

# QWETU INSIGHT



This bi-annual magazine captures all the activities undertaken by the organization from January to June. It provides a comprehensive reflection of key milestones, achievements, and engagements recorded during the period, highlighting progress made in service delivery, member initiatives, and institutional development.

# Qwetu SACCO Demonstrates **Strong Growth and Strategic Resilience** at Annual Delegates Meeting

By :*Anne Mwangemi*

Qwetu SACCO has posted strong financial results and improved operational performance following its Annual Delegates Meeting (ADM) held at the Two Oceans Hotel in Voi, highlighting the cooperative's steady growth despite a challenging economic environment.

Delegates, management and stakeholders gathered to review the SACCO's performance during the 2025 financial year, with leaders pointing to disciplined management, strategic reforms and stronger member participation as key drivers of the cooperative's progress.

The meeting also attracted several notable guests from the cooperative and education sectors. Among those present were the newly elected Kenya National Union of Teachers (KNUT) Taita Taveta Branch Chairman Mr. Elkana Oka Maghanga, KNUT Executive Secretary Mr. Lenox Mshila, Mr. Joseph Baya Board Member of the Supervisory Committee at Imarika SACCO, the County Director of Cooperatives Mr. Erastus Ngozi and Cooperative bank relationship manager Coast Region Mr John Atambo.

Their presence underscored the growing importance of Qwetu SACCO within the region's cooperative movement.

## Strategic Leadership and the Rapid Results Initiative

Addressing delegates, Qwetu SACCO Chairman Mr. Simon Mbashu said the cooperative's performance was the result of deliberate planning and a willingness to adapt to changing economic realities.



**Think and Act consultancy CEO , Mr Baldwin Oluoch**

“Our performance does not occur in isolation,” he said. “Economic shifts and sector competition influence every decision we make. Yet even in a year shaped by regulatory adjustments and operational challenges, we chose resilience over panic.”

According to Mr. Mbashu, the SACCO has in recent years placed greater emphasis on strengthening its internal systems, improving loan portfolio management and promoting accountability throughout the institution

One of the key reforms introduced as part of this effort is the Rapid Results Initiative (RRI), a performance-driven programme that focuses on measurable outcomes and operational discipline.

The initiative was first conceived by Mr. Mbashu as part of a broader strategy to sharpen the SACCO's focus on efficiency, accountability and sustainable growth.

“The idea behind the Rapid Results Initiative was simple,” he explained. “We wanted every department to focus on activities that directly improve the financial health of the SACCO and deliver measurable results.”



**Qwetu SACCO Board Members.**

## Turning an Idea into Action

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To help implement the initiative effectively, the SACCO engaged Think and Act Consultancy, led by consultant Mr. Baldwin Oluoch, who played a key role in translating the concept into practical results.

Mr. Oluoch worked closely with the SACCO's leadership to operationalise the Rapid Results Initiative by training management and staff on how to set clear targets, monitor progress and deliver measurable results.

Through workshops, coaching sessions and structured performance frameworks, the consultancy helped embed a results-oriented culture across the organisation.

The training equipped staff with practical tools for identifying priority areas, setting achievable goals and tracking outcomes, a process that has since become central to the SACCO's management approach

### Stronger Loan Portfolio

One of the most visible results of the initiative has been the improvement in the SACCO's loan performance.

Figures presented during the ADM showed that the SACCO's Portfolio at Risk (PAR) dropped significantly from 28 per cent in 2024 to 11.2 per cent in 2025.

Officials said the improvement reflects stronger loan recovery mechanisms, closer monitoring of loan performance and increased engagement with members, measures introduced under the Rapid Results Initiative framework.

Maintaining a healthy loan portfolio is widely regarded as one of the most important indicators of a SACCO's financial stability.



**Qwetu SACCO Chairman , Mr. Simon Mbashu**

### Governance Reforms Approved

Delegates also approved several amendments to the SACCO's by-laws aimed at strengthening governance and encouraging deeper financial commitment from those seeking leadership roles.

Under the new rules, members wishing to serve as delegates must now hold a minimum share capital of KSh100,000, up from the previous requirement of KSh25,000, and maintain at least KSh600,000 in long-term deposits.

Members aspiring to become directors will now be required to have a minimum share capital of KSh200,000 and long-term deposits of KSh 800,000.

The revised by-laws also introduce minimum shareholding requirements for staff and management. Senior management will be required to maintain at least KSh200,000 in shares, supervisors KSh100,000 and staff members a minimum of KSh50,000.

SACCO leaders said the changes are intended to strengthen institutional ownership and ensure that those entrusted with leadership responsibilities have a meaningful financial stake in the cooperative.

### Strong Financial Performance

Financial statements presented at the meeting indicated strong growth across several key indicators.

Institutional capital increased to KSh 284.8 million, representing a 48.7 percent rise from KSh 191 million recorded in the previous year. Core capital also grew significantly to KSh 586 million from KSh 415.5 million, marking a 41.2 percent increase.

Share capital rose to KSh 301.8 million from KSh 223.9 million, reflecting stronger member participation and improved savings mobilisation.

Notably, external borrowing declined from KSh 396 million to KSh 261 million, demonstrating a positive shift toward financial self-sustainability. The SACCO indicated that it is working toward eliminating external borrowing altogether in order to enhance profitability.

The SACCO's asset base expanded to KSh 4.063 billion from KSh 3.842 billion.

Profitability also improved, with interest income increasing by KSh 63.5 million to reach KSh 561.4 million. Total revenue rose to KSh 652.6 million compared to the previous financial year.

## Higher Returns for Members

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Members will also benefit from improved returns following the SACCO's strong performance. Delegates approved a dividend payout of 6 per cent on share capital and a 5 per cent interest on member deposits.

Mr. Mbashu said the improved payouts were made possible by better portfolio management and improved remittances from the county government. "This year both dividend and deposit interest payouts have increased compared to 2024," he said. "The improvement is largely due to disciplined operations, better portfolio management and the clearing of check-off remittances from the county government." He noted that only two months of remittances from 2024 remain outstanding.

## Compliance With Regulatory Standards

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The SACCO also continues to maintain strong compliance with regulatory benchmarks set by the Sacco Societies Regulatory Authority (SASRA). Its liquidity ratio currently stands at 17.4 per cent, above the minimum requirement of 15 per cent. The core capital to total assets ratio stands at 14.4 per cent, exceeding the required minimum of 10 per cent, while the core capital to total deposits ratio stands at 21.1 per cent, well above the minimum requirement of 8 per cent. However, the institutional capital ratio currently stands at 7 per cent, slightly below the required 8 per cent. Management has indicated that measures are already underway to strengthen the ratio.

## Expert Commendation

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Speaking during the meeting, Mr. Oluoch commended the SACCO's leadership and staff for embracing a results-oriented approach to management. "High dividends and interest rates alone do not define a SACCO's success," he said. "True resilience comes from prudent management, strategic planning and the ability to withstand economic shocks."

## Highest Savers Celebrated

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At the event, highest savers in the categories of staff, delegates, and directors were honored for their exceptional commitment to saving.

The recognition was one of the highlights of the occasion, drawing applause from attendees as the awardees were celebrated for their discipline and dedication to greater financial security.

## Looking Ahead

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As the meeting concluded, delegates expressed optimism about the SACCO's future, citing the institution's improving financial position and strengthened governance structures. For Mr. Mbashu, the focus remains on ensuring the cooperative continues to grow while safeguarding members' interests.



**Qwetu SACCO CEO Mr Charles Kaba Receives a present for being one of the highest Savers**



Tukuze Utajiri Wako!

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# QWETU DT SACCO ANNOUNCES INCREASED DIVIDENDS AT ANNUAL DELEGATES MEETING

*By Anne Mwangemi*



Qwetu DT SACCO has announced improved dividend payouts following approval by delegates during the Annual Delegates Meeting (ADM) held on 27th February 2026 at Two Oceans Hotel, Voi.

The delegates approved dividends at a rate of 6 percent on Share Capital and 5 percent on Long-Term Deposits. This marks an increase from the previous year's rates of 5 percent on Share Capital and 3 percent on Long-Term Deposits, respectively.



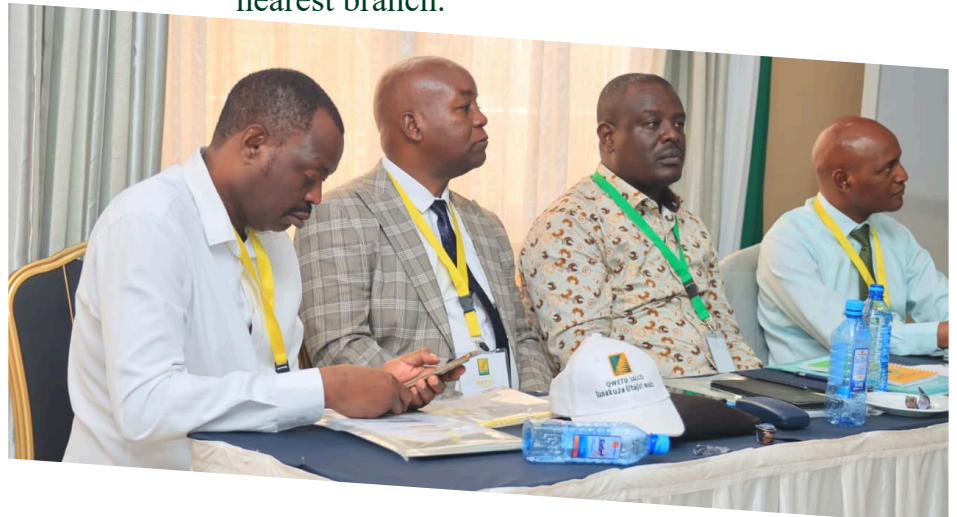
The Society also reported notable growth in key capital adequacy ratios as required by the regulator, SASRA, signaling strengthened financial stability and sustained organizational growth.

Despite previous challenges involving non-remittance of check-off deductions between the Sacco and Taita Taveta County Government, the Society reported tremendous improvement in 2025. As a result, the Board of Directors, under the leadership of Chairman Mr. Simon Mbashu, resolved that no arrears will be deducted from this year's dividend payout.



Qwetu DT SACCO reaffirmed its commitment to prudent financial management, transparency, and the continued delivery of quality services to its members.

Members seeking further information are advised to contact the Society through 0111 121 600 or visit the nearest branch.



# MARKETING AGENTS

## SACCO EQUIPS 24 NEW MARKETING AGENTS WITH INTENSIVE TRAINING



*By Anne Mwangemi*

A two-day intensive training session was successfully held on Tuesday 17<sup>th</sup> and Wednesday 18<sup>th</sup> Feb 2026 for 24 newly recruited marketing agents who have joined the SACCO on a one-year commission-based contract.

The training focused on key operational and governance areas including marketing strategies, credit management, digital platforms, internal controls, and the SACCO's code of conduct and ethics. The program aimed to equip the agents with the knowledge and skills required to effectively mobilize members and strengthen the institution's growth



The training was graced by the SACCO Chairman, Mr. Simon Mbashu, Treasurer Mr. Dishon Mwale, and Chief Executive Officer Mr. Charles Kaba.

### **Chairman Calls for Proactive Marketing and Financial Discipline**

Speaking to the agents, Chairman Mr. Simon Mbashu urged the new recruits to take initiative in their marketing efforts

“Do not wait for gatherings to start marketing. Market to whoever seems like a potential client,” he said.

He encouraged the agents to embrace the “power of newness,” emphasizing that serving members diligently would build a strong reputation for the SACCO.

“If you serve members the right way, that will mean a good reputation for the SACCO,” Mr. Mbashu noted.

The Chairman cautioned the agents against overpromising and stressed the importance of consistency in messaging.

“Speak one language during marketing and do not overpromise. This journey will not be a walk in the park,” he advised.

He further urged them to understand how dividends are generated within the SACCO model.

“The higher the member deposits, the higher the chances of declaring better dividends. This means we have mobilized more funds and are better placed to carry out savings and credit.”

Mr. Mbashu emphasized the principle that the SACCO should lend from accumulated member funds rather than borrowed money.

“We are supposed to lend from money we have accumulated and not borrowed. If we lend five times more than what members have accumulated in long-term deposits, we will be forced to borrow from banks. Borrowing from banks means paying higher interest than what members pay to the SACCO.”



He further called on the agents to help sensitize members on responsible borrowing to reduce external debt and strengthen the institution’s financial standing.

“You are joining the institution at a time when we must sensitize members more, our focus should be on mobilizing more member deposits to strengthen our liquidity position. By increasing deposits, we will be able to meet the growing demand for loans internally, without relying on external borrowing, and in turn enhance the institution’s financial stability and sustainability.”

He concluded by congratulating the agents and encouraging them to begin their journey with enthusiasm and persistence.

“Start where you are, with what you have, and with whom you can — with razzmatazz and very persistent positivity.”

### CEO Encourages Digital Marketing and Resilience

In his remarks, CEO Mr. Charles Kaba welcomed the agents and challenged them to leverage digital platforms to expand outreach.

“Use social media platforms to get more business. Nowadays most people are on digital platforms,” he said.

He encouraged the recruits to remain resilient despite challenges.

“Be positive no matter how hard it gets , and never quit.”

The two-day training marks the beginning of what leadership described as a strategic push to strengthen membership mobilization, improve capital growth, and position the SACCO for sustainable dividends and regulatory compliance.



# OLLIN SACCO Delegation Visits for Benchmarking Exchange



We had the pleasure of hosting a delegation from OLLIN SACCO for a benchmarking visit on 16th April. The delegation was led by their Board Chairman, Mr. Kabute, and comprised the full Board of Directors together with their Chief Executive Officer.

By Anne Mwangemi

During the visit, the delegation engaged in productive discussions with our Board, Chief Executive Officer, and management team. The sessions provided a valuable platform for the exchange of ideas, operational experiences, and best practices aimed at strengthening institutional performance and enhancing service delivery.



The benchmarking engagement offered an opportunity for meaningful knowledge sharing, as both institutions explored innovative approaches to SACCO management and member service improvement. The discussions underscored the importance of collaboration in driving growth, innovation, and excellence within the SACCO movement.



We expressed our appreciation to the OLLIN SACCO delegation for their visit and for the insightful engagements held. Their contribution was highly valued and is expected to further strengthen mutual learning and partnership between the two institutions.

# QWETU SACCO HOLDS A THANKSGIVING PRAYER SERVICE TO CELEBRATE KEY MILESTONES

*By : Anne Mwangemi*

On 24th March 2026, Qwetu SACCO held a Thanksgiving prayer service at the Qwetu SACCO Plaza boardroom to reflect on its achievements and express gratitude for the progress made despite various challenges.

The prayers were led by Reverend Japhet Kidoghosi, who joined the Board of Directors, Management, and staff in giving thanks to God for the milestones achieved and the obstacles overcome.

Among the key accomplishments celebrated was the settlement of the check-off remittances for 2024 and 2025 that had been owed by the County Government. The SACCO expressed gratitude following the full settlement of the remaining KES 33 million balance.

The SACCO also gave thanks for the significant improvement in its Portfolio at Risk (PAR), which had reduced to 11.18% from 28%.

During the service, Reverend Kidoghosi blessed the SACCO and prayed for continued guidance and wisdom as the institution worked towards reducing the PAR to 5% by the end of the year.

He also congratulated the Board of Directors, Management, and staff for the growth achieved thus far and prayed for confidence, unity, and assurance as they looked ahead to the future of the SACCO.



# FROM REFERRAL TO SUCCESS: FRANCIS KANYERI'S JOURNEY WITH QWETU SACCO.

By: Anne Mwangemi

What started as a simple referral has become a story of remarkable growth.

“I joined Qwetu SACCO after my friend from Mwatate, Kamau, told me where he had gotten a loan to finish his project,” says Francis Kanyeri.



Oasis Hotel and Guest house



Mr. Francis Kanyeri- Owner



Soon after saving with Qwetu SACCO, Francis secured his first loan of KSh 3 million, which enabled him to complete the construction of his hotel.

“That loan gave me the breakthrough I needed to finish my guest house,” he explains.

After repaying, Francis borrowed again, this time KSh 6 million, and used it to expand his ventures. Today, he is the proud owner of Oasis Guest House, one of Voi’s leading hospitality establishments, and Power Springs Electricals, a growing enterprise also based in Voi.

“Qwetu SACCO has been my partner in growth. With their support, I’ve been able to achieve projects I once thought impossible,” Francis adds.

His journey reflects Qwetu SACCO’s mission: To holistically transform lives through mobilization of resources and provision of accessible financial services for sustainable growth.

Francis’s success shows that when one member grows, the whole community rises. From a friend’s referral to becoming a business owner, his journey is proof that trust, savings, and accessible loans can turn ambition into lasting impact.

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# Qwetu DT SACCO Strengthens Growth Agenda Through Strategic Plan Review

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Strategic Plan Review

**Strengthening Our  
Growth Agenda**

*By: Anne Mwangemi*

On 29th May 2026, Qwetu DT SACCO conducted a Strategic Plan Review for the period June 2026 to December 2028, bringing together the Board of Directors and Management Team to assess progress and align on the SACCO's future growth agenda.

The review was led by Board Chairman Mr. Simon Mbashu and attended by the Board of Directors and Management Team led by CEO Mr. Charles Kaba. The exercise reaffirmed the SACCO's commitment to sustainable growth, operational excellence, and enhanced member value.

Addressing participants during the review, Chairman Mr. Simon Mbashu emphasized the importance of teamwork and shared responsibility in achieving the SACCO's strategic objectives. He urged both the Board and Management to focus on solutions and collective success, noting that, "Let us focus on what is right and not who is right." He further expressed confidence in the institution's future, stating that Qwetu DT SACCO has all it takes to reach greater heights, with the right tools, strategies, and positioning to deliver tangible results for its member

## Strategic Pillars

The review focused on four key strategic pillars: Membership and Customer Focus, Learning and Growth, Financial Management, and Internal Processes. These pillars will guide the SACCO's efforts to strengthen service delivery, improve operational efficiency, and drive long-term growth.

The Strategic Plan Review was facilitated by Think and Act Consultancy, led by its Director, Mr. Baldwin Oluoch. During the session, Mr. Oluoch highlighted the significance of the Rapid Results Initiative (RRI), which he spearheads, noting that the framework has equipped the SACCO with practical strategies and tools necessary to accelerate growth and achieve its desired outcomes.

He expressed confidence that with disciplined execution and commitment from the Board, Management and staff, the SACCO is well-positioned to realize its strategic ambitions.

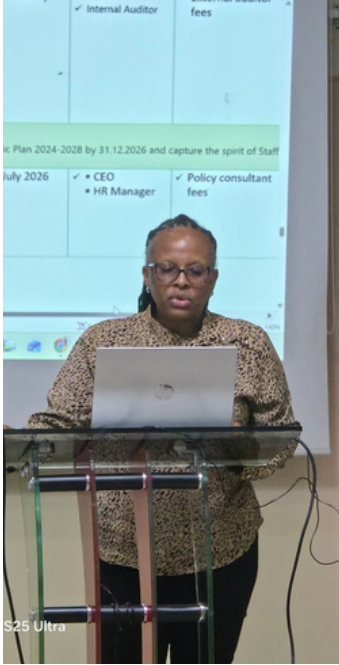
The Board and Management further emphasized the importance of innovation, sound governance, and effective strategy execution in achieving the SACCO's objectives. Both teams remain committed to growing the SACCO's asset base, creating greater opportunities for members, and ensuring that Qwetu DT SACCO continues to be a trusted financial partner for generations to come.



## A Trusted SACCO for Generations

Guided by unity of purpose and unwavering dedication. Qwetu DT SACCO is forging a path toward sustainable growth, financial stability, and enduring prosperity for all its members.

The End



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