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Our History

NCBA Group PLC, officially started operations on Tuesday, 1st October 2019 following the merger of NIC Group PLC (NIC) and Commercial Bank of Africa Limited (CBA)



- First incorporated as National Industrial Credit 60 years ago
- Started as a hire purchase organisation to enable Kenyans to finance asset acquisition
- Renamed NIC Bank in 2005
- Remained the undisputed market leader in Asset Financing. This heritage has continued into NCBA Bank



- Opened it's doors 59 years ago and was the largest privately owned bank in Eastern Africa
- Developed reputation as the go-to provider for large corporations, institutions, businesses and high net worth individuals
- A truly innovative Bank, first to market with
 - Fully digital banking platform LOOP
 - M-Shwari and Fuliza
 - 105% mortgage offering

NCBA is anchored on a 60 year heritage of best-in class relationship management coupled with cuttingedge digital banking

Our Purpose and Value

OUR PURPOSE:

To be the Financial Services Partner that Inspires Your Growth DRIVEN
OPEN
RESPONSIVE
TRUSTED

Welcome to the bank that banks on your ambition

Welcome to the bank that says Go For It

Welcome to NCBA

OUR CUSTOMER PROMISE

At NCBA, our customers are at the heart of everything we do – we are driven by our promise to offer exceptional innovative products and services that are tailored to our customers' specific needs, from personal banking products to scalable business banking solutions that grow as your business does.

Our Regional Footprint UGANDA 4 Branches 10.1M Customers **CÔTE D'IVOIRE KENYA** Purely Digital 84 Branches 5.49M Customers 31M Customers **RWANDA** TANZANIA 5 Branches 2.74M Customers 8 Branches 11.69M Customers

KEY GROUP HIGHLIGHTS

CUSTOMERS



>60M

STAFF



2,946

BRANCHES



101

ATMs



93

CASH DEPOSIT MACHINES



34

DR & CR CARDS

190K+

Fitch Rating

In its latest assessment, Fitch affirmed its rating of NCBA Group and NCBA Bank as B+ Negative Outlook

Positive Highlights:

Strong Business Profile: Strong franchise and diverse business model: The enlarged post-merger business is expected to contribute to economies of scale, risk diversification, stronger earnings and cheaper funding

Good profitability: Group's operating income/risk-weighted assets improved to 4.3% in 2021 (2020: 1.5%) following a significant reduction in loan impairment charges

Sound capitalization



Negative Outlook



Areas of Attention:

Loan quality: The operating environment risks could pressure asset quality metrics

Deposit structure: Reliance on more-expensive institutional term deposits (45% of deposits)

Operating environment risks: Inflationary pressures are likely to lead the CBK to further tighten monetary policy

Awards & Accolades

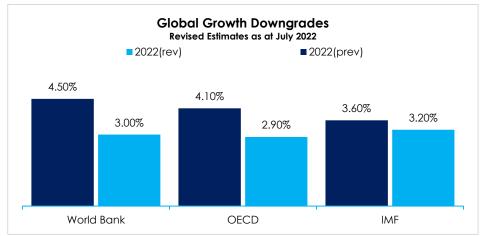


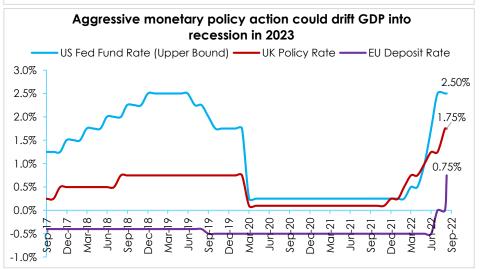
- Best Bank in Kenya 2022 Global Finance
- Most Preferred Asset Finance Bank in Kenya Annual Road Safety Awards 2022
- 3rd Best in Customer Experience Kenya Bankers Association
- 5th Best employer by LinkedIn
- Among **Top 10 most valuable brands** in Kenya Brand Finance
- Recognized as one of the **strongest brands in 2022** Brand Finance Kenya

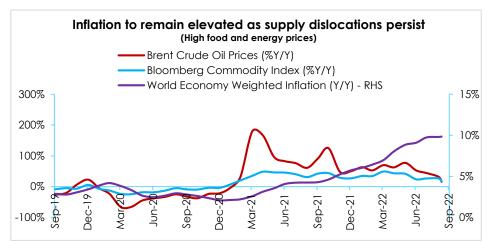


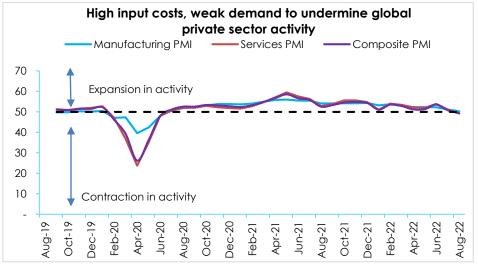


Global: Firming stagflation risks to result in more growth sensitive policymaking



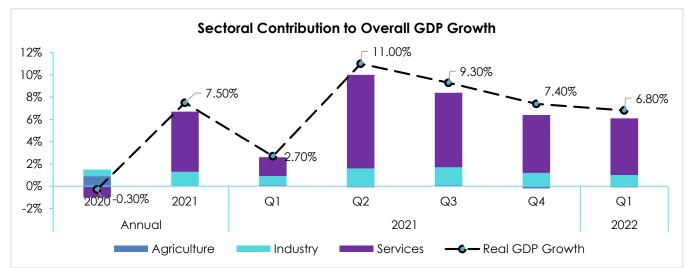


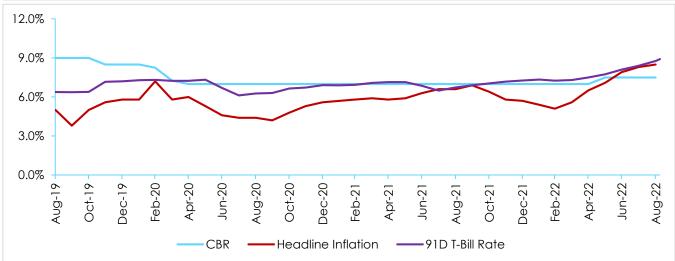




Key Risks to the Global Outlook: Surging Inflation, Frontloading of Policy Rate Hikes, Geopolitical Tensions & Lingering COVID-19 Pandemic

Kenya Macroeconomic Environment: Key Indicators





- Annual headline inflation rate at 8.5% (Aug-22) up 277bps YTD driven by high food and fuel costs linked to supply and supply chain disruptions. Firming demand pressures suggests more entrenched broad-based price pressures.
- CBR at 7.5% up 50bps YTD as CBK seeks to not only normalize monetary policy, following supportive measures during the height of the pandemic, but as well contain price pressures. Scope for an additional 75bps rate hike by end-2022.
- NSE-20 Stock Index down 5.92% YTD largely reflecting a lull in the business climate. Foreign investors as well fleeing frontier and emerging markets in search of safer havens. Overall, a reduced local political risk premium should bode well for returns in Q4.
- 91 Day T-bill at 8.91% up 164.6bps YTD. Higher inflation expectations, tighter monetary policy and government's preference for local borrowing to steer yields higher.

Kenya 2022 Post-Election View

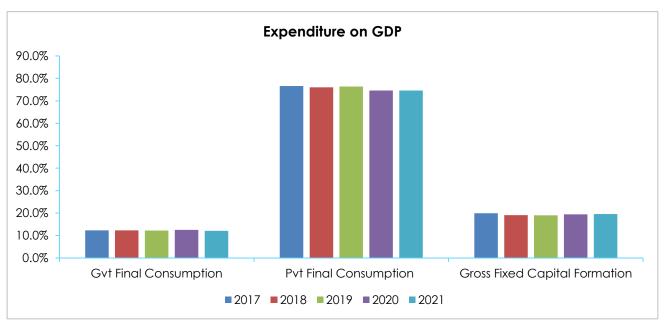
An undisruptive electoral cycle and confidence in institutional strength should reduce the political risk premium on the economy, enhance sentiments paving way for investments.

Key Tailwinds:

- Policy continuity with little deviation from the priorities under Vision 2030.
- Fading political risks to boost sentiments, consumption and investments.

However:

• Ongoing social-economic shocks (rising inflation, sticky wages = high cost of living) to moderate the positive outlook.



Private consumption to recover postelection though risks remain:

- Private sector activity, personal consumption is somewhat indifferent to elections.
- Consumption and business spending expected to resume following a smooth government transition.
- Key risk to consumption will stem from a slow recovery in employment amid high cost of living which should undermine purchasing power.



Our 5 Strategic Priorities: 2020 - 2024

- 1 Become a Distinguished Brand Known For Customer Experience
- 2 Scale Retail
 Banking: Expand
 Distribution

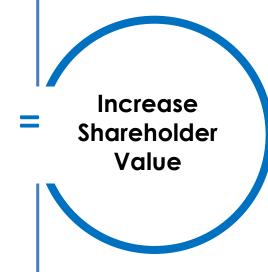
 Thoughtfully grow our retail footprint to increase customer accessibility and gain relevance

- Deepen
 Leadership in
 Corporate Banking
 & Asset Finance
- Build industry expertise in key growth sectors
- Diversify and differentiate our Products
- Develop strategic partnerships with key enablers

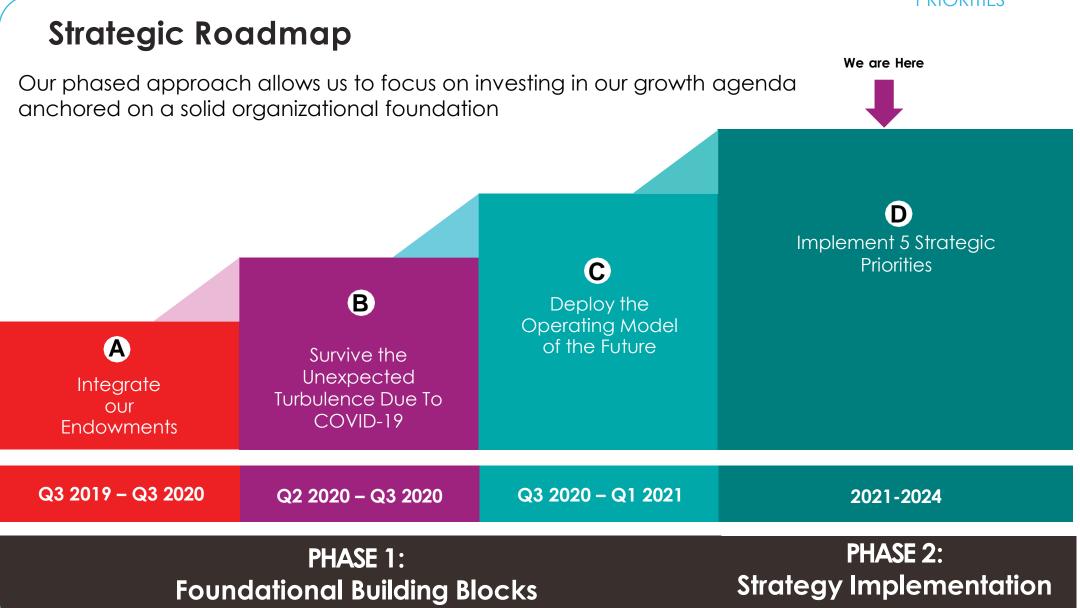
4 Digital Transformation



- Reposition & scale Loop
- Develop a Fintech to capture new markets & opportunities

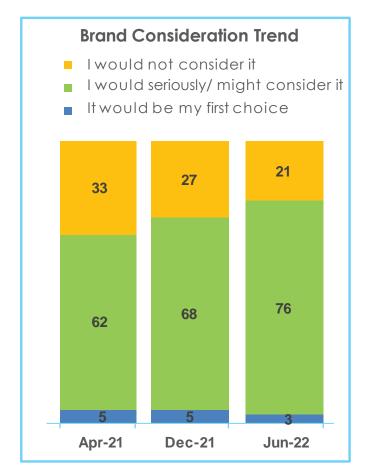


5 Develop a High Performance Employee Culture



Distinguished Brand Known for Customer Experience

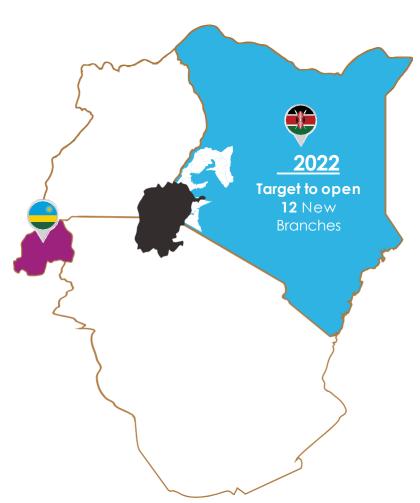
Notable growth of NCBA brand consideration over time as we continue to make intentional investments to position the brand in the mind and hearts of our customers





Scaling Retail Banking

Benefits accruing from enhance network reach and enhanced operational efficiencies



New Branches Performance

- 2 branches have broken even ahead of schedule
- New branches driving rebalancing of the deposit book; improving NIMs

2022 Update







2 new branches opened

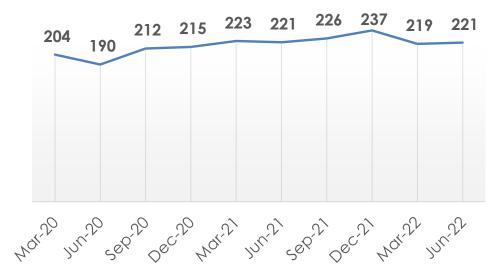


Deepening Leadership in Corporate Banking

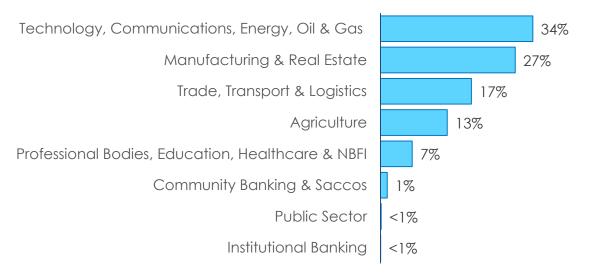


- # 1 FX provider in the market
- Highest corporate deposits, with >60 new corporates on boarded in 2022
- Deep expertise in key sectors, enabling thought leadership
- Integrating core banking system into ERPs of key customers to enable smooth 1 click end to end processing of transactions
- Thought Leadership: Economic forums
- 45% YoY growth in operating income profit

Customer Deposits (KES Bn)



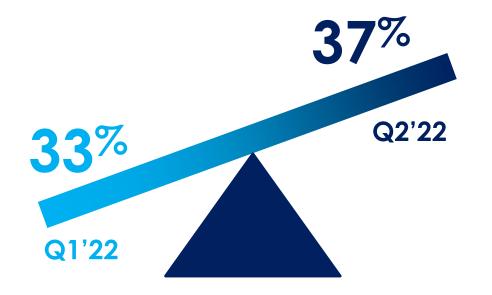
Lending: % Contribution in H1 2022



Deepening Leadership in Asset Finance

Leveraging our market leadership to drive the climate risk agenda by pioneering leasing of electric vehicles (KES 2Bn Investment) /Finance 5,000 vehicles

Market Share



Develop
strategic
partnerships
with key
enablers

Diversify and differentiate our products

Partnered with

- CFAO Motors to lease 250 Vehicles
- Isuzu E.A to lease 108
 Isuzu Vehicles
- DT Dobie to lease 222 units of VW Tiguan Medium SUV
 - Electric vehicle financing
 - 15 second approval

Digital Transformation

We are the market leader in digital financial services and we continue to expand our regional reach and grow our disbursements

Product	Country	Partner	Loans Disbursed (Inception to Date			
M-Shwari		Safaricom	Product	Customers	Volume	Value
Loop			M-Shwari	31.9Mn	181Mn	\$5.85Bn
Fuliza		Safaricom	Fuliza	17.1Mn	2.25Bn	\$9.12Bn
A A D A \A A		Vadaaan	M-PAWA	11.9Mn	14.4Mn	\$115.9Mn
M-PAWA		Vodacom	MoKash (U)	10.9Mn	25.2Mn	\$327.5 Mn
MoKash	S	MTN	MoKash (R)	2.9Mn	4.6Mn	\$ 64.7Mn
MoKash		MTN	MoMokash	5.8 Mn	0.7Mn	\$23.7Mn
MoMokash		MTN			2.47Bn	15.50Bn

ncbagroup.com Go for it



Digital Transformation: Digital Business Contribution

This business has steadily increased its contribution to Group PBT, while providing significant cost efficiencies



YoY+34% (KES 434Bn)



Impairments YoY+0.79% (1.93%)



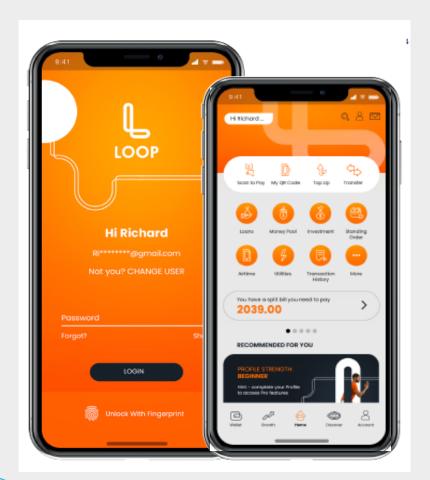


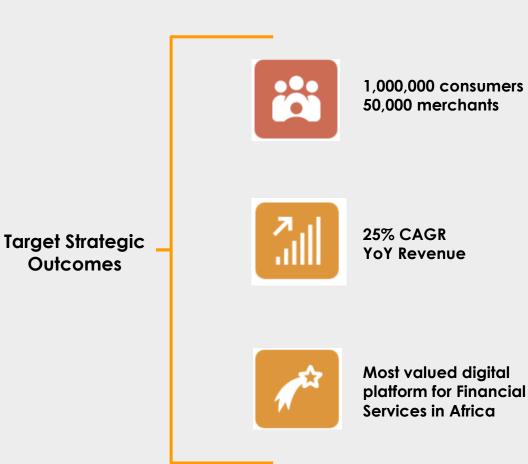


Digital Transformation: Digital Business: Big Bet

We will become more essential to our customers by establishing a payments platform business that addresses their need for simplicity. In turn, this will increases the scalability of our Business and create new incentives to "enter and remain in the NCBA ecosystem".

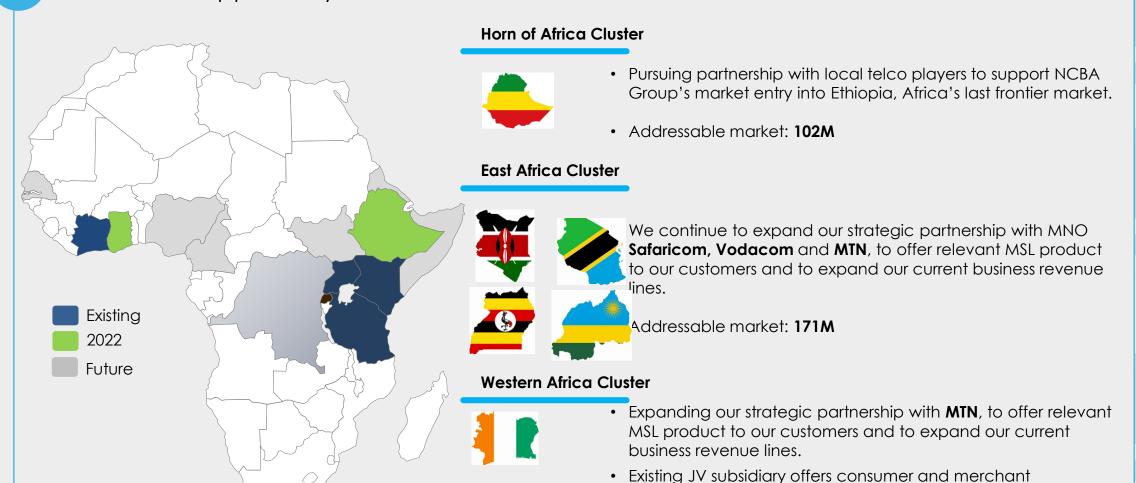
Outcomes





Digital Transformation: Regional Expansion

We see an opportunity for NCBA to be relevant to ~500M customers across Africa



propositions.

Addressable market: 200M

• Expand MSL product offering and launch LOOP proposition

Go for it

Digital Transformation

Delivering on efficiencies to drive business growth and better service management

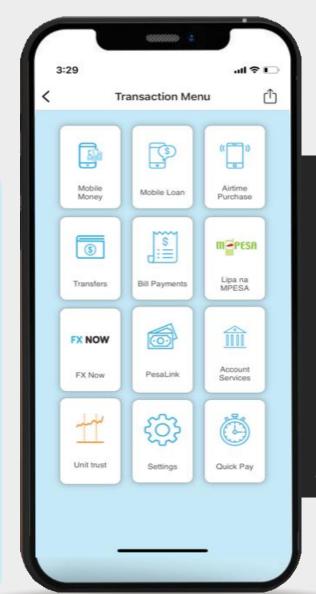
1. NCBA Now

Mobile banking consolidation project

 100% of active customers migrated to NCBA Now

Enhancement / Stabilization

- **4.1 rating** in Google play-store (3.2 average peer rating)
- UI/UX enhancements
- in APP express way top up
- Display of the customer's relationship manager
- Silent OTP
- Revamped IOS and Android apps



2. Retail Digital Finance

58%

Increase in monthly disbursement in H1 2022 compared to H2 2021 as a result of System stabilization and enhanced marketing

3. Going Paperless

2022 Priorities

4 key areas of focus this year across the Group

1

Customer Experience



Deliver Brand Love

2

Business Growth



Enhance top line growth

3

Controls



Implement robust controls

4

Regional Business Performance



Eliminate drag to Group Performance and create foundation for growth



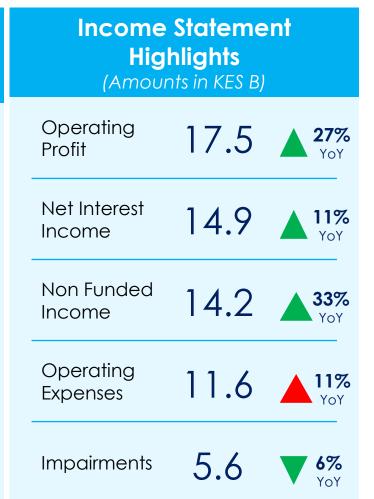
H1 2022 Group Performance Highlights

Group performance supports path to financial targets



KES604_B
Balance Sheet

Balance Sheet Highlights (Amounts in KES B)							
Customer Deposits	468 A 7%						
Government Securities	222 17%						
Gross Loans & Advances	278 A 0.5% YoY						
Digital Disbursements	339 A 25% YOY						





H1 2022 Subsidiary Performance

The Group has continued to deliver solid results as we record improvements in the performance of our subsidiaries

Amounts in KES Millions		H1 2022	H1 2021	$\Delta \%$
D con Life or	Kenya	11,621	7,936	>46% 🛦
Banking Souls at all audies	Tanzania	(471)	(245)	92% 🔻
Subsidiaries	Uganda	293	(174)	>100% 🔺
	Rwanda	192	40	>100% 🔺
Non Banking	NCBA Group	(49)	(38)	29% ▼
Subsidiaries &	Investment Bank	178	130	37%
associates	Insurance Intermediary	108	111	(3)% 🔺
	Leasing (LLP)	34	47	(28%) 🔻
	Group Profit Before Tax	11,904	7,805	53%
	Exceptional Items	(724)	(391)	85%
	Group PBT after Exceptional Items	11,180	7,414	51%
	Tax	(3,409)	(2,757)	24%
	Group Profit after tax	7,771	4,657	67%

H1 2022 Statement of Profit & Loss

We have focused on generating sustainable revenue across all income lines thus sustaining momentum in operating profits

	NCBA Bank Kenya			NCBA Group Consolidated		
	H1 2022	H1 2021	$\Delta \%$	H1 2022	H1 2021	$\Delta \%$
Interest Income	22,345	20,454	9%	24,931	22,475	11%
Interest Expenses	(9,206)	(8,197)	12%	(10,131)	(9,048)	12%
Net Interest Income	13,139	12,257	7%	14,800	13,427	10%
FX Income	4,982	2,167	>100%	5,286	2,382	>100%
Other Non-Interest Income	2,594	2,517	3%	3,555	3,272	9%
Digital Lending Income	4,595	4,442	3%	5,342	5,051	6%
Operating Income	25,310	21,383	18%	28,982	24,132	20%
Operating Expenses	(9,078)	(8,256)	(10%)	(11,521)	(10,408)	(11%)
Operating Profit	16,232	13,127	24%	17,461	13,724	27%
Provisions	(4,611)	(5,138)	(10%)	(5,556)	(5,919)	(6%)
Profit Before Tax And Exceptional Items	11,621	7,989	45%	11,905	7,805	53%
Exceptional item	(531)	(391)	36%	(725)	(391)	85%
Profit after Exceptional items	11,090	7,598	46%	11,180	7,414	51%

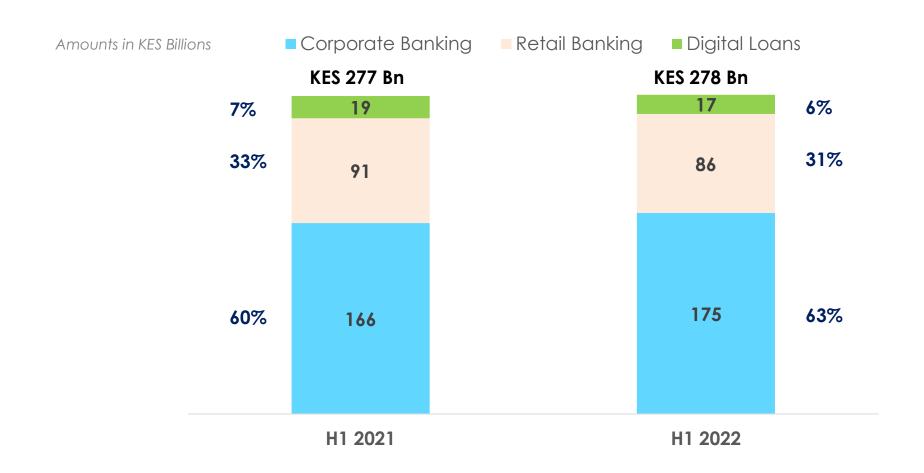
H1 2022 Statement of Financial Position

Our balance sheet continues to expand on the back of healthy deposit growth

nounts in KES Millions							
	NCBA	NCBA Bank Kenya			NCBA Group Consolidated		
	H1 2022	H1 2021	Δ %		H1 2022	H1 2021	Δ %
Assets				-			
Net Loans and Advances	224,828	215,519	4%		250,499	239,601	5%
Investments	215,880	183,287	18%		236,901	195,421	21%
Cash and Balances with Banks	61,761	66,402	(7%)		77,971	76,502	2%
Other Assets	42,621	34,959	22%		38,925	31,071	25%
Total Assets	545,090	500,167	9%		604,296	542,595	11%
Liabilities & Equity							
Customer Deposits	420,636	403,212	4%		468,489	437,340	7%
Borrowings	26,136	11,134	135%		30,024	14,439	108%
Other Liabilities	19,929	11,520	73%		25,532	16,380	56%
Shareholders Equity	78,389	74,301	6%		80,251	74,436	8%
Total Liabilities and Equity	545,090	500,167	9%		604,296	542,594	11%

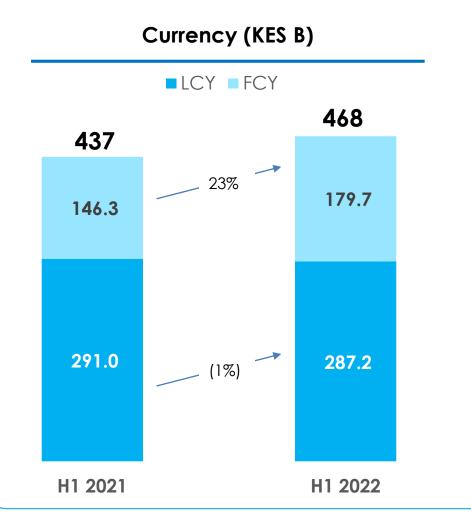
Gross Loans and Advances

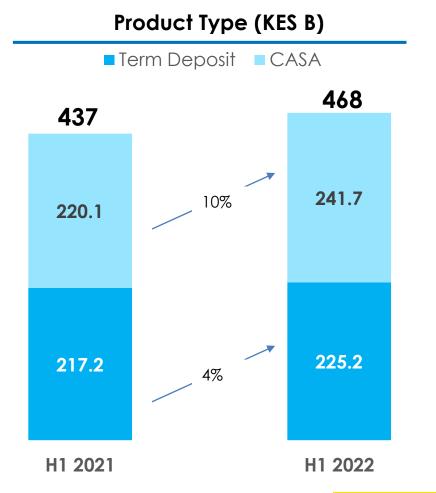
Corporate business remains a key contributor to the lending book



Customer Deposits Analysis

Our strong Foreign Currency deposit mobilization has enabled NCBA to be the #1 FX provider in the market . Additionally our deposit mix is intentionally shifting towards lower priced CASA

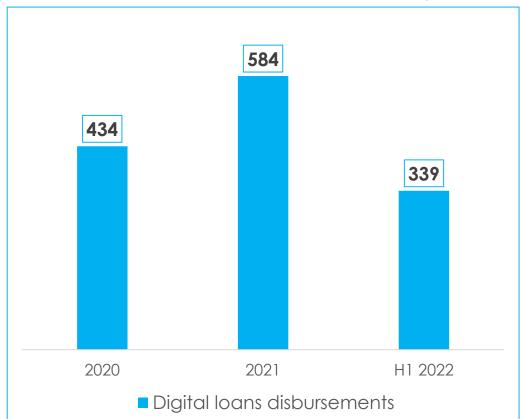




Other Metrics

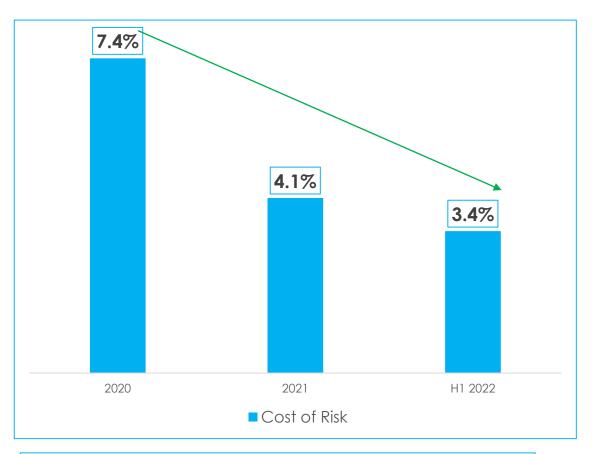
Digital Loans Disbursements

KES Bn



 35% growth in digital loan disbursements between 2020-2021

Cost of Risk



Significant improvement in asset quality

Shareholders Returns

Sustained return to share holders

Group

H1'21: 12.78%

20.8%

Return on Equity

H1'21: KES 2.8

KES4.7

Earnings Per Share

H1'21: 1.75%

2.62%

Return on Assets

H1'21: KES 0.75

KES 2.0

Assets Interim Dividend Per Share

H1'21: KES 1.24Mn

KES3.29Mn

Dividends Gross



6.96x

Price Earning Ratio

Bank

H1'21: KES 64,567Mn

KES71,732Mn

Core Capital

H1'21: KES 15,978

KES 17,933Mn

Single Borrower Limit

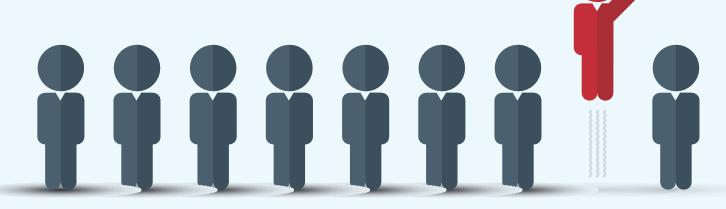
NCBA plans to pay up to 50% of net earnings as dividends

Our HY 2022 Guidance

We are on track to deliver against the FY guidance

	Target	Q1 2022	H1 2022	
Return on Average Equity	> 15%	21.4%	20.8%	✓
NPL ratio	< 15%	16.2%	13.2%	✓
Cost to Income Ratio	40-45%	40%	40%	✓
Capital Adequacy	300Bps buffer	354bps	525bps	✓
Loan to Deposit Ratio	~ 65%	62%	59.7%	✓
Core Bank Cost of Risk	1.5% - 2.0%	1.8%	1.9%	✓
Liquidity Ratio	~ 60%	60.79%	58%	✓

Our customers benefit from the Group's commitment to customer service excellence, superior digital banking platform and our broad array of products



What Makes Us Different?

- Customer Centric Culture
- Integrated Core Banking Platform
- Strong Relationship Management
- Digital Leadership
- Innovative and bespoke products
- Regional Market Presence

Enabling customers to bank, borrow, spend, save and invest



NCBA Group PLC reports a pre-tax profit of KES 11.2 billion in half-year results

Nairobi, August 29th 2022: NCBA Group PLC has posted a profit before tax of KES 11.2 billion in its half-year results ending June 30th 2022, which is a 51% increase compared to KES 7.4 billion reported during a similar period last year.

Summary Key Highlights

- Assets grew to KES 604 Bn, 11% up year on year
- Customer deposits closed at KES 468 Bn, 7% up year on year
- NCBA Group disbursed KES 339 Bn in digital loans, 25% increase year on year
- Operating income of KES 28.9 Bn, 20 % up year on year
- Operating profit before loan loss provisions of KES 17.5 Bn, 27% up year on year
- Provision for credit losses was KES 5.6 Bn, 6% down year on year
- NPL coverage ratio declined slightly to 62%, from 68% in the same period last year
- Profit before tax of KES 11.2 Bn, 51% up year on year
- Profit after tax of KES 7.8 Bn, 67% up year on year
- Interim dividend of KES 2 per ordinary share held

Commenting on the results, John Gachora, the Group Managing Director of NCBA Group, said the results reflect the outcomes of the strategic actions that the Group has taken to support customers navigate the current macro-economic environment and a confirmation that the merger is bearing the fruits of its promise.

"Looking at our results, you will note that we have been deliberate in our effort to drive a diversified business serving a wide spectrum of customers. Our commitment to supporting customers by making it easier for them to access financial solutions underscores our improved Group performance. We have provided an enabling environment for businesses to continue to thrive by increasing our product portfolio and tailoring solutions to suit every customer's needs especially during this period which experienced challenges from the Russia/Ukraine war and risks emanating from the political calendar. Through our digital banking partnerships (M-Shwari, Fuliza, Mpawa, Mokash and Momokash), we continue to provide much needed financial relief to many families and small businesses," noted Mr. Gachora.

The Group registered a profit after tax of KES 7.8 Bn representing 67% growth up from KES 4.7 Bn in half year 2021. Growth in profitability was attributed to increase in operating income, strong expense management and a decline in impairment charges. While the Group experienced revenue growth in most areas, non-interest income was particularly strong, thanks to an outperformance in foreign exchange revenues. Thanks to a strong customer base and the Group's ability to source, manage risk and supply foreign currency, the Group was the top earner of foreign exchange revenues during the period. The Group's retail expansion is also starting to pay off, helping to maintain an acceptable cost of funds.

NCBA Group launched an ambitious branch expansion agenda last year which has seen it open 18 branches across the region in the last 18 months. This year alone, the Group has opened four branches in Busia, Utawala, Kenol and River Road and plans to open seven more branches by the end of the year.

"Opening of these branches creates job opportunities across the country and enables us to take our services closer to the people. We believe that this wider distribution network allows us to contribute directly to the country's economic growth agenda. The retail expansion is supported by continuous review of our products and services to make them more attractive and problem solving to the communities we serve" said Mr. Gachora.

In this regard, the Group rolled out 15 secs pre-conditional approval on asset finance through which customers are able to get indicative approvals within 15 seconds of completing an online application. The program has seen a strong uptake and already over KES 2.5 Bn has been approved through this channel. The Group also launched an 11.9% promotional mortgage campaign to customers that has recorded customer uptake valued at KES 3 Bn. The mortgage campaign will run until the end of October.

NCBA also became the first bank to finance electric vehicles as part of its green strategy by injecting KES 2 Bn in asset finance, a move that the lender says will bolster its asset quality and support the government's effort to reduce carbon emissions in the country.

Future Outlook

"This period has demonstrated that the strategy that we put in place to ensure that we power and inspire the growth of our customers looking to improve their economic livelihoods is working. We remain focused on supporting our customers' ambitions as we collectively work towards creating more opportunities for businesses and individuals to thrive," added Mr. Gachora.

While releasing the H1 results, Mr. Gachora emphasized that the Group remains very optimistic with regard to overall macro-economic outlook. For that reason, the Group will continue to invest in the region and it supports the citizens dreams for a prosperous future. He emphasized that with the likely conclusion of the elections in Kenya, the region's economy is set to benefit from likely transition dividends.

The Group remains committed to support the various governments and citizens in their overall growth priorities, Mr. Gachora concluded.

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TYOU !



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NCBA Bank



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NCBA Group



Web Chat