Disclaimer and Note on Forward-Looking Financial Projections

NCBA Group PLC and its subsidiaries (collectively “NCBA Group” or “the Group”) may periodically provide oral and/or written forward-looking financial projections to the Group’s stakeholders who include but are not limited to investors, financial analysts and the media. Forward-looking projections may include but are not limited to statements outlining the strategic objectives, business plans and expected financial performance of the Group during a current financial year of business operation and/or subsequent financial or reporting periods.

In order to arrive at forward-looking financial projections, the Group relies on assumptions derived from past experiences, actual historical financial performance and economic indicators obtained from Government policy statements and pronouncements among other sources of information deemed reliable and relevant to the Group’s operations. Consequently and by their nature, the Group’s forward-looking financial projections and the underlying assumptions used thereof are subject to factors beyond the control of the Group, which may significantly alter the actual financial performance. Such factors include but are not limited to direct and indirect inherent risks affecting the financial, economic, regulatory, national and international environments in which the Group operates.

While the Group’s Management team applies due care in preparing the forward-looking financial projections, consumers of these reports are advised to treat them as observations made as at the time of communication, which should not be relied upon as statements of fact and/or guarantees of future performance. Consumers of these reports are further advised to exercise caution in attempting to rely on the information contained therein and to carry out further research for the purposes of making informed conclusions and decisions regarding their investment decisions, including conducting due diligence or seeking expert opinion thereof. Neither the Group nor its Directors and employees will be held responsible for any decision made on the basis of the forward-looking financial projections, which the Group is under no obligation to update if circumstances or Management’s estimates or opinions should change except as may be required by law. These projections should not be circulated to third parties and requests for copies or clarifications should be directed to the Group Managing Director, NCBA Group PLC.
Our Purpose and Values

WHO WE ARE

To be the Financial Services Partner that Inspires Your Growth

DRIVEN OPEN RESPONSIVE TRUSTED

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.

Welcome to the bank that banks on your ambition.

Welcome to the bank that says go for it.

Welcome to NCBA
What Makes Us Different

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

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

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

Our Regional Footprint

UGANDA
Branches 4
Customers 12.1M

KENYA
Branches 84
Customers 31M

TANZANIA
Branches 8
Customers 12.5M

IVORY COAST
Purely Digital
Customers 5.49M

RWANDA
Branches 4
Customers 3.3M

KEY GROUP HIGHLIGHTS

CUSTOMERS
> 60M

STAFF
2,899

BRANCHES
100

ATMs
93

CASH DEPOSIT MACHINES
86*

DR & CR CARDS
190K+

* 52 Corporate CDMs

UGANDA

KENYA

TANZANIA

IVORY COAST

RWANDA

nbcagroup.com

Go for it
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**

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 - 2022

- **Best Financial Services Group East Africa 2022** – Global Banking Finance
- **3rd Best in Customer Experience** - Kenya Bankers Association
- **Best Bank in Kenya 2022** - Global Finance
- Among **Top 10 most valuable brands in Kenya** - Brand Finance
- **5th Best employer** by LinkedIn
- Recognized as **one of the strongest brands in 2022** - Brand Finance

- **Most Preferred Asset Finance Bank in Kenya** - Annual Road Safety Awards 2022
- **NCBA UGANDA - Corporate Governance Awards** - The Institute of Corporate Governance Uganda in conjunction with Grant Thornton
- **NCBA TZ - Best Digital Bank in Tanzania** - Global Banking and Finance Review
OPERATING ENVIRONMENT
Global: Difficult Policy Choices Amidst a Cost of Living Crisis

**OPERATING ENVIRONMENT**

Global growth to moderate undermined by a restrictive policy environment

Monetary policy to tighten further as central banks target inflation

Price pressures to persist in 2023

Kenya Eurobond Yield Trends
Kenya Macroeconomic Environment: Key Indicators

- **Annual headline inflation rate** at 9.6% (Oct. 22), up 390bps YTD, due to high food and fuel prices resulting from supply and distribution chain disruptions. Increasing demand pressures are indicative of more entrenched, widespread price pressures.

- **CBR** at 8.75%, up 175bps YTD, as CBK seeks not only to normalize monetary policy but also to contain inflationary pressures.

- **NSE-20 Stock Index** down 12.41% YTD largely reflecting a lull in the business climate. In search of safer markets, foreign investors are fleeing frontier and emerging markets. Overall, a decline in the local political risk premium should bode well for fourth-quarter returns.

- **91 Day T-bill** at 9.173% up 190.2bps YTD. Higher inflation expectations, a more restrictive monetary policy, and the government’s preference for local borrowing will increase yields. However, there are indications that the government is attempting to moderate the rate upturn.
The Banking Sector is healthy with Quarter on Quarter improvements

Total deposits & gross loans on an upward trend

Capital adequacy ratio on an upward trend
While NPL ratios have stabilized
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

3. 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
   - Digitize the core bank
   - Reposition & scale Loop
   - Develop a Fintech to capture new markets & opportunities

5. Develop a High Performance Employee Culture

Increase Shareholder Value
Strategic Roadmap

Our phased approach allows us to invest in our growth agenda anchored on a solid organizational foundation.

PHASE 1: Foundational Building Blocks

<table>
<thead>
<tr>
<th>PHASE 2: Strategy Implementation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 2019 – Q3 2020</td>
</tr>
<tr>
<td>Q2 2020 – Q3 2020</td>
</tr>
<tr>
<td>Q3 2020 – Q1 2021</td>
</tr>
<tr>
<td>2021-2024</td>
</tr>
</tbody>
</table>

A Integrate our Endowments

B Survive the Unexpected Turbulence Due To COVID-19

C Deploy the Operating Model of the Future

D Implement 5 Strategic Priorities
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
1. Distinguished Brand Known for Customer Experience

As we continue to make intentional investments to position the brand in the mind and hearts of our customers, we have defined clear initiatives to drive our customer experience promise - to Know You, Back You and Wow You.

### STRATEGIC PRIORITIES

**Know You**
- Intentional Customer Journey Design
- Reinforce CX Leadership & Culture
- Customer Engagement

**Back You**
- Credit Access

**Wow You**
- Digital Channel Experience
- Contact Center Transformation
- Branch Experience

---

**Net Promoter Score**
- Q2'22: 51
- Q3'22: 55

**Customer Effort Score**
- Q2'22: 80%
- Q3'22: 83%

**Service Level Agreement**
- Q2'22: 71%
- Q3'22: 78%
Brand: Social Impact Highlights

COMMUNITY / CUSTOMER ENGAGEMENTS

Over 3000 Customer: Engagements across the group (One on One meetings and customer forums across the country)

Golf Series
- 16 Golf events across the region – 2 in Uganda 14 in Kenya
- +1600 golfers playing
- 5 Junior golf tournaments - Over 300 juniors from 12 nationalities participated.

EDUCATION

- Since 2007, we have partnered with Palmhouse Foundation to support 166 students through their high school education.
- Our staff voluntarily participated in the annual Playhouse Foundation student mentorship sessions that hosted 310 high school students
- Disbursed KES 170M to schools through our school bus loans to assist them improve their transport capacity

ENVIRONMENT

Change the Story
- Established a 1 million indigenous tree seedlings nursery at Karura forest and contributed to planting of over 150,000 trees across the country.
- The project has so far supported close to 20 households through labor and seen 25 farmers trained on environment conservation.

Electric vehicles financing
- KES 2B fund set up to finance 5,000 electric vehicles.
2. Scale Retail Banking

On track to building a bigger and smarter network that gets us closer to our customers and contributes to improving our cost of funding

2022 Update

Branch Expansion:  
- 17 branches opened in Kenya since the implementation of the strategy  
- On track to open 7 additional branches in the 2022

Branch Rationalization:  
- Rationalization of 5 branches due to proximity

- 2 new branches opened  
- On track to open an additional branch by end of H2’2022

New Branches Performance

- 2 branches have broken even ahead of schedule. All other new branches are tracking on schedule  
- New branches driving rebalancing of the deposit book; improving NIMs

- CASA/FD Ratio  
  - Overall: 58:42  
  - New Branches: 73:27

ncbagroup.com Go for it
3. Deepening Leadership in Corporate Banking

- **# 1FX Provider** - Reliable provider of foreign currency solutions to our corporate customers
- Following the restructure of the Corporate banking business into a sector focused model, we are beginning to see meaningful lending growth QoQ
- Reinforcing our positioning in thought leadership by participating in key industry events
- Growth in deposits YOY with >120 new to bank relationships on boarded YTD
- >100% YoY growth in operating income

**Corporate Lending Trend (KES Bn)**

**Lending: % Contribution in Q3 2022**

- Agriculture, 16%
- Communication and Energy, 23%
- Financial Services, 4%
- Other Sectors, 5%
- Trade, Transport & Logistics, 27%
- Manufacturing and Real Estate, 25%
3. Deepening Leadership in Asset Finance

As the number 1 Asset finance leader in the market, we continue to invest in capabilities to integrate our propositions across the entire car ownership value chain.
4. Digital Transformation

NCBA Now is ranked 1st on Google play store among peer banking apps. Continued enhancements of the App aimed at unlocking cross-sell opportunities in our universal banking model: Investments, Lending, Payments etc.

- **App stability and crash rate <1%**
- **4.8 rating** on Google Play Store (3.4 average Peer rating)
- Mobile loan application and repayment processing improved from 18 minutes to 57 seconds.
- **85%** of all Retail loans originations / applications are done on mobile

<table>
<thead>
<tr>
<th>Bank</th>
<th>App Rating on Play Store</th>
</tr>
</thead>
<tbody>
<tr>
<td>NCBA</td>
<td>4.8</td>
</tr>
<tr>
<td>Bank 1</td>
<td>4.4</td>
</tr>
<tr>
<td>Bank 2</td>
<td>4.2</td>
</tr>
<tr>
<td>Bank 3</td>
<td>3.7</td>
</tr>
<tr>
<td>Bank 4</td>
<td>3.5</td>
</tr>
<tr>
<td>Bank 5</td>
<td>2.8</td>
</tr>
</tbody>
</table>

**Q3 2022 Enhancements**

- Display Relationship Manager Details
- Integrated WhatsApp chat servicing
- Automated FX counter rates upload
- Integrated Unit Trust Funds
- Integrated payment to Expressway
- Enhanced security features on USSD
Our Digital Business

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

Digital loans disbursements (KES Bn)

- Q3 2020: 310
- Q3 2021: 423 (36% increase)
- Q3 2022: 521 (23% increase)
Our Digital Business: Credit Repair Mechanism

We have formulated a credit repair mechanism for Fuliza and Mshwari to support Kenyans to re-integrate into the formal regulated credit ecosystem.

**Objectives**

1. **Educate customers on digital credit to improve consumption behavior** and increasing savings.

2. **Re-integrate customers back into formal lending through positive credit listing on CRB**

3. **Consolidate customer view of their digital credit Products.**

**How to re-integrate in the formal regulated digital credit ecosystem**

- **Step 1**
  - Get Reclassified “De-listed” on CRB

- **Step 2**
  - Pay Discounted Balance*

- **Step 3**
  - Get evaluated for new credit limits

*Those who fail to repay their loans during the offer period, shall be negatively listed.*
Digital Business: Loop DFS LTD

By year end, the group will create a standalone entity “LOOP DFS LTD” for its digital business. This will increase NCBA’s scalability to expand into new non-banking business lines and enhance our agility in entering new markets.

Rationale

- Achieve greater agility when entering new markets and driving innovation
- Segregate the risks that are attendant to digital financial services and that are better executed by a Fintech.
- Create an investible vehicle that enhances the options and opportunities for existing and new shareholders
## FINANCIAL PERFORMANCE

The Group’s performance supports path to financial targets

### Income Statement Highlights
(Amounts in KES B)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount (KES B)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Profit</td>
<td>27.2</td>
<td>31%</td>
</tr>
<tr>
<td>Net Interest Income</td>
<td>23.3</td>
<td>15%</td>
</tr>
<tr>
<td>Non Funded Income</td>
<td>22.5</td>
<td>40%</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>18.5</td>
<td>19%</td>
</tr>
<tr>
<td>Impairments</td>
<td>8.3</td>
<td>9%</td>
</tr>
<tr>
<td>Profit after Tax</td>
<td>12.8</td>
<td>96%</td>
</tr>
</tbody>
</table>

### Balance Sheet Highlights
(Amounts in KES B)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount (KES B)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Deposits</td>
<td>462</td>
<td>3%</td>
</tr>
<tr>
<td>Government Securities</td>
<td>224</td>
<td>6.3%</td>
</tr>
<tr>
<td>Gross Loans &amp; Advances</td>
<td>296</td>
<td>6.1%</td>
</tr>
<tr>
<td>Digital Disbursements</td>
<td>521</td>
<td>23%</td>
</tr>
</tbody>
</table>
Focused on generating sustainable revenue across all income lines thus sustaining profitability momentum

Q-O-Q Performance

Group PBT (before exceptional items) on an upward trend mainly attributable to growth in net lending as well as incremental non funded income from new customers.
The Group has continued to deliver solid results as we record improvements in the performance of our subsidiaries

<table>
<thead>
<tr>
<th>Amounts KES'M</th>
<th>Q3 2022</th>
<th>Q3 2021</th>
<th>Δ%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Banking Subsidiaries</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kenya</td>
<td>18,650</td>
<td>12,486</td>
<td>50%</td>
</tr>
<tr>
<td>Tanzania</td>
<td>(900)</td>
<td>(400)</td>
<td>68%</td>
</tr>
<tr>
<td>Uganda</td>
<td>454</td>
<td>(894)</td>
<td>&gt;100%</td>
</tr>
<tr>
<td>Rwanda</td>
<td>332</td>
<td>43</td>
<td>&gt;100%</td>
</tr>
<tr>
<td><strong>Total Regional Subsidiaries</strong></td>
<td>(114)</td>
<td>(1,251)</td>
<td>&gt;100%</td>
</tr>
<tr>
<td><strong>Non Banking Subsidiaries</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment Bank</td>
<td>278</td>
<td>214</td>
<td>31%</td>
</tr>
<tr>
<td>Insurance Intermediary</td>
<td>159</td>
<td>189</td>
<td>(16%)</td>
</tr>
<tr>
<td>Leasing (LLP)</td>
<td>45</td>
<td>70</td>
<td>(36%)</td>
</tr>
<tr>
<td><strong>NCBA Group (Company)</strong>*</td>
<td>(99)</td>
<td>(100)</td>
<td>6%</td>
</tr>
</tbody>
</table>

**Group Profit Before Tax**
- 18,919
- 11,608
- 63%

**Exceptional Items**
- (725)
- (547)
- (33%)

**Group Profit Before Tax after Exceptional Items**
- 18,194
- 11,061
- 64%

**Tax**
- (5,390)
- (4,535)
- 19%

**Group Profit after Tax**
- 12,804
- 6,526
- 96%

* Net of consolidation adjustments
Enhanced operational efficiency even as we invest to support our growth agenda

Operating income growing at a faster rate than expenses.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Operating Income</th>
<th>Operating expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3'20</td>
<td>33</td>
<td>15.0%</td>
</tr>
<tr>
<td>Q3'21</td>
<td>36</td>
<td>16.0%</td>
</tr>
<tr>
<td>Q3'22</td>
<td>46</td>
<td>19.0%</td>
</tr>
</tbody>
</table>

CAGR 18%

Declining cost to income ratio on the back of staff operating efficiency

<table>
<thead>
<tr>
<th>Quarter</th>
<th>CIR</th>
<th>Staff Cost as % Operating Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3'20</td>
<td>46.2%</td>
<td>17.8%</td>
</tr>
<tr>
<td>Q3'21</td>
<td>42.7%</td>
<td>16.3%</td>
</tr>
<tr>
<td>Q3'22</td>
<td>40.5%</td>
<td>15.4%</td>
</tr>
</tbody>
</table>
Healthy CASA growth driving Balance Sheet expansion

Growth of customer deposit base with focus on CASA (+KES 20Bn) largely attributable to customers onboarded via our branch expansion strategy.
FINANCIAL PERFORMANCE

Retail lending book up 19% YoY, increasing contribution to the Group’s outcomes

<table>
<thead>
<tr>
<th></th>
<th>Gross Loans &amp; Advances</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Corporate</td>
</tr>
<tr>
<td>NCBA Group Consolidated</td>
<td></td>
</tr>
<tr>
<td>Amounts KES’B</td>
<td>279</td>
</tr>
<tr>
<td>Q3 2021</td>
<td>175</td>
</tr>
<tr>
<td>NCBA Group Consolidated</td>
<td></td>
</tr>
<tr>
<td>Amounts KES’B</td>
<td>296</td>
</tr>
<tr>
<td>Q3 2022</td>
<td>183</td>
</tr>
</tbody>
</table>

Retail lending book up 19% YoY, increasing contribution to the Group’s outcomes.
FINANCIAL PERFORMANCE

We are focused on improving our cost of risk

Amount KES Billions

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Loan Impairments</th>
<th>Cost of Risk</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3'21</td>
<td>9.17</td>
<td>4.78%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>4.05%</td>
</tr>
<tr>
<td>Q3'22</td>
<td>8.33</td>
<td></td>
</tr>
</tbody>
</table>

Includes digital loans

<table>
<thead>
<tr>
<th>Year</th>
<th>Group NPL</th>
<th>NPL Ratio</th>
<th>Provision Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3'20</td>
<td>38</td>
<td>58%</td>
<td>13.5%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>70%</td>
<td>16.5%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>65%</td>
<td>12.3%</td>
</tr>
<tr>
<td>Q3'21</td>
<td>46</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3'22</td>
<td>36</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q3'22 NPL by Sector

- Trade: 33% (71%)
- Manufacturing: 24%
- Transport: 14%
- Personal Digital: 12%
- Personal Accounts: 9%
- Others: 8%
FINANCIAL PERFORMANCE

Sustained Shareholders Returns

**Group**

- **Q3’21:** 13.8% **KES 3.96**
  - Return on Equity

- **2021:** KES 1.24Mn
  - Dividends Gross (Paid on 30th Sept)

**Bank**

- **Q3’21:** KES 62.901Mn
  - Earnings Per Share

- **Q3’21:** KES 15,725
  - Interim Dividend Per Share (Paid on 30 Sept)

- **2021:** KES 17,666Mn
  - Core Capital

- **Q3’21:** KES 17,666Mn
  - Single Borrower Limit

In H1 2022 NCBA paid an interim dividend of KES 2.0 per share (KES 3.3Bn). The Group guidance is to pay up to 50% of net earnings as dividends.
NCBA Bank Kenya
On track to meet financial guidance metrics for FY 2022

<table>
<thead>
<tr>
<th></th>
<th>Target</th>
<th>Q1 2022</th>
<th>H1 2022</th>
<th>Q3 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on Average Equity</td>
<td>&gt; 15%</td>
<td>21.4%</td>
<td>20.8%</td>
<td>21.5%</td>
</tr>
<tr>
<td>NPL ratio</td>
<td>&lt; 15%</td>
<td>16.2%</td>
<td>13.2%</td>
<td>12.2%</td>
</tr>
<tr>
<td>Cost to Income Ratio</td>
<td>40-45%</td>
<td>40%</td>
<td>40%</td>
<td>36.9%</td>
</tr>
<tr>
<td>Capital Adequacy (Total)</td>
<td>300Bps</td>
<td>359Bps</td>
<td>472Bps</td>
<td>383Bps</td>
</tr>
<tr>
<td>Loan to Deposit Ratio</td>
<td>65%</td>
<td>62%</td>
<td>59.7%</td>
<td>63.1%</td>
</tr>
<tr>
<td>Core Bank Cost of Risk</td>
<td>1.5% - 2.0%</td>
<td>1.8%</td>
<td>1.9%</td>
<td>2.0%</td>
</tr>
<tr>
<td>Liquidity Ratio</td>
<td>~ 60%</td>
<td>60.79%</td>
<td>58%</td>
<td>55%</td>
</tr>
</tbody>
</table>
SUPPLEMENTARY FINANCIAL PERFORMANCE
# Q3 2022 Statement of Profit & Loss

<table>
<thead>
<tr>
<th></th>
<th>NCBA Bank Kenya</th>
<th></th>
<th>NCBA Group Consolidated</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2022</td>
<td>Q3 2021</td>
<td>△%</td>
<td>Q3 2022</td>
</tr>
<tr>
<td><strong>Interest Income</strong></td>
<td>34,793</td>
<td>31,212</td>
<td>11%</td>
<td>38,780</td>
</tr>
<tr>
<td><strong>Interest Expenses</strong></td>
<td>(14,139)</td>
<td>(12,716)</td>
<td>11%</td>
<td>(15,533)</td>
</tr>
<tr>
<td><strong>Net Interest Income</strong></td>
<td><strong>20,654</strong></td>
<td><strong>18,496</strong></td>
<td><strong>12%</strong></td>
<td><strong>23,247</strong></td>
</tr>
<tr>
<td><strong>FX Income</strong></td>
<td>8,762</td>
<td>3,190</td>
<td>&gt;100%</td>
<td>9,208</td>
</tr>
<tr>
<td><strong>Other Non-Interest Income</strong></td>
<td>3,707</td>
<td>3,603</td>
<td>(3%)</td>
<td>5,181</td>
</tr>
<tr>
<td><strong>Digital Lending Income</strong></td>
<td>6,911</td>
<td>6,794</td>
<td>2%</td>
<td>8,150</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td><strong>40,034</strong></td>
<td><strong>32,083</strong></td>
<td><strong>25%</strong></td>
<td><strong>45,786</strong></td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td>14,762</td>
<td>12,243</td>
<td>21%</td>
<td>18,540</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td><strong>25,272</strong></td>
<td><strong>19,840</strong></td>
<td><strong>27%</strong></td>
<td><strong>27,245</strong></td>
</tr>
<tr>
<td><strong>Impairments</strong></td>
<td>6,622</td>
<td>7,355</td>
<td>(10%)</td>
<td>8,327</td>
</tr>
<tr>
<td><strong>Profit Before Tax And Exceptional Items</strong></td>
<td><strong>18,650</strong></td>
<td><strong>12,485</strong></td>
<td><strong>49%</strong></td>
<td><strong>18,918</strong></td>
</tr>
<tr>
<td><strong>Exceptional item</strong></td>
<td>(531)</td>
<td>(547)</td>
<td>(3%)</td>
<td>(725)</td>
</tr>
<tr>
<td><strong>Profit after Exceptional items</strong></td>
<td><strong>18,119</strong></td>
<td><strong>11,938</strong></td>
<td><strong>52%</strong></td>
<td><strong>18,193</strong></td>
</tr>
</tbody>
</table>
## Q3 2022 Statement of Financial Position

### Amounts in KES Millions

<table>
<thead>
<tr>
<th></th>
<th>NCBA Bank Kenya</th>
<th>NCBA Group Consolidated</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2022</td>
<td>Q3 2021</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Loans and Advances</td>
<td>238,315</td>
<td>215,762</td>
</tr>
<tr>
<td>Government Securities</td>
<td>206,839</td>
<td>189,583</td>
</tr>
<tr>
<td>Cash and Balances with Banks</td>
<td>51,544</td>
<td>72,873</td>
</tr>
<tr>
<td>Other Assets</td>
<td>49,317</td>
<td>42,632</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>546,015</td>
<td>520,850</td>
</tr>
</tbody>
</table>

|                     |                 |          |    |         |          |    |
| **Liabilities & Equity** |             |          |    |         |          |    |
| Customer Deposits   | 420,397        | 411,366 | 2% | 462,113 | 447,623 | 3%  |
| Borrowings          | 27,716         | 20,221 | 37%| 28,985  | 19,809 | 46% |
| Other Liabilities   | 18,201         | 14,240 | 28%| 23,394  | 20,221 | 16% |
| Shareholders Equity | 79,701         | 75,023 | 6% | 80,925  | 74,978 | 8%  |
| **Total Liabilities & Equity** | 546,015 | 520,850 | 5% | 595,417 | 562,631 | 6%  |