

K-FINANCE COMPANY PROFILE

1: ABOUT US

K-Finance is a private Limited Liability company incorporated in Tanzania in 2008 to begin its operations. It was licensed by the Central Bank of Tanzania in 2021 and it currently operates at Dar-es-Salaam, Kinondoni District, 14112 Mikocheni B opposite Pakistan Embassy as head office and Dodoma Mjini, Capital City Mall, Kilimo Kwanza as branch

The main objective of the company is to **provide financial solution** to the “**middle missing link**”, that is **individuals** and **Small and Medium Enterprises** who have no access to financial services provided by traditional financial institutions.

K-Finance Limited is a unique micro finance institution with innovative ideas that has blended Micro- lending to business & entrepreneurship training; providing a distinctive solution that is needed in the market. It is a reliable company; owned and managed by professionals of high caliber whom you can always trust.

K-Finance is a brainchild of its founder and Board Chairperson Mrs. Devotha Minzi; professionally an economist who quit her successful career with the Bank of Tanzania with a passion of being an active player in the private sector that she believed is an engine of economic growth. Madame Devotha’s mission is to support expansion of the country’s middle class through provision of appropriate financial solution and business and entrepreneurship trainings to the market segment that need it most.

2.0: OUR MISSION

To provide **Financial Solutions** to **Individual and Enterprises** competitively and timely

3.0: Our Vision

To be a Microfinance Institution that **flourish the needs** of Its Clients

4.0 Governance


K-Finance Limited is a private company governed through an Independent Board of Directors. The Board has the responsibility of developing the company's strategy and overseeing its implementation through the appointed management. The Board has two technical committees, The Credit, Risk and Credit Committee (RAC) and the Governance, Remuneration and Nomination Committee (GRN). The Board and the committees meets quarterly as stipulated in its annual board calendar and as per the board charter.

The daily activities of the organization is delegated to the able management, headed by Chief Executive Officer (CEO). The K-Finance management team has extensive knowledge and experience in financial and banking experience. The CEO is assisted by;



YESSAYA A LYIMO
FINANCE MANAGER

Joined K-Finance March 2022. He is a seasoned practitioner with over 10+ years experience in microfinance field. He has Bachelor Degree in Banking and Finance and attended numerous trainings and workshops in the microfinance field. Before K-Finance. Yessaya worked in various positions with Tujjenge, from Kiva coordinator to Finance Manager, for 10y ears until early 2022. He is also active member of NBAA Tanzania.



HAPPINESS A PASHA
CREDIT BUSINESS MANAGER

Born 1985 and married with 3 children. Happiness A. Pasha is Credit Business Manager of K-Finance dealing with Microfinance functions. She has over 14 year's experience in the Microfinance sector.

She has worked with different Microfinance Companies like BRAC Tanzania, Tujjenge Tanzania and K-Finance in various Leadership positions. She holds Advanced diploma in Business Administration.



SHUKRANI MBENA
CHIEF OF OPERATIONS

microfinance practitioner with long experience in operations management, skills in finance accounts and management. Skills acquired from working with NGO's, microfinance banks, microfinance companies, faith based institutions and universities. Can easily adopt to working in dynamic environment. Has training in business management, economics, finance and bank management.



HERRIETH JAMES
LEGAL MANAGER

With 7 years of experience in Corporate and Commercial law, experienced in management of legal affairs in Contracts management, Regulatory affairs management, Compliance management, Corporate governance, Company secretarial, Litigation management, General Legal counsel, Employment and labor relations and Legal drafting including commercial contracts



RODRICK P KAILEMBO
MARKETING MANAGER

With 7 years experience in microfinance industry, key attributes includes Advertising and lead generation through multi distribution channels.

Proficient in managing external stakeholder relations to improve the brand loyalty and equity, creating strategic alliances with associations, authorities and monitoring the execution sales objectives.



JOSAM A JOSAM
RISK AND COMPLIANCE MANAGER

A seasoned Microfinance professional with 5 years of diverse industry experience.

Proficient in all aspects of loan analysis, Monitoring ,Recovery, product development, Risk management and Leadership management.

Others;

- Internal Auditor-Outsourced

5.0: DIGITALIZATION OF OPERATIONS

In line with its mission, K-Finance is not left behind with technology. It is proud to mention that about 85% all of its operations activities are digitalized, with all loans disbursement and collections being digitalized. The target is to have paperless operations by 2025.

6.0: OUR PRODUCTS

We have four line of business namely; **Lending, Insurance Agency, Business & Entrepreneurship training** and **Mobile money Agency**

6.1 :Credit:

Credit is our main line of business, we provide credit to small and medium enterprises also to employee. In line with our vision and mission, We boost of having customer centric products geared to client needs.

MJASIRIAMALI LOAN

Mjasiriamali loan product is offered to MSMEs for growing their businesses. The loans range from TZS 1 mil to TZS 30mil monthly for 1 up to 12 months. Customers must have a bank account and operating the business over 12 months and that the business capital base is at least 5million whose maximum loan tenure is 12 months.

TENDER LOAN

This loan product is for Individual constructors/partners, suppliers/vendors, civil and telecom companies in shortage of funds to working capital/ execution to an assigned Strategic Plan project.

The Minimum loan offered is TZS 5Mil and Maximum is TZS 100 Mil within an extended loan tenureperiod of 6 months only.

GARI YAKO LOAN

This loan product is for all business and private sector employees in Dar es Salaam who are short in purchasing power to own vehicles by giving them a 60% finance facilitation to acquire a vehicle from any car seller that is in partnership with K-Finance Ltd.

The loan ranges from TZS 1mil to TZS 50mil for not more than 24 months loan duration.

PERSONAL SALARIED LOANS

This loan product is to Individual employees in the formal organizations with capacity to self-guarantee for their loans sought. They must have job contracts with period exceeding a year and with sound stipulated securities.

The net pay should be at least Tshs 500,000/= . The loans are offered to cover emergencies to the individual borrowers such as rental payment, payment of school fees or un-planned travel, supporting micro businesses owned by employees and hence cultivating entrepreneurs as part-time job after normal business activities.

The loans range from TZS 1 mil to TZS 20mil from 1 up to 12 months.

EXECUTIVE LOAN

Executive loan product is offered to salaried employees in the public and private sector institutions with Employees from middle to top management with gross salary 3Million and above.

The loans range from TZS 1 mil to TZS 30mil for 1 up to 12 months to assist the borrower cover various personal and entrepreneurial needs

6.2 :K-Finance Insurance Agency:

With the aim of providing a comprehensive financial solution to our esteemed customers, K-Finance has an Insurance Agency subsidiary, named K-Finance Insurance Agency (KIA). Establishment of an insurance agency was in recognition of the importance of risk mitigation needs, particularly for SMEs who forms majority of our client base. For one to have a solid financial plan, it is key to have an insurance cover of your key assets to mitigate unforeseen risks. K-Finance Insurance Agency offers both life and non-Life insurance services.

6.3: Money Mobile Agency

In order to provide timely services to our customers, K-Finance is collaborating with commercial banks and mobile companies by providing mobile money agency services. The mobile money agency services complement our lending business in the sense that it facilitates easy/faster and safe loan disbursements and collection to our customers.

6.4: Business & Entrepreneurship Training

In addition to providing loans, K-finance is very proud of its unique training program named, Ignite Business Clinic (IBC) program. The IBC trainings are provided to K-Finance clients with outstanding loans balances or non-credit clients who are only interested with business trainings. The IBC market segment is mostly a group of women in business also graduate youth who want to enter into business. However, we also provide financial literacy and personal financial planning to corporate personnel of both private and public companies.