

# FAIR ONLINE AND MOBILE BANKING FOR SACCOS IN AFRICA AND ASEAN

Kwara offers a convenient online and mobile digital banking solution for Savings and Credit Cooperatives (SACCOS), starting in Africa. SACCOS serve millions of financially underserved customers, yet they still rely on manual management information systems that limit their potential to grow. We enable them to better serve their end customers.

## Why Kwara

SACCOS create financial safety nets for un- and underbanked populations in Africa, who are often excluded by traditional banks. These cooperatives are often limited in their growth due to inefficient manual processes, fraud and compliance requirements.

Our product helps them acquire and retain more members, secure their members' funds, and increase their own revenues. Members in turn benefit from increased convenience, transparency, peace of mind and more complete credit profiles.



## HOW IT WORKS

1

SACCOS can become digital in six weeks or less with no CapEx by signing up to us, uploading their data in a simple spreadsheet form, adding their financial products and inviting the rest of their staff to the platform where they can originate and approve loans, and manage deposits and repayments in a simple interface.

2

Members receive an SMS notification on both their smart- and feature mobile phones to create an account, with which they can transact with the cooperative from anywhere. It's really that simple.

## Who we are



### Cynthia Wandia

Co-Founder & CEO

A scrappy problem solver bringing together smart people towards solving impactful challenges.



### David Hwan

Co-Founder & Head of Operations/ASEAN

Purpose driven entrepreneur on a lifelong mission to tip the scales of unequal opportunities.



### Stephen Njuguna

Product Manager

Passionate about helping individuals and organizations develop and scale their products.



### Lewis Ngugi

UX/ Growth Lead

Designer for high-quality experiences with a human-centred approach when building and improving products & services.

## Traction

Since launching:

Member accounts:

**50,000+**

Savings accounts:

**27,000+**

Loan disbursed:

**11,000+**

Asset value on the platform

**\$80M**

## What our customers are saying



“We love the simplicity of the process and user friendly system.”

-Credit Manager at a leading cooperative in Kenya

## Key partners

Google for Startups



## Awards and recognition

**Winner**, MIT round of the MIINT MBA competition

Selected by the **Catalyst Fund** as part of their **Inclusive Fintech Startups Portfolio**

Selected for African start-ups for the **Google for Startups London Immersion**, November 2019

Selected as part of the **African start-ups for the Google Launchpad Accelerator Africa's**, March 2019

Winner, the **African leg of the Global Fintech Hackcelerator** 2019

Selected for the global **Inclusive Fintech 50 competition** by VISA, IFC, Accion, and The Metlife Foundation, June 2019

Co-Founder and CEO **Cynthia Wandia** was featured as **'Top 40 under 40 Women'** in Kenya, 2018