improve turn-around time for members applying for loans and registering online.

The SACCO has been actualized this by enabling online loan applications and guarantorship via the web portal. Membership registration is also automated online to speed up admission and by extension check- off deductions.

Going forward, members are urged to embrace the SACCO's digital transformation strategy which is a departure from the manual way of doing things. The new normal has brought a paradigm shift from the traditional way of doing things and members ought to adapt accordingly. Currently, over 80% of loans are processed online and a paltry 20% are submitted physically thus indicating a positive migration towards online applications

#### **Communication Channels**

We have endeavored to use various channels of communication for general correspondence with members. The available modes of communication include but not limited to telephone, email, online chats and social media platforms. Members are advised to use appropriate channels when conveying their issues to the Society.

We have since changed our main telephone line to **020 760 8700** and our email address to **info@ushurusacco.com**. Apart from these we also use social media accounts and Web chats to keep in touch with members. Any other developments in the Sacco are also communicated through your registered email addresses and mobile phones. Members are urged to update their phone numbers and emails with us so as to ensure they don't miss out on critical information and communication.

For complaints, compliments and suggestions one can relay their grievances or issues through the Society's suggestion box or register their issues on email and or call.

The SACCO has deployed the digital IP phones that are able to handle multiple call traffic at a go.

#### **Next of Kin Forms and Family Records**

The Co-operative Society's Act (Cap 490A) section 39 of the laws of Kenya requires members of financial institutions to stipulate and nominate next of kin persons. The Society has a next of Kin form downloadable from the website. The form allows a member to allocate nominated persons a specific fraction as entitlements to funds left behind by a deceased member. This can limitlessly be revised from time to time as and when a member feels like. The Next of Kin form acts as a critical guide to claims made upon the demise of a principal member. Members are also required to keep an up to date family record. This record outlines the nuclear family of the principal member and does not give express entitlement to claims upon the demise of a principal member.

#### **Check Off Deductions**

The SACCO has continued to enjoy a mutual working relationship with most payroll centres. So far a majority of payroll units are executing deduction instructions on time and are promptly remitting their data for synchronization. Our cutoff dates for members on check off remains the 5th of every month. Any intended check-off adjustments or payments should be made not later than the 5th day of every month. Instructions/payments delayed beyond the 5th will be rolled over to be effected in the subsequent month. Members in KRA should also take note of the fact that we currently factor-in medical contributions unlike previously when the same was exempted in calculation of one's ability/qualification (based on the 1/3rd rule threshold).

#### **Resolutions Year 2022**

The 36th Annual Delegates meeting discussed and passed the following resolutions for implementation:

1. That **Interest on Members' Deposits** for the period ending 31st December 2021 be paid to members at a rate of 10% on weighted average basis (less withholding tax) in the month of March 2022.

- 2. That **interest on members' investments** for the period ending 31st December 2021 be paid to members at a rate of 7% on weighted average basis (less withholding tax) in the month of March 2022.
- 3. That **Honorarium** at prescribed rates be paid to the Board of Directors, Supervisory Committee and Regional Team leaders. Members of staff also be paid a bonus as prescribed.
- 4. That the **Society's borrowing power** be maintained at Kshs. Fifty (50) Million for the purpose of furthering the Society's objectives
- 5. That any member aspiring to be a delegate must have patronized FOSA services by way of salary processing latest by 31st October of the year preceding elections
- 6. That all current delegates must patronize FOSA by way of salary processing latest by 31st October 2022 to continue serving as delegates.
- 7. That elected delegates serve a two-year term to foster business continuity effective year 2022. Where a delegate position becomes vacant in a station within the 2 year period, elections will be held after that calendar year to fill that vacancy and the successful delegate will serve for the remaining period until the next election cycle.
- 8. That the Sacco joins the Sacco Societies Regulatory Authority (SASRA) Central liquidity and Shared Services Platform.

#### **General Information of the Society**

- 1. The Society wishes to remind members that the Society is now a licensed Deposit Taking (DT) Sacco, and thus Interest on deposits and all other payments are done through SASA Accounts.
- 2. The Society wishes to communicate some milestones it has achieved in the last two years.
  - a) That the Society's Asset base has grown from Kshs 4.8Billion in year 2020 to Kshs 5.4 Billion in year 2021, effectively therefore, Ushuru Sacco is now a tier one Sacco.
  - b) Funeral last expense for members was upgraded to Kshs.100, 000 up from the previous Kshs. 50, 000.Further, the board is working on a voluntary last respect cover to include parents and parents-in-law.
- 3. There will be a continuous member's education countrywide within the year.
- 4. All members are encouraged to channel their salaries through FOSA and enjoy competitive products like salary advance, FOSA pride, etc.
- 5. Official correspondences should be channeled via the Society's official email **info@ushurusacco.com** or via phone call to **020 760 8700.**

**Financial Performance** 

The society has continued to record good performance as highlighted in the table below:

Year	Membership	Share/Deposits (Kshs)	Loans to Members (Kshs)	Total Assets	Interest on Deposits (Kshs)	Interest (%)
2005	2189	402,058,600	436,039,400	465,189,932	32,968,800	8.2%
2006	2335	491,550,100	538,962,800	578,425,800	40,798,700	8.3%
2007	2568	610,556,600	668,836,100	728,790,747	54,950,000	9.0%
2008	3056	731,420,700	800,435,700	856,148,795	54,856,500	7.5%
2009	3424	866,126,490	966,506,200	1,033,339,106	68,767,800	8.0%
2010	3568	1,044,271,903	1,047,172,700	1,202,394,447	87,807,200	9.0%
2011	3781	1,227,971,411	1,199,996,600	1,448,717,436	106,959,480	9.0%
2012	4000	1,446,103,014	1,526,762,808	1,725,887,621	133,675,388	10.0%
2013	4298	1,659,169,217	1,632,784,028	1,993,559,728	157,242,074	10.2%
2014	4405	1,832,003,951	1,738,645,750	2,267,908,473	168,030,330	10.4%
2015	4817	2,096,594,617	2,153,121,256	2,697,617,348	201,033,800	10.5%
2016	5390	2,501,944,562	2,435,313,623	3,064,675,481	238,471,822	10.5%
2017	5946	2,746,532,142	2,680,471,466	3,461,176,885	255,133,581	10.5%
2018	6392	3,102,359,666	2,900,963,937	3,849,501,344	242,560,890	9.0%
2019	6766	3,422,840,210	3,040,625,964	4,249,541,279	257,469,717	8.0%
2020	7152	3,788,517,156	3,275,732,047	4,848,102,663	318,238,304	9.0%
2021	7571	4,171,346,151	3,734,819,701	5,436,211,329	387,996,836	10.0%

#### **Pictorials**





Delegates following proceedings during the ADM





Members of staff at the just concluded ADM



Nairobi Region Team Leadership



## **Kwenzi Junior Savings** Account

A saving product designed for junior member

- Designed for members' children below 18 vears of age
- Operating Balance Kshs. 1,500
- Three (3) free withdrawals with Bankers Cheque for School fees
- Minimum monthly contribution of Kshs. 250
- Interest Earning Balance Kshs. 4,500



Ushuru Investment Co-operative is a subsidiary investment wing of Ushuru SACCO Society Ltd. In order to join as a member, you are required to:

- 1. Pay joining fee(s)
- 2. Commit to remit minimum monthly deposits
- 3. Raise minimum share capital

	MEMBER PRICE (KSHS)		NON-MEMBER PRICE (KSHS)	
PROJECTS	CASH	INSTALMENTS	CASH	INSTALMENTS
Kitengela, Kimalat Plots		50% Deposit + 3 Month Instalments	850,000	50% Deposit + 3 Month Instalments
Kitengela, Milimani Plots	2,000,000	50% Deposit + 3 Month Instalments	2,000,000	50% Deposit + 3 Month Instalments

#### Note(s)

- 1. All prices are inclusive of Title Deed processing charges.
- 2. All properties are primely located with all amenities within reach. That includes power, water, good road network

Member receiving Title Deed for the recently sold Mtwapa plots.





**F**S



#### HEAD OFFICE

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#### KISUMU-OFFICE

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#### MOMBASA-OFFICE

Custom House(Ground floor Rm No. 6) P.O Box 90601, Mombasa

T: 020-2170661

E: info@ushurusacco.com

#### ELDORET-OFFICE

Kiptagich House, 4th Floor(Rm No. 416) P.O Box 402, Eldoret T: 053-8015853 E: info@ushurusacco.com

