



VALUE BACK LOYALTY PROGRAM

AN ADDED VALUE FOR YOUR PURCHASE

LOOK FOR THIS STICKER AT SELECTED SERVICE PROVIDER OR RETAILERS LISTED BELOW WHEN SHOPPING



20% VALUE BACK

1. ANITUA SUPERMARKET
2. MILNE BAY HARDWARE
3. NATU MEDICAL SERVICES
4. NESIAN HAIR & BEAUTY SALON
5. SED OPTICAL

15% VALUE BACK

1. BIRD OF PARADISE HOTEL
2. BRIAN BELL
3. CAMP ADMINISTRATION
4. COURTS
5. DATEC LEARNING CENTRE
6. ELA ENTERPRISES
7. ELA BEACH HOTEL & APARTMENTS
8. FRESH LOOK SALON & WELLNESS SPA
9. GATEWAY HOTEL & APARTMENT
10. GRAND PAPIA HOTEL
11. HIGHLANDER HOTEL & APARTMENTS
12. HUON GULF HOTEL
13. JAIS ABEN RESORT
14. KAVIENG VILLAGE RESORT
15. K.K. KINGSTON
16. KOKOPO VILLAGE RESORT
17. KOKOPO OPTICAL CLINIC
18. LAGUNA HOTEL
19. MADANG LODGE
20. MADANG RESORT HOTEL
21. MARAMATA MEDICAL SERVICES
22. MOROBE OPTICAL
23. PACIFIC GARDEN HOTEL
24. GREEN POWER PNG LIMITED
25. RAPOPO RESORT
26. SOLAR ENERGY SOLUTION
27. SOLAR SOLUTIONS
28. THE SANTUARY HOTEL
29. W.R DENTAL
30. 2K MEDICAL

12.5% VALUE BACK

1. SOLAR ENERGY SOLUTIONS

10% VALUE BACK

1. ANITUA HARDWARE/SUPERMARKET
2. CENTRAL MART
3. CITY HEALTH CARE CLINIC
4. CLICK TV
5. CLUBS OF CLUBS
6. CROWNE PLAZA
7. DALTRON

8. DIGITEC

9. DRIFT WOOD RESORT
10. EAGLE AGRICULTURE & HARDWARE (BUKA)
11. EYE CARE
12. FRESH LOOK SALON & WELLNESS SPA
13. FUNERAL HOME
14. GLOW HAIR BOUTIQUE
15. GRAND PAPIA HOTEL
16. HARDWARE HOUSE
17. HERTZ RENT A CAR
18. HOLIDAY INN EXPRESS
19. HOLIDAY INN & SUITE
20. HONGLAND HARDWARE
21. HOUSE OF XEN
22. JHAYE'S HAIR & BARBAR SHOP
23. JR REPAIRS
24. KOKOPO BEACH BUNGALOW RESORT
25. LAE SPORTS STORE
26. LAE WELLNESS MEDICAL
27. LAHARA LODGE
28. LIVAJOS LIMITED
29. LOGOHU (PATINI)
30. MADANG HARDWARE
31. MASURINA LODGE
32. MILLS DENTAL CARE
33. MR. MIKES PIZZA COMPANY
34. NAYAL IT & CONSUMABLES
35. PLUMBERS & BUILDERS
36. RAMMAH TRADING
37. SANDAUN SURF LODGE
38. SOLAR ENERGY SOLUTION
39. SVS SPORTS STORE (POM)
40. TAKLAM LODGE & TOURS
41. THE CELLAR RESTAURANT
42. THEODIST STATIONARY LIMITED
43. THE STADIUM
44. THE SHADY REST HOTEL
45. TRIO ENERGY
46. WELLNESS LODGE
47. ANITUA SUPERMARKET
48. NANGA MEDICAL
49. NIUGINI FOOTWEAR

7% VALUE BACK

1. HANDYMAN HARDWARE (KAVIENG)

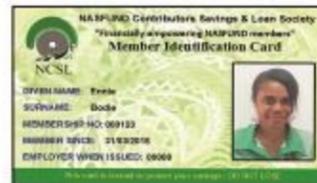
5% VALUE BACK

1. BISI TRADING LIMITED
2. DATEC MEGA STORE

K50 DISCOUNT

1. PNG AIR (all domestic fares only)

Present your Membership ID card to receive 5% - 20% Value Back or Discount on selected items



To get your membership ID card email jd@ncsl.com.pg

GET YOUR I.D CARD FOR K10.00 FOR NEW & REPLACEMENT

HOW TO PARTICIPATE

1. UPON CASH PURCHASE, PRESENT YOUR NCSL MEMBERSHIP ID CARD TO RECEIVE INSTANT DISCOUNT
2. OBTAIN A LOAN OR SAVINGS WITHDRAWALS FROM YOUR NCSL SAVINGS ACCOUNT TO RECEIVE A SHOPPING VOUCHER.
- GET A QUOTATION ON YOUR ITEM(S) OF PURCHASE
- PRESENT YOUR QUOTATION WITH YOUR COMPLETED LOAN/SAVINGS WITHDRAWAL FORM AT ANY NCSL BRANCH.
- A CHEQUE IS RAISED TO THE SELECTED RETAIL OR SERVICE PROVIDER
- PAY FOR YOUR ITEM(S) AND RECEIVE A SHOPPING VOUCHER EQUIVALENT TO 5% - 20% OF THE PURCHASE PRICE.

For more information call 313 2000 or email helpdesk@ncsl.com.pg

www.ncsl.com.pg

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NCSL VIBE ISSUE 3 & 4, APRIL & MAY EDITION

May 2018

NCSL Hosts 3rd Annual General Meeting

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NASFUND Contribution Savings and Loans Society (NCSL) the 2017 financial year which included good asset held its 3rd Annual General Meeting on the 16th of May growth and membership growth of 18.1 Percent and 2016 at Laguna Hotel in Port Moresby. indicated the Society's intention to maintain its drive for

After Welcoming members and service providers who were there to showcase their products and services, Board Chairman Ian Tarutia provided key highlights of greater efficiency through technology to provide the desired service levels to meet member expectations. *(story continues on page 3)*

"Celebrating 15 years of financially empowering NCSL members"

CASH DRAW PROMOTION

Simply apply for a loan of K2,000 or more to go into the draw to win

K60,000

Promo starts 23rd April 2018 & Ends 14th September 2018

Draw Date **14th September**

Do your transaction anywhere using MOBILE BANKING. Dial *628# and follow the prompt. Normal mobile charges apply

General Manager's Message



Vari Lahui
General Manager

Dear Members,

Welcome to the April and May combined edition of NCSL Vibe.

In this Edition, we provide coverage on our Annual General Meeting (AGM) that was held at the Laguna Hotel here in Port Moresby on the 16th of May 2018.

We have seen an increase in new member registrations, as seen in articles about the staff of Paradise Hospital signing up to become members, as well as more parents opening Kids savings account (KSA) for their children.

We also continue to promote the message on having a savings culture which is getting into the habit of saving regularly. We have an article on how saving regularly has helped members prepare for their children's education and some tips on how to encourage your children to save for themselves.

Most people do not save because they think they do not have enough money to save. Nothing is too small to start with. Start putting away K5.00 every pay day in your NCSL savings account and increase this amount as you discipline yourself in your spending and can afford to save a higher amount.

Saving is the doorway to wealth creation because the practice of saving also prompts you to think about investment. You may want to invest in a motor vehicle or a house to improve the standard of your living and build up your asset base.

We have an article in this edition on the wonderful work done at Trukai Industries to promote a savings culture, as well as other members promoting this savings culture in their workplace and communities.

Until next time, happy reading.



KIDS SAVINGS ACCOUNT

- Minimum deposit is K1.00
- Membership open to children from infant to 18 years

*Receive monthly and annual interest on savings accounts



For more information email marketing@ncsl.com.pg



NCSL
Celebrating 15 years of financially empowering NCSL members"

VISION STATEMENT

"To become a one-stop-shop bank by 2020"

MISSION STATEMENT

"To improve the quality of our members' lives through security, returns, services and product range we offer."

VALUE STATEMENT

- ◆ Customer service is our first priority.
- ◆ We rely on teamwork to achieve our goal.
- ◆ We treat each other with trust, respect, consideration and courtesy.
- ◆ We operate with honesty and integrity.
- ◆ We never turn a blind eye to corruption of any kind.
- ◆ We encourage efficient use of time.
- ◆ We encourage and reward skill level, progress and contribution.
- ◆ We are responsible for our actions.
- ◆ We provide necessary training and equipment.
- ◆ We include the necessary people in decision making.
- ◆ We empower people to make and carry out decisions.
- ◆ We are a learning organization.
- ◆ We communicate NCSL activities and results.
- ◆ We support community activities without impacting on members' funds.
- ◆ We protect the reputation of NCSL by behaving ethically.

NCSL opens more KSA accounts

During the Divine Word University (DWU) Open Day in Madang, NASFUND Contributors Savings & Loan Society Limited (or NCSL) participated as a corporate organisation to give out information on the benefits of the product and service it offers.

NCSL Client Service Officer in Madang, Geraldine Lokain, was kept busy in assisting parents to open NCSL Kids Savings Accounts for their children and

other savings accounts well. The main purpose of the exercise was to educate students, staff of DWU and the general public on promoting a savings culture amongst young minds and the adults through membership with NCSL.



Salome Ban (Left) and Miss Siria (top) receiving free merchandise after opening KSAs with a K25.00 deposit.

Below: DWU Employees Mr & Mrs Pamba filling in forms to register new KSA accounts for their daughters.



Ways to teach your kids about saving money

1. START WITH A PIGGY BANK

A piggy bank can be a great way to teach your kids the importance of saving, while giving them an easy way to do it. Tell your kids that the goal is to fill up the piggy bank with coins and notes until there is no room. Illustrate that the piggy bank is for saving money for the future and that the more they save, the more their money will grow.

2. OPEN UP A BANK ACCOUNT

Once the piggy bank is full, take your child to the bank to open up a savings account for them. Have them count how much money is going to be deposited, so they can have a physical understanding of how much money they have. Show them the final number and reinforce the idea of interest.

3. USE SAVINGS JARS

When your kids really want a new toy or a game, let them know they will have to save up for it. Give them a jar for each of their desired purchases and offer them a small allowance each week in a denomination that encourages savings.

Eg. if you give your child five kina a week, give it to them in one kina coins. They can save all their cash for one purchase, or they can contribute to different "jars" for various savings goals.

To encourage saving up for their short-term goals, put a picture of their desired toy or item on the jar, so they have a visual reminder of what they are working towards.

Hospital workers encouraged to join NCSL



Port Moresby: Mrs Sios speaking to the third batch of employees of Paradise Private Hospital on the importance of saving with NCSL.

All one hundred and forty staff of the Paradise Private Hospital in Port Moresby have received awareness on the products and services that NCSL has to offer.

This was done upon request from the hospital owner, Mrs Janet Sios, who wants at least one hundred of her

employees to join NCSL before the next fortnight. Almost half of this number have already opened accounts with us and have received ID cards. The awareness was scheduled over three visits, with two done in the month of April and the third one conducted on 7th May 2018.

More members advocating for NCSL



Qoreng Sonny, who is employed by Lutheran Health Service in the Morobe Province, is a member and an advocate who has encouraged her fellow workmates to join NCSL after enjoying its financial benefits.

“I joined NCSL in 2014 when I heard about it during an awareness presentation conducted by a NASFUND Officer.”

“I started my contributions in April 2015 and this contribution helped and assisted me a lot. I am the highest contributor to NCSL within my organisation.

I have become a motivator and have influenced most health workers within Lutheran Health Service to join which they have.”

“Most staff have returned and thanked me for letting them know of this service which they benefitted from, in their times of need. With that, I am also encouraging my colleagues to open Kids Savings Account and access NASCARE. Thank you so much for the services being provided by NCSL.”

NCSL records a Net Profit of K2.1 Million

From page 1

The Society’s General Manager, Vari Lahui then stated that in addition to the good membership growth achieved, which improved NCSL’s market share of the total membership base to 41 percent, NCSL has grown its loan portfolio by an average of 27 percent each year since 2013 and, as at 31/12/2017, the loan portfolio reached K61.4 Million which improved NCSL’s market share within the savings and loan industry to 17 percent.

Mr Lahui said NCSL recorded a Net Profit of K2.1 Million which is after interim interest payment of just over K4.0 Million and paid an interest crediting rate of 4.3 percent which is an improvement on the level paid in the previous year.

“This result was achieved despite the large loan provisioning charge and write-downs in property valuations and share investments and I have confidence in a much improved performance in 2018 due to the growing trend in revenue levels and expected lower operating expenses levels.

NCSL also revised its constitution at the 2nd Annual General Meeting last year which now allows membership from outside the NASFUND member base. This change has been ratified by the regulator, Bank of PNG, and Mr Lahui announced that NCSL has just been granted a government payroll code, **DNCSL**, which now enables NCSL to register public servants as members”.

NCSL hopes to accelerate its membership growth with this new development.

In the meantime, NCSL continues to enhance its electronic channels for service delivery which has now seen the ongoing reduction in paper applications over its counters in the 19 branches across the country.

NCSL hopes to achieve a paper-less operation within the next few years as it rolls out the online access channels in all its branches over the next few weeks which will enable members to initiate their applications online at the branches.

“We are hoping that over time, we will see no more paper applications,” said Mr Lahui.

He also mentioned they would like to see a cash-less society in the years to come and NCSL is looking to roll out the debit card offering before the end of this year to coincide with BPNG’s establishment of the Retail Electronic Payment System (REPS).

The meeting accepted the Society’s audited financial statements for 2017 as presented.

Both Mr Tarutia and Mr Lahui thanked the members for their trust and confidence in NCSL which is evident by the increasing membership base and the growing member savings. They also thanked the Board members for their counsel and as well as the hardworking staff of NCSL for the ongoing success of the Society.

Bottom Left to right: GM Vari Lahui and Member Services Manager Robert Thadeus talking to PNG Air representatives (Right) Members at the Digitec and Nesian Hair & Beauty Salon Stalls.



Members are good advocates of NCSL

The Society has so many great stories and testimonies shared by members who continue to be good advocates of NCSL by sharing their success stories.

Andrew Topo is a member and an advocate of NCSL and is employed by Trukai Industries Ltd as their Human Resources Manager. Trukai Industries Ltd has more than 900 employees and Andrew continually encourages his employees to save with NCSL for their short term needs.

“As a member of NCSL and an officer with an employer of over 900 employees, I strongly believe that NCSL has relieved a lot of burden from members including wider communities on short term financial needs,” says Andrew Topo.

“In PNG, we don’t have a savings culture. Therefore all working class individuals are on the borrowing/loan culture as we know it. As an employer of one of the biggest industries in PNG, I usually encourage my employees to get into the habit of saving and have that savings culture instilled in them so that they can assist themselves during their time of need without the need to borrowing.”

“...I usually encourage my employees to create the habit of saving and have that savings culture instilled in them so that they can assist themselves....”

Topo said this was the message that he and his HR Team at Trukai continue to drive.

“As I always say to my employees and also to the management of Trukai, NASFUND savings is for the long

term which we can only utilise when we retire, when we are unemployed, we can only access these funds during such times. NCSL is for short to medium term savings for any working Papua New Guinean who want to save and borrow from their own savings to assist them financially.”

“And as a HR Manager in such a big industry, I have to make sure that my staff, especially those who are

members of NCSL are kept well informed of any latest updates, changes happening within the superannuation and the savings & loan industry so they have maximum benefits to the services provided by these financial institutions nationwide for the members’ benefit.”

“Having said this, NCSL is coming up with creative innovations to ensure that members are enjoying their short term savings and most importantly they reward members with interest paid back to the member on a monthly basis, which is excellent. Not only that but the lowest loan interest rate at 1% per month which you will



Lae, Morobe Province: Andrew Topo with mic-piece on speaking to Trukai staff in Lae Head Office during the Trukai Business Update in March 2017. Seen next to him is the Chief Financial Officer.

not see that in any other banks and money lenders outside the savings and loan industry.

As far as I’m concerned, when it comes to savings and loan industry in PNG and the Pacific, NCSL leads the way to educate members financially and this is evident in its consistent membership growth.

Education savings is beneficial

Having savings is beneficial and NCSL members can benefit from their savings to meet personal obligations such as paying for education expenses.

Member Services & Branch Support Manager Mr Robert Thadeus said the Education Savings Account will serve its purpose to meet education expenses only if supporting documents are provided with the application.



Neles Nere shared with NCSL that his education savings has assisted him to pay school fees, & purchase stationeries for his children. Neles says he finds saving with NCSL the best option to take. (insert: Neles Nere)

supplier for education related purpose alone.”

Raymond Winaulin both a parent and member has benefited from his education savings and says he found the service reliable and beneficial to assist with his other financial obligations as well.

“I had to withdraw from my education savings to assist with my daughter’s school fees which was due and this put a lot of pressure on me on top of my other family responsibilities especially during beginning of the year,” said Winaulin.

He added that utilising his education savings to meet his daughter’s school fees was the option he took and that relieved him of some financial pressure.

“It was my first time to enquire about this service and the assistance provided by NCSL officer in Lihir was very helpful. I successfully lodged my education withdrawal application online and had it paid to the directly to the school within the service turnaround time with the confirmation letter being received for verification,” Winaulin said.

He further reiterated that NCSL online portal was convenient and recommended this service to his family and friends.

Mr Thadeus urged members lodging educational withdrawal applications to provide all supporting documents from school/institution or stationery/uniform supplier to enable timely processing by NCSL staff.

“Most parents and guardians lodging applications for Education Savings Withdrawal do not attach supporting documents like school fee invoice, deposit slips, confirmation letter from school accepting child or invoice/quote from stationery supplier,” Thadeus said.

“This results in applications being put on hold or declined due to the absence of supporting documents since the withdrawals under the Education Savings Account are paid directly to the school or stationery



Dr Graham Low, NCSL member since 2017 assists children who are unfortunate and gives back something to the community especially in areas where his job takes him.

Dr. Low used his NCSL savings to assist two children go to school (insert: Dr Graham Low)