



Enhancing the Role of SACCOs in Financing Land and Housing

Dissemination of Key Findings and
Recommendations

November 2025



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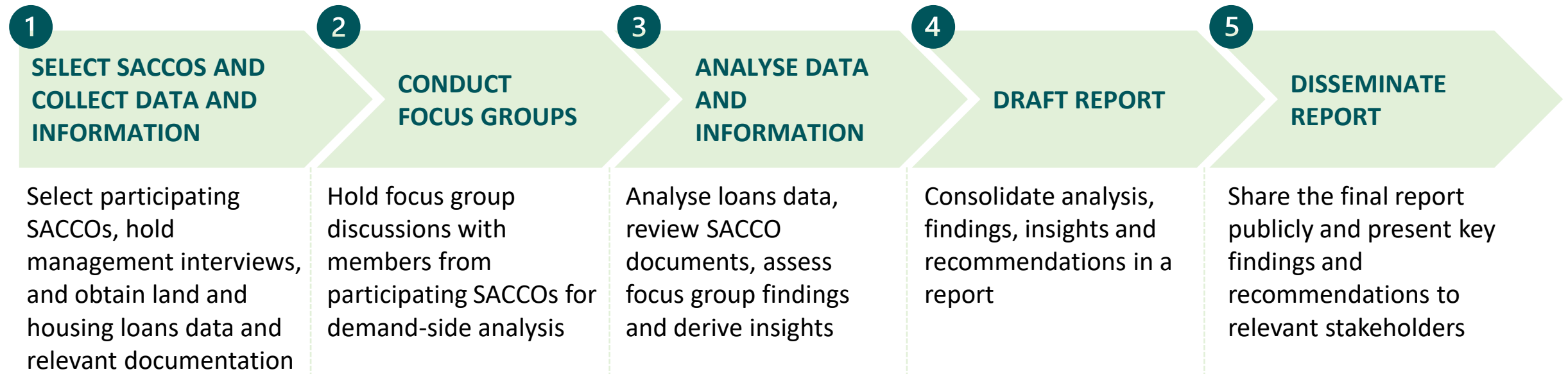
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Market Study Introduction and Background

This study aims to better understand and enhance SACCOs' role in housing finance

Objective: To identify opportunities for enhancing the role of SACCOs in financing land and housing value chains and constraints and gaps that need to be addressed

Scope: Entailed undertaking a comprehensive review and analysis of the land and housing value chains financed by SACCOs to achieve the above objective. It involved the following steps:



SACCOs are financial cooperatives specializing in providing savings and credit products

Universe of SACCOs

- 14, 484 SACCOs were registered in Kenya as at Dec 2024

Regulator

- The SACCO Societies Regulatory Authority (SASRA)
- Established in 2010 under the Sacco Societies Act
- Role is to license, authorize and regulate SACCOs, as well as monitor and enforce compliance and market conduct to protect members

Regulatory reach

- Only 355 SACCOs are regulated under the Sacco Societies Act as at Dec 2024
 - All deposit taking (DT)-SACCOs
 - Non-withdrawable deposit taking (NWDT)-SACCOs with deposits over KES 100M
- Not all registered SACCOs are regulated by SASRA

Although much smaller than banks, SACCOs are a significant part of the financial sector

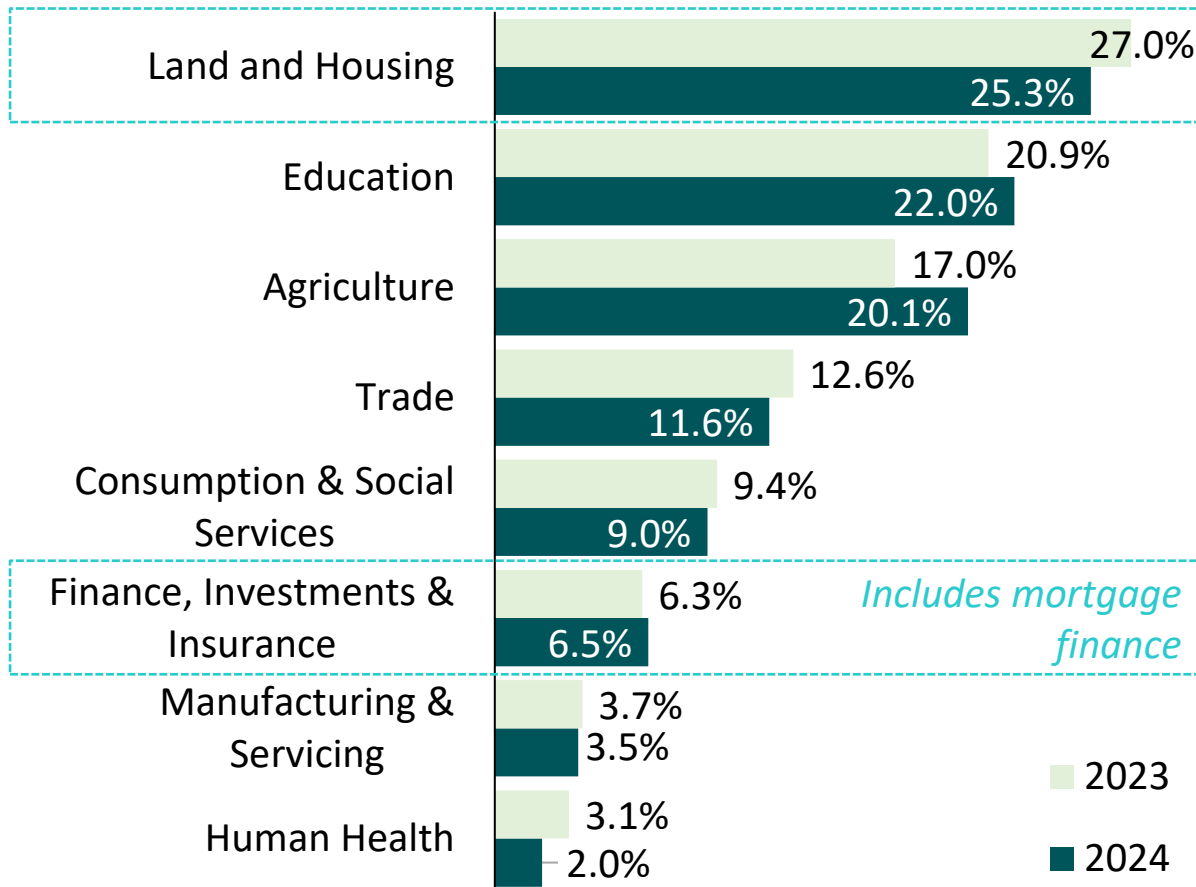
- The commercial banking sector is about 7.0x larger than regulated SACCOs by total assets and about 4.8x larger by gross loans
- Commercial banks reach about 15.4x more people in Kenya through bank accounts compared to SACCO membership
- Commercial banks also have a wider physical presence across the country with more than double the number of branches SACCOs have

2024 Metrics	Regulated SACCOs	Commercial Banks
<i>No. of entities in operation:</i>	355	39
<i>Total assets:</i>	KES 1,076.2 billion	KES 7,568.0 billion
<i>Gross loans:</i>	KES 845.1 billion	KES 4,070.2 billion
<i>Member/ customer deposits:</i>	KES 749.4 billion	KES 5,480.8 billion
<i>No. of members/ account holders:</i>	Over 7.4 million	Over 114.2 million
<i>No. of branches:</i>	652	1,573

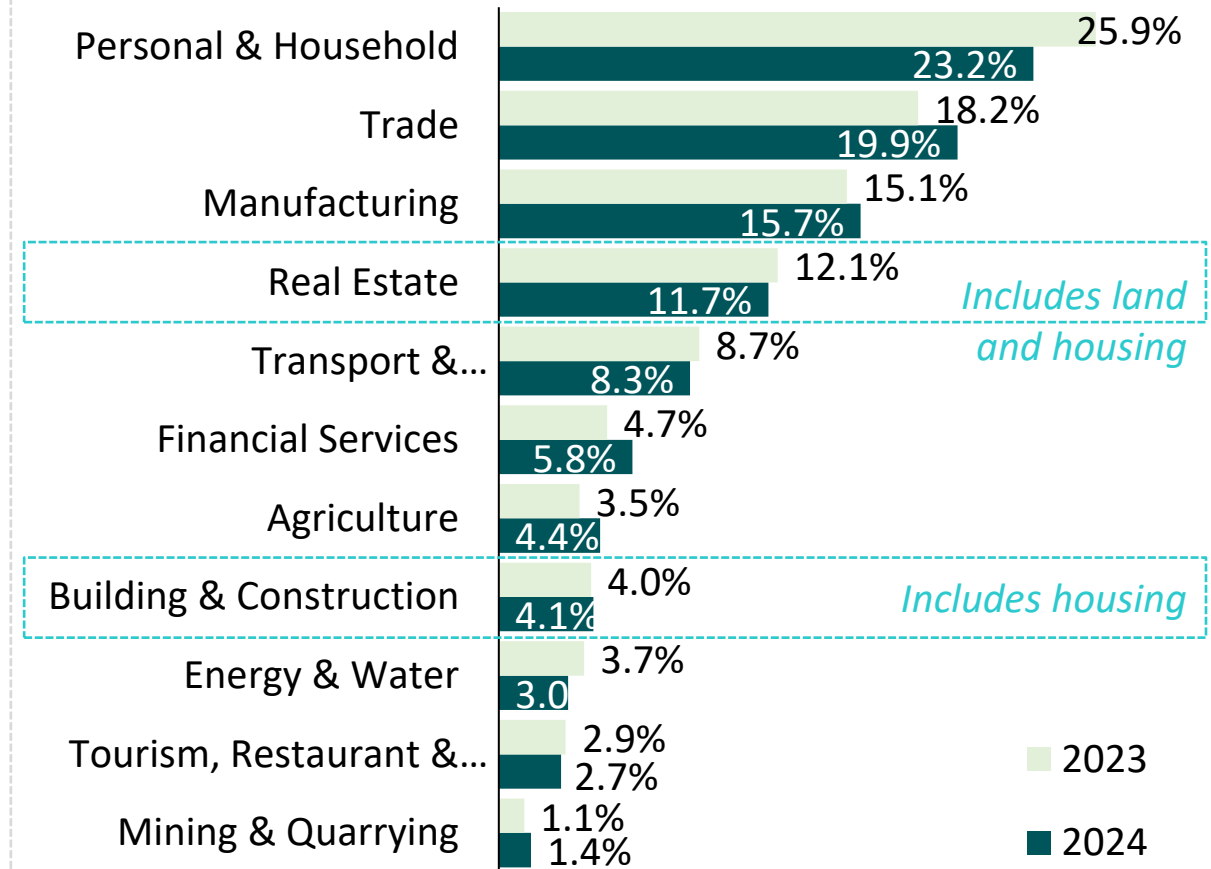
A larger portion of SACCO loans are used to finance housing compared to banks

Despite having lower absolute gross loans compared to banks, a larger share of SACCO loans are used to finance land and housing value chains




Regulated SACCOs*



Commercial Banks

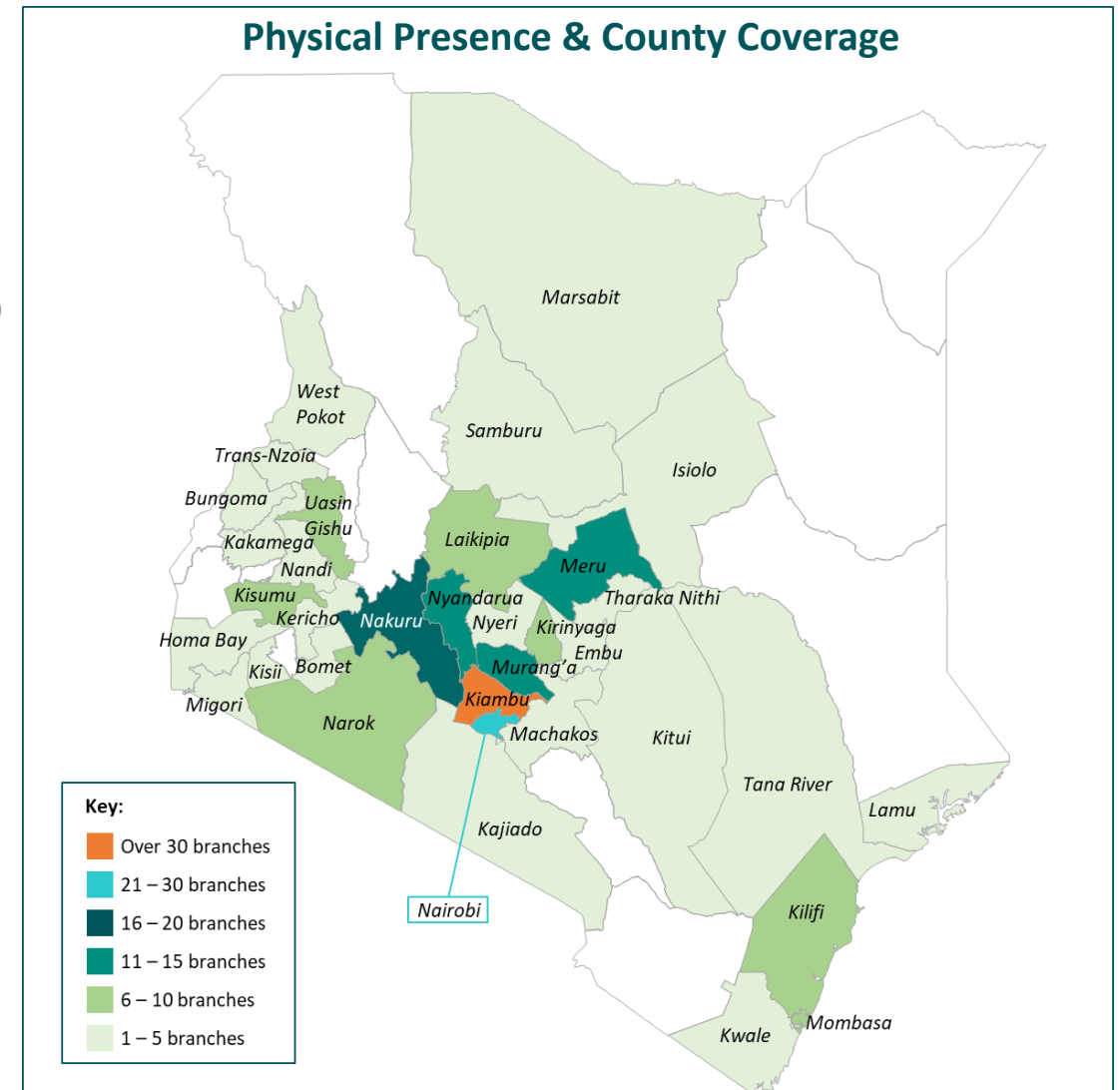
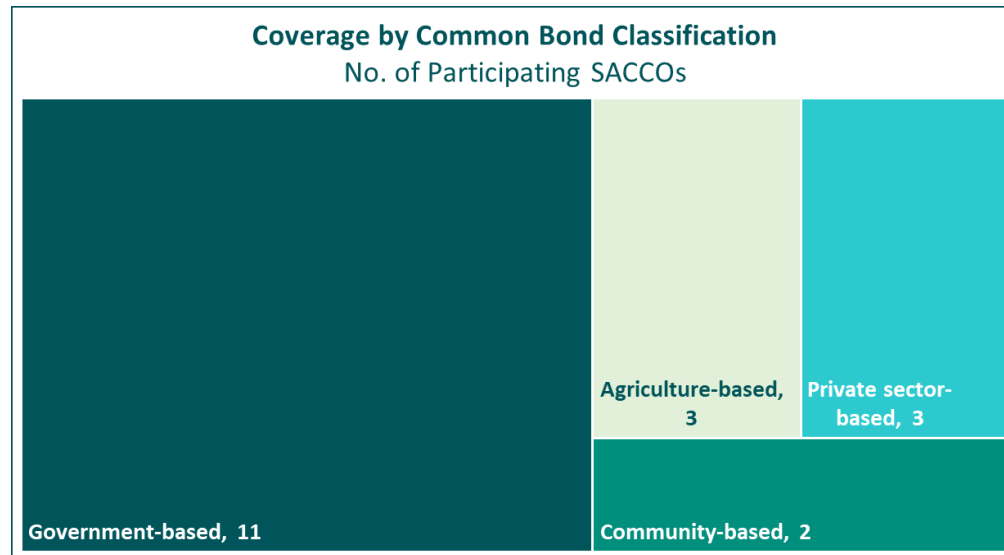


A mixed-method approach was applied, combining quantitative and qualitative analysis

 SACCO SELECTION APPROACH:	<ul style="list-style-type: none"> Selected based on strategic interest in land and housing Other factors considered include SACCO size by gross loans and geographic location
 DATA COLLECTION AND ANALYSIS APPROACHES:	<ul style="list-style-type: none"> Management interviews Land and housing and mortgage loan portfolio data collection and spreadsheet analysis Internal SACCO document review e.g., strategic plans, policies, loan forms etc. Desk research Focus group discussions and individual interviews with SACCO members
 LIMITATIONS:	<p>Different levels of data completeness*:</p> <ul style="list-style-type: none"> Some SACCOs experienced challenges in easily extracting requested data Some requested data fields were not provided; this varied across participating SACCOs The loan listings provided did not include all outstanding loans classified under land and housing or mortgage financing for some SACCOs

19 deposit-taking SACCOs, mostly classified as ‘larger’, participated in the study

- **Type:** All 19 are deposit-taking (DT) SACCOs
- **Tier classification by total assets:** 16 SACCOs were classified as ‘Larger’ SACCOs per their 2023 total assets; 3 were ‘Medium’*
- **Refinancing:** ~58% of the SACCOs offer KMRC-refinanced mortgages
- **Geographical coverage:** Using branch network as a metric, the 19 SACCOs cover 35 of the 47 counties in Kenya
- **Common bond status:** 18 SACCOs have opened their common bonds; 11 are classified as government-based SACCOs**

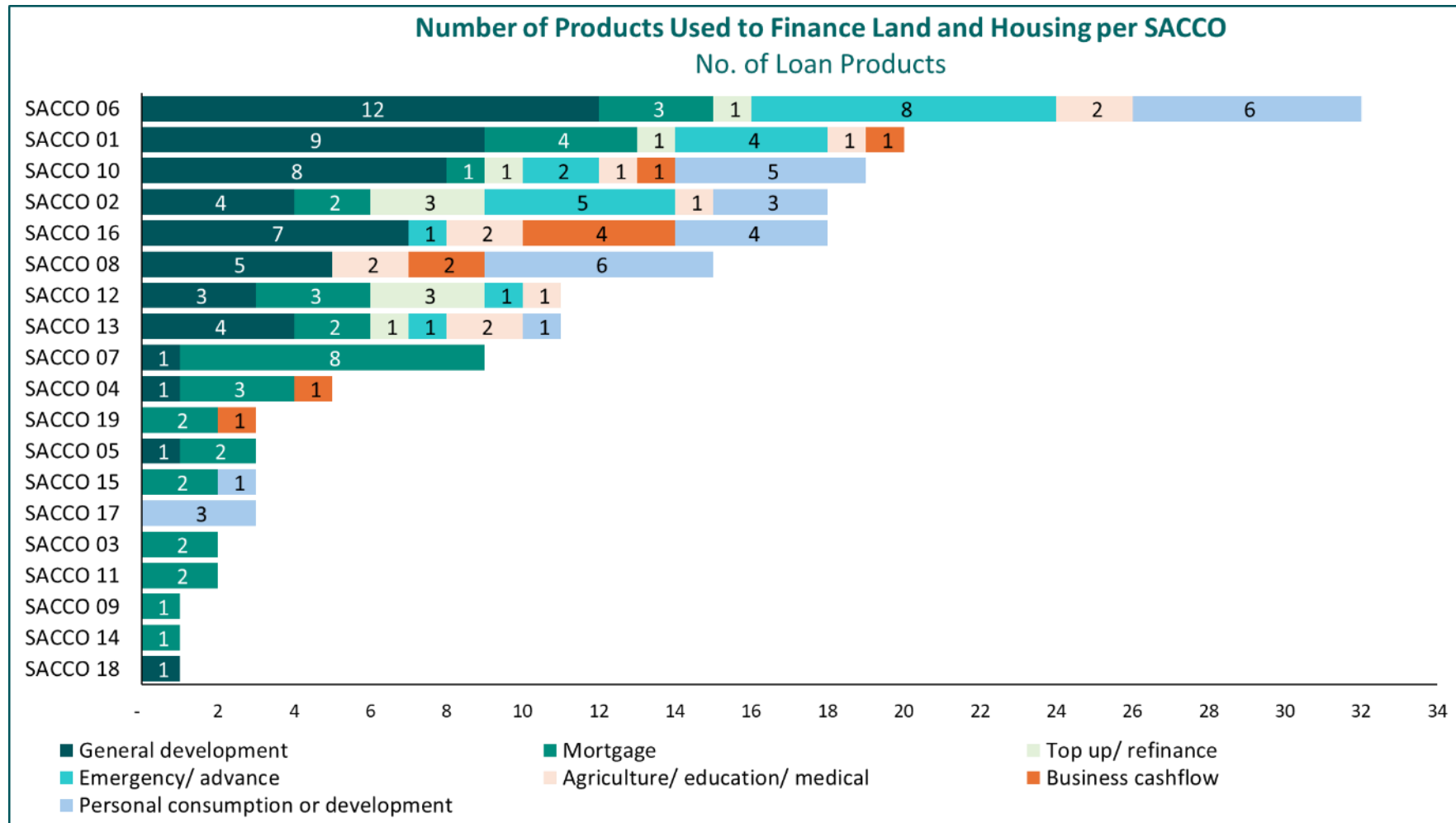


Key Findings

Housing Finance Products

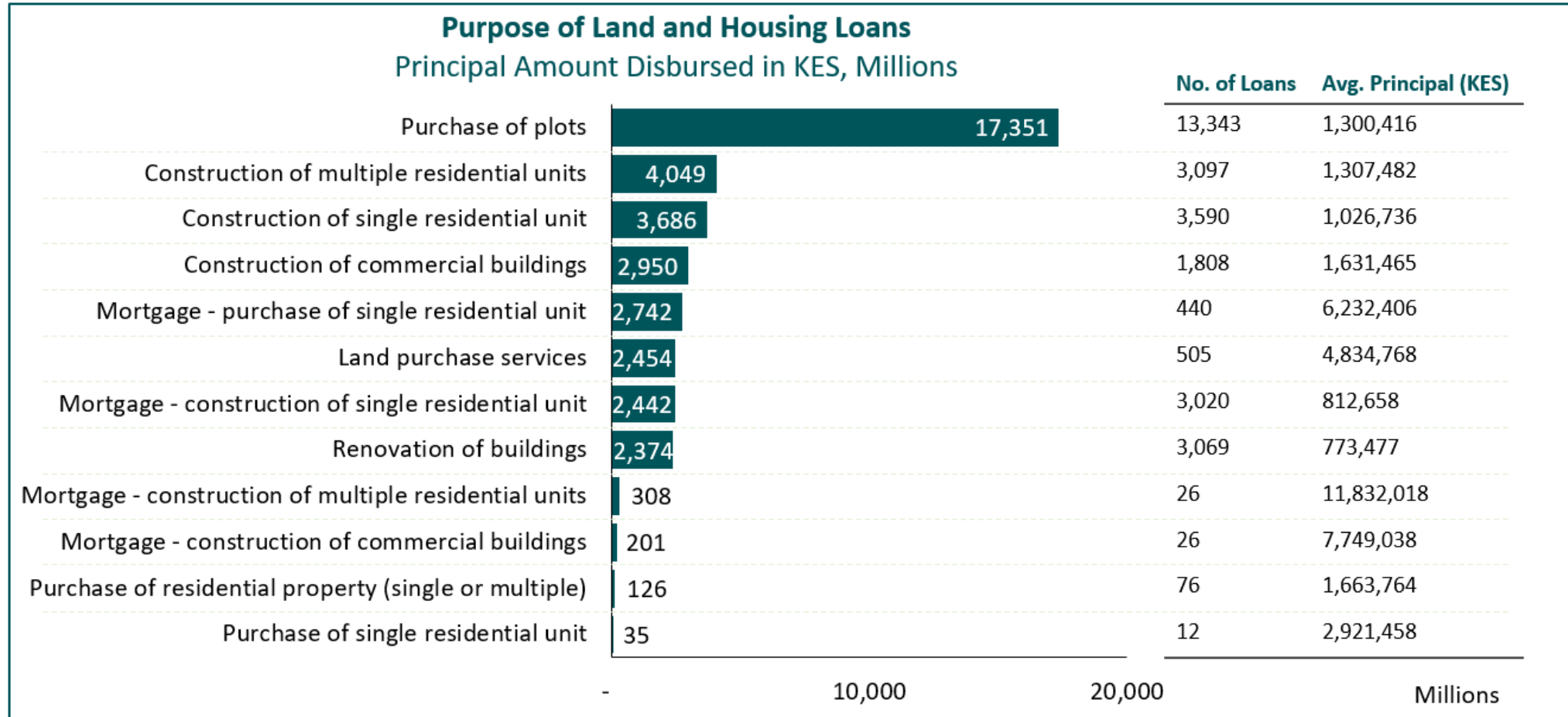
SACCO members use a wide range of loan products to finance land and housing needs

Besides loan products designed for land and housing, **members are using different sector loans** (e.g., agriculture, education etc.) and **short-term emergency loans despite their higher costs and smaller ticket sizes**



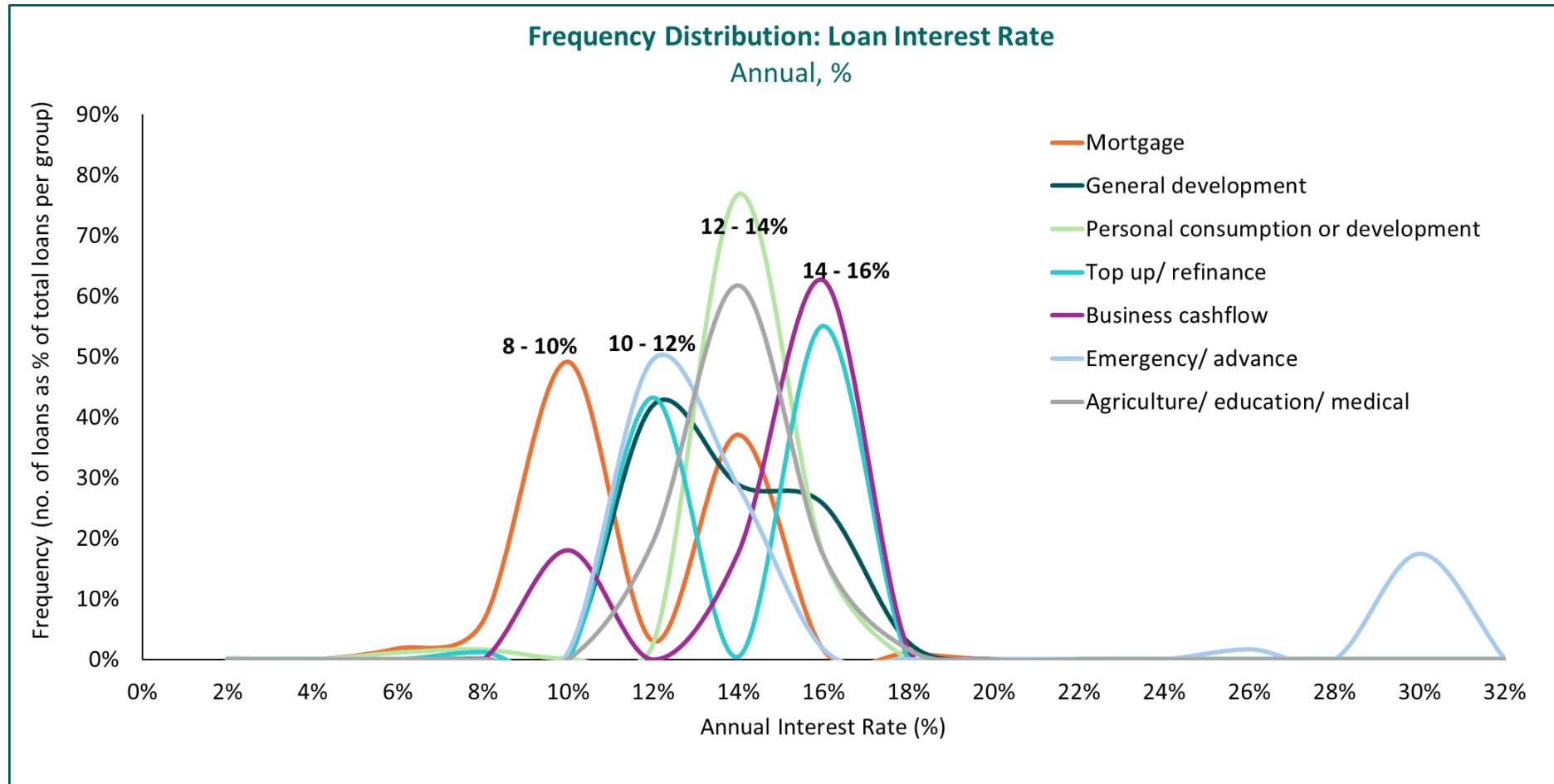
An overwhelming majority of land and housing loans are used to finance land purchase

Plot purchase is the dominant use of SACCO land and housing loans, presenting a clear opportunity to enable members to develop purchased land as a next step – **construction follows land purchase in dominance**



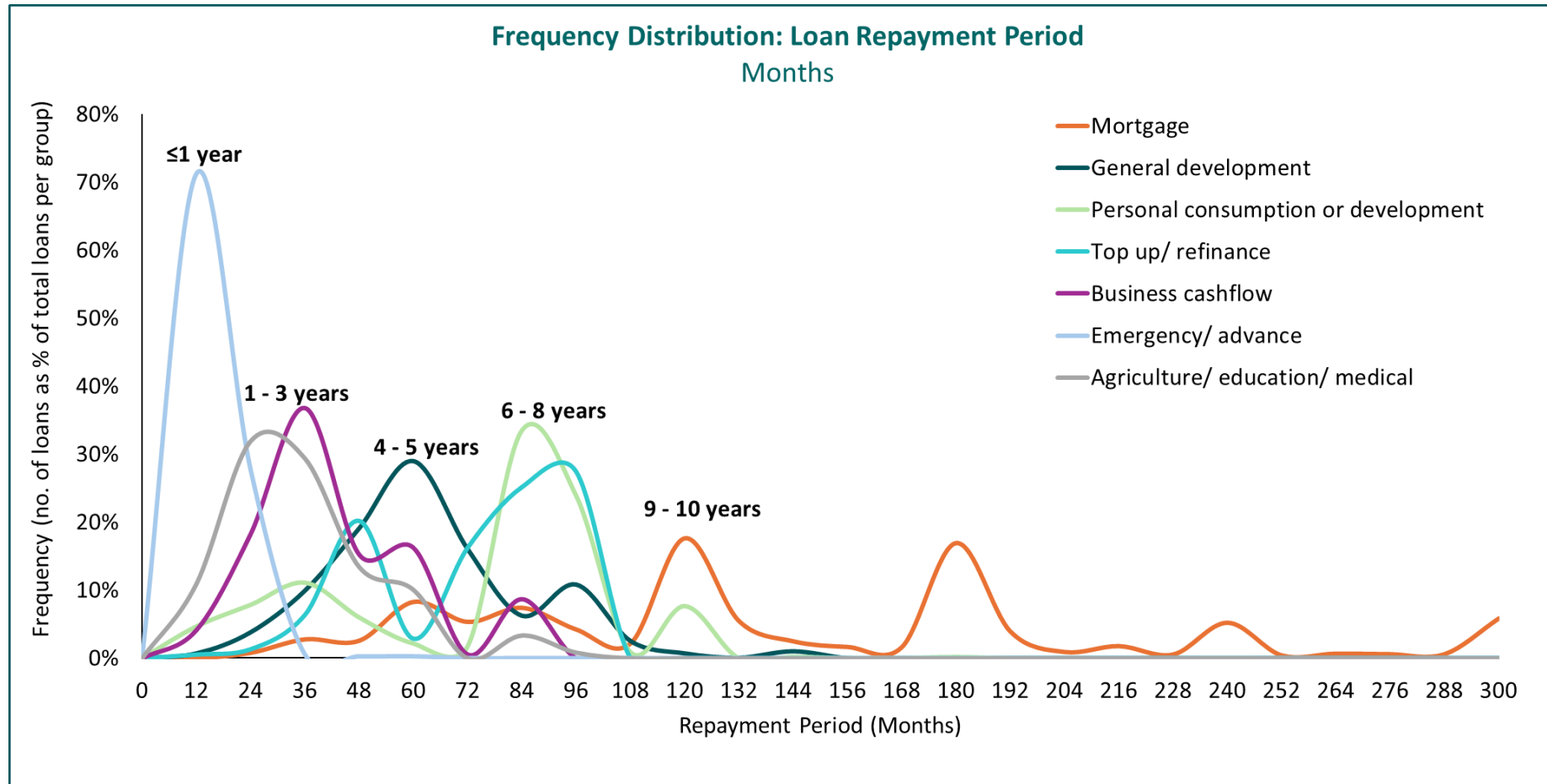
Interest rates on most loans range from 8 – 16%, with loans offered at a fixed rate

Mortgages are offered at the lowest interest rates, enabled by refinancing from KMRC, while general development loans are slightly higher at 12% on average



Most loans are medium-term, with mortgages offering longer repayment periods

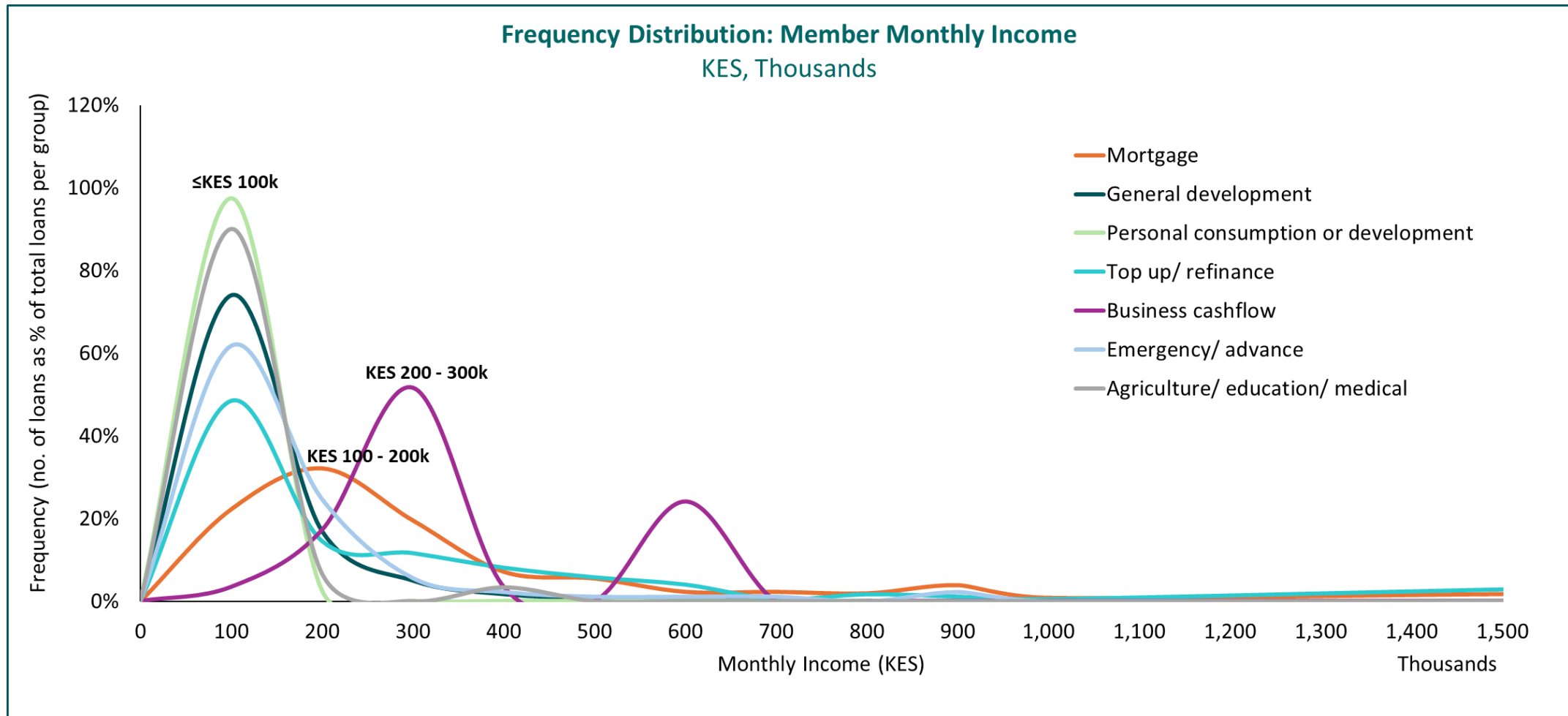
Loan tenors for SACCO land and housing loans vary widely, with most falling in the 3–5-year range, and mortgages offering significantly longer tenors (25 years max.); majority mortgage borrowers either preferred or qualified for tenors of 9-10 years



Affordability

A large share of land and housing borrowers fall within the lowest income bracket

Over 70% of borrowers earn a gross monthly income of **KES 100,000 or lower** and **may not be enough to qualify for large loan amounts** borrowed at once; **construction provides flexibility for incremental borrowing and building**



Statutory deductions are rising faster than incomes, reduce borrowing capacity

Increases in statutory deductions have **eroded net incomes for salaried workers** and reduced their capacity to borrow; this **could also result in rising NPLs as fully-committed pay slips breach the one-third rule**

All values in KES unless stated otherwise

		Scenarios	
		Apr 2022	Apr 2025
<u>Salary details</u>			
Gross pay		200,000	200,000
Pre-tax deductions		200	12,820
Taxable income		199,800	187,180
Income tax		54,723	50,937
Tax reliefs		2,655	2,400
P.A.Y.E		52,068	48,537
Pay after tax		147,732	138,643
Post-tax deductions		1,700	-
Net pay		146,032	138,643
<u>Mortgage details</u>			
Annual interest rate	9.5%		
Tenor (years)	25		
Tenor (months)	300		
Monthly mortgage payment		58,413	55,457
Principal		6,685,691	6,347,404
<u>Take home pay</u>			
Take home pay after mortgage payment		87,619	83,186
Take home as % of net pay		60%	60%

High mortgage closing costs reduce affordability and deter uptake in favor of other loans

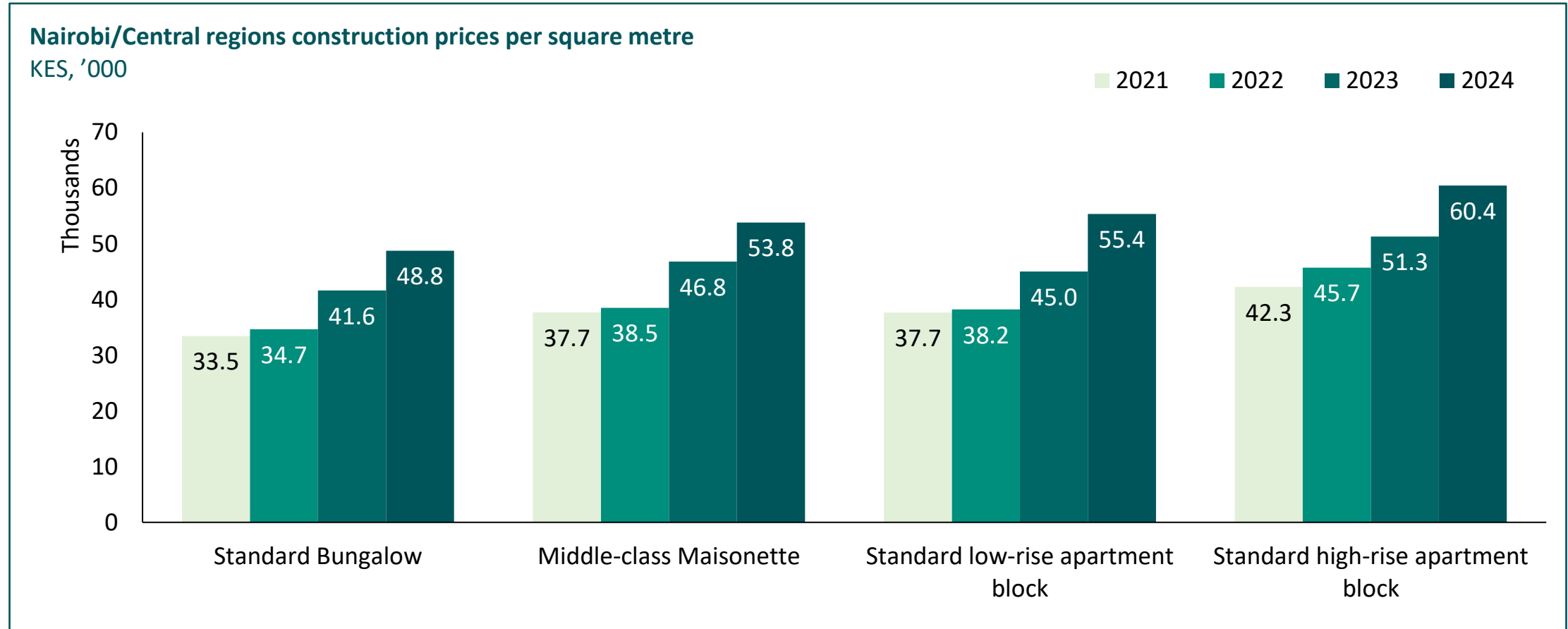
Costs incurred upfront to obtain property-secured loans, such as legal and valuation fees and other public-sector costs are estimated at 9–10% of the loan value by some SACCOs; this is not fully covered by the 105% financing that some borrowers qualify for

All values in KES unless stated otherwise

	Construction (no land acquisition)	
	Mortgage	Development
Loan details		
Security	Property	Guarantors
Annual interest rate	9.5%	12.0%
Tenor (years)	25	6
Tenor (months)	300	72
Principal (also assumed market value of property)	2,000,000	
Monthly loan payment	17,474	39,100
Additional one-off costs		
Loan processing fee	1% 20,000	20,000
Stamp duty	4% 80,000	
Valuation fees (required for stamp duty assessment)	25,000 25,000	
Land map	300 300	
Legal fees	2% 40,000	
VAT on legal fees	16% 6,400	
Land search	1,000 1,000	
Land rates clearance certificate	10,000 10,000	
Land control board consent	3,000 3,000	
Registration/ transfer	1,000 1,000	
Total	186,700	20,000
Upfront costs as % of market value	9.3%	1.0%

Rising construction costs are reducing affordability and delaying home ownership

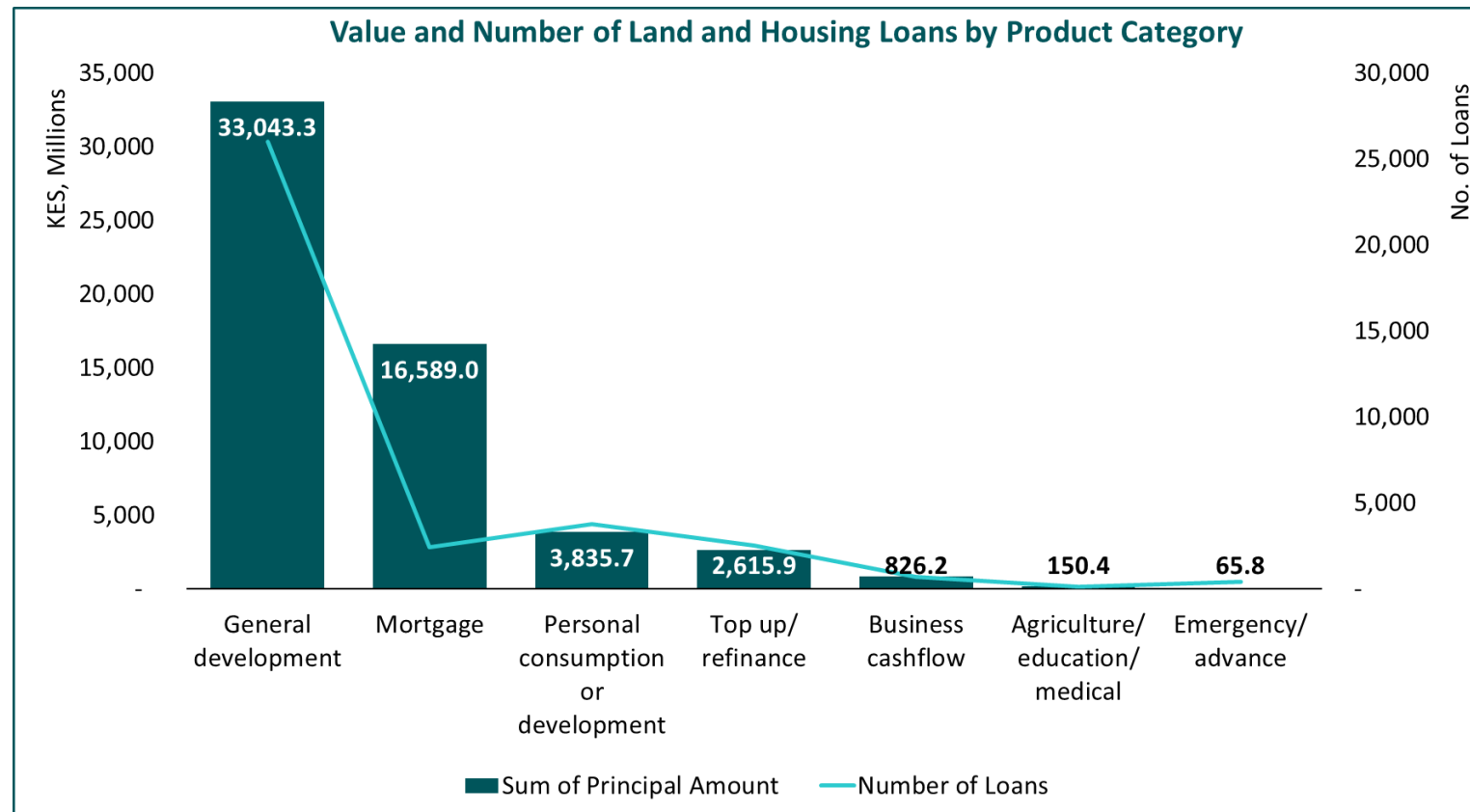
Rising construction costs, mainly driven by tax policy and supply chain issues, are **increasing the cost of home ownership, delaying construction completion, and drive some cost overruns and delinquencies in construction loans**



Access

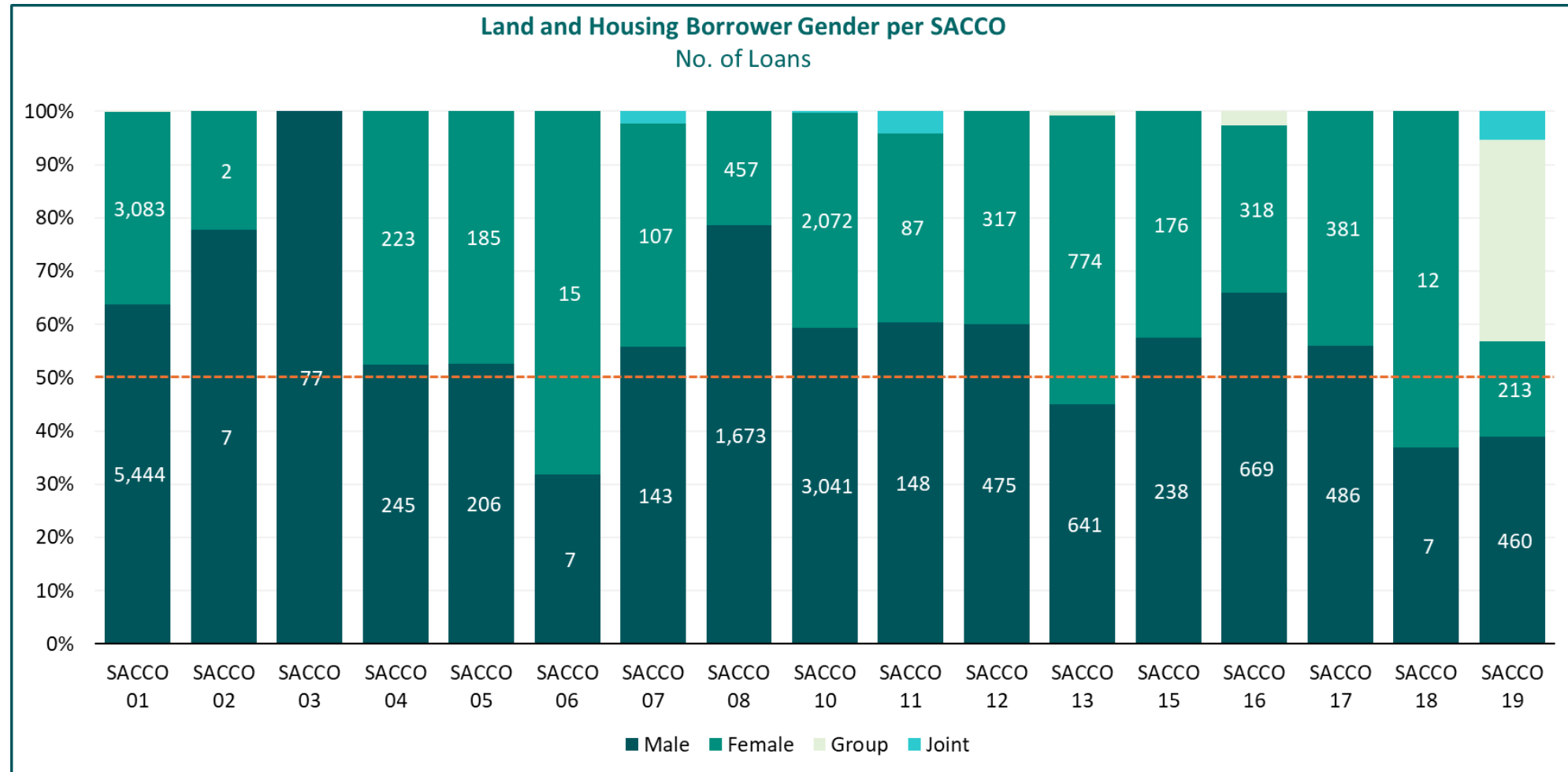
Mortgage uptake is rising but there is an opportunity cost to growing affordable portfolios

- While **general development loans** remain the most popular product for land and housing due to their historical legacy, **lower interest rates and longer repayment periods make KMRC mortgages highly attractive** to members seeking larger loan amounts
- Some SACCOs are **hesitant to allocate substantial liquidity to the initial portfolio of KMRC mortgages**, given the opportunity cost of other higher margin products; **longer tenors tie up SACCO capital upfront** as they build the initial portfolio for refinancing



Less than half of total loans were disbursed to female borrowers across most SACCOs

17 SACCOs provided data on gender and **only 38% of loans on average were lent to female members**, likely mirroring the higher level of **male membership within the SACCO sector** i.e., in 2019, men made up 58% of SACCO membership



Awareness

Consumer awareness of KMRC mortgages and the mortgage interest tax relief is low

- **Awareness of KMRC mortgages is moderate**, however, some members of SACCOs without a KMRC offering remain completely unaware of these affordable mortgages
- The mortgage interest tax relief is **applicable to mortgages financing owner-occupied homes**, offered by lenders including SACCOs
- Effects on affordability over a long-tenor loan can be significant, **but awareness and utilization remain low** - only 4.5% of respondents in the KNBS Housing Survey were aware of this benefit

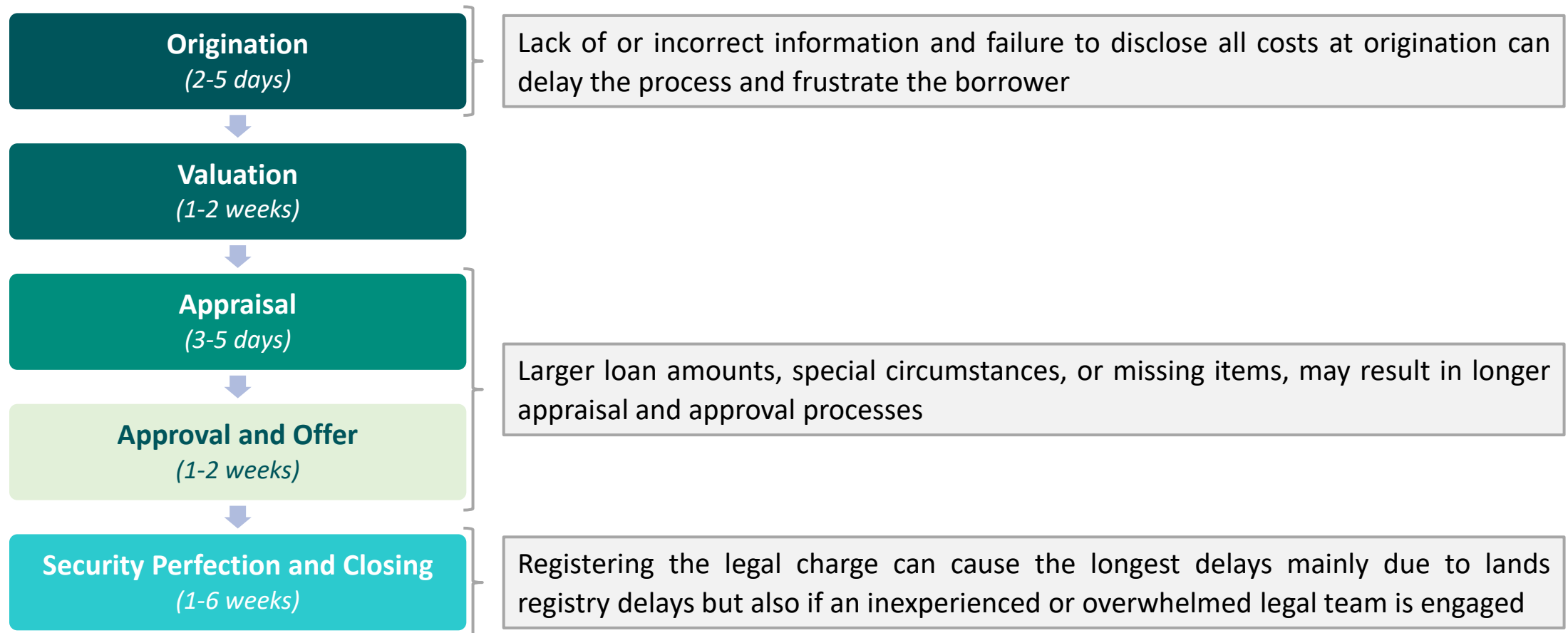
Monthly payslip		Without mortgage interest tax relief	With mortgage interest tax relief
Basic pay		200,000	200,000
Benefits		-	-
Gross pay		200,000	200,000
NSSF Tier I & II (applicable from end of Feb 2025)	4,320	4,320	4,320
Voluntary pension		-	-
Max. mortgage interest tax relief	30,000	-	30,000
SHIF	2.75%	5,500	5,500
Housing levy	1.5%	3,000	3,000
Taxable income		187,180	157,180
Income tax	Tax rate per pay band		
	10.0% first 24,000	2,400	2,400
	25.0% next 8,333	2,083	2,083
	30.0% next 467,667	46,454	37,454
	32.5% next 300,000	-	-
	35.0% all above 800,000	-	-
Personal tax relief	2,400	2,400	2,400
P.A.Y.E		48,537	39,537
Net pay		138,643	147,643
Max. monthly savings with mortgage tax relief			9,000

Mortgage scenarios (Basic pay of KES 200,000)	With mortgage interest tax relief
Mortgage details	
Annual interest rate	9.5%
Principal	6,760,000
Tenor (years)	25
Tenor (months)	300
Monthly mortgage payment	59,062
Net pay (from KES 200k gross)	147,643
Take home pay after mortgage payment	88,581
% of gross income of KES 200k)	60%
Estimated mortgage tax relief savings	
Avg. monthly tax savings with mortgage	7,824
Max	9,000
Min	139
Total mortgage relief lifetime savings*	2,347,234
Savings as % of mortgage principal	34.7%

Process and Disclosures

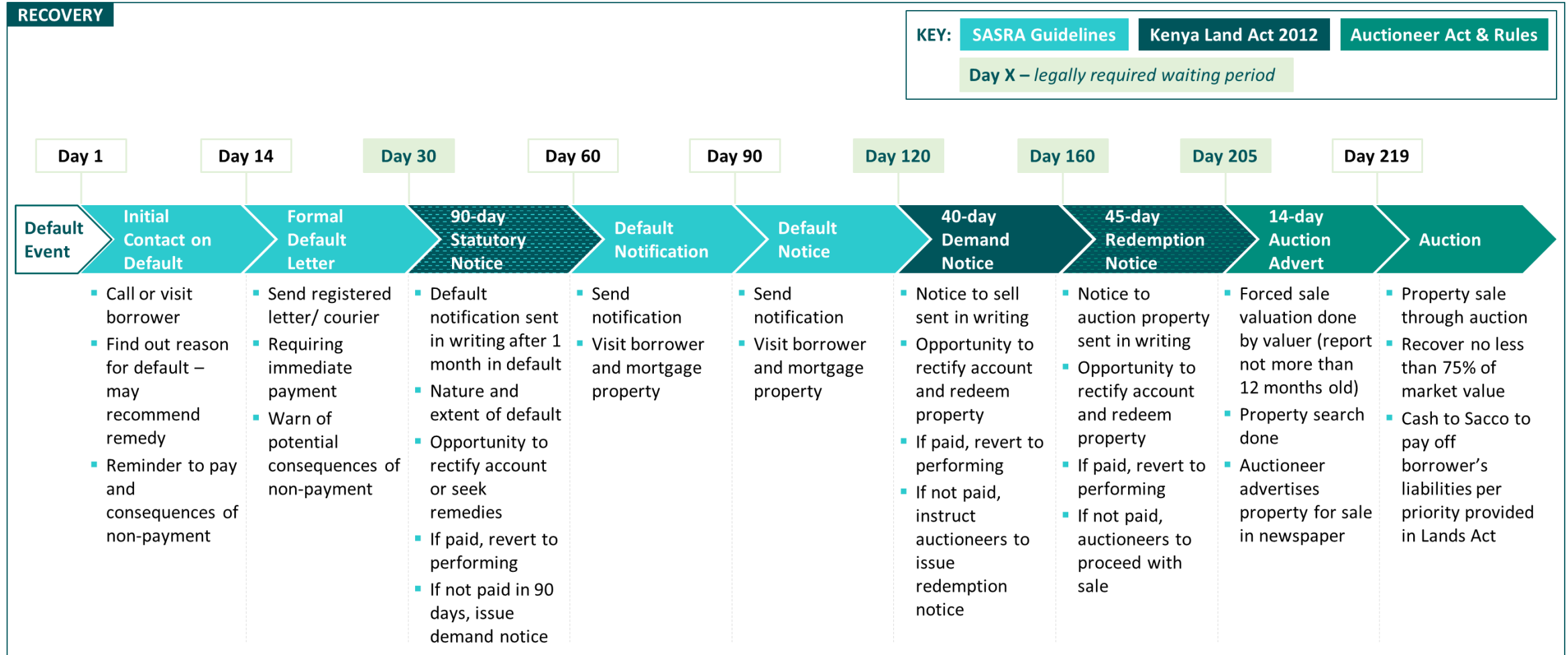
The property-secured loan process is viewed as lengthy compared to other SACCO loans

- The lengthy and sometimes tedious lending process has been cited as one deterrent to uptake of property-backed loans - **taking ~1-3 months or longer compared to other loans that can take a few days to process**
- **Access to accurate, complete, and correct information on mortgages is also a challenge** that many SACCO members have faced



The long recovery process is a major challenge that affects mortgage lending

When default occurs, SACCOs first attempt to align on a suitable resolution plan with the borrower e.g., restructuring. If this fails, a legally-guided recovery process is initiated - **36% of SACCOs cited this as a key loan recovery challenge** (KNBS Housing Survey)



Recommendations

Recommendations | Products

1



- SACCOs could **design an incremental building product** that mirrors the incremental borrowing trend, widely used especially by lower-income borrowers to enhance affordability
- The product could then be **considered for refinancing** to unlock access to affordable housing finance for these borrowers

2



- SACCOs could **introduce buy-and-build mortgage products designed to reduce duplicate incidental costs** e.g., the product can be structured to combine land purchase and construction under a single legal charge
- Buy-and-build mortgages are already refinanced by KMRC; banks are already offering and refinancing such loans


3




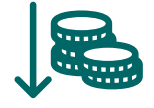
- **Introducing or increasing uptake of existing joint mortgage products** may further improve access by women and increase affordability for lower-income households with two incomes


Initiated by SACCOs, approved by SASRA


Recommendations | Processes, staff capacity, and member support

- 

SACCOs can introduce **KMRC product champions** to ensure that staff are well trained and informed
- 

SACCOs can introduce **KMRC product champions** to ensure that staff are well trained and informed
- 

For construction mortgages, SACCOs could **reconsider requirements for recurring valuation during the life of the mortgage** to reduce ongoing valuation fees
- 

SACCOs could **offer practical construction support** to help reduce cost overruns and completion delays that could lead to default e.g., partnerships with vetted real estate development professionals facilitated by affiliate housing cooperatives
- 

SACCOs can **introduce targeted interventions to support more women to join SACCOs and incentivize female members to invest in property** to close the gender gap

Led by SACCOs

Recommendations | Ecosystem and enabling environment (1/3)

1



- Support **widespread utilization or uptake** of the mortgage interest tax relief, KMRC mortgages, and the stamp duty waiver
- Increase efforts to raise awareness** e.g., directly engage and educate borrowers on available subsidies to incentivize uptake
- Extend the waiver** beyond the government's Affordable Housing Scheme (AHS) developments

2



Further improve the mortgage interest tax relief to benefit lower-income households e.g., by:

- Making it a percentage of the mortgage amount or cost/price of the house
- Introducing percentage bands with lower amounts getting a higher percentage relief

Joint effort by SACCOs, KMRC, and housing policy organizations to lobby government

Recommendations | Ecosystem and enabling environment (2/3)

3



The **government proposed reforms to reduce the legally-required 90-day statutory notice period** but only for the Affordable Housing Programme (AHP); if passed, **reforms should be extended to all developments** beyond the AHP

4



Private treaty recovery is a legal avenue that is underutilized (only 18.5% of SACCOs utilize this per KNBS survey) **and if institutionalized**, can be faster while still ensuring that consumers are protected (e.g., through bulk disposal by an external entity)

5



Review and revise public policies that impact the cost of construction to **align tax policy with government housing objectives**

6



Public agencies should **ensure adjustments to land transfer fees consider prevailing economic conditions and provide ample notice** to prospecting homeowners

Housing policy organizations to lobby government and SACCOs

Recommendations | Ecosystem and enabling environment (3/3)

7



- **Consider introducing a pre-financing facility** to provide short-term capital to bridge the gap between mortgage disbursement and initial refinancing, enabling SACCOs to grow their affordable mortgage portfolios
- Other countries with similar facilities include Nigeria (the Mortgage Warehouse Funding Limited) and Tanzania (the Tanzania Mortgage Refinance Company's pre-finance loans)

Development organizations and KMRC

Summary of key recommendations and potential next steps for various stakeholders

Challenge	Recommendation/ Potential next steps
Affordability	Design incremental housing products that can be considered for refinancing
	Introduce buy-and-build mortgage products already being refinanced by KMRC
	Extend application of the stamp duty waiver to other developments beyond the government's AHP
	Adjust the mortgage interest tax relief to better benefit lower-income households e.g., make it a percentage of the mortgage amount or house cost and introduce bands with higher percentages for lower amounts
	Review and revise tax policies influencing construction costs to ensure alignment with government housing objectives
Access	Reconsider recurring valuation requirements through the life of a mortgage and offer practical solutions for construction support to avoid cost overruns
	Legally specify closing costs that can be passed on to borrowers and ensure adjustments to land transfer fees consider prevailing economic conditions and provide ample notice for better planning by home buyers
	Introduce a pre-financing facility to bridge gaps between mortgage disbursement and initial refinancing
Awareness	Introduce targeted interventions to increase SACCO membership and investment in housing by women
	Increase lending of joint mortgage products for better access by lower-income households with two incomes
Process	Increase awareness of the mortgage interest tax relief and KMRC products to support uptake
Process	Extend the proposal to reduce the 90-day statutory notice period for defaults to other housing developments, if passed for the AHP
	Explore ways to institutionalize other legal recovery options e.g., private treaty
	Conduct continuous staff training on mortgage products and process and introduce KMRC product champions

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Annex

Supporting Information

Classification | Description of SACCO loan product categories used in the study

Category	Description/Intended Use
General development	<ul style="list-style-type: none"> For general socio-economic development of the member Usually, no specific purpose is indicated but suggestions are often provided; may or may not include land and housing as one of the suggested uses
Mortgage	<ul style="list-style-type: none"> Specifically designed to finance real estate assets, where only the financed property is accepted as collateral Can be used to finance purchase or construction of residential or commercial buildings, land purchase or renovation Mortgages refinanced by KMRC have a specified purpose – to finance purchase or construction of owner-occupied, single-dwelling residential units Usually large long-term loans; smaller amounts and shorter tenors for land purchase and renovation
Personal consumption or development	<ul style="list-style-type: none"> No purpose specified Usually small and short term; based on descriptions provided, can be used for either consumption or development needs
Top up/ refinance	<ul style="list-style-type: none"> Designed to be additional to general development loans, to refinance existing loans, or to bridge financing gaps for development projects
Emergency/ advance	<ul style="list-style-type: none"> For emergencies and unforeseen situations requiring financial relief or to solve short term financial challenges Mostly short-term
Agriculture/ education/ medical	<ul style="list-style-type: none"> Purpose is specifically stated either for education, agricultural production or healthcare needs Some SACCOs are not strict on these purposes but instead focus on ability to pay for approval
Business cashflow	<ul style="list-style-type: none"> Designed either to support short-term business cashflows or based on business cashflows

Sectors | SASRA economic sectors and sub-sectors relevant for this study

Participating SACCOs were asked to share data on all outstanding loans classified under the land and housing and mortgage finance economic sectors and sub-sectors as follows (no. 1 – 7):

Land and Housing

- Land
 1. Purchase of plot
 2. Land purchase services such as surveying and valuation
- Housing
 3. Construction of multiple residential buildings
 4. Construction of commercial buildings
 5. Construction of single residential dwelling unit
 6. Renovation of buildings

Finance, Investment and Insurance

- Mortgage Finance
 7. Purchase of residential property/payments to mortgage loans in other financial institutions

Other Findings

Data Completeness | Reviewed based on loan listings and data fields shared per SACCO

SACCO code	No. of loans analysed	BORROWER DETAILS			OUTSTANDING LOAN DETAILS											PROPERTY DETAILS		
		Gender/ group	Gross monthly income	Age	SACCO loan product name	Original loan principal	Annual loan interest rate	Date of issue	Original loan tenor	Original maturity date	Outstanding Amount	Date of Outstanding Amount	Performance / Risk Classification	KMRC refinancing status	Purpose/ Sub-sector	Property market value	County	Housing cooperative origination
SACCO 01	8,539	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	○
SACCO 02	4,952	○	○	○	●	●	●	●	●	○	●	●	○	○	●	○	○	○
SACCO 03	77	●	○	●	●	●	○	●	●	●	●	●	●	●	○	○	○	○
SACCO 04	468	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
SACCO 05	399	●	○	●	●	●	○	●	●	●	●	●	●	○	●	●	●	○
SACCO 06	4,969	○	○	○	●	●	●	●	●	●	●	●	○	○	●	○	○	○
SACCO 07	2,595	○	○	○	●	●	●	●	●	●	○	○	●	●	●	○	○	○
SACCO 08	2,130	●	○	●	●	●	●	●	●	●	○	○	●	○	○	○	●	○
SACCO 09	92	○	○	○	●	●	●	●	●	●	●	○	○	○	○	○	○	○
SACCO 10	5,153	●	●	●	●	○	●	●	●	●	●	●	●	○	●	○	○	○
SACCO 11	245	●	○	●	●	●	●	●	●	●	○	○	●	●	●	●	●	●
SACCO 12	1,134	●	●	●	●	●	●	●	●	●	○	○	●	○	○	○	○	○
SACCO 13	1,564	●	●	●	●	●	●	●	●	●	●	○	●	●	○	●	●	○
SACCO 14	50	○	○	○	●	●	●	●	●	●	●	○	○	○	○	○	○	○
SACCO 15	414	●	○	●	●	●	●	●	●	●	●	●	●	●	○	●	○	○
SACCO 16	1,047	●	○	●	●	●	●	●	●	●	●	●	●	●	●	○	○	○
SACCO 17	867	●	○	●	●	●	●	○	●	○	●	○	●	○	○	○	○	○
SACCO 18	19	●	○	○	●	●	●	●	●	●	●	●	●	●	●	○	●	○
SACCO 19	1,184	●	○	○	●	●	○	●	●	○	●	○	○	●	●	○	○	○
Count of data that can be analysed:		14	5	12	19	18	16	18	19	16	15	10	14	10	11	7	7	2

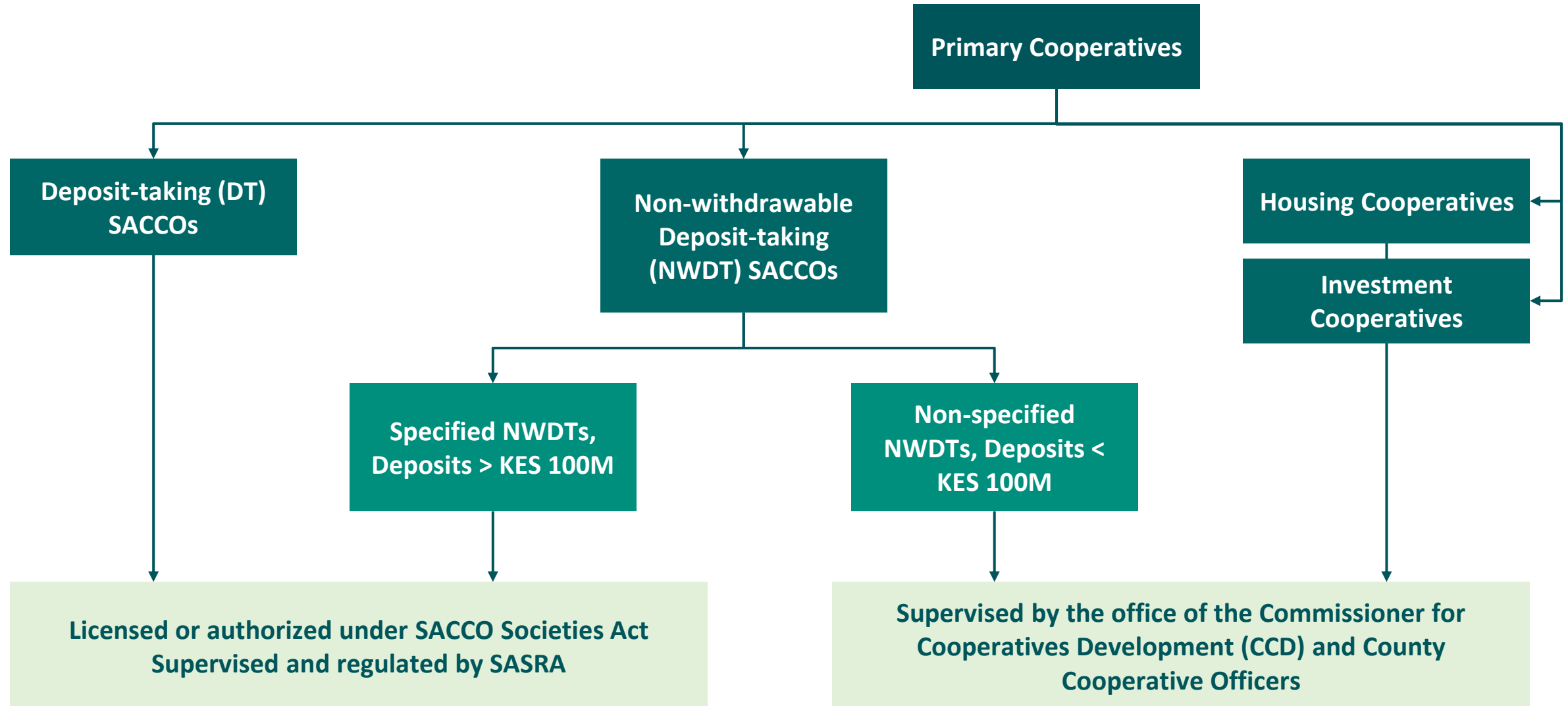
KEY:

- Complete;shared for all loans shared
- Incomplete - populated for more than half of the loans
- Incomplete - only provided for a few loans
- Blank; no data shared for any loans

Decline in level of data

Background on SACCOs

Background | Overview of Primary Cooperatives in Kenya



Background | Key SACCO Regulations in Kenya

Item	DT SACCOs	NWDT SACCOs
<i>Licensing:</i>	Licensed by SASRA	'Authorized' or issued with a Certificate of Compliance, some by SASRA
<i>Permitted activities:</i>	Can accept non-withdrawable and <u>withdrawable deposits</u> and offer demand savings	Limited to non-withdrawable deposits
	Allowed to operate Front Office Services Activity (FOSA) for <u>banking-like services</u>	Not allowed to operate FOSA
<i>Regulation and supervision:</i>	Fully regulated including <u>prudential supervision</u> and on-site inspections	Supervised for compliance and reporting, not prudential supervision; those under SASRA are prudentially regulated
<i>Statutory requirements:</i>	Minimum capital adequacy, liquidity and core capital requirements <u>specified</u>	None prescribed except for institutional capital to total assets requirement; those under SASRA have specified minimum requirements
<i>Reporting:</i>	<u>Quarterly and annual</u> statutory returns including <u>prudential</u> reporting	Annual reporting and some quarterly reporting focused on compliance; prudential metrics for those under SASRA

Source: Sacco Societies Act, Sacco Societies (DT SACCOs) Regulations, 2010, and the Sacco Societies (NWDT SACCOs) Regulations, 2020

SACCOs were developed to support financial inclusion, achieved through a different model (1/2)

SACCOs in Kenya became more prominent in the financial landscape from 1964, post-independence to promote thrift among members*

COMMON BOND

- SACCOs are formed based on a 'common bond', which is defined by the uniting characteristic of original members, usually a specific sector or employer
- SASRA classifies SACCOs as agriculture-based, government-based, community-based and private sector-based, as per SACCO common bonds
- **Recent Trend:** More SACCOs are now resolving to 'open up' their common bonds to attract more eligible members and grow member deposits

SHARE CAPITAL

- Members are required to hold a minimum share capital that is non-refundable but transferable; share capital can be accumulated over time
- **Return:** Share capital held earns an annual dividend
- **Recent Trend:** SACCOs are reducing the minimum shareholding requirement to reduce entry barriers and grow membership

SACCOs were developed to support financial inclusion, achieved through a different model (2/2)




DEPOSITS

- Members are required to save regularly – they usually define a monthly amount for non-withdrawable deposit contributions often done through check-off; can be deposited annually
- Most non-withdrawable deposits held by SACCOs are used as member loan security
- Members can have withdrawable deposits with DT SACCOs, withdrawable on demand online or in banking halls, similar to bank current accounts
- **Return:** Deposits earn an annual interest

GUARANTOR MODEL

- SACCO members guarantee each other's loans with their non-withdrawable deposits, held in lien and callable upon loan default
- When held in lien, deposits cannot be used to guarantee another loan until fully repaid
- Full loan amount is usually secured through a mix of the member's own deposits and guarantors
- **Recent Trend:** More SACCO members are using other assets (e.g., land or cars) alongside their own deposits as security; some SACCOs encourage this for asset purchase loans - This is how the Sacco Mortgage Loan is structured

Background | SACCO Role in Facilitating Land and Housing Access for Members

 LOANS	 SAVINGS	 PROPERTY DEALS
<ul style="list-style-type: none"> Loans provided to finance purchase of plots, construction of housing or outright purchase of housing Loan products often secured by guarantors, the underlying property, a different property or other assets Loans provided for both owner-occupied housing as well as investment in rental buildings by members The Kenya Mortgage Refinance Company (KMRC) enables single-digit mortgages for owner-occupied housing*: <ol style="list-style-type: none"> Outright purchase: to finance purchase of a ready housing unit Construction: to construct a home Buy and build: funds purchase of land and construction of home 11 SACCOs and others being onboarded can refinance 	<ul style="list-style-type: none"> Some SACCOs provide home savings accounts A target is set and savings earn interest Members also save through housing cooperatives These are financial cooperatives often set up as subsidiaries of SACCOs They focus on improving access to land or housing for members 	<ul style="list-style-type: none"> Availed through housing cooperatives for members Cooperatives collect deposits from members and take loans (usually from the SACCO) Capital raised is used to enable access to discounted land or housing developments obtained through developer partnerships

Introduction to AIS Capital

Overview of AIS Capital Advisors

AIS Capital Advisors is an **Africa-focused advisory firm that supports public and private sector entities to create value and sustainable impact**. The firm is based in Nairobi, Kenya and the team brings decades of experience in designing and implementing innovative and transformative transactions, investment vehicles, and projects across critical sectors in Africa. AIS Capital Advisors provides advisory support to clients, supporting companies to develop financing strategies, improve processes and raise capital, and working with emerging and frontier markets investors to identify and execute investment opportunities. We are regulated by the Institute of Certified Financial Analysts (ICIFA).

Core Services



Key sectors



The Team

