



# PRODUCT CATALOGUE

**LIFE | GENERAL | PENSION**

*Protect, Build and Restore Wealth*

# PIONEER INSURANCE



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# WELCOME TO OUR COMPANY

Pioneer Insurance Holdings Limited(Pioneer)is an indigenous Kenyan company founded in 1930 with two subsidiaries:

- Pioneer Assurance Company Limited
- Pioneer General Insurance Limited

Pioneer Assurance Company Limited (PACL), formerly Pioneer General Assurance was established in 1930 as the first company in Kenya to insure Africans. The Company's registered office is situated at Pioneer House along Moi Avenue. The company has a strong branch network of 24 branches distributed across the country

Its sister company, Pioneer General Insurance Limited (PGIL), also headquartered in the same premises, started its operations in January 2017 and is duly licensed by Insurance Regulatory Authority (IRA) to underwrite most classes of General Insurance.

The group focuses on customer satisfaction and relationship building and further endeavours to provide customized solutions to ensure customers have peace of mind and security.





# EXECUTIVE COMMITTEE



**DAVID K. RONOH**  
GROUP MD & CEO



**MILCAH KINYUA**  
MD GENERAL INSURANCE



**EMMANUEL OPAKASI**  
MD LIFE ASSURANCE



**CYPRIAN OMBOGO**  
FINANCE DIRECTOR / GCFO



**MARGRET MWASHIMBA**  
GROUP HEAD, HR & ADMIN



**TIMOTHY MUTUA**  
GM MARKETING & CUSTOMER  
EXPERIENCE



**ROBERT IPOMAI**  
CHIEF INFORMATION OFFICER



**JONES OTWORI**  
HEAD OF OPERATIONS  
LIFE BUSINESS



**ANTHONY GICHOHI**  
HEAD OF INTERNAL AUDITS



**MAWAZO RUWA**  
HEAD OF ACTUARIAL



**DAVIS MORANGA**  
RISK & COMPLIANCE MANAGER

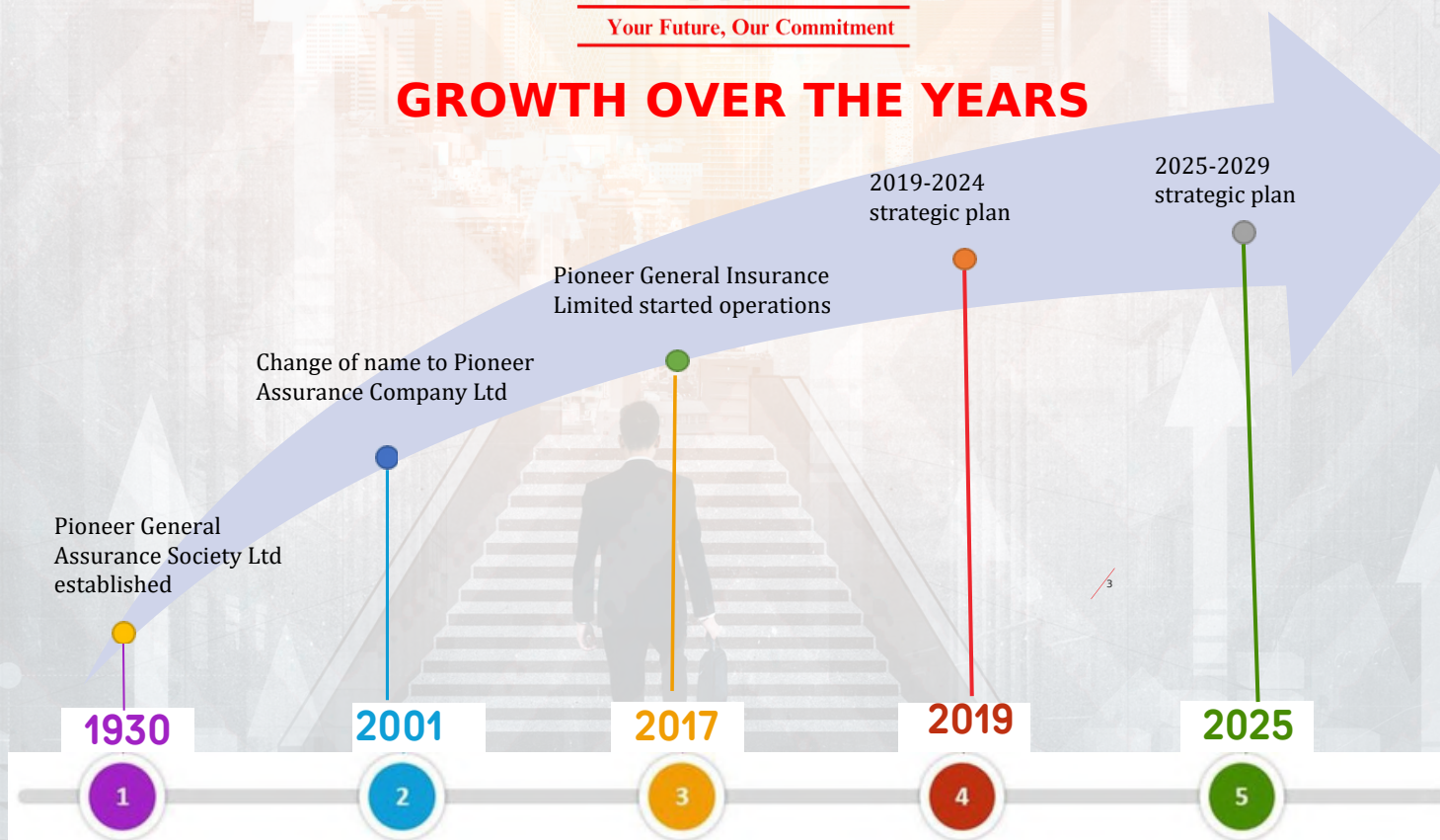


# PIONEER INSURANCE



Your Future, Our Commitment

## GROWTH OVER THE YEARS





# OUR VISION, MISSION & VALUES



## Our VISION

Protect, Build and Restore Wealth

**PIONEER  
INSURANCE**



Your Future, Our Commitment



## Our MISSION

To consistently deliver  
value to all stakeholders  
through innovative  
Insurance and Financial  
services



## Our VALUES

Integrity  
Innovation  
Customer Centricity  
Teamwork





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**PIONEER  
GENERAL**

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# TEAM



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- **Marine Insurance** (Marine Cargo inbound and outbound, Marine Open Cover, Goods in Transit, Marine Hull)
- **Motor Insurance** - Private (Motor Private, Motor Cycle, Motor Private-Terrorism)
- **Motor Ins.** - Commercial (Motor Comm. - Own Goods, Enhanced Motor Comm., Own Goods & General Cartage, Motor Trade - Road Risks, M. Comm. - Institutional Vehicles, M. Comm. Agric. & Forestry Vehicles, M. Comm. General Cartage, Motor Commercial Taxis, Online Platform Taxis, Motor Comm. PSV Asset Only, Motor Comm. - Terrorism)



- We are building capacity to underwrite **AGRICULTURE & MEDICAL INSURANCE** which we are now licensed to do. We shall keep our stakeholders updated on this venture



## The Product

### Driver Care

offers compensation to motorists in the event of injuries or disability as a result of violent, accidental, external and visible events. In the event of hospitalization following an accident the medical expenses benefit will be paid directly to the hospital or medical facility. Alternatively the company will reimburse upon receipt of original receipts and attending doctors report.

### Scope of benefits.

**Accidental Death:** The death of the Insured occurring within 12 calendar months.

**Permanent Total Disablement:** Disability that renders the Insured incapable of attending to their usual business or occupation or engaging in any occupation. Provided such disability is total, continuous, permanent and occurs within 12 calendar months.

**Hospital Cash:** This is Hospital cash is payable once following hospitalization, excluding the first three days. The actual cost of medical, surgical, hospital and related expenses necessarily and reasonably incurred for treatment of injuries resulting from an accident.

**Artificial Medical resulting from an accident:** : The actual cost of appliances/aides, incurred after treatment of injuries

**Last Expense (Accidental Death):** Payable within 48 hours following a fatal accident Age limit 18years – 65years

Benefits:	Plan A	Plan B	Plan C
Accidental Death	250,000	500,000	750,000
Permanent total Disablement	250,000	500,000	750,000
Hospital Cash	5,000	7,500	10,000
Accident Medical Expenses	50,000	60,000	70,000
Artificial Medical Appliances	7,500	10,000	20,000
Funeral Expenses(Accidental Death)	7,500	10,000	20,000
<b>Annual Premiums inclusive of Levies</b>	<b>2,000</b>	<b>3,000</b>	<b>4,500</b>



### What is not offered

- a) Intentional self-inflicted injuries
- b) Suicide or attempted suicide
- c) Injuries while under the influence of alcohol and drugs (other than prescriptions)
- d) War and Terrorism.
- e) Accident while traveling in aerial device except as a passenger.
- f) Exceptionally risky activities and sports

\*\*\*\*Kindly refer to the policy document for the full list of exclusions\*\*\*



**DRIVERCARE**

Drive bila worries na Pioneer  
Insurance





## BIZNACARE

### The Product

**BIZNACARE:** is a multi-peril Policy for Small and Medium Enterprises (SMEs), targeting all business entities with an annual turnover range of between Kshs. 300,000 and 200 Million. It offers the client the freedom to choose various section(s) that suit their needs.

#### SECTION A: FIRE & PERILS (Mandatory section)

This section covers business premise and other contents from any loss resulting from Fire, Lightning, Earthquake, Floods, Storm damage, Riots, Strikes & Civil commotion and Malicious damage. Losses as a result of explosion of domestic appliances such as gas cylinders are also payable. Rate 0.1125% Minimum Premium is Kshs. 2,551.00

#### SECTION B. FIRE CONSEQUENTIAL

This Section will indemnify the insured against certain expenses that continue to be incurred before the business is fully back into operation following an insured loss. Rate 0.1125% Minimum Premium is Kshs. 3,054.00

#### SECTION C: BURGLARY (Mandatory section)

This section covers losses arising from forcible entry or exit into or out of the insured building/premises. It is a requirement that the insureds' premise be guarded at all times. Rate 0.5% Minimum Premium is Kshs. 2,551.00

#### SECTION D: ELECTRONIC ALL RISK

This section covers the computers, laptops, photocopiers, scanners and other electronic items against Fire, Theft and Accidental damage. Rate 1 % Minimum Premium is Kshs.2,551.00

#### SECTION E. PUBLIC LIABILITY

This section is designed to cover legal liability claims from third parties which may arise in connection with the use of the premise. Such claims may be in respect of accidental death, bodily injury or accidental damage to property. Rate 0.1% of the desired limit Minimum premium Ksh. 2,551.00

### BiznaCare

#### SECTION F. MONEY

This Section covers money which unless otherwise stated, means currency notes & coins against loss arising: - (a). In transit between your office and Bank :1% per mil (b). In your office during working hours :1% per mil (c). In a locked safe and/or strong room in your Office outside business hours : 1% per mil (d). Money with authorized -Staff:1% per mil -Safe: 1% per mil -Strong room: 1% per mil (e). Value of Safe and/or strong room:1%per mil Minimum Premium is Kshs. 3,054.00

#### SECTION G: FIDELITY GUARANTEE

This Section covers the insured against losses arising from dishonesty of the employees. Rate charged on the desired Any One Event Limit . Rate 1% Minimum Premium is Kshs. 10,085.00

#### SECTION H. WORK INJURY BENEFITS ACT

This section covers the business against liabilities that may arise from bodily injuries to their employees sustained by accident or diseases arising out of and in the course of employment as provided under the Work Injury Benefits Act 2007. The benefits payable are as follows:  
A) Death: 96 months earnings subject to the maximum limit of liability above.

B) Permanent Total Disability: Percentages as set out in the First Schedule of Work Injury Benefits Act

C) Total Temporary Disability: Weekly benefits Maximum 12 months earnings.

D) Medical Expenses: Actual expenses incurred Max. Kshs.100,000/= per employee

E) Funeral Expenses: Kshs.30,000/= per deceased employee

#### RATING

Sales and Admin 1.974% of the estimated annual earnings

Guards 8.4% of the estimated annual earnings

Driver 3.78% of the estimated annual earnings

Other workers 1.974% of the estimated annual earnings

Building Your Business. >>>  
We've Got You Covered.



## SECTION I: LIABILITY

This Section provides cover against bodily injury by accident or disease to employees arising out of and in the course of their employment and directly related to negligence or breach of common law or statutory duty by the employer.

### SCHEDULE OF LIMITS OF LIABILITY

	Option A	Option B	Option C	Option D
Any one person	2,000,000	4,000,000	4,000,000	8,000,000
Any one Occurrence	10,000,000	15,000,000	20,000,000	25,000,000
Any One Year	20,000,000	30,000,000	40,000,000	50,000,000
Premium	25% of WIBA premium	30% of WIBA premium	35% of WIBA Premium	40% of WIBA premium

## SECTION J. PERSONAL CARE COVER FOR DIRECTORS & SPOUSES

This section offers compensation to the Directors and /or their spouses in the event of injuries or disability as a result of violent, accidental, external and visible events. In the event of hospitalization following an accident, the medical expenses benefit will be paid directly to the hospital or medical facility alternatively the company will reimburse upon receipt of original receipts and attending doctor's report.



### Schedule Of Benefits Plans

Benefits	Plan A	Plan B	Plan C	Plan D	Plan E	Plan F	Plan G
Death	500,000	750,000	1,000,000	2,000,000	3,000,000	4,000,000	5,000,000
Permanent total Disablement	500,000	750,000	1,000,000	2,000,000	3,000,000	4,000,000	5,000,000
Hospital Cash	5,000	7,500	10,000	12,500	15,000	17,500	20,000
Temporary Total Disablement -weekly max 104 weeks (Loss of income)	500	750	1,000	2,000	3,000	4,000	5,000
Medical Expenses (Accident)	50,000	75,000	100,000	200,000	300,000	400,000	500,000
Artificial Appliances	5,000	7,500	10,000	20,000	30,000	40,000	50,000
Last expense (Accidental Death)	5,000	7,500	10,000	20,000	30,000	40,000	50,000
Actual Premium Inclusive of levies	1,500	2,200	3,000	6,000	9,000	11,500	14,500



### WHAT IS NOT COVERED

The insurers will not indemnify the insured in respect of loss, damage or liability directly or indirectly caused by or arising out of or aggravated by:

- War.
- Nuclear reaction, nuclear radiation or radioactive contamination.
- Willful act or willful negligence of the Insured or of his representatives.
- Terrorism
- Deductible / Excess.
- Consequential loss of any kind.
- Wear and tear, corrosion, oxidation, deterioration.
- Liability that would not have attached also in the absence of an agreement.

\*\*\* Kindly refer to the policy document for the full list of exclusions\*\*\*





PIONEER  
GENERAL



INTERNCARE

### The Product

**INTERNCARE** offers compensation to interns /students on industrial attachment in the event of injuries or disability as a result of violent, accidental, external and visible events. In the event of hospitalization following an accident the medical expenses benefit will be paid directly to the hospital or medical facility. Alternatively the company will reimburse upon receipt of original receipts and attending doctors report.

### Scope of Benefit

**Accidental Death:** : The death of the Insured occurring within 12 calendar months.

**Permanent Total Disablement:** Disability that renders the Insured incapable of attending to their usual business or occupation or engaging in any occupation. Provided such disability is total, and reasonably incurred for treatment of injuries resulting from an accident.

**Medical Expenses:** The actual cost of medical, surgical, hospital and related expenses necessarily continuous, permanent and occurs within 12 calendar months.

**Artificial Medical Appliances** : The actual cost of appliances/aides incurred after treatment of injuries resulting from an accident

**Last Expense (Accidental Death)** : The actual cost of appliances/aides, incurred after treatment of injuries resulting from an accident. : Payable within 48 hours following a fatal accident

### Intern Care

### Schedule of benefits

BENEFITS	Plan A	Plan B
Accidental Death	100,000	150,000
Permanent Total Disablement	100,000	150,000
Accidental Medical Expenses	20,000	30,000
Artificial Medical Appliances	10,000	20,000
Funeral Expenses (Accidental Death)	20,000	30,000
3 months premium	300	500
6 months premium	500	800
12 months premium	800	1,300

### What is not covered

- a) Intentional self-inflicted injuries
- b) Suicide or attempted suicide
- c) Injuries while under the influence of alcohol and drugs(other than prescriptions)
- d) War and Terrorism.
- e) Accident while traveling in aerial device expect as a passenger.
- f) Exceptionally risky activities and sports

\*\*\*Kindly refer to the policy document for the full list of exclusions\*\*\*

SCAN TO VISIT  
OUR WEBSITE



Gain Experience,  
Not Worries.





Home Sweet Home,  
Protected.



## The Product

**Homecare:** covers loss or damage to property and Liabilities that may arise in connection with ownership or occupation of a residence. It has six sections (A-H).

**SECTION A:** Covers loss of, or damage to a private dwelling house, a private flat or an apartment including domestic outbuildings, fixtures and fittings, walls, fences, and gates on the same premises caused by fire, lighting, explosions, flooding, volcanic eruption, falling aircrafts or other aerial devices, storm, and impact by vehicle or animal not owned by the insured or any member of the family. Human causes such as riots and strikes, malicious damage and theft following an insured event are also covered.

### SECTION B: CONTENTS

Covers loss of, or damage as result of named perils in section A above, to personal effects, furniture, and other contents of every description owned or held under the responsibility of the insured, or member of the insured's family residing with the insured.

### SECTION C: ALL RISKS

Covers loss or damage to any portable items owned by the insured including but not limited to Laptops and accessories, mobile phones, ipads, cameras and jewelry caused by any peril apart from what is specifically excluded in the Policy.

### SECTION E: OWNER'S LIABILITY

This section provides cover to the insured (owner/landlord) against all sums that the insured shall become liable to pay as an owner for damages arising from and in connection with accidental bodily injury (including illness) to a third party or accidental loss of or damage to third party property.

## HomeCare

### SECTION D: WORK INJURY BENEFITS COVER

Covers domestic employees in the event of death or bodily injury arising out of and In the course of employment. Compensation includes costs and expenses which the insured will be liable to pay under the Work Injury Benefits Act (WIBA) 2007. The benefits are as shown below:-

- (i)Death: 96 Months earnings subject to the set limits.
- (ii)Permanent Total Disability: Percentages as set out in the First Schedule of WIBA Act 2007.
- (iii)Total Temporary Disability: Weekly benefits subject to maximum12 months earnings
- (iv)Medical Expenses: Actual expenses incurred subject to a maximum of Kshs.100,000 per employee. (iv) Funeral Expenses: Kshs.30,000 per deceased employee.



## SECTION F: OCCUPIER'S AND PERSONAL LIABILITY

This section provides cover to the insured (tenant) against all sums that the insured shall become liable to pay as a tenant for damages arising from and in connection with accidental bodily injury (including illness) to a third party or accidental loss of or damage to third party property.

## SECTION G: POLITICAL RISKS AND TERRORISM

This section provides cover against loss or damage to insured's property under section A or B or C above arising from acts of Terrorism, Sabotage, Civil Commotion, Mutiny, Insurrection, Revolution, or Rebellion, Mutiny and or Coup d'Etat.

## SECTION H: CONSEQUENTIAL LOSS

This section offers compensation to landlords for loss of rent as a result of damage to the insured house or residential apartment following an insured event. Note: Cover under section C, D, E, F, G and H cannot be taken in Isolation.



## Additional Free Benefits

(i) Cost of alternative accommodation following an insured event (Section A) up to 10% of sum insured.

(ii) Cover for deep freezer contents following a continuous power failure in excess of 12 hours up to a maximum of Kshs. 5,000 (Subject to Section B above)

(iii) Forced ATM withdrawal up to a maximum limit of Kshs. 10,000 (Subject to Section B above) (iv) Cost of replacing lost keys or personal documents following an insured event under section A or B above. Subject to a Limit of Kshs. 5,000.

(v) Cover for theft to declared garden furniture and goods in the open up to a maximum limit of Kshs. 5,000.

(vi) Cover for guest effects up to a maximum limit of Kshs. 5,000 following an insured event under

## PREMIUM RATES

SECTION A	0.109% of the building(s) value.
SECTION B	0.5% of the contents value.
SECTION C	1% of the portable item(s) value.
SECTION D	Free cover for 2 indoor domestic employees Kshs. 1,000 for any additional domestic employee Kshs. 2,000 for outdoor servant
SECTION E	Free cover up to a limit of Kshs. 2,000,000. 0.1% for any additional limit
SECTION G	Building(S) - 0.05% of the building(s) value Contents: - 0.05% of the contents value All risks: - 0.075% of the items portable(s) values
SECTION H	Loss of Rent: 0.085% of annual estimated initial income

## HomeCare

### EXCESS APPLICABLE

SECTION A	Earthquake Excess - 2% of loss Maximum Kshs 5,000,000
SECTION B	5% of each and every loss Minimum Kshs.5,000.
SECTION C	Laptops, Mobile Phones and Tablets: 10% of each & every loss Min. Kshs. 5,000. Jewellery, Cameras - 5% each & every loss min. Kshs. 2,500/= On All Other Items - 5% each & every loss min. Kshs. 2,500/=
SECTION D	Kshs. 5,000 each and every loss excluding death.
SECTION G	0.5% of the Sum Insured, Minimum Kshs. 50,000
SECTION H	Time Excess: 7 Days



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OUR WEBSITE







# SCHOOLCARE



Nurturing Minds,  
Protecting Futures



## The Product

**SCHOOL CARE** is a multi-peril Policy for schools and other learning institutions. It covers the school properties including buildings & their contents, swimming pool, desks, computers & other electronic items. It also provides cover for accidental injury to students, teaching and non-teaching staff and third party liabilities including errors of commissions and omissions by officers and directors of the institution.

### SECTION A – FIRE & PERILS (RATING: Day School 0.13% Boarding School 0.2%)

This section covers office blocks, classrooms, laboratories, dormitories, swimming pool, staff quarters, beds & beddings, stocks of foodstuff and other contents from any loss resulting from Fire, Lightening, Earthquake, Floods, Storm damage, Riots, Strikes & Civil commotion and Malicious damage. Losses as a result of explosion of domestic appliances such as gas cylinders are also payable. Cover is extended to cover property of students lost as a result of fire and aforementioned perils up to a limit of Kshs.200,000/= any one event.

### SECTION B – BURGLARY (RATING- 0.5%)

This section covers the movable property such as office & class furniture, beds & bedding, lab equipment, books and stock of food stuff against theft by forcible and violent entry and/or exit to the building.

### SECTION C – ELECTRONIC ALL RISKS (RATING: 1%)

This section covers the computers, laptops, photocopiers, scanners and other electronic items against fire, requirement that the institution be guarded at all times.

## SECTION D: WORK INJURY BENEFITS ACT

This section covers the institution against liabilities that may arise from bodily injuries to their employees sustained by accident or diseases arising out of and in the course of employment as provided under the Work Injury Benefits Act 2007. The benefits payable are as follows:

- i) Death: 96 months earnings subject to the maximum limit of liability of Kshs. 10M
- ii) Permanent Total Disability: Percentages as set out in the First Schedule of Work Injury Benefits Act
- iii) Total Temporary Disability: Weekly benefit up to a maximum of 12 months' earnings.
- iv) Medical Expenses: Actual expenses incurred up to a maximum Kshs.100,000/= per employee
- v) Funeral Expenses: Kshs. 30,000/= per deceased employee.

### \*RATING\*

Teachers & Administrative staff – 11.55% of the estimated annual earnings  
Drivers – 2.74% of the estimated annual earnings  
Watchmen – 8.4% of the estimated annual earnings  
Other Workers – 1.974 % of the estimated annual earnings.

## SECTION E- EMPLOYERS' LIABILITY

This Section provides cover against bodily injury by accident or disease to employees arising out of and in the course of their employment and directly related to negligence or breach of common law or statutory duty by the employer.

	Option A	Option B	Option C
Any one person	Kshs. 2,000,000	Kshs. 4,000,000	Kshs. 6,000,000
Any one occurrence	Kshs.10,000,000	Kshs.15,000,000	Kshs. 20,000,000
Any one year	Ksh. 20,000,000	Ksh. 30,000,000	Ksh. 40,000,000
Premium	25% of WIBA premium	30% of WIBA premium	35% of WIBA premium



## SECTION F -

### DIRECTORS & OFFICERS (D&O) (RATING: 1.5% Of the desired limit)

This Section offers protection to Directors and officers of the institution in the event of a claim against them alleging any act, error or omission (negligence, wrong doing, miscommunication, laws violation) while acting in their management position. The cover takes care of both the defense costs and court awards.

### SECTION G – PUBLIC LIABILITY (RATING 0.1% OF THE DESIRED LIMIT)

This section covers legal liability claims arising from injury or property damage to third parties while in the institution's premises.

## SECTION H – PERSONAL CARE COVER FOR STUDENTS

This section offers compensation to the students in the event of injuries or disability as a result of violent, accidental, external and visible events while in school or attending school related activities. In the event of hospitalization following an accident, the medical expenses benefit will be paid directly to the hospital or medical facility alternatively the company will reimburse upon receipt of original receipts and attending doctors report.

Benefit per student	Plan 1	Plan 2	Plan 3
Accidental Permanent Disability	100,000	150,000	300,000
Cost of Artificial Appliances	20,000	25,000	30,000
Accidental Dental Treatment	10,000	15,000	20,000
Accidental medical expenses & Professional counselling	30,000	40,000	50,000
Private tuition following accidental incapacitation	10,000	15,000	30,000
Premium	300	400	500

## SECTION H-

### PERSONAL CARE COVER FOR DIRECTORS & SPOUSES

This section offers compensation to the Directors and /or their spouses in the event of injuries or disability as a result of violent, accidental, external and visible events. In the event of hospitalization following an accident, the medical expenses benefit will be paid directly to the hospital or medical facility alternatively the company will reimburse upon receipt of original receipts and attending doctors report.

Benefits	Plan A	Plan B	Plan C	Plan D	Plan E	Plan F	Plan G
Death	500,000	750,000	1,000,000	2,000,000	3,000,000	4,000,000	5,000,000
Permanent Total Disablement	500,000	750,000	1,000,000	2,000,000	3,000,000	4,000,000	5,000,000
Hospital Cash	5,000	75,000	10,000	12,500	15,000	17,500	20,000
Temporary Total Disablement- Weekly max 104 weeks (Loss of Income)	500	750	1,000	2,000	3,000	4,000	5,000
Medical Expenses(Accident)	50,000	75,000	100,000	2,000,000	300,000	400,000	500,000
Artificial appliances	5,000	7,500	10,000	20,000	30,000	40,000	50,000
Last expenses (accidental death)	5,000	7,500	10,000	20,000	30,000	40,000	50,000
Actual Premium inclusive of levies	1,500	2,200	3,000	6,000	9,000	11,500	14,500

## SECTION J - POLITICAL VIOLENCE & TERRORISM

This section provides cover against loss or damage to insured's property arising from acts of terrorism, sabotage, civil commotion, mutiny, insurrection, revolution, or rebellion, mutiny and or coup d'état. Premium rate @ 0.1% of the sum insured.

## SECTION K - SCHOOL BUS

This section covers the institution's owned vehicles against accidental & malicious damage, collision, overturning, theft, riot, strikes & civil commotion and natural perils such as floods. Passenger and third party liabilities are also covered.

Rating:

- Basic: 3.75% of Vehicle value. Minimum premium Kshs. 25,000/-
- Own damage excess waiver: 0.25% of vehicle value Minimum 5,000/-
- Political violence & terrorism: 0.25% of vehicle value Minimum 3,000/-
- Free passenger legal liability (PLL) for Students.
- Passenger legal liability for Private hire by organized groups: Kshs. 250/- per seat.

### FREE BENEFITS (School Bus)

- Free valuation Geographical area: East Africa for material damage to vehicle.
- Comes a yellow card takes care of third party liabilities outside Kenya.
- No blame no excess
- Windscreen cover : Kshs. 50,000/- (any limit above charge 10%)
- Radio cassette cover : Kshs. 50,000/- (any limit above charge 10%)
- Emergency medical expenses: Kshs. 50,000/-
- Towing and recovery: Kshs. 50,000/- (any limit above charge 10%)
- Authorized repair limit: Kshs. 50,000/
- Starter & alternator cover: Kshs. 50,000/=. Subject to reinforcement and excess of 10% of the claim amount.
- Riots, strikes and civil commotion.

\* Kindly refer to the policy document for the full list of exclusions\*\*\*





**MJENGOCARE**

## The Product

Mjengocare is a five-in-one insurance product specially designed to meet the needs of contractors and/or principal.

### THE SECTIONS OF THE POLICY SECTION

#### SECTION A: CONTRACTORS ALL RISK (CAR)

- Contract Works. Covers the works under construction, e.g. the building(s), road, dam etc, against the risks of fire, burglary, malicious damage and special perils such as Act of God, flooding, cyclone, hurricane, earthquake e.t.c.
- Materials or items on site supplied by the principal(s) / contractor. Covers material on site against the risks described in (i) above.

#### SECTION B: PLANT AND EQUIPMENT

Covers plant & machinery against the risks described in A(i) above.

#### SECTION C: PERFORMANCE BOND

This is also known as a contract bond, is a surety bond issued by us to guarantee satisfactory completion of a project by a contractor.

#### SECTION D: PUBLIC LIABILITY INSURANCE

Covers legal liability of the insured arising from third-party bodily injury and/or death, third-party property damage as well as legal expenses.

#### SECTION E: INJURY BENEFIT ACT (WBA)

Provides cover for the legal liability under the Work Injury Benefits Act (WIBA), following death or bodily injury to the employee (s) in the course of duty.

#### SECTION F: EMPLOYERS' LIABILITY

This provides cover against legal liability in the event of death or bodily injury to the employee in the course of duty and directly related to negligence or breach of common law or statutory duty by the employer.

**MjengoCare**

### THE RATING CARD

SECTION	Type of construction work	RATE	MINIMUM Premium ksh.	Deductibles & Min.ksh AOG*10%E.E.L. AOC*10%E.E.L.		
A	Residential houses-(eg. villas maisonetes or bungalows) Apartment blocks / flats andoffice blocks up to 5 floors	0.2%	10,000	0.5% of S.I	0.25% of S.I	
A	High rise officeblocks- Six (6) floors and above	0.225%	10,000	0.5% of S.I	0.25% of S.I	
A	Schools churches & other institutions	0.2%	10,000	0.5% of S.I	0.25% of S.I	
A	Roads - In Urban Areas	0.3%	10,000	0.5% of S.I	0.25% of S.I	
A	Roads - In RuralAreas	0.3%	10,000	0.5% of S.I	0.25% of S.I	
A	Kenya Power Lighting Co. Limited	0.275%	17,500	0.5% of S.I	0.25% of S.I	
A	Rural Electrification Authority (REA)	0.275%	17,500	0.5% of S.I	0.25% of S.I	
B	Contractors Plant and Machinery	1.250%	10,000	10% MIN 500,000		
C	PERFORMANCE BOND	1&2%	10,000	nil		
D	PUBLIC LIABILITY	0.1%	2,500	Equivalent of KES 100,000		
E	WIBA	9.6%	2,500	5,000 EEC* excluding Funeral Expenses Claims		
F	EMPLOYERS' LIABILITY		Option A	Option B	Option C	Option D
		Any One Person	2,000,000	4,000,000	6,000,000	8,000,000
		Any One Occurrence	10,000,000	15,000,000	20,000,000	25,000,000
		Any one Year	20,000,000	30,000,000	40,000,000	50,000,000
		Rate	25%	30%	35%	40%
NOTE: *Any other risk not captured in the above table to be referred for quoting. *Any risk above 500 millions to be referred for quoting.						

#### ABBREVIATIONS:

AOG\* - stands for ACTS OF GOD eg e/ quakes, floods, landslips/slides etc  
AOC\* - stands for ALL OTHER CLAIMS eg. theft, breakage, extraneous damage  
EEC\*\*\* - Each and ever claim  
EEL\*\* - stands for EACH AND EVERY LOSS

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OUR WEBSITE



**Risk Managed.  
Projects Secured.**



**GENERAL EXCLUSIONS**

The insurer will not indemnify the insured in respect of loss, damage or liability directly or indirectly caused by arising out of or aggravated by:

- War
- Nuclear reaction, nuclear radiation or radioactive contamination
- Willful act or willful negligence of the insured or of his representatives.
- Cessation of work whether total or partial.

**SPECIAL EXCLUSIONS TO SECTION B**

- a) Deductible / Excess.
- b) Consequential loss of any kind.
- c) Loss or damage due to faulty design including use of defective material and/or workmanship
- d) Wear and tear, corrosion, oxidation, deterioration.
- e) Loss or damage to construction plant and equipment and construction machinery due to mechanical and/or electrical breakdown.
- f) Loss or damage to vehicles licensed for general road use or water borne vessels or aircraft
- g) Loss of or damage to files, drawings, accounts, bills, currency, stamps, deeds, evidences of debt, notes, securities, cheques.
- h) Loss or damage discovered only at the time of taking an inventory.
- i) Loss or damage by employees

**SPECIFIC EXCLUSIONS UNDER SECTION C**

- a) Liability not provided for in the Work Injury Benefits Act.
- b) Accidental death or injury occurring outside the normal working hours of the employee;
- c) Liability that would not have attached also in the absence of an agreement.
- d) Any injury by accident or disease sustained outside the Geographical area of Kenya;
- e) Any injury by accident or disease sustained by any employee who is below the age of sixteen years.
- f) Deliberate injuries.
- g) Any liability arising out of any court proceedings;
- h) Any liability arising out of pre-existing medical conditions unless the same had been declared.
- i) Any sum which the Insured would have been entitled to recover from another party.
- j) Any business or occupation other than that described in the Schedule.
- k) Diseases as specified in the policy.
- l) Deductible / Excess.

**EXCLUSIONS UNDER SECTION D**

- a) Liability that would not have attached also in the absence of an agreement.
- b) Any sum which the Insured would have been entitled to recover from another party.

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PIONEER  
GENERAL



SELF CARE



Invest in You.



#### The Product

**SELF CARE** offers you compensation in the event of injuries or disability as a result of violent, accidental, external and visible events. In the event of hospitalization following an accident the medical expenses benefit will be paid directly to the hospital or medical facility. Alternatively the company will reimburse

#### SCOPE OF BENEFITS

**Accidental Death:** The death of the Insured occurring within 12 calendar months.

**Permanent Total Disablement:** Disability that renders the Insured incapable of attending to their usual business or occupation or engaging in any occupation. Provided such disability is total, continuous, permanent and occurs within 12 calendar months.

**Hospital Cash:** This is Hospital cash is payable once following hospitalization, excluding the first three days.

**Temporary total Disablement:** Pays a weekly income for the period you are out of work as a result body injury from an accident.

**Medical Expenses:** The actual cost of medical, surgical, hospital and related expenses necessarily and reasonably incurred for treatment of injuries resulting from an accident.

**Artificial Medical Appliances :** The actual cost of appliances/aides, incurred after treatment necessarily and reasonably incurred for treatment of injuries resulting from an accident.

**Funeral Expense (Accidental Death):** Payable within 48 hours following a fatal

NOTE: PVT is covered

#### Self Care

#### Schedule of Benefits

Benefits	Plan A	Plan B	Plan C	Plan D	Plan E	Plan F	Plan G
Death	500,000	750,000	1,000,000	2,000,000	3,000,000	4,000,000	5,000,000
Permanent Total Disablement	500,000	750,000	1,000,000	2,000,000	3,000,000	4,000,000	5,000,000
Hospital Cash	5,000	7,500	10,000	12,500	15,000	17,500	20,000
Temporary total Disablement	500	750	1,000	2,000	3,000	4,000	5,000
Weekly max 52 weeks							
Accidental Medical Expenses	50,000	75,000	100,000	200,000	300,000	400,000	500,000
Artificial Appliances	5,000	7,500	10,000	20,000	30,000	40,000	50,000
Funeral Expenses (Accidental Death)	5,000	7,500	10,000	20,000	30,000	40,000	50,000
Actual Premium Inclusive of Levies	1500	2,200	3,000	6,000	9,000	11,500	14,500

Entry age Limit is 18 - 65 years, covered up to a max of 70 years

NOTE: Above rates are for standard risks (Clerical Occupations) only, non-standard risk are on quotation basis

#### WHAT IS NOT COVERED

The insurers will not indemnify the insured in respect of loss, damage or liability directly or indirectly caused by or arising out of or aggravated by:

- War.

- Nuclear reaction, nuclear radiation or radioactive contamination.

- Willful act or willful negligence of the Insured or of his representatives.

- Terrorism

- Deductible / Excess.

- Consequential loss of any kind.

- Liability that would not have attached also in the absence of an agreement.

\*\*\* Kindly refer to the policy document for the full list of exclusions\*\*\*

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## **PERSONAL LIABILITY INSURANCE**

Secure Your Future with Personal Liability Insurance With coverage of up to Kshs. 10,000,000, you can rest easy knowing that you are protected.

Life is unpredictable, and accidents happen when we least expect them. Personal liability insurance protects you from the financial burden of accidents and incidents that could result in legal action.

This Personal Liability Insurance is issued as a secondary cover to provide an additional layer of legal liability protection to the insured. The coverage is designed to extend the limits of the insured's existing motor and domestic package policies, thereby offering broader protection against claims that may exceed the applicable primary policy limits.

### **What Does It Cover**

1. Third Party Bodily Injury
2. Third Party Property Damage
3. Legal Defense Costs arising from a Third Party Claim

### **Who Needs This Cover?**

- Home owners
- Motor Vehicle Owners

### **Key Benefits**

- Protection from legal claims, injuries, and property damage.
- Affordable with competitive premiums
- Easy Claims Process

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OUR WEBSITE**



### **Real-Life Scenarios**

- A guest at your home suffers a serious injury while using your pool. The injury requires costly medical treatment and later turns out to be fatal. The guest's family files a lawsuit for 8M in damages. The Home Care (DP) covers only the first 3M, leaving a shortfall of 5M. Our Pioneer Personal Liability will cover this deficit.
- You cause a motor accident where the other driver and passengers suffer severe injuries, resulting in medical bills, lost wages, and long-term care. One passenger is awarded 10 million due to their high earnings on wages. While the standard motor policy only covers up to 3M, our Personal Liability cover would cover the remaining 7M, thus saving you from financial distress.

### **Why Wait? Protect Yourself Today!**

- For just a small premium, get personal liability insurance with a coverage limit of Kshs. 10,000,000 today!

### **Pricing**

- Premium rate is 0.1% of the limit applicable  
Excess is Kshs 3,000,000 of each and every claim







# PA FOR THE SENIORS

Age gracefully with our PA Cover with no upper age limit! 

## Personal Accident Cover for the Seniors

- We are living longer than ever, globally life expectancy increased by 6 years between 2000 and 2019, according to WHO.
- We are also healthier and active for longer as strides are made in modern medicine
- Traditional Personal Accident covers only cater to individuals aged 18 to 66 years

### WHY PA FOR THE SENIORS

Pioneer’s new PA for the aged covers individuals above 66 years with no upper age limit This allows the elderly to continue work and leisure without fear as Pioneer will cover any injuries sustained as per the stipulations of the policy document

Benefits	Option A	Option B	Option C	Option C
Death	1,000,000	1,500,000	2,000,000	2,500,000
Medical Expenses (Accident)	100,000	150,000	200,000	250,000
Artificial Appliances	20,000	20,000	20,000	20,000
Annual Premiums inclusive of levies	6,000	9,000	12,000	15,000
Tick Option Selected				

PA for the Seniors





## TRUCKCARE



Keeping Your Trucks and  
Business on the Move



**TRUCKCARE** policy covers accidental loss or damage to insured's motor vehicle and / or death, bodily injury or loss or damage to property of third parties arising out of use of motor vehicle owned and / or operated by the insured. The policy provides cover for;

- General Cartage: Vehicle used for carriage of goods for hire and reward.
- Own Goods: Vehicle used for carriage of own goods not for hire and reward

	STANDARD	ENHANCED	SUPER
RATE	5% Min: 50,000	5.5% Min: 50,000	5.75% Min: 50,000
1 OWN DAMAGE EXCESS PROTECTOR*	NO	YES	YES
3 NO BLAME NO EXCESS*	NO	NO	YES
4 THEFT EXCESS	Nil theft excess and is subject to evident functional tracking device.		
2 POLITICAL VIOLENCE AND TERRORISM	NO	NO	YES
8 STRICK RIOT & CIVIL COMMOTIONS	FREE	FREE	FREE
5 COMESA REPAIR FACILITATION*	YES	YES	YES
6 AUTHORIZED REPAIR LIMIT*	100,000	150,000	200,000
7 PERSONAL ACCIDENT*	50,000	100,000	150,000
13 EMERGENCY MEDICAL EXPENSE*	30,000	40,000	50,000
9 TOWING*	50,000	75,000	100,000
15 CRANE RECOVERY*	50,000	75,000	100,000
10 RADIO CASSETTE*	30,000	40,000	50,000
11 WINDSCREEN	30,000	40,000	50,000
12 VALUATION	FREE	FREE	FREE
14 SIGNAGE WRITING*	50,000	75,000	100,000
16 GUARDING SERVICES*	20,000	20,000	20,000
17 TRANSFER FARE & ACCOMODATION*	10,000	15,000	20,000

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## TRUCKCARE

### TRACK CARE BENEFITS (AT ADDITIONAL PREMIUMS)

**LOAN REPAYMENT:** Up to a maximum of 3 consecutive instalments, In the event the vehicle is grounded for repairs following an accident;

- i) Excess of 30 days; Rate 10% of monthly loan instalment
- ii) Excess of 60 days; Rate 8% of monthly loan instalment

**LOSS OF INCOME / CONSEQUENTIAL LOSS:** Covers compensation for loss of income after an accident if vehicle grounded in the garage beyond the time excess as per plans elected below

Sum Insured Kshs	Time Excess 14 Days	Time Excess 1 Month
50,000	11,700	4,550
75,000	17,550	6,825
100,000	23,400	9,100
150,000	35,100	13,650
200,000	43,000	17,000

### Alternative Hire

Reimburses the cost incurred for hiring alternative means of transport following an accident.

Rate: 20% of limit up to maximum limit of Kshs. 200,000

### GOODS IN TRANSIT

Covers loss or damage of goods or merchandise OWNED by insured, following an accident. Subject to Excess of 5% each and every loss minimum Kshs. 50,000



## CARRIERS LIABILITY

The benefit Providescover against loss or damage of goods or merchandise held by insured in trust or commission followingan accident. Scheduleof limits subject to an Excess of 5% each and every loss minimumKshs. 50,000/=

Schedule of limits	Premium Goods	Premium Carriers Liability
500,000	12,500	9,400
1,000,000	18,500	13,850
1,500,000	28,500	21,350
2,000,000	37,500	28,100
2,500,000	42,000	31,500
3,000,000	54,000	40,500
3,500,000	63,000	47,250
4,000,000	72,000	54,000
4,500,000	81,000	60,750
5,000,000	90,000	67,500

## FIDELITY GUARANTEED

The benefit Providescover against loss or damage of goods or merchandise held by insured in trust or commission followingan accident. Scheduleof limits subject to an Excess of 5% each and every loss minimumKshs. 50,000/=

Limit (Kshs)	Premium (Kshs)
Any One Limit 500,000 Any One Period 500,000	10,100
Any One Limit 1,000,000 Any One Period 1,000,000	20,100
Any One Limit 1,500,000 Any One Period 1,500,000	30,150
Any One Limit 2,000,000 Any One Period 2,000,000	40,200

## WIBA (2007)

Provides cover for the legal liability under the Work Injury Benefits Act (WIBA), following death or bodily injury to the driver and/or loader in the course of duty. Rate–10% of Annual Salary of the employee(s).

## EMPLOYERS LIABILITY

This provides cover against legal liability in the event of death or bodily injury to the driver and/or loader in the course of duty and directly related to negligence or breach of commonlaw or statutory duty by the employer. Cover limit is as per option selected. Schedule of limit subject to excess of Kshs. 25,000/-

	OPTION A	OPTION B	OPTION C	OPTION D
ANY ONE PERSON	2,000,000	4,000,000	6,000,000	8,000,000
ANY ONE OCCURRENCE	10,000,000	15,000,000	20,000,000	25,000,000
ANY ONE YEAR	20,000,000	30,000,000	40,000,000	50,000,000
PREMIUM % OF WIBA PREMIUM	25%	30%	35%	40%

## Applicable Following An Accident Claim

- OWN DAMAGE EXCESS PROTECTOR: Free for non-injury accidents where repairs are above 5% of the value of the vehicle, Minimum Kshs. 30,000/=
- NO BLAME NO EXCESS:
- THEFT EXCESS: Shall be applicable for non-injury claims where the police abstract has clearly stated that the insured was not to blame and there is an identified 3rd party that was blamed. Nil subject to evident of a functional tracking devise.
- POLITICAL VIOLENCE &TERRORISM: Damage to vehicle following an act of political violence or terrorism
- STRIKE RIOT & CIVIL COMMOTIONS: Damage to vehicle following an act of strike riot & civil commotions
- COMESA REPAIR FACILITATION: In the event of a claim; Tow the motor vehicle to Kenya (at your cost).

## TRUCKCARE

- PERSONAL ACCIDENT: Occupational Personal Accident cover with death and permanent disability benefits for the driver and the loader
- EMERGENCY MEDICALEXPENSE: Occupational Personal Accident cover with Death and Permanent Disability Benefits for the driver and loader.  
Caters for medical expenses following an accident.
- TOWING: Free towing following an accident(charge 5% on extra limit required)





**RADIO CASSETTE:** Free as per the limit provided in the table (10% on additional limit)

**WIND SCREEN:** Free as per the limit provided in the table (10% on additional limit)

**VALUATION:** Free valuation at inception of the cover

**SIGNAGE WRITING:** cover for damage to sign writing or fixed advertising signs or materials which form permanent part of the vehicle, for an admissible claim.

**GUARDING services (for cargo)** - Guarding services for cargo follow an accident but subject to having purchased carriers liability / GIT extension. Limit as per the option selected.

**TRANSFER FARE & ACCOMMODATION:** Cost of accommodation and repatriation of the cabin crew following an admissible claim up to limit as per option selected within Kenyan borders and COMESA region.

- (a) Ksh.10,000/- within Kenyan boarder
- (b) Ksh.20,000/- within COMESA Region



### WHAT IS NOT COVERED

The insurers will not indemnify the insured in respect of loss, damage or liability directly or indirectly caused by or arising out of or aggravated by:

- a) War.
- b) Nuclear reaction, nuclear radiation or radioactive contamination.
- c) Willful act or willful negligence of the Insured or of his representatives.
- d) Terrorism
- e) Deductible / Excess.
- f) Consequential loss of any kind.
- g) Wear and tear, corrosion, oxidation, deterioration.
- h) Liability that would not have attached also in the absence of an agreement.
- I) Any accident, loss, damage or liability caused, sustained or incurred;
  - (a) Outside the Territorial Limits ,or
  - (b) While on your order or with your permission or to your knowledge any vehicle in respect of which indemnity is provided by this policy is being used contrary to the Limitations as to Use clause.
- j) Any accident, injury, loss, damage or liability if the vehicle is carrying more than its authorized capacity.
- k) Political Risks

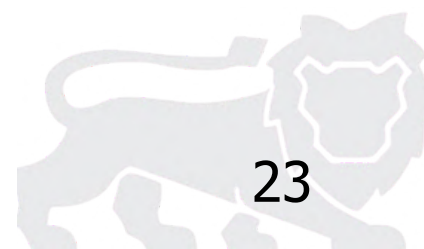
**\*kindly refer to the policy document for full list of exclusions**




### COVER FOR CONTAINER


Covers material damage to container(s) following an accident with the conveying vehicle. Two option are available;  
-Material damage only 5% of the value of the container.  
-Material Damage including theft 10% of the value of container.  
-Excess - 10% of each and every loss min Ksh.20,000/=

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OUR WEBSITE**





**PIONEER  
GENERAL**



**Professional Indemnity for  
Advocates**

Let the record reflect that you've  
secured your profession >>>

FAANGS

### THE PRODUCT

Pioneer insurance offers the best professional indemnity cover in the Market

- Our Top-Notch services will give you an excellent customer experience
- Competitive premiums
- We offer high limits depending on the client's needs

### What is covered

- Breach of Confidentiality
- Employee misconduct
- Breach of professional duty
- Defamation
- Loss of documents
- Errors and Omission consequences



### Professional Indemnity For Advocates



### What is not covered

- Deductible
- Illegal Acts
- Intentional Malpractice

Any other claim/loss that would otherwise be covered under a separate policy e.g Employee injuries, Property Damage, Slips and Falls

### Premium Payable?

Limit of indemnity	1,000,000	2,000,000	5,000,000	10,000,000
Premium	3,054	5,063	10,085	20,130

Any higher limit can be quoted separately

All features and benefits subject to policy terms and conditions



## Auctioneer's combined Policy

We are your one stop shop, For  
all your auction insurance needs!



### THE PRODUCT

Pioneer insurance offers a multi-peril policy for auctioneers!

#### What is covered

All auctioneers licensed by the Auctioneers board

The policy has four sections namely:

- Professional indemnity - it covers liabilities arising out of error and omissions in service
- Fire - this covers business premises and other contents from any loss resulting from fire & perils
- Burglary - this covers loss arising from theft of contents from premises.
- Auctioneers bond - this is a guarantee required for auctioneers.



### Auctioneer's Combined Policy



#### Why take up the covers with us?

- Superior customer experience
- One stop shop for auctioneers
- Unmatched rates in the market

#### What is not covered

- Dishonesty by Principal Officer
- Retroactive cover
- Liabilities arising from acts of past partners

\*\* Subject to duty completed proposal form

\*\* Subject to policy terms and conditions





### THE PRODUCT

Immigration Bond is a guarantee of payment to the government (usually KSH 100,000 in Kenya) as security in the unlikely event there is need for deportation.

### Who is eligible for the cover?

It is issued to the immigration department for processing of work permits, including those for self-employed Non-Kenyan residents, to facilitate their stay in Kenya or for dependents who are not Kenyan Nationals.

### Requirements

- KRA PIN Certificate
- Work Permit
- Alien Identification Card
- Passport
- The Bond for Signing



## IMMIGRATION BOND



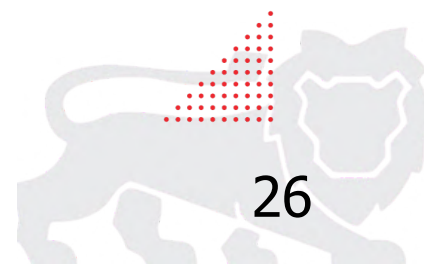
### Pricing

The cost is KSH 2,500 per year plus levie

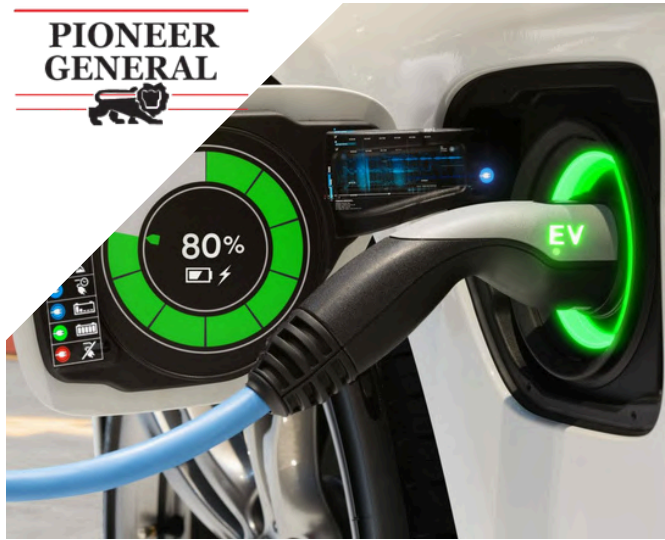
\*\* Subject to duty completed proposal form

\*\* Subject to policy terms and conditions

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**THE GREEN FUTURE IS HERE**



Join the Ultimate EV Cover Today  
Dial \*887#



### LET'S GO GREEN

In line with Pioneer's Core values of innovation, we are excited to offer comprehensive motor insurance for all electric motor vehicle. This includes motorbikes, cars and buses

### HOW PIONEER EV CARE WORKS COVER

- Any loss or damage by accidental means, theft, fire, malicious damage to the vehicle and 3rd Party liabilities (death, injuries and property damage)
- The batteries and charging accessories of the vehicle are also covered. See policy document for exact limits

### INSURED

- As declared under specific risk notes/ Application forms/ intermediary placing slip

### LIMITS OF LIABILITY

#### Third Party Bodily injured

- Kshs. 3,000,000 per person and unlimited per event

#### Third Party Property Damage

- Kshs. 10,000,000

#### Passenger Legal Liability

- Kshs. 3,000,000 per person and Kshs. 20,000,000 per event

#### Towing and Recovery

- Kshs. 50,000

#### Emergency Medical Expenses

- Kshs. 50,000

#### Authorized Repair Limit

- Kshs. 50,000

### SIGN UP BONUS

- Join today and get two free charging sessions at any EV Chaja station across the country (T&C Apply)

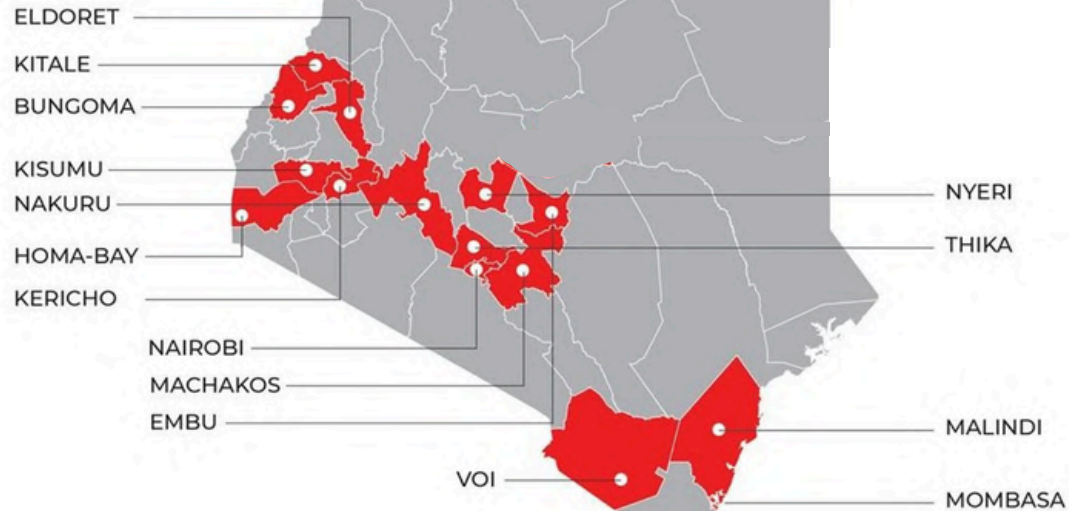
**PIONEER  
INSURANCE**



*Your Future, Our Commitment*

## Our Locations

*For you since 1930*



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**PIONEER  
ASSURANCE**

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## SULUHU MKONONI



**DIAL \*887#**

Financial Power at the  
Palm of Your Hands



### THE PRODUCT

SuluHu mkononi is an innovative savings plan designed to help you save 'haba na haba' towards your goals. This product is suitable for people who want to accumulate funds in the medium to long term. The product is tailored to meet the needs of low to medium income earners and can also be extended to cover other social classes

### BENEFITS

- Allows flexible contributions (Daily/weekly/Monthly)
- Superior investment returns with a minimum guaranteed rate of 5% P.a
- Get real time access of your savings by dialing \*887#
- Anytime free access of funds
- You enjoy a life insurance cover of Kshs 10,000/- per family member



## SULUHU MKONONI

### How to enrol

1. Dial \*887#
2. Enter your ID number on the next pop up
3. Select option 2 for life products
4. Select option 1 for suluHu mkononi
5. Select option 1 to create account
6. Select option 1 to accept terms and conditions
7. Enter your full names as per your ID
8. Enter your birth date in the order of day/month/year
9. Enter your email address
10. Enter the amount you want to top up
11. Select Option 1 to proceed to pay or option 2 to add your agent/broker code

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## PIONEER SCHOLAR



Flexible  
Term Period



Last  
Expense Cover



Birthday  
Cash Back



Maternity/Paternity  
Signup benefit



Free  
P.A Cover



Premium  
Waiver protection

### Why Choose Pioneer Scholar?

Pioneer Scholar is a comprehensive education plan designed to secure your child's education, ensuring financial stability whether you are present, critically ill, or in the unfortunate event of your passing. This plan provides peace of mind, allowing your child to continue their education uninterrupted.

### BENEFITS

- Last Expense Cover – Complimentary last expense cover of Ksh 50,000 for your child.
- Premium Waivers – Future premiums waived in case of permanent disability.
- Cashback Rewards – Receive Ksh 1,000 on your child's birthday as a special gift.
- Tax Relief – Enjoy a tax relief benefit of 15% on your monthly premium, up to Ksh 5,000.
- Flexible Payment Methods – Pay conveniently via MPESA, Checkoff, Direct Debit Authority, Bankers Order, or Direct Deposit.

### Get Started Today!

Secure your child's future with Pioneer Scholar. Contact us today to enroll and give your child the gift of uninterrupted education.

## PIONEER SCHOLAR

**Full Policy Term:** The term of the policy will range from a minimum of 6 to maximum of 15 years.

**Premium Term:** premium will be payable to the end of the policy term. **Minimum Premium:** The minimum premium for this product shall be **Ksh 3,000**. **Maturity benefits:** On maturity, the policy shall convert into an investment policy with a minimum guaranteed return of 5% under the following conditions;





## Introduction

- Pioneer Mavuno is a with-profits endowment product that provides benefits upon survival of the policyholder or in the event of their demise.
- The Mavuno policy assures that your loved ones will be well cared for in case of death or permanent total disability.



## Mavuno Policy Product Features

Narration	Characteristic	
Minimum Age at Entry	18	
Maximum Age at Entry	70	
Policy Term	Mavuno Lumpsum Min: 5 years Max: 15 years	
Mavuno Partials	Min: 7 years	Max: 17 Years
Premium Payment term	Min: 5 years	Max: 15 Years
Premium Frequency	Monthly, Quarterly, Semi-Annually and Annually	

## MAVUNO INVESTMENT PLAN

### Benefits of the policy

#### Survival Benefits

- Benefits under the Mavuno Plan are paid as a percentage of the Sum Assured.
- Benefits are paid inclusive of any bonuses.
- The full sum assured is payable at maturity for the lump sum option.
- At maturity, the policyholder can choose to convert partial payments into a lump sum benefit and vice versa.

### Mavuno Policy

#### Survival Benefits Distribution

Term	% of Sum Assured
1st Partial ( 2 Years to Maturity )	33%
2nd Partial ( 1 Year to Maturity )	33%
Final Maturity	34%

#### Death Benefits

- Death during the payment term of the policy:
  - Full sum assured plus any accrued reversionary bonuses will be paid.
- Death during the benefit payment term:
  - If the policyholder dies after benefit payments have begun, the beneficiary continues receiving maturity benefits, including reversionary bonuses.

#### Optional Benefits (Riders)

- Personal Accident – In case of accidental death, the full sum assured is payable.





## MAVUNO INVESTMENT PLAN

### Critical Illness & Permanent Total Disability (PTD)

- Critical illness – A lump sum benefit of the full sum assured is provided upon diagnosis of a critical illness.
- Permanent Total Disability (PTD) – If PTD occurs, a lump sum benefit of the full sum assured is paid to the policyholder within 36 months.

✦Note: Optional riders are available at an extra cost to the policyholder.

### Other Policy Benefits Include:

- Tax Relief – Policyholders taking up the school fees policy qualify for a 15% tax relief per year, up to KShs. 60,000 annually.
- Policy Loan – After 36 months of continuous premium contributions, a client becomes eligible for a policy loan.
- Premium Waiver – If a policyholder suffers Permanent & Total Disability (PTD) due to an accident or illness, future premiums will be waived, and benefits will still be payable in full.



### Illustration – Sum Assured for Mavuno Partial

Assuming you are 30 years old and want a sum assured of KShs. 500,000, note that the premium reduces with the term of cover.

Sum Assured	500,000		
AGE	30		
		Mavuno Lumpsum	
Policy Term	5 Yrs	10 Yrs	15 Yrs
Sum Assured	500,000	500,000	500,000
Monthly Premium	8,680	3,785	2,394
1 <sup>st</sup> Partial Maturity			
2 <sup>nd</sup> Partial Maturity			
Final Maturity	562,500	625,00	687,500

Sum Assured	500,000			
AGE	30			
		Mavuno Partial		
Policy Term	7 Yrs	10 Yrs	15 Yrs	17 Yrs
Sum Assured	500,000	500,000	500,000	500,000
Monthly Premium	8,053	4,609	2,619	2,221
1 <sup>st</sup> Partial Maturity	165,000	165,000	165,000	165,000
2 <sup>nd</sup> Partial Maturity	165,000	165,000	165,000	165,000
Final Maturity	257,500	295,000	357,500	382,500
TOTAL AMT	587,500	625,00	687,500	712,500

### Illustration – Monthly Premium for Mavuno Partial

Assuming you are 30 years old and can afford a monthly premium of KShs. 5,000.

Monthly Premium	5,000			
ANB	30			
	Mavuno Partial			
Policy Term	7 Yrs	10 Yrs	15 Yrs	17 Yrs
Monthly Premium	5,000	5,000	5,000	5,000
Sum Assured	310,463	542,476	954,563	1,125,619
1 <sup>st</sup> Partial Maturity	102,453	179,017	315,006	317,454
2 <sup>nd</sup> Partial Maturity	102,453	179,017	315,006	317,454
Final Maturity	159,888	320,061	682,512	861,099
TOTAL AMT	364,794	678,095	1,312,524	1,604,007

NB: Mavuno Partial is whereby partial payments are issued the three final years to maturity

### Illustration – Monthly Premium for Mavuno Lumpsum

Assuming you are 30 years old and can afford a monthly premium of KShs. 5,000.

Monthly Premium	5,000		
AGE	30		
		Mavuno Lumpsum	
Policy Term	5 Yrs	10 Yrs	15 Yrs
Sum Assured	288,035	660,589	1,044,277
Monthly Premium	5,000	5,000	5,000
1 <sup>st</sup> Partial Maturity			
2 <sup>nd</sup> Partial Maturity			
Final Maturity	324,039	825,737	1,435,881

Note: Mavuno Lumpsum means the policyholder does not take partial payments and instead receives a full payout at maturity.



### Introduction

- Ekeza is a with-profits endowment plan with regular premiums payable to secure cover on death or survival with partial payments at prescribed intervals.

### PRODUCT FEATURES

Narration	Characteristic
Minimum Age at Entry	18
Maximum Age at Entry	58
Maximum Age at Exit	70
Term	9,12, 15, 18 and 21 years
Premium Frequency	Monthly, Quarterly, Semi-Annually and Annually
Death Benefit	Full sum assured and accrued bonuses
Non-Forfeiture Option	The policy acquires a surrender value after 3 years of full premium payment

### Survival Benefits

- Partial Payments – The policy pays partial payments every 1/3 of the term. These payments are 50% of the sum assured.
- Maturity Payment – 100% of the sum assured plus bonuses.

Term	9 Yrs	12 Yrs	15 Yrs	18 Yrs	21 Yrs
1 <sup>st</sup> Partial Maturity	3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year	6 <sup>th</sup> Year	7 <sup>th</sup> Year
2 <sup>nd</sup> Partial Maturity	6 <sup>th</sup> Year	8 <sup>th</sup> Year	10 <sup>th</sup> Year	12 <sup>th</sup> Year	14 <sup>th</sup> Year
Final Maturity + Accrued Bonuses	9 <sup>th</sup> Year	12 <sup>th</sup> Year	15 <sup>th</sup> Year	18 <sup>th</sup> Year	21 <sup>st</sup> Year

### Death Benefits

- Death benefit is equal to the sum assured plus accrued bonuses.
- Waiting period for natural death – 6 months.
- Accidental deaths – No waiting period.

### Optional Benefits (Riders)

- Critical Illness Benefit – A lump-sum full sum assured payout on diagnosis of a critical illness.
- Personal Accident – Full sum assured is payable.
- Funeral Expense Rider – A sum assured is paid within 48 hours after death.
- Permanent Total Disability (PTD) – A lump sum payout within 36 months upon PTD diagnosis.

Note: Riders are priced separately.



### Death Benefits

Death benefit is equal to the sum assured plus accrued bonuses.

- Waiting period for natural death – 6 months.
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### Optional Benefits (Riders)

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- Permanent Total Disability (PTD) – A lump sum payout within 36 months upon PTD diagnosis.

Note: Riders are priced separately.

### Illustration of Premium Payment KSHs. 5000 Monthly

Premium	5,000				
ANB	30				
Policy Term	9 Yrs	12Yrs	15 Yrs	18 Yrs	21 Yrs
Monthly Premium	5,000	5,000	5,000	5,000	5,000
Sum Assured	256,410	353,607	450,857	545,852	636,943
Total Premiums Paid	(540,000)	(720,000)	(900,000)	(1,080,000)	(1,260,000)
Total Partial Payments	256,410	353,607	450,857	545,852	636,943
Final Maturity	256,410	353,607	450,857	545,852	636,943
Projected Bonuses	57,692	106,082	169,071	245,633	334,395
Policyholder Benefit	30,513	93,296	170,784	257,336	348,280



## SCHOOL FEES PLUS POLICY

### The Product

School fees plus is an anticipated endowment product which provides benefits on either death or survival of the policyholder. As the name suggests, the main purpose of this product is to ensure that the guardian is able to cater for the educational needs of the beneficiaries whether alive or not within the policy period.

### BENEFITS

- Policy term ranges from 9 to 20 years
- Pays partial payments to suit our school fees needs for your child at different levels
- Bonuses are earned every year and will be paid on maturity of the policy.
- Potential for additional personal income tax relief hence additional savings.
- Flexible premium payment methods (e.g. Salary Stop Order, Direct Debit, M-Pesa, etc)
- Policy loans with flexible repayments
- Maturity benefit payable as a lump sum or in installments
- 30-day free-look period

POLICY	PROPORTION OF SUM ASSURED
n-4	25%
n-3	25%
n-2	25%
n-1	25%
Maturity (n)	100%

NB: n is the term of the policy

## SCHOOL FEES PLUS POLICY

After paying premiums for at least 3 years, the insured can choose one of these options:

1. Cash Surrender Value – The company pays a cash amount based on surrender rates, minus any outstanding debts or unpaid premiums.
2. Reduced Paid-Up Cover – The policy remains active but with a lower sum assured, payable upon a claim.
3. Premium Loan – The policy stays active without further payments by converting unpaid premiums into a loan. If the loan exceeds the surrender value, the policy is void.
4. Policy Loan – The insured can take a loan against the policy after it has acquired a surrender value (after 36 months of payments)

**Tax Relief** The policyholder is entitled to tax relief of 15% premium up to a maximum of Kshs5,000 per month

**Illustration** Sum Assured-500,000, Estimated Premium-6,105, ANB- 40, Yearly projected bonus-2.5%, Term-15 years

MATURITY BENEFITS	PERCENTAGE	AMOUNT
1 Partial	25%	125,000
2 <sup>nd</sup> Partial	25%	125,000
3 <sup>rd</sup> Partial	25%	125,000
4 <sup>th</sup> Partial	25%	125,000
5 <sup>th</sup> Partial	100%+ Bonuses	687,500

### COMMISSION PAYABLE

PERIOD	COMMISSION SCHEDULE
1ST YEAR	40%
2ND YEAR	20
3RD YEAR	5%







**PIONEER ASSURANCE**

**HESHIMA**  
MPANGO POA

**Heshima Mpango Poa**

Ksh 3.30/- Per Day

Wape Heshima Kwa Shilingi Tatu na centi Thelathini kwa siku!!

### How will I benefit from this policy?

This policy will pay Kshs. 100,000 upon first death (within 12 months of policy commencement or renewal of an insured family member.

### How long will I wait before I receive amount claimed?

Within 48 hours of claim reporting and documentation

### How much will it cost?

Premium payable is dependent on age and number of family members. If you are aged 50 years and below the premium is Kshs 1,200. A similar amount is payable for your spouse. As for each and every child, the premium payable is Kshs. 500. if your age is 51 to 74 years, you pay Kshs. 1500 per year.

### Who can be covered under the policy?

Yourself, your Husband/wife and children of up to age 18 or up to age 24 if they are still under your care and in college/school. The upper age limit for yourself and wife/husband is 75years at entry. Thereafter you will enjoy cover for whole of life for as long as you renew your policy as stated below. Cover may be extended to parents and parent in-laws at an additional premium. Parents below 50years pay Kshs. 1200 while those above 50 years to 74years pay Kshs. 1500.

### When does the cover start ?

There is a waiting period of 3 months from the date of commencement of the policy and subject to payment of full premium. In case of natural death within the waiting period no benefit is payable. There is no waiting period for accidental death and no renewal if the full premium is paid within 15days of renewal date.



**Bima ya familia yote kwa bel nafuu**

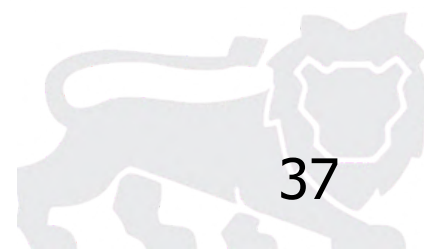
## HESHIMA MPANGO POA


### Does the policy lapse after making a claim?

Yes. But you can renew the cover immediately for the remaining members of your family.

### CLAIM PROCEDURE

1. Call the number on the card upon happening of death.
2. Forward death notification letter immediately to the nearest Juakali offices.
3. Fill claim forms available in the Juakali offices and submit together the burial permit.
4. Wait for up to 48 hours for a cheque of KSHs 50,000
5. The balance of KSHs 50,000 will be paid on presentation of original/certified copy of death certificate.





# JAWABU POLICY



## JAWABU POLICY

### Survival Benefits

#### Partial payment

Monthly Premium Payments - The payouts are 25% of the fund value of the previous year. This is payable from the 13th Month

ILLUSTRATION	
Term One	12.5%
Term Two	7.5%
Term Three	5%
<b>TOTAL</b>	<b>25%</b>

Single Premium Payments -10% of the single premium amount is issued as a partial payment. This is payable from the 13th Month

ILLUSTRATION	
Fund Value	400,000
Partial Payment	10% Fund Value
Payment 13th Month	40,000

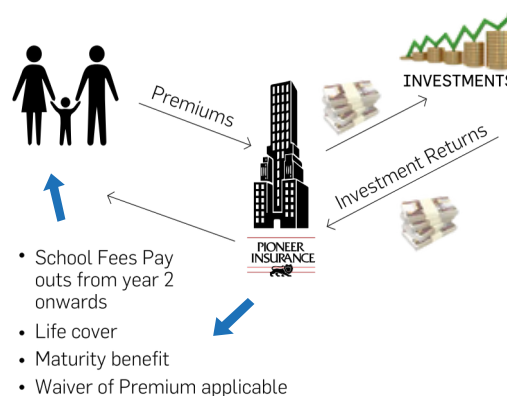
### Death Benefits

Monthly Paying Client - in the event of death of a client, the sum assured is based on the premium contribution per month as per the below illustration

• Regular premium	• LIFE COVER
• 3,000 - 5,000	• 100,000
• 5001 - 7,500	• 250,000
• Above 7,500	• 500,000

### THE PRODUCT

Jawabu is an investment linked insurance product that provides the opportunity of saving up for future education needs. This niche addressed by this product is that pay outs can be begin as early as the 13th month from inception.



### Product Features

NARRATION	CHARACTERISTICS
Minimum Term	5
Maximum Term	15
Minimum Entry Age	18
Maximum Entry Age	65-(Eligible Term-5 yrs.)
Minimum monthly premium	3,000
Minimum single premium	400,000
Premium frequency	Monthly ,Quarterly, Semi Annually ,Annually

- **Tax relief** - the policy allows for a tax relief of 15% of the annual premium with maximum of KSHs. 60,000 per year.
- **Policy Loan** - The policy can issue the client a policy loan after continuous premium contribution of 36 months or on the 36th month of a single premium contribution
- **Premium waiver** - in the event of the death of a policy holder all the premium is waived and benefits payable will be paid out to the beneficiaries.
- **Minimum interest on policy** - the guaranteed interest on the monthly contribution is 4% while that of the single premium is 5%

PREMIUM	TERM	LIFE COVER
3,000	5	100,000
FIRST PAY OUT-YEAR 2		
YEAR	AMOUNT	
2	11,328	
3	17,002	
4	21,644	
5	20,135	
Maturity Value	109,391	
TOTAL	179,500	

For a client paying single premium the life cover is 20% of the fund value deposited from inception

• Single Premim	• LIFE COVER
• 400,000	• 80,000
• 500,000	• 100,000

In the event you take out a 15 year policy and make a single premium of KSHs 500,000. The 1st pay out can be from the 1st year. In the illustration the 1st payout is from the 5th year.

FIRST PAY OUT-YEAR 5			
YEAR	FUND VALUE (YEAR END)	AMOUNT	FUND BALANCE
1	515,997	—	515,997
2	548,975	—	548,975
3	584,060	—	584,060
4	621,388	—	621,388
5	661,101	50,000	661,101
6	650,157	50,000	600,157
7	638,305	50,000	748,305
8	626,126	50,000	576,126
9	612,947	50,000	562,947
10	598,926	50,000	548,926
11	584,008	50,000	534,008
12	568,137	50,000	518,137
13	551,252	50,000	501,252
14	533,287	50,000	483,287
15	514,174	514,174	—

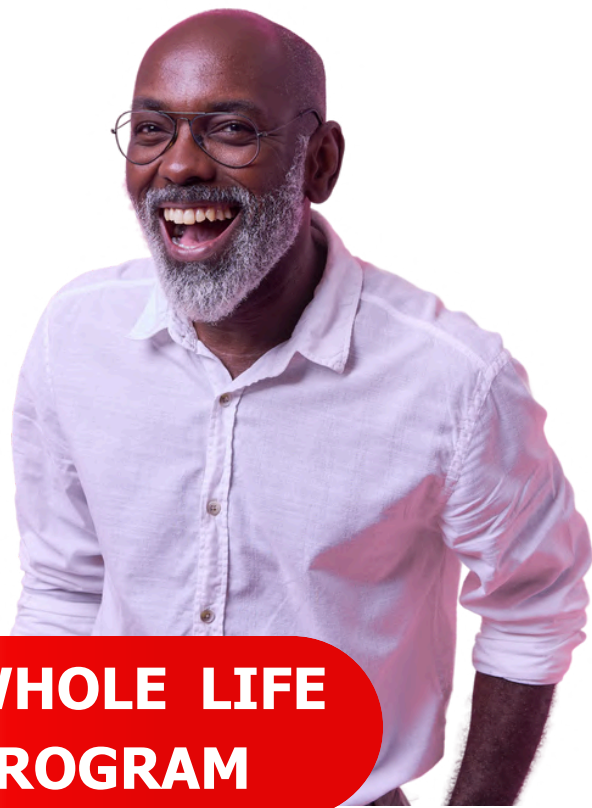
JAWABU is tailor-made for any individual who wills to secure their children's future through providing for them the most necessary need; Education. JAWABU is also befitting to those persons willing to accumulate money for a prolonged period and acquire superior returns for their investments with indemnity in order to achieve their life goals.



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OUR WEBSITE**







# WHOLE LIFE PROGRAM

## What is a whole life plan?

Whole life insurance is a type of Permanent life insurance, which means the insured person is covered for the duration of their life as long as premiums are paid on time.

- Pioneer Whole life pays benefits on death of the policyholder as well as on survival
- Survival benefits are payable annually if the policyholder survives up to and beyond age 60. Each year of survival, the policyholder will receive 5% of the sum assured till attainment of age 80 or death whichever is earlier. Upon attainment of age 80, the policy will automatically terminate and the sum assured becomes payable as a maturity benefit.
- The minimum age at entry is 18 years and the maximum is 56. Premiums are payable until the age of 60 years
- Bonuses are not applicable to this product
- Surrender benefits are payable provided the policy has been in force for at least 36 months

## Premiums & Benefits

The premium payable is dependent on the age of the policy holder. Policy holders can choose to pay premiums either biannually, annually, quarterly or monthly.

Various premium payment modes are also available such as employer salary check-off, direct debit, personal cheques or mobile money payment such as M-pesa.

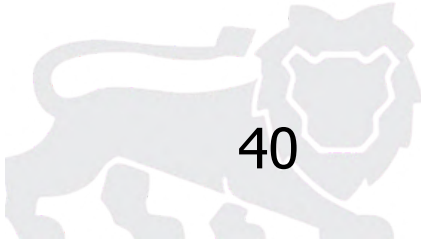
## WHOLE LIFE PROGRAM

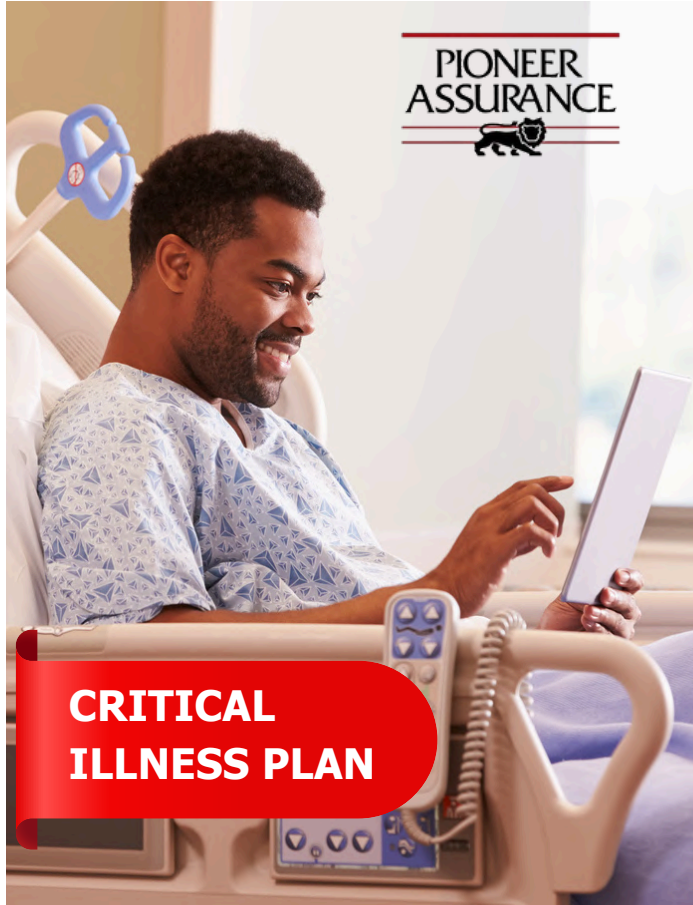


### Premium illustration for a sum assured of KES1,000,000

Monthly

AGE	18	35	50
Premium	1,870	2,310	6,010
Survival Benefits	1,000,000	1,000,000	1,000,000
Benefits on Death	1,000,000	1,000,000	1,000,000
Total Benefits	2,000,000	2,000,000	2,000,000





### What is a Critical illness plan?

Critical illness cover supports you financially if you are diagnosed with one of the conditions included in the policy. The plan is offered as an annually renewable policy. The cover applies until the policyholder attains age 65.

### Covered Diseases/ Conditions

- Heart attack
- Stroke
- Coronary Artery Bypass surgery
- Aortic Surgery
- Heart Valve Surgery
- Coma
- Cancer
- Blindness
- Multiples clerosis
- Motor Neuron diseases
- Accidental brain damage
- Dementia
- Parkinson's disease
- Kidney Failure
- Major Organtrans plant
- Paraplegia

**Health  
is wealth**

## CRITICAL ILLNESS PLAN

### Premiums

The premium payable is dependent on your age. You can choose to pay premiums either annually, quarterly or monthly. Various premium payment modes are also available such as employer salary check-off, directdebit, personal cheques or mobile money payment such as M-pesa.



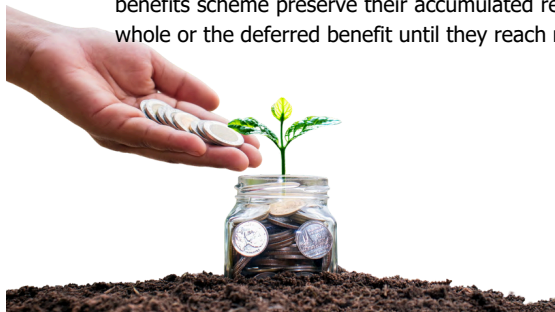
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### The Key Objectives of A Retirement Plan

- To provide self-employed or employees in organizations that do not operate occupational pension scheme, with an opportunity to save regularly for a reliable and long-term retirement Income.
- To enable employees in organizations to take advantage of the generous income tax relief available to members of a registered retirement scheme.
- To enable a withdrawing member of an employer retirement benefits scheme preserve their accumulated retirement fund in whole or the deferred benefit until they reach retirement age.



### Types of Retirement Plan Products

1. Stand-alone Occupational Scheme
2. Umbrella Pension Plan
3. Individual Pension Plan

### Benefits of a Retirement Plan

#### To the Employer;

- Aid in recruitment & retention
- Providing reward/motivation for employees
- Tax efficient remuneration
- Improves the image of the employer

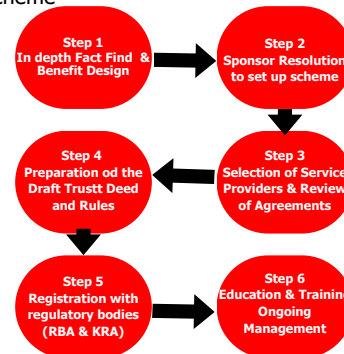
#### To the Employee;

- A valuable retirement planning tool
- Disciplined savings arrangement
- Provide a pension and/or lump sum at retirement
- Provide benefits on death to dependents
- Provide ill-health and incapacity benefits
- Tax advantage

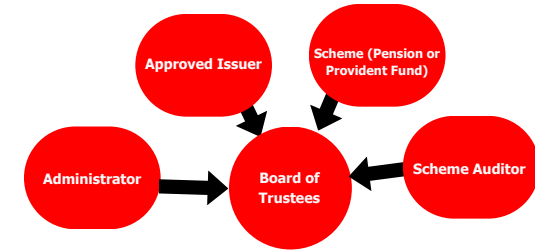
### Stand – Alone Occupational Schemes

The employer opts to set up a pension schemes for his employees.

Process flow of setting up a stand-alone occupational scheme;



## RETIREMENT PLAN



### 1.Umbrella Scheme

What is the Pioneer Umbrella Scheme?

This is a multi – employer retirement benefits scheme

We have both ;

- Pioneer Umbrella Pension Scheme
- Pioneer Umbrella Provident Scheme

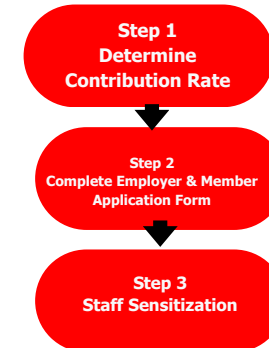
Registered and approved by;

- Retirement Benefits Authority
- Kenya Revenue Authority

Tax deductible contributions

Transfers are penalty free

The set-up of the Umbrella scheme is brief and cost free





## Individual Pension Scheme

What is the Pioneer Individual Pension Plan?

This is an individual pension plan, and the individual decides on the contributions rate

We have;

- Kilele Personal Retirement Benefits Scheme

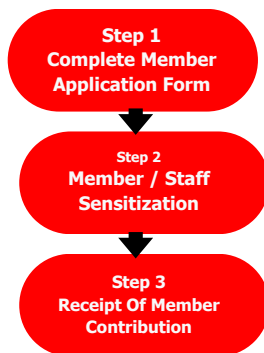
Registered and approved by;

- Retirement Benefits Authority
- Kenya Revenue Authority

Tax deductible contributions

Transfers are penalty free

The individual account set up is brief and cost free;



## 1.Investment Performance

Pioneer has all along declared highly competitive interest rates. Over the past 7 years, we have been able to declare an average rate of return on our guaranteed fund of 10.54% p.a. as shown in the table below:

Year	Performance	Industry Average
2023	10.50%	8.51%
2022	10.00%	8.10%
2021	10.25%	9.69%
2020	9.00%	8.32%
2019	11.0%	9.94%
2018	11.5%	7.29%
2017	11.5%	8.55%

## While investing our clients' funds we aim to achieve:

- Minimization of investment costs so as to maximize returns;
- Diversification of investments;
- Sustainable growth of funds;
- Security of funds in line with the guarantees;
- Matching of scheme assets with liabilities for availability of funds as and when needed;
- Minimization of operating costs of the scheme to attain highest possible yields; and
- Full compliance with legislative requirements.



## We confirm our ability to:

- Offer internet access allowing members to view their current values, as well as various interactive tools to assist them with retirement planning.
- Allocate interest in accordance to the value of the fund under our management in pro-rata basis.
- Members are assured of timely payment of their benefits as and when they fall due under the direction of the scheme trustees or employer.
- We shall issue to individual members (Active or deferred) with the annual benefit certificates in as provided for in the retirement benefits act.
- Offer both technical and professional services towards the management and administration of the fund.





**PIONEER ASSURANCE**

**INDIVIDUAL PENSION PLAN**

**A SECURED FUTURE**

QR Code

The advertisement features a background image of three stacks of gold coins of increasing height. Small green seedlings are planted in the top of each stack. In the center, two white silhouettes of a man and a woman are shown holding a larger green plant that grows from the tallest stack of coins. The Pioneer Assurance logo, which includes a lion, is in the top left corner. A red banner with the text 'INDIVIDUAL PENSION PLAN' is on the left. At the bottom left is a QR code, and at the bottom center is a black box with the text 'A SECURED FUTURE' and a white double arrow pointing right.

### Introduction

This is a retirement benefit arrangement designed on a defined contributory basis where the growth of the benefit is made up of the amounts contributed and the interest accrued.

The main objective of this scheme is to help individuals save for their retirement.

### How it works

- You will contribute an amount of money, which is then invested towards building your retirement fund.
- The contributions may not necessarily be a proportion of your income. However, it is advisable for you to contribute a percentage of your earnings so that your ultimate benefits reflect your previous earnings to help preserve the standard of living you enjoyed before retirement.
- Contribution payments can be made monthly, quarterly, half-yearly, annually, or on an ad hoc basis to suit your income streams.
- You can choose to pay the contributions through:
  - Personal cheque
  - Standing orders to our bank for deduction and remittance of contributions
  - Direct debit authority to allow us to debit your account
  - Payroll deduction from the employer
  - M-Pesa payments

## INDIVIDUAL PENSION PLAN

### Who qualifies for a pension plan

- Anyone who is employed or self-employed may open an individual pension plan.
- Anyone who is a member of an occupational scheme (employer-sponsored) who would wish to supplement with the Individual Pension Plan.

### Tax privileges/Benefits

- The contributions you make to this arrangement reduce your income due to taxation as it is deducted before tax.
- The maximum tax deductible on contributions is the lesser of Ksh 20,000 per month (Ksh 240,000 per year) or 30% of your pensionable income.
- On payment of benefits, tax exemption is also available, which is directly linked to the number of years you are in the scheme.
- The pension benefit payable to you on or after your 65th birthday is tax-free.

### Mode of Investment

- Total contributions and past returns are guaranteed by Pioneer Assurance.
- The funds in the individual pension accounts are invested in a guaranteed fund, ensuring that your accumulated contributions plus interest are protected from capital erosion.

### Access of Benefits

- Access of the retirement benefits savings is regulated under the Retirement Benefits Act.
- Early retirement is possible at age 50.
- You may also access your money on early withdrawal (only benefits secured by member contributions and interest).
- The remaining benefits secured by the employer's contributions will be preserved until retirement age.
- This preserved benefit can also be accessed before retirement when an IPP client is emigrating to another country or in case of ill health.
- In the event of member contributions alone, a member can access in part or full access of accumulated benefits.

### Why consider Pioneer Individual Pension Plan

- It is flexible to suit your ability to contribute towards your retirement savings.
- The minimum guaranteed interest rate of 5% per annum.
- Annual fund value statements issued to all members.
- Competitive interest rates with a guaranteed minimum.
- Tax benefits when withdrawing



### Tax benefits when withdrawing

1. Retirement benefits are fully exempt from withholding tax for members exiting the scheme upon reaching retirement age or after accumulating 20 years of membership, regardless of age.
2. For exits from the scheme before attaining age 50 and having been in the scheme for less than 15 years.

#### Tax Illustration – Lower Tax Band

Leaving the scheme before age 50 with less than 15 years of membership is taxed on amounts exceeding KShs. 60,000 per year, up to a maximum of KShs. 600,000.

	Withdraw P.A	Tax Rate
On the first	Kshs. 288,000	10%
On the Next	Kshs. 100,000	25%
On any amount in excess	Kshs. 388,000	30%

### 3. Tax Illustration – Wider Tax Band

This applies to members who have been in the scheme for at least 15 years but are under 50 years old when they exit. It covers amounts exceeding the non-taxable limit of KShs. 60,000 per year, up to a maximum of KShs. 600,000.

Withdraw P.A	Tax Rate
On the First Kshs. 400,000	10%
On the Next Kshs. 400,000	15%
On the Next Kshs. 400,000	20%
On the Next Kshs. 400,000	25%
On the Next Kshs. 400,000	30%

- Flexibility on the side of the member to increase the amount of contributions.
- The Individual Pension Plan is portable and can be transferred to another scheme of a client's choice, subject to terms and conditions in the policy document.
- Premiums can be paid as a single lump sum or at regular intervals.
- May provide a financial cushion when a member loses their job/income.
- An invaluable tool for disciplined and long-term savings for retirement.
- The IPP will enable you as a retiree to be self-supporting.

### Investment performance

Pioneer 5 Year Average: 10.15%

YEAR	PERFORMANCE
2023	10.5%
2022	10%
2021	10.25%
2020	9%
2019	11%





## TERM POLICY

### What is term Policy?

This is a non-profit term policy that offers benefits in the event of death of the policyholder

This product ensures that the dependents of the insured will receive a specified amount in the event the insured passes away or becomes disabled; loses the total ability to provide to his family

Minimum entry age-18 years maximum entry age-65 years

- The term of the policy range from a minimum of 5 years upto age 65.
- The product does not have a surrender benefit within the term of the policy
- In the event that death or disability does not happen within the specified term ,there is always an option of renewal.



### Benefits

- Income Guard offers a variety of benefits namely ;

#### Life cover benefit

This is the benefit payable on death of the policyholder due to natural causes before the 70th birthday. A waiting period of 6 months is applicable

#### Accidental death benefit

A Lump sum equal to the life cover is payable provided that the insured succumbs to injuries within 90 days from the accident date

#### Total and Permanent disability

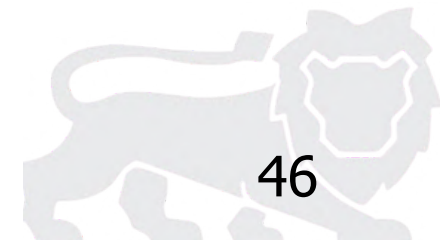
A benefit equal to the life cover is payable over a period of 36 months provided that the insured becomes total and permanently disabled, within a period of 90 days from the date of the accident

#### Critical illness

Pays on diagnosis of a critical illness as defined in the policy document.

#### Last Expense

An amount equal to the Last expense sum assured is paid within 48hrs after death.





## Introduction

Term Insurance cover to compensate for the financial loss suffered following the death or permanent Total Disability of a Key Member or Staff of the Organization.

The sum assured is payable upon death of the insured or if he or she becomes permanently disabled (accelerated benefit)

This is a one year cover renewable annually  
The minimum age at entry is 18 years and the maximum is 70

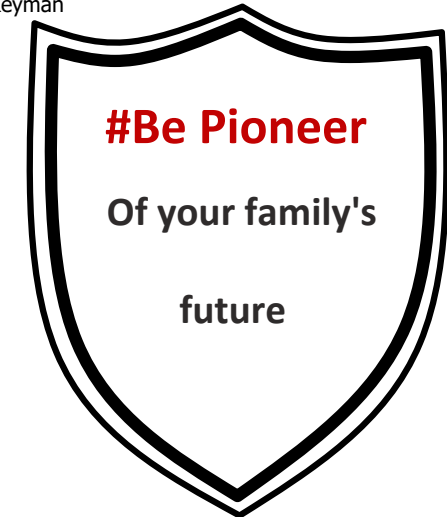
## Benefits

BENEFIT TYPE	Max Cover Level
Death	Subject to reinsurance
PTD (Accelerated)	
Critical Illness at 30% of Sum Assured(Accelerated)	Ksh 3,000,000
Last expense	Ksh 200,000

## KEYMAN INSURANCE

### Premiums

The premium payable is dependent on the age of the Keyman



### #Ideal for

- Directors
- Key project managers
- People with Specific Skills





### What is Group Term Life Insurance?

- Group term life insurance is a type of term insurance in which a single contract is issued to cover multiple people.
- The most common group is a company where the contract is issued to the employer who then offers coverage as a benefit to employees. It can also extend to an association for its members.
- Many employers provide, at no cost to their employees and sometimes their tied agents, a base amount of group coverage as well as the ability to purchase supplemental coverage and coverage for employees' spouses and children.
- Members to be covered must be existing for some common purpose (employees of a given organization or members of a given association)

### OBJECTIVES

- Introduce various group insurance products/policies
- Basic underwriting and pricing of Group Life Insurance products
- Outline basic claims documentation

### Common Group Life Insurance Policies

The various common types of Group Life Policies include:

- Employee Group Term Life Assurance Group Credit policies: 1. Guaranteed schemes  
2. Open schemes
- Group Mortgage Protection
- Group Funeral Expenses

Due to changing market demands, there have been innovations towards expanding the product offerings in both local and international markets. Some of the most recent non-traditional Group Life Insurance product offerings include the following:

- Group Critical Illness policies
- Group Endowment Plans

### Benefits offered

**Death Benefit** -usually expressed as a multiple of salary (2,3,4 times annual salary) or on fixed amounts (500,000/=, 1,000,000/= etc)

**Permanent Total Disability (PTD)** -equal to the death benefit in most cases

**Critical Illness (CI)** -a benefit expressed as a percentage of the main benefit offered as either accelerated or stand-alone benefits

**Last Expense (LE)** -a benefit of fixed amount, offered as either accelerated or stand-alone

**Retrenchment Benefit**-Retrenchment benefit is equivalent to a percentage of monthly salary, subject to a specified maximum of instalments (e.g 3 months)

### Why Group Term Life Insurance?

- Low Premiums – Employers save costs by opting for group insurance instead of individual plans, as premiums are generally employer-paid.
- Minimal Requirements – Unlike individual policies, group life insurance requires no medical exams (up to the Free Cover Limit).
- Employee Retention – Offering group life insurance boosts loyalty and reduces turnover.
- Tax Benefits – Premiums paid for group life insurance are tax-deductible under Kenyan tax laws.
- Easy Claims Process – Claims are quick and hassle-free, requiring only essential documentation for processing.

### Group Life / GPA/WIBA Combined Solution

This is a comprehensive insurance package that combines three key policies: Group Life Insurance (GLA), Group Personal Accident Insurance (GPA), and Work Injury Benefits Act (WIBA) Insurance. It is also known as Total Employer Benefits Solution (TEBS) and may include medical insurance and occupational pension as part of a single package.

The key advantage of this policy is that it eliminates overlaps between GLA, GPA, and WIBA, ensuring a seamless, WIBA-compliant solution that offers coverage beyond the legally required minimum.

How the Policy Responds:

- If death is due to illness or natural causes, only Group Life Insurance (GLA) pays the benefit.
- If death is caused by a non-work-related accident, GLA pays first, and GPA tops up to reach the policy's set limit.
- If death results from a work-related accident or occupational illness, GLA pays first, and WIBA tops up the benefit to cover up to eight years of earnings.

This combined approach ensures better financial protection for employees while helping employers





## GROUP CREDIT ASSURANCE

### What is a Group Credit Assurance?

The purpose of credit life insurance is to cushion/protect the creditor from financial liabilities arising from demise or disability of borrowers. Group creditor policies are designed to cover the outstanding loans on the borrower's death and/ or total permanent disability.

Under GC, the lender is the policyholder and pays the premium. This policy does not cover arrears or default on loan repayment.

### Benefits

- **Death (Illness or Accident)** - The main benefit under this policy is death during the term of the loan whether by Accident or Illness. A Sum Assured equal to the outstanding loan amount as at time of death less any defaulted amounts.
- **Permanent Total Disability Benefit** - Actual outstanding Loan amount net of any default during the policy period. No further payment in the event of death of the member.
- **Funeral Expense Benefit** - a benefit of fixed amount, offered as either accelerated or stand-alone.

- **Critical Illness Benefit** – a benefit expressed as a percentage of the main benefit offered as either accelerated or stand-alone benefits.
- **Retrenchment Benefit** – Covers agreed number of monthly loan repayments if the policyholder is retrenched.
- **Eligible Age** – Coverage available for ages 18 to 65, with a maximum cover age of 75.
- **Spouse Joint Life Cover** – If partners have a joint loan, Pioneer pays the loan balance upon the first death or disability.
- **Joint Loans (Non-Spouses)** – For joint loans among non-spouses, coverage is proportionally assigned based on each member's loan interest.



### Coverage

#### Coverage takes effect-

- For loans on an initial schedule on the effective date of the policy;
- For members who are above the age of 65 years at entry upon discussion and agreement with PIONEER on terms of cover before the loan is issued;
- For new insurable loans at the time of disbursement when listed on a monthly schedule provided the schedule is received by PIONEER by the due date (Within 45 days of the date of disbursement), and provided that the premium is paid. When a schedule is received after the due date, coverage starts one day after receipt;



## GROUP CREDIT VARIATIONS

### 1. Group Credit Open Cover

## The Product

It is a credit life policy designed for lenders who desire to have individual premiums based loan repayment period and loan amount.

The master policy has one commencement date but no anniversary date. Each loan is covered for the entire repayment period.



## Features

- The insurance covers members between age 18 and 75/80 years old with outstanding loans against death or total permanent disability.
- The premium is computed by taking into account each individual loan amount and the repayment period and therefore the premium is paid once for each individual loan.
- By this method, you are able to tell how much each member's loan contributes to the total premium costs.
- In this plan, the members can participate in meeting insurance costs related to their loans, in other words, the plan has a member premium pay option.

## GROUP CREDIT VARIATIONS



## Benefits

- Creates savings for the lender through reduced insurance expenses. The would be premium expense is, therefore, available for other needs and improved profits or dividend.
- Improves the lender's liquidity to the tune of would be premium costs. These funds added to the loan recoveries from insurance would be available for lending to members.
- Individual member premiums are rated and calculated on each member's own coverage over the risk term. The risk per member is determined by the loan period. In this regard, open scheme rating provides equitable coverage to every member

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**GROUP CREDIT VARIATIONS**

## 2. Group Credit Loanguard

### The Product

It is a credit life policy designed for medium to large creditors who desire pay a one-off premium at the beginning of the insurance period irrespective of the changes in the loan portfolio during the insurance period.



### Features

- Covers all loans on a reducing balance basis.
- Loan repayment period 1 - 72 months (depends on loan type)
- Guaranteed premium payable in advance
- New loans are automatically covered during the insurance period without any additional premiums
- Covers Loan balances in the event of death / total permanent disability of a member who is between age 18 and 75/80 at entry
- Funeral expenses rider – standalone (non-accelerated)
- Covers shares at time of death during insurance period (optional)

### GROUP CREDIT VARIATIONS



### Benefits

- The policyholder to maintain credit service to all members
- The Lender to reduce bad debts
- To reduce the number of families left with nothing as a result of outstanding debts (loan)
- To repay all Loan balances on death or total permanent disability of an insured member.
- To have effective budget because the premium is guaranteed on annual basis regardless of the change in loan balances





# Claims Notification

- In the event of death or total permanent disability, the Insured Creditor must notify PIONEER promptly in writing and in no case later than six months from the date of the event giving rise to the claim.
- Claims reported after this deadline shall be inadmissible, unless the creditor can establish reasonable cause for late reporting.
- Claims processing requirements which should reach PIONEER within reasonable time and not later than twelve months from the date of the event.

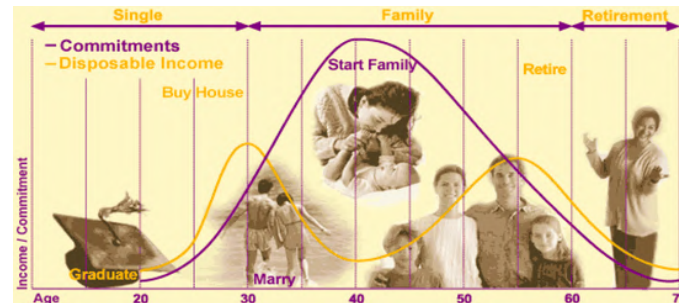
## Death claims (Main benefit)

- Original/Certified copy of Death Certificate
- Copy of identity card
- Member loan statement
- Loan Application form
- Completed Pioneer Assurance Claim form
- Letter from the lender

## Claims Documentation

### Permanent Total Disability claims:

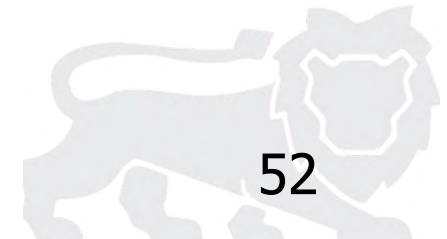
- Physician certificate of Disability (PTD claim)
- Doctor's report
- Letter of termination of employment (retirement) on medical grounds
- Copy of national ID
- Member statement
- Loan Application form
- Completed Pioneer Assurance Claim form
- Letter from the lender



### Critical Illness claims:

- Medical/Doctor's reports (including the diagnosis report)
- Duly filled critical illness form (CI claim)
- Copy of national ID
- Letter from employer indicating the date of first diagnosis
- Member statement
- Loan Application form
- Completed Pioneer Assurance Claim form

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## GROUP MORTGAGE PROTECTION



### GROUP MORTGAGE PROTECTION

#### The Product

It is a group credit cover that provides protection to a mortgage lender in the event of Death/Permanent Total Disability of a borrower.

#### Features

- Product designed for institutions offering long-term loans(mortgages) for purchase of property (houses)
- Term policy- renewable annually
- Covers outstanding mortgage amount in the event of death or PTD



## GROUP FUNERAL COVER

### GROUP FUNERAL COVER

#### The Product

It is a group policy that provides for funeral costs for departed members.

#### Features

- A benefit of a specified sum assured per member e.g. 10,000, 50,000, 100,000, 500,000 etc is payable in the event of an insured member's death
- Waiting period- 3 months unless death occurs through accident for standalone policies
- Age 1 - 75 years ( though age may be negotiated)
- Annually renewable cover
- Minimum number of persons to be insured in a group may be fixed e.g 10 members for a standalone policy
- Claims paid within 48 hours of reporting & documentation





### Who are Covered by this Expense?

The following members are covered under the Heshima group last expense:

- Principal member
- Spouse
- Children of the principal member (max 4)
- Parents of the principal member
- Parents in law of the principal member

### OBJECTIVES

- Introduce various group insurance products/policies
- Basic underwriting and pricing of Group Life Insurance products
- Outline basic claims documentation



### Who Qualifies?

- A group with a minimum of 10 members. 20% extra premium will be charged if a group has less than 20 principal members for 2025 new business. Members and their families including spouse, 4 children, 2 parents and parents in law Maximum entry age is 70 years for principal members. Maximum entry age for parents and parents in law is 80 years subject to clause 5. Maximum Age remains at 80 subject to clause 5. Maximum entry age for children is 18 years and up 25 years for full time students
- There shall be no cover cessation age so long as one is on cover continuously.
- The principal member can include own siblings under the age of 18 and extra children at an additional premium of 2 per mille.

### What are the benefits and the premium?

- One off Payment for funeral expense Covers both natural and accidental death and cover extends to parents
- Cover ceases upon a maximum of two (2) deaths per family per year. However, coverage resumes upon payment of a reinstatement premium.

Benefits under Option 6 can only be taken up by a group whose **minimum** membership is

**50** people.

	Option 1	Option 2	Option 3	Option 4	Option 5	Option 6
Principal	50,000	100,000	200,000	300,000	400,000	500,000
Spouse	50,000	100,000	200,000	300,000	400,000	500,000
Children	50,000	100,000	100,000	100,000	100,000	100,000
Parents	50,000	100,000	100,000	100,000	100,000	100,000
Annual Premium	1,800	3,600	4,700	5,700	6,700	7,700

### Parents above 75 Years

In the event that there is a parent or parent-in-law above 75 years, they will be covered at 50% of the cover benefit purchased

### Waiting Period

60 days waiting period for natural deaths. No waiting period is applicable for death resulting from accidents

### How do you get the cover?

The policy shall become effective once we receive the following;

- Complete and dully signed proposal form by the group's representative
- Copy of the Group's registration Certificate
- Payment of Required premium
- Schedule of members to be insured whose details include Full member name, ID number, date of birth and relationship to the Principal member

### Claim Requirement

Funeral benefit claim is payable within 24 hours upon receipt of the following:

- Formal Death notification
- Duly completed claim form
- Copy of ID card/Letter of surrender of ID card
- Original burial permit/press obituary







## Introduction

Pioneer Assurance Company Limited is a registered insurance provider in Kenya, licensed by the Insurance Regulatory Authority (IRA) and the Retirement Benefits Authority (RBA) to administer retirement benefits schemes. We are an approved issuer with the mandate to hold and invest retirement benefits funds. Additionally, Pioneer Assurance is a recognized service provider authorized to receive and manage NSSF Tier II contributions under the NSSF Act No. 45 of 2013.

## UNDERSTANDING THE NSSF ACT NO. 45 OF 2013

The National Social Security Fund (NSSF) Act 2013 was enacted to enhance retirement savings for Kenyan workers. Under this Act, employer and employee contributions were increased to 6% of pensionable earnings to provide a more structured approach to social security.

## OBJECTIVES OF THE ACT:

- Ensure adequate retirement savings.
- Standardize employer contributions across industries.
- Encourage long-term savings to drive economic growth.
- Provide a financial safety net against economic uncertainties



## STRUCTURE OF CONTRIBUTIONS

### Tier I Contributions

- Employers must remit 6% of pensionable earnings up to the Lower Earnings Limit (LEL) directly to NSSF.

### Tier II Contributions

- Employers can opt to remit 6% of the amount exceeding the Lower Earnings Limit (LEL) but below the Upper Earnings Limit (UEL) to either NSSF or a private pension scheme that is approved by the Retirement Benefits Authority (RBA) for contracting out.

### What is Contracting Out?

- Contracting out allows employers to remit Tier II contributions to a registered private retirement benefits scheme instead of NSSF. This can be an occupational scheme, umbrella scheme, or a personal retirement benefits scheme, subject to Retirement Benefits Authority (RBA) approval.

## STEPS TO CONTRACT OUT

1. **Choose an Approved Scheme** – Identify a registered scheme through which you want to contract out.
2. **Complete Form C1** – Official application for contracting out.
3. **Submit Employer Resolution** – A formal resolution agreeing to contract out and comply with NSSF Act requirements.
4. **Notify Employees** – Provide a written notice informing employees of the decision.
5. **Trustees' Resolution** – The trustees of the selected scheme must formally agree to receive Tier II contributions.
6. **Administrator's Undertaking** – The scheme administrator must commit to maintaining proper records of the contributions.

Pioneer Assurance is here to guide you through every step of the contracting-out process.

### 1. Investment Performance

Year	Performance	Industry Average
2023	10.50%	8.51%
2022	10.00%	8.10%
2021	10.25%	9.69%
2020	9.00%	8.32%
2019	11.0%	9.94%
2018	11.5%	7.29%
2017	11.5%	8.55%

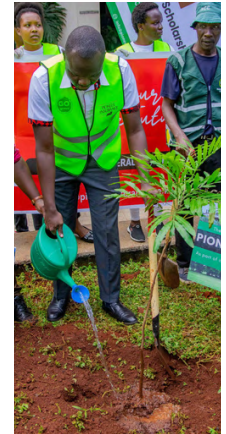
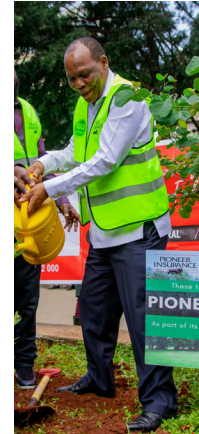
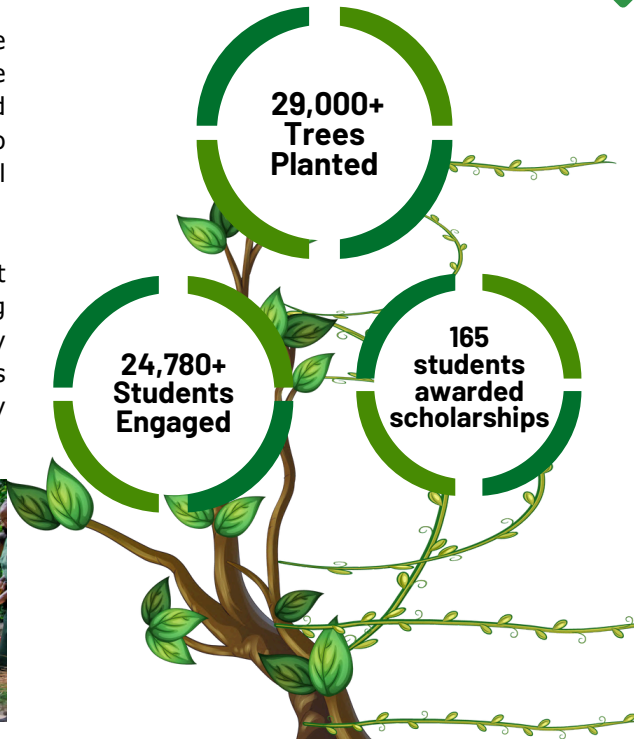
# TREES AND SCHOLARSHIPS FOR KENYA

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At Pioneer Insurance, we believe in making a difference beyond business. In 2021, we launched a transformative Corporate Social Responsibility (CSR) initiative—‘Trees and Scholarships for Kenya’ (TASK)—a program dedicated to environmental sustainability and educational empowerment.

Through TASK, we are on a mission to increase forest cover across all 47 counties of Kenya while providing bursaries to academically bright but financially disadvantaged students. Over time, our impact has expanded to include street and town clean-ups in every location that hosts a Pioneer branch.



The TASK campaign has been featured in Kenya’s leading media platforms, including KBC, KTN News, K24, The Standard, The Star, Kameme FM, BK Radio, Taai FM, Sifa FM, and countless digital platforms.





A Cleaner and Greener Future for All!

Pioneer Insurance recently reaffirmed its commitment to Corporate Social Responsibility through a street cleanup and tree planting exercise in collaboration with the Nairobi City Government. The event, flagged off by our Group Managing Director, Mr. Ronoh, alongside Nairobi's Chief Environment Officers, underscored our dedication to ethical business practices and meaningful contributions to sustainable economic development.



At Pioneer, our vision extends beyond profit-making—we are committed to improving the quality of life for our employees, customers, and the broader community. By seamlessly integrating environmental conservation with education, we merge tree planting initiatives with scholarships, fostering academic excellence, social responsibility, sustainability, and good citizenship. Through these impactful efforts, Pioneer Insurance continues to champion climate action while nurturing a greener, more responsible future for generations to come.





**PIONEER  
INSURANCE**



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