

### CONTENTS

- WHO WE ARE <
- OPERATING ENVIRONMENT <
  - UPDATE ON STRATEGY <
- FINANCIAL PERFORMANCE Q3 2025<

### Diversified business model delivering growth

- ✓ The Group's strategy continues to deliver with PBT registering a 11% y-o-y growth
- ✓ Our nonbanking subsidiaries grew by +54% y-o-y. Most notable is the tripling of profits from our Investment Bank on the back of a 49% increase in Assets Under Management.
- ✓ Strong delivery of profitability from our digital business growing 12% y- o-y across all our markets
- The regional business has continued to follow an encouraging growth trajectory currently delivering 12% of Group Revenue and 13% of Group PBT

2

### Resilient performance hinged on well <u>controlled risks</u>

- Delivered a resilient ROAE of 19.1%
   & maintained strong capitalization with a CAR of 22%, well above the 14.5% regulatory minimum
- ✓ We are delivering a better-quality loan book compared to similarly sized peers and the industry at large with NPL ratio at 11.9% (Industry at 17.6%)
- ✓ In Q3 25, we disbursed KES 1T in digital loans (+35% y-o-y growth). Strategic investments and advanced AI model training are paying dividends with superior credit outcomes positioning us well for continued scale

3

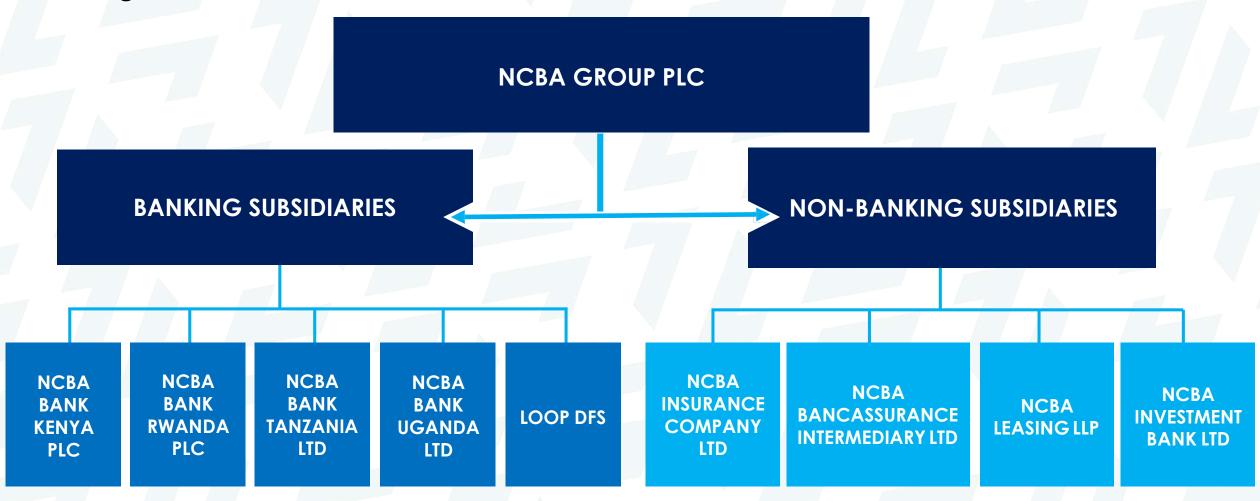
### Continued strategic execution on our 2020-2025 ambitions

- Expanded our retail banking footprint, increasing our branch network to 122 branches (118 in Q3 24). NCBA Group now has 481K core banking customers a 19% CAGR in customer growth over 3 years
- We continue to maintain leadership in Asset Finance while disrupting automotive commerce - CarDuka went live in June 2025, bringing dealers, sellers, buyers & auctions together in one powerful digital ecosystem with 369K users
- Our sustainability efforts are driving impact in our communities and our operations in 2025 with 273K trees planted and recycling 65% of general waste across the Group

### CONTENTS

- WHO WE ARE <
- OPERATING ENVIRONMENT <
  - **UPDATE ON STRATEGY <**
- FINANCIAL PERFORMANCE Q3 2025<

# Our Group Structure : We have expanded beyond our banking roots to providing non-banking services to our customers



Driven

**O**pen

**T**rusted

Responsive

Welcome to the bank that says Go For It, Welcome to the bank that banks on your ambition, **Welcome to NCBA** 

### The NCBA Way

Who We Are and What Guides us



PG 7

Our footprint demonstrates a diversified group and a unique financial services partner across

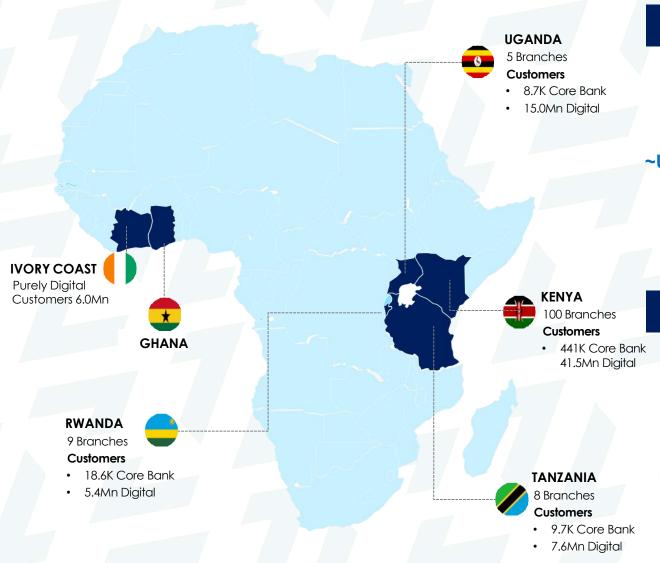
the region





**122** Branches





### **Banking Business**

120Bn

Capital

~USD 929 Mn

KES

488Bn

Deposits

~USD 4Bn

KES

326Bn

Lending

~USD 3Bn

KES **1,013Bn**Digital Disbursements+

~USD 7.8Bn

### **Non-Banking Business**

KES **93.2Bn** 

~USD 721Mn

KES **2.9 Bn** 

Insurance Premium (Banca)

~USD 22.8 Mn

KES **5.6Bn** 

Leased Assets ~USD 43 Mn

KES **2.5Bn**Insurance Premium
(NCBA IG)
~USD 19.2 Mn

Notes:

# Core bank entails our Corporate and Retail customers

+ Denotes Digital Loans disbursed by our Digital Financial Services business

# We have received several notable accolades, including recent awards for Banking on Women, Marketing Company of the Year and excellence in Leadership and Governance



# We are led by an exceptional team which has demonstrated resilience and agility in responding to market dynamics and pursuing growth with an average tenure of 10yrs with the Group

















Group Director, Retail

**Banking** 













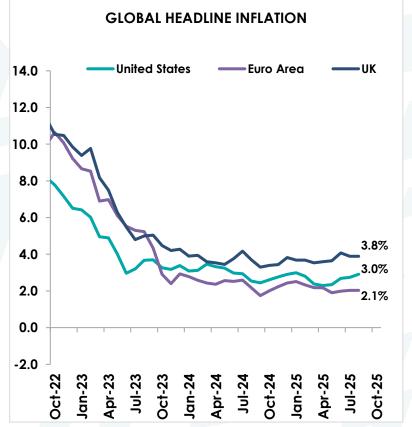
### CONTENTS

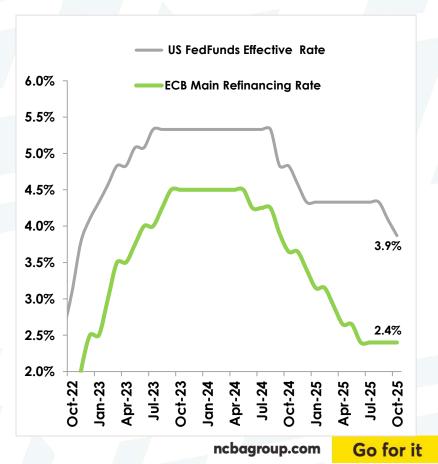
- WHO WE ARE <
- OPERATING ENVIRONMENT <
  - **UPDATE ON STRATEGY <**
- FINANCIAL PERFORMANCE Q3 2025 <

### So far, the global economy remains steady and resilient. However, with persistent uncertainty, lower global economic growth is projected in 2026

- Growth is holding steady in many economies while Sub Saharan Africa set to expand at a quicker rate next year
- Global inflation appears divergent across economies driven by domestic factors
- Mixed economic outcomes and benign inflation, creating additional room for policy easing in 2026, though with caution.





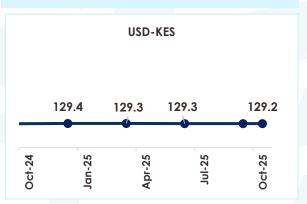


### There is broad economic resilience across the region. However, political risk and border tensions blur the economic growth outlook

#### **KENYA**

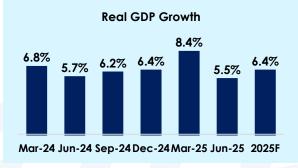
- Leading indicators show marginal expansion in economic growth from public sector activity and service sector resilience. 2026 GDP growth is projected at 5.1%.
- Inflation (4.6%) and the currency remain stable, with moderate risks to the outlook.
- CBK lowered the policy rate to 9.25% in October to support further domestic credit growth.

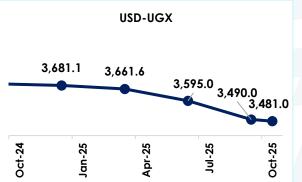
# Real GDP Growth 4.9% 4.6% 5.1% 4.7% 4.9% 5.0% Mar-24 Jun-24 Sep-24 Dec-24 2024 Mar-25 2025F



#### UGANDA

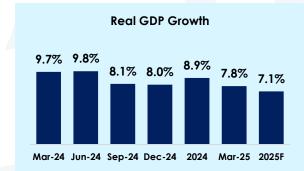
- Uganda expanded by 5.5% in Q2-2025 from 5.7% in Q2-2024 supported by construction activity. Near-term risks stem from adverse weather conditions and election related uncertainty.
- Fiscal deficit strained due to shortfalls in tax revenues and slow external financing.
- Inflation is steady at 3.4%, while the USDUGX has appreciated by 5.4% YTD.

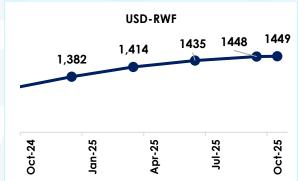




#### **RWANDA**

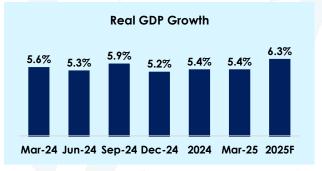
- Rwanda continues to demonstrate strength and resilience despite facing consecutive external shocks.
- The IMF maintained Rwanda's growth forecast at 7.1% and 7.5% in 2025 and 2026, respectively.
- However, elevated inflation at 7.1%, and persistent currency depreciation may pose headwinds.





#### **TANZANIA**

- Political risk remains high in Tanzania.
- We project adverse effects on the tourism sector and donor relations, presenting potential risks to the currency and overall growth.
- Monetary stance appears adequately accommodative at 5.75%, with inflation at 3.4%, allowing credit to grow at 16% YoY.

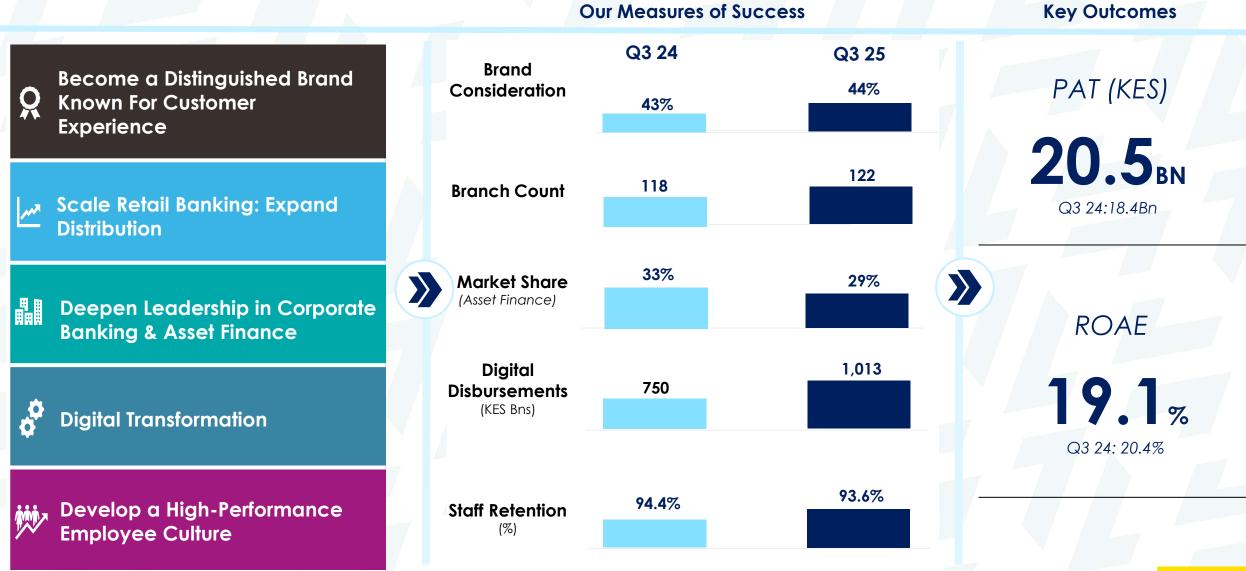




### CONTENTS

- WHO WE ARE <
- OPERATING ENVIRONMENT <
  - UPDATE ON STRATEGY <
- FINANCIAL PERFORMANCE Q3 2025 <

# Our strategy continues to deliver with all our metrics in line with target, with our Group ROAE registering at 19.1%



# Investments into key enablers has improved our brand metrics and supported customer acquisition efforts

#### **Enablers**

### **Brand & Product Campaigns**

- ✓ Always On mainstream and digital media
- ✓ 29 Product campaigns

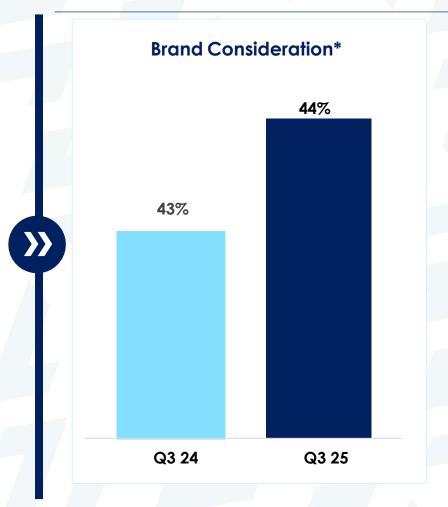
#### **Brand Assets**

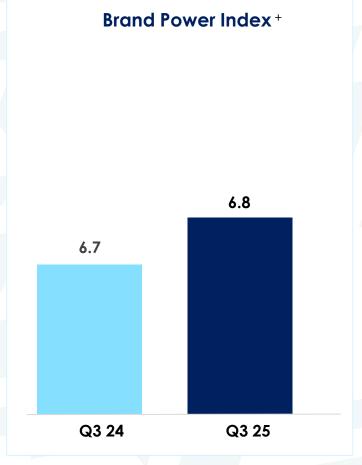
- ✓ NCBA Johari Awards
- ✓ NCBA Golf Series / Junior/Amateur/Pros
- ✓ NCBA KMI Motor Show
- ✓ NCBA Economic Forum
- ✓ LOOP Safari Gravel Series

### Q3 2025 Updates

- ✓ Rebrand of NCBA Insurance (NCBA-IG)
- ✓ Participated in Inclusive Fintech Forum (RW)
- ✓ Launched Juniors Golf RW & KE Professional Golf team sponsorship

#### **Our Brand Health**





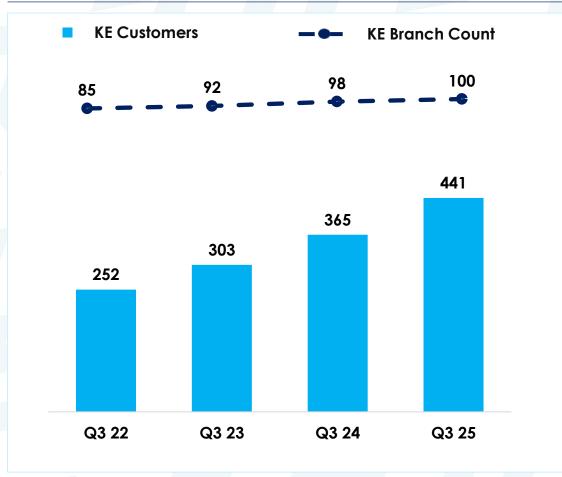
Source: Kantar Brand Health Rena

\*Brand Consideration assesses the likelihood of consumers choosing a brand, measured through survey responses analyzing awareness, preference, and purchase intent to evaluate the brand's market position.
+Brand Power Index evaluates the strength and market influence of a brand, calculated based on survey responses, which are averaged across 3 key metrics meaningful, differentiation, and salience.

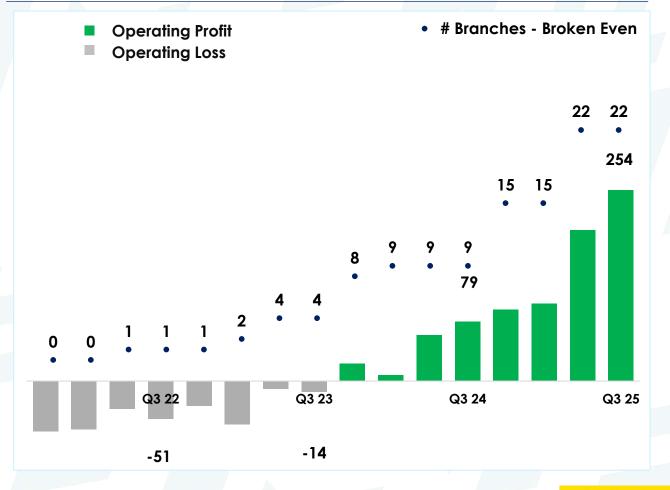


# Customer acquisition is accelerating thanks to investments in our retail franchise, we are now deepening these relationships in our pursuit to be the primary partner to our retail/SME customers

Our increasing footprint continues to support our core bank customer acquisition efforts....

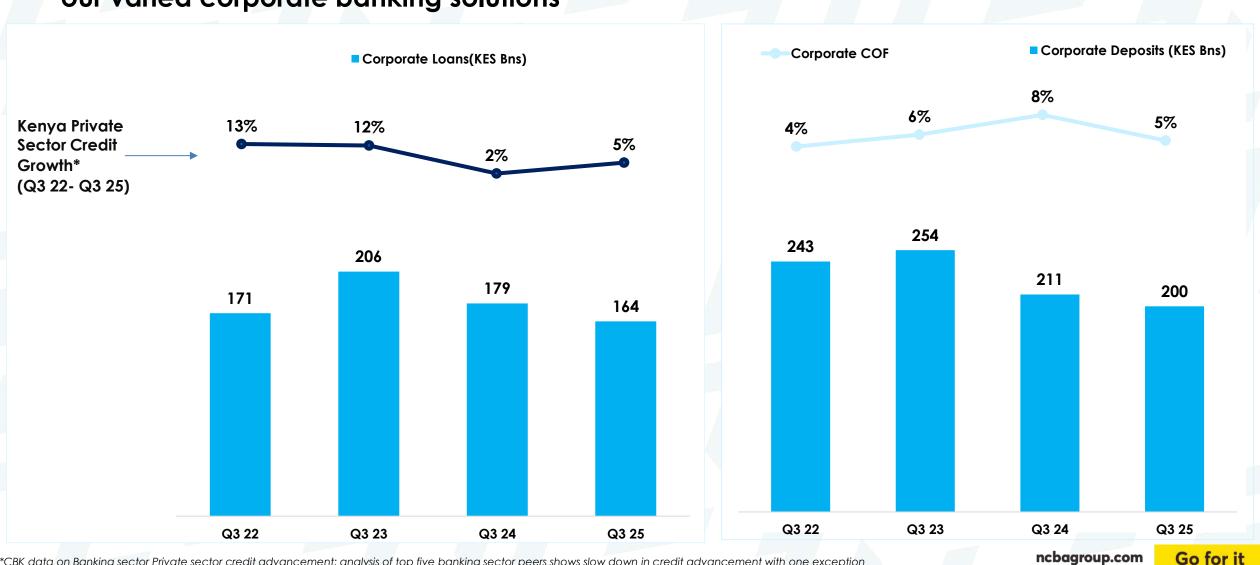


Our new branches opened are collectively delivering positive operating income

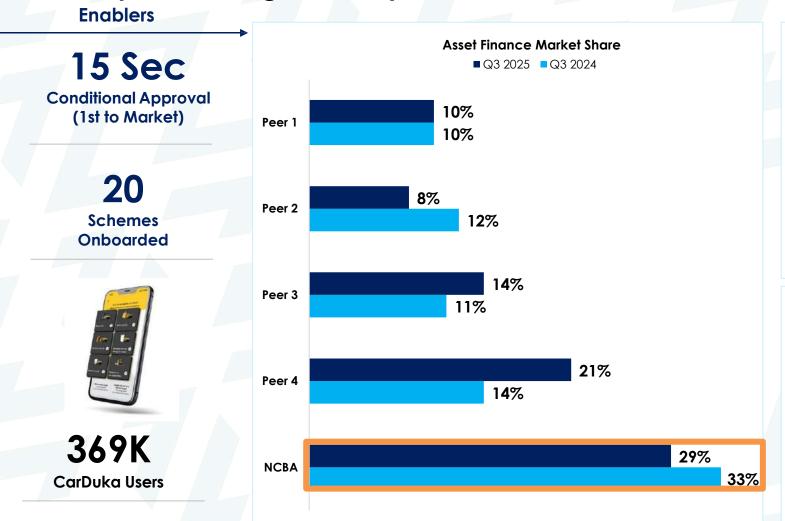


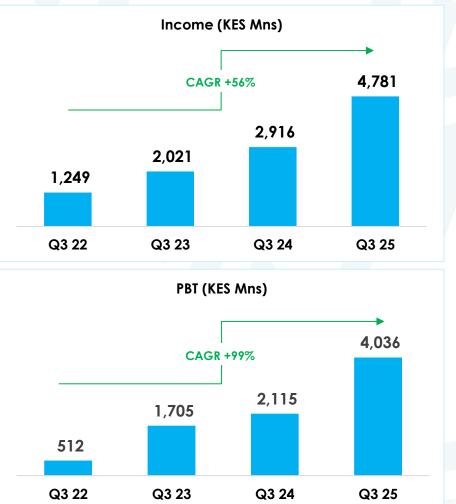


Macro conditions notwithstanding, we have stabilized our corporate deposit base while protecting margins. We continue to enhance transactional volume & increasing uptake on our varied corporate banking solutions

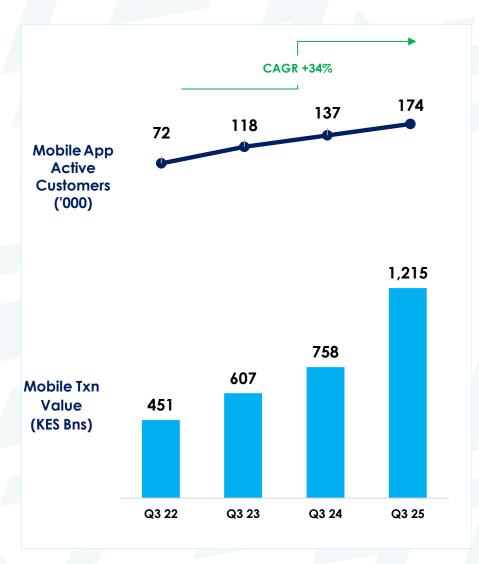


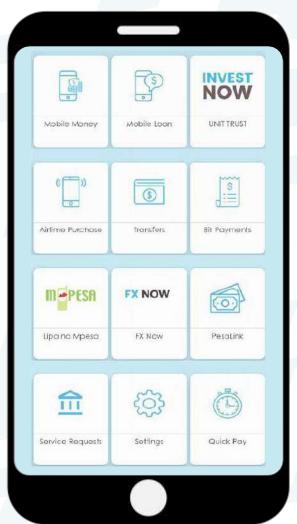
We continue to add to our network of asset finance partners while disrupting automotive commerce - CarDuka went live June 2025, bringing dealers, sellers, buyers & auctions together in one powerful digital ecosystem

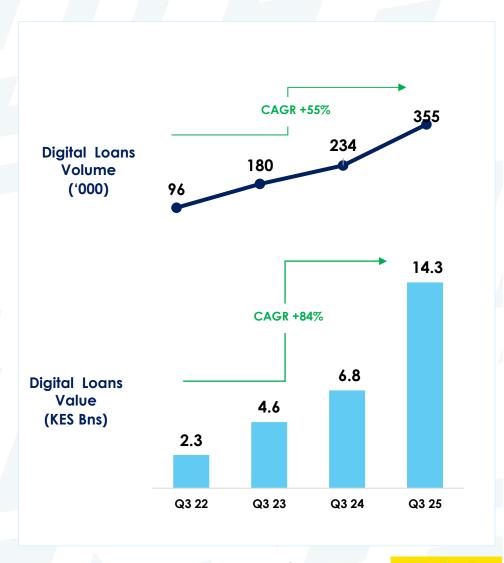




We are seeing accelerating customer activity on our mobile app in Kenya with rapidly growing transactions and loan uptake in value & volume...

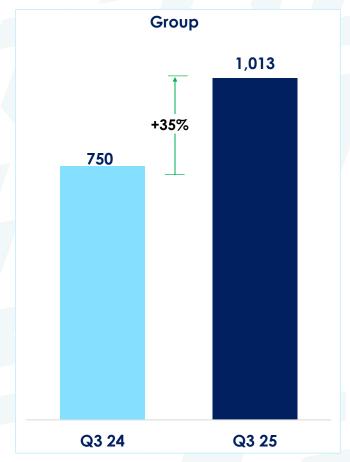


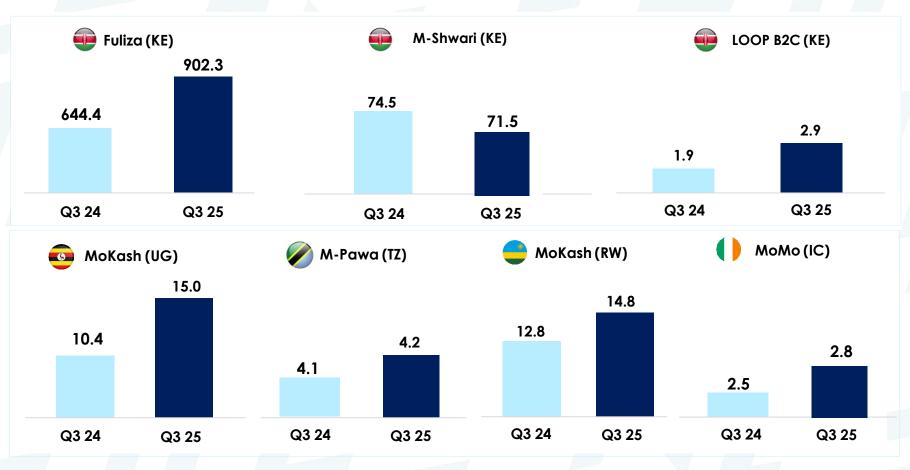




# ...we have disbursed over KES 1T in digital loans collaborating with our partners. We have also witnessed strong growth from majority of our mobile savings & lending solutions across the region

#### **Evolution of digital disbursements (KES Bns)**





### Driving Impact: Accountability in Our Operations and Commitment to Our Communities



#### Progress on Our Tree Growing Effort

Advanced our commitment to grow 10 million trees by 20230 through reforestation initiatives, strategic partnerships, and community – driven greening efforts across priority landscape



### Progress on Our Waste Recycling Initiative

Sustained progress on our waste recycling initiative, reaffirming our dedication to responsible operations and circular waste solutions



# Progress on our commitment to deploy 100 M to communities

Continued to scale community investments in health, education, innovation, financial literacy and enterprise development, deepening social impact through targeted programs and strategic partnerships.



### Diversity, Equity and Inclusion

Promoted diversity and inclusion across our workforce and supply chain, reinforcing our commitment to equitable and representative growth.

**38% F: 62%M**Senior Leadership

273K

Trees Planted (2025) 1000+

Farmers onboarded in Kwale and Kitui 97.5%

Recycled E-Waste (2025) 64.7%

Recycled General Waste (2025) **KES 74M** 

Invested

700,000+

Lives impacted

48%F: 52%M

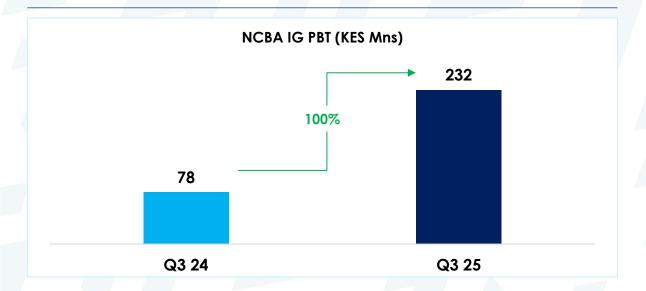
Overall Workforce

13%

General services Spend to Women & Youth-led Enterprises

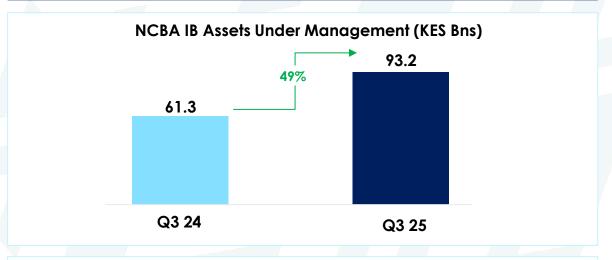
### After introducing insurance to our portfolio, NCBA IG has had a strong first year whilst our investment bank has posted remarkable gains in both AUM acquisition and profitability

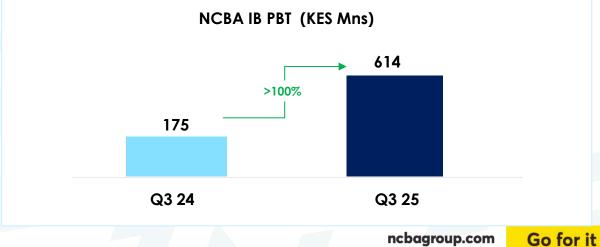
NCBA-IG is growing y-o-y while maintaining strong capital ratios



NCBA IG Capital Adequacy Ratio

323% (IRA minimum 200%) Our Investment Bank delivered remarkable performance, with AUM growing by 49% and tripling of PBT





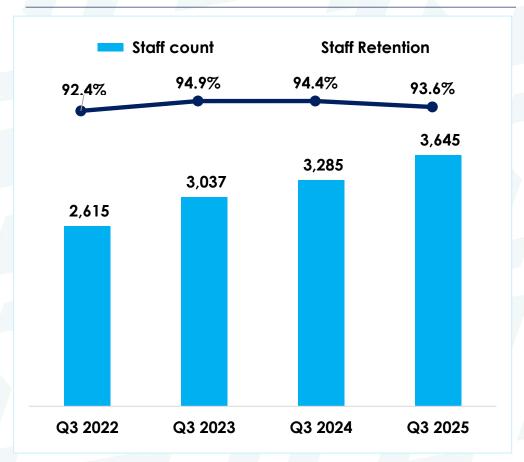
# With a stable team of colleagues, we are boosting productivity at the same time being recognized as a great place to work

#### **Enablers**

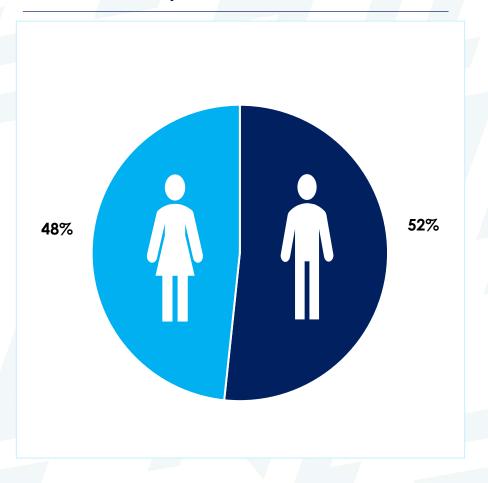
170K YTD Learning Hours 353K (FY 24)

> 332 Staff Promoted (FY 24)

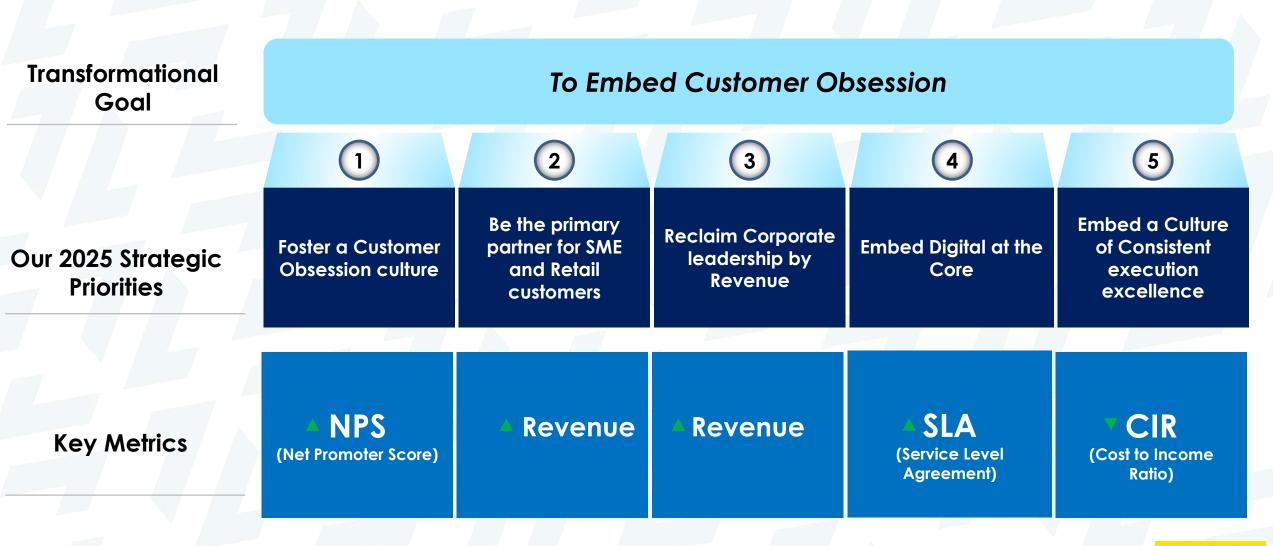
#### Employee turnover remains relatively stable



#### Our staff diversity mix...



We have identified five priority areas to drive our key transformational goal this year of embedding customer obsession



### CONTENTS

- WHO WE ARE <
- OPERATING ENVIRONMENT <
  - UPDATE ON STRATEGY <
- FINANCIAL PERFORMANCE Q3 2025 <

# Our diversified business model continues to demonstrate growth and resilience, with our nonbank subsidiaries leading the charge delivering a 54% profit growth in Q3 2025

#### Amount in KES Millions (PBT)

| Core Banking Subsidiaries |        |            |        |  |
|---------------------------|--------|------------|--------|--|
|                           | Q3 24  | $\%\Delta$ | Q3 25  |  |
| Kenya                     | 12,206 | 6%         | 12,914 |  |
| Uganda                    | 425    | 14%        | 482    |  |
| Tanzania                  | 263    | 27%        | 335    |  |
| Rwanda                    | (2)    | >100%      | 248    |  |
| Total                     | 12.892 | 8%         | 13.979 |  |

|                 | Q3 24 | %Δ    | Q3 25 |
|-----------------|-------|-------|-------|
| Investment Bank | 175   | >100% | 614   |
| Bancassurance   | 297   | (59%) | 123   |
| Insurance*      | 78    | >100% | 232   |
| Leasing LLP     | 256   | (12%) | 226   |
| Holdco          | (110) | 10%   | (121) |
| Total           | 696   | 54%   | 1,073 |



#### Amount in KES Millions (PBT)

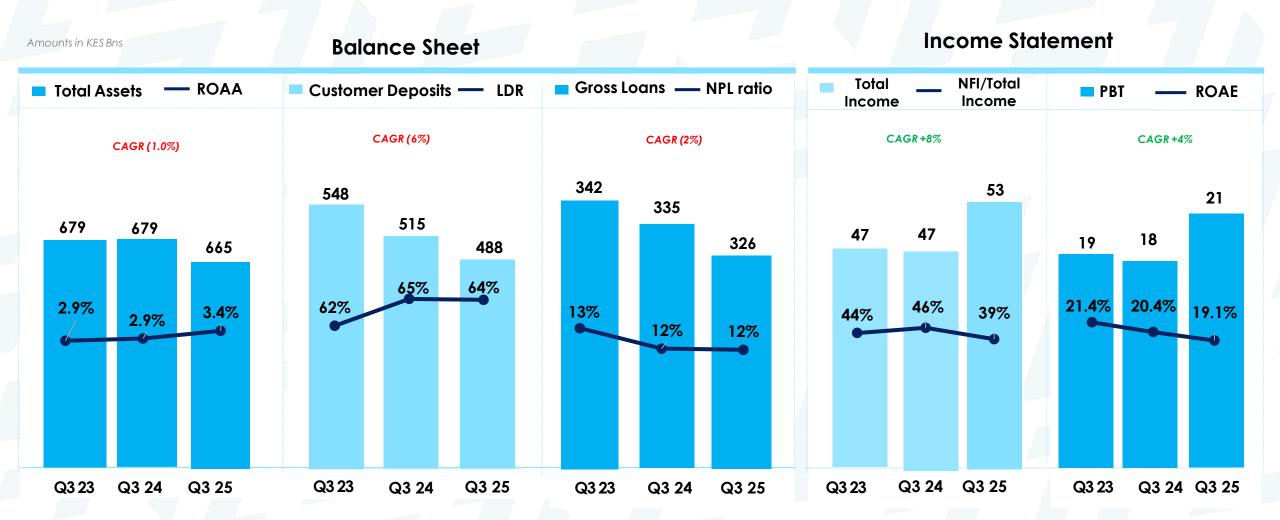
| Digital Dank          | ing oobs | ididiic       |       |
|-----------------------|----------|---------------|-------|
|                       | Q3 24    | - %Δ <b>-</b> | Q3 25 |
| Digital Business (KE) | 3,116    | 25%           | 3,900 |
| Digital Ghana         | (19)     | (12%)         | (17)  |
| M-Pawa (TZ)           | 233      | (83%)         | 40    |
| Mo-Kash (UG)          | 891      | (15%)         | 754   |
| Mo-Kash (RW)          | 603      | 21%           | 730   |
| Total                 | 4,824    | 12%           | 5,407 |

**Digital Banking Subsidigries** 

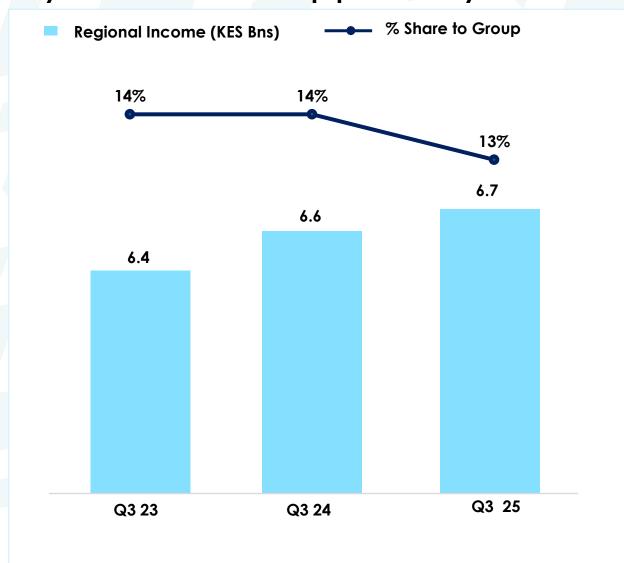
### We are seeing strong revenue contributions across our group with stable return outcomes

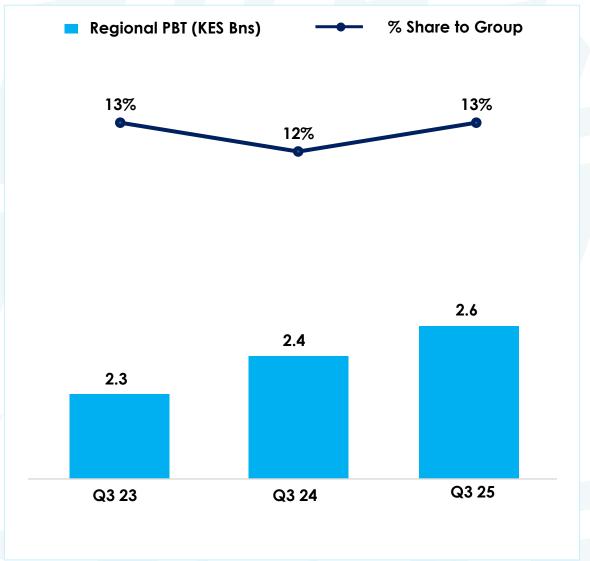
|              |                      | REVENUE           | % CONTRIBUTION | EFFICIENCY           | RETURNS*                 |
|--------------|----------------------|-------------------|----------------|----------------------|--------------------------|
|              |                      | TOTAL INCOME      |                | COST TO INCOME RATIO | RETURN ON AVERAGE EQUITY |
| ies          | <b>NCBAK</b>         | KES <b>43.5Bn</b> | 82%            | 51.1%                | 18.1%                    |
| Subsidiaries | • NCBAU              | KES <b>2.9Bn</b>  | 6%             | 63.9%                | 16.7%                    |
| Banking S    | <b>⊘</b> NCBAT       | KES <b>1.9Bn</b>  | 4%             | 87.1%                | 10.0%                    |
| Bar          | NCBAR                | KES <b>1.9Bn</b>  | 4%             | 54.8%                | 26.0%                    |
| No           | on-Bank Subsidiaries | KES <b>2.4Bn</b>  | 4%             | 44.7%                | 30.7%                    |
|              | Group                | KES <b>52.8Bn</b> |                | 53.4%                | 19.1%                    |

# Our Group continues to demonstrate strong fundamentals with a resilient asset base which is delivering stability in our earnings

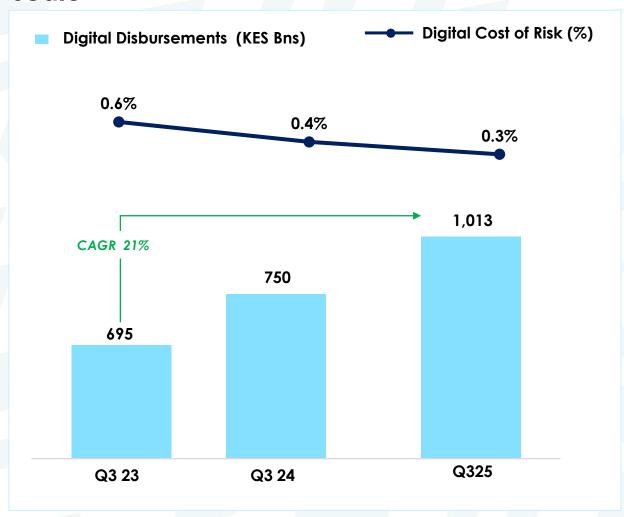


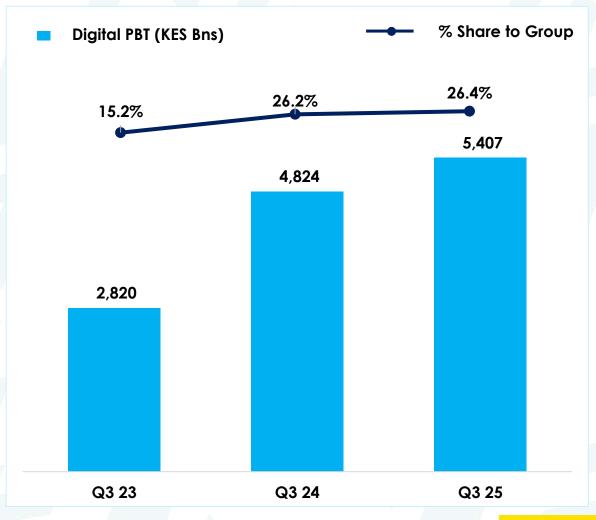
# The regional business has continued to follow an encouraging growth trajectory becoming a key contributor to Group profitability





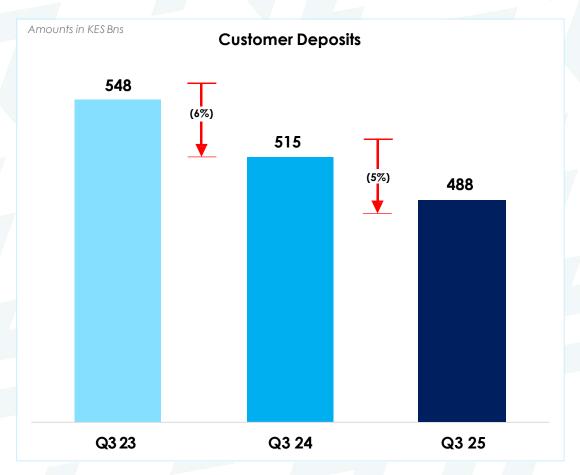
Strategic investments and advanced AI model training are paying dividends with superior credit outcomes and strong profitability in our digital business positioning us well for continued scale



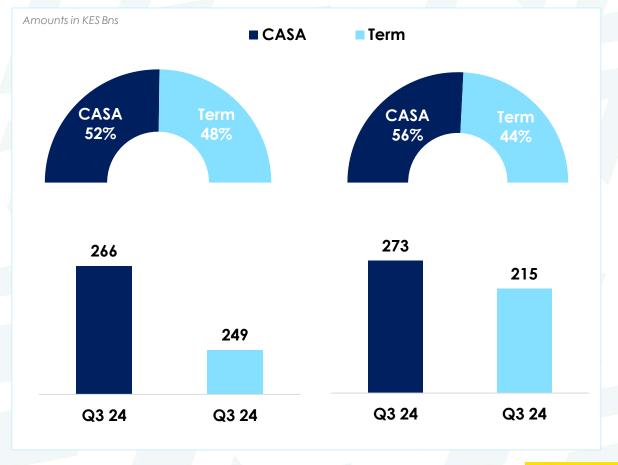


# Last year we strategically reoriented our funding mix; this led to slight softness in our deposit book; we nonetheless emerge with a growing CASA base in addition to lower funding costs

Drop in deposits reflecting reorientation to higher CASA and a more optimal & better priced funding mix

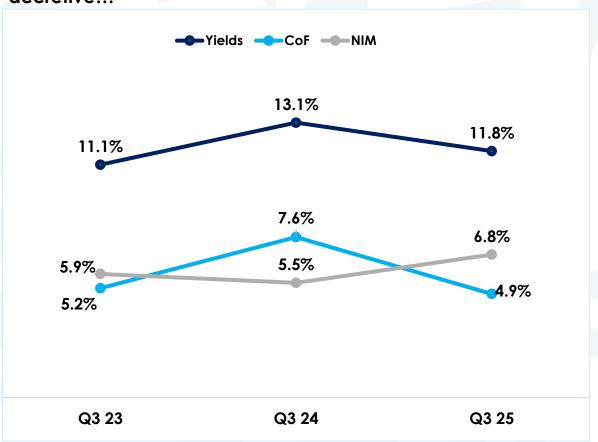


...CASA has grown y-o-y and now 56% of our deposit mix

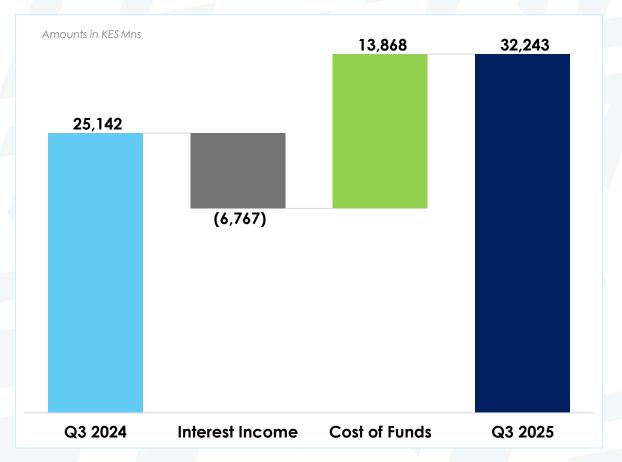


# On the back of interest rate pressures, we focused on protecting our bottom line by tightening deposit costs and improving pricing across all lending ensuring margin protection

Our efforts on balance sheet reorientation has been NIM accretive...



... delivering uplift in net interest income

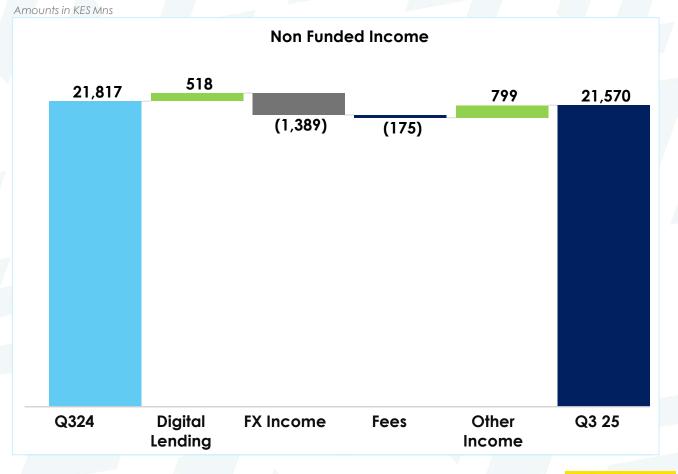


### Our non funded income streams received a healthy boost from fees derived from varied solutions we offer our clients

Y-o-Y we have seen a drop in our FCY deposit book due to translation effects given appreciation on the KES...

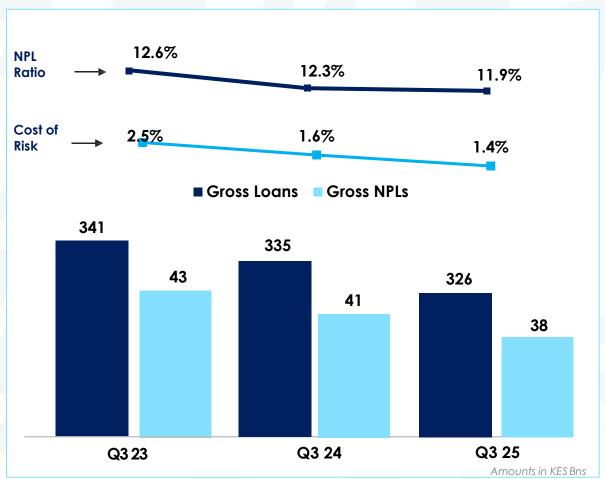
Amounts in KES Bns FCY **LCY** 362 336 154 152 Q3 24 Q3 25

...we nonetheless continue see solid performance in fees derived from cash management and insurance revenues

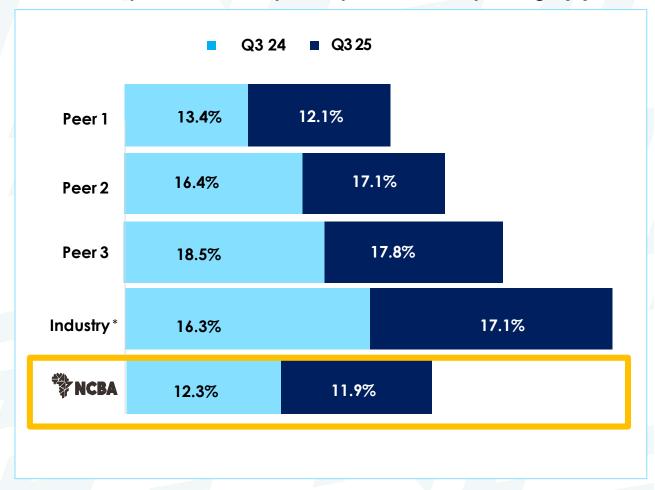


# Despite slowed lending; we have largely maintained the quality of our loan book compared to our peers and the industry

We experienced softness in lending given mixed economic conditions...



...however, we have consistently delivered a better-quality loan book compared to similarly sized peers & industry at large (X)



Notes:

+ Regional NPL ratios: RWA 3.1% TZ: 3.0%, UG 5.0%

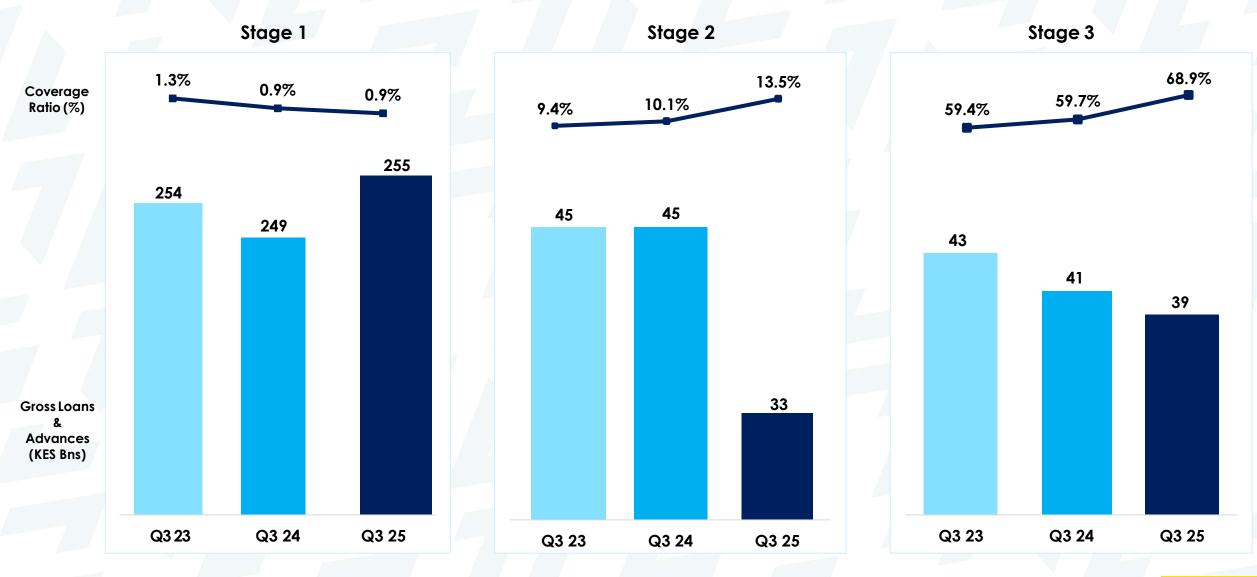
<sup>\*</sup> Denotes Kenyan Banking Sector

Go for it

ncbagroup.com

NCBA GROUP FINANCIAL PERFORMANCE

### ...with adequate provisioning and coverage across loan classification buckets...

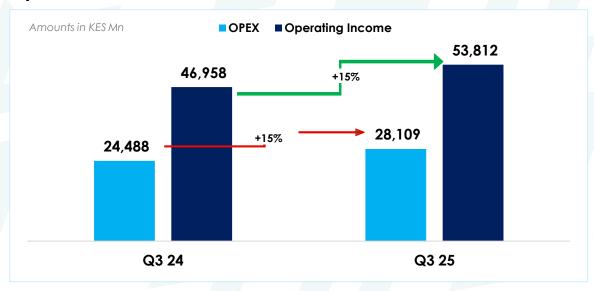


# Our strategic investments, notably in our distribution network & digital platforms have put pressure on our near-term efficiency metrics. We are focused on a 45% CIR in the medium term

OPEX Increased by 15% in Q3 25 as we continued to book growth related expenses....



...notwithstanding the increase in costs, we believe we are at inflection point in efficiency given the peak of our investment cycle

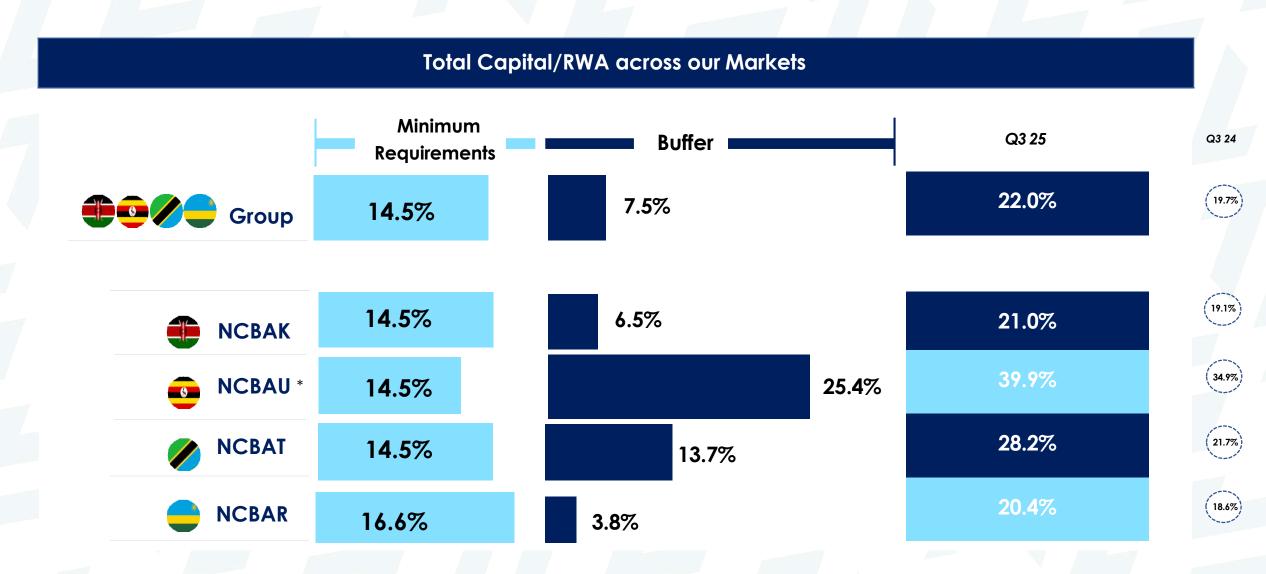


|                           | Q3 24 | Q3 25 |
|---------------------------|-------|-------|
| Cost to Income Ratio      | 52.4% | 53.4% |
| Cost to Assets            | 3.6%  | 5.6%  |
| Cost of Risk              | 1.6%  | 1.4%  |
| Staff Costs Intensity (1) | 20.3% | 22.5% |
| IT Costs Intensity (2)    | 9.6%  | 8.3%  |

1: Staff Cost Intensity calculated as Staff costs vs. Operating Income 2: IT Cost intensity calculated as IT OPEX vs. Operating Income

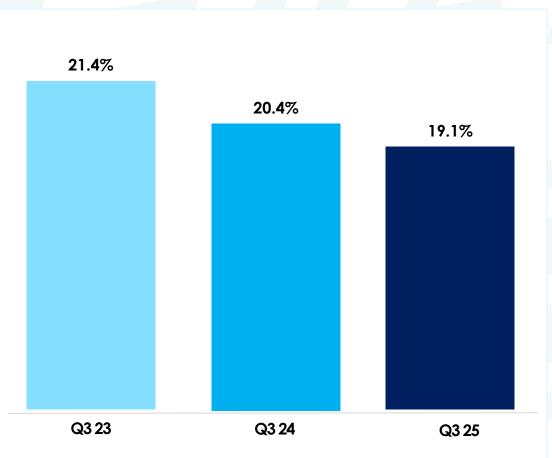
ncbagroup.com

### The Group remains well capitalized providing ample room to invest for growth....

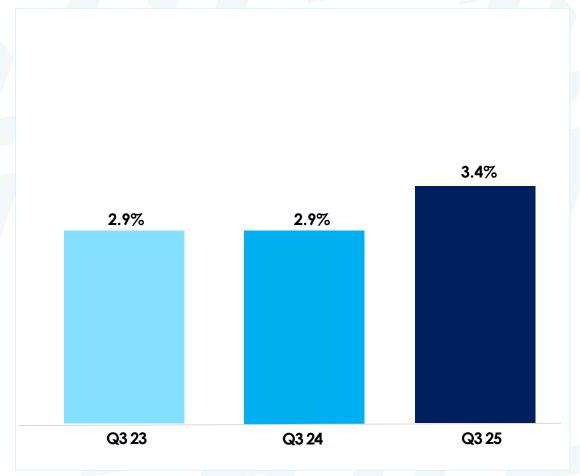


### ...and delivering the desired return outcomes for a Tier 1 Bank over the last 3 years

We are delivering on post merger promises on ROE...



...while matching similar sized peers on ROA



### We expect a continued and strong underlying growth trajectory across the following metrics

| Metric                 | FY 25 Guidance                 | Commentary   |  |  |  |
|------------------------|--------------------------------|--|--|--|--|
| Return on Equity       | >22%                           | Create value for our shareholders and re-invest internal capital generated to foster growth  |  |  |  |
| NPL Ratio              | < 12%                          | Unlock more capital allocation to new underwritings and enhance profitability  |  |  |  |
| Cost to Income Ratio   | ~50%                           | <ul> <li>Stabilize efficiency metrics by maximizing value<br/>from strategic investments, while mitigating<br/>inflationary pressures</li> </ul> |  |  |  |
| Capital Adequacy       | 300Bps above regulatory limits | The business to remain adequately capitalised across<br>our core markets enabling asset growth   |  |  |  |
| Core Bank Cost of Risk | 1.5% - 2.0%                    | Maintain high standards in credit onboarding and proactive management of our loan portfolio  |  |  |  |

### CONTENTS

- WHO WE ARE <
- OPERATING ENVIRONMENT <
  - **UPDATE ON STRATEGY <**
- FINANCIAL PERFORMANCE Q3 2025 <

### Diversified business model delivering growth

- ✓ The Group's strategy continues to deliver with PBT registering a 11% y-o-y growth
- Our nonbanking subsidiaries grew by +54% y-o-y. Most notable is the tripling of profits from our Investment Bank on the back of a 49% increase in Assets Under Management.
- ✓ Strong delivery of profitability from our digital business growing 12% y- o-y across all our markets
- The regional business has continued to follow an encouraging growth trajectory currently delivering 12% of Group Revenue and 13% of Group PBT

2

### Resilient performance hinged on well <u>controlled risks</u>

- Delivered a resilient ROAE of 19.1%
   & maintained strong capitalization with a CAR of 22%, well above the 14.5% regulatory minimum
- ✓ We are delivering a better-quality loan book compared to similarly sized peers and the industry at large with NPL ratio at 11.9% (Industry at 17.6%)
- ✓ In Q3 25, we disbursed KES 1T in digital loans (+35% y-o-y growth). Strategic investments and advanced AI model training are paying dividends with superior credit outcomes positioning us well for continued scale

nued strategic exec

### Continued strategic execution on our 2020-2025 ambitions

- Expanded our retail banking footprint, increasing our branch network to 122 branches (118 in Q3 24). NCBA Group now has 481K core banking customers a 19% CAGR in customer growth over 3 years
- We continue to maintain leadership in Asset Finance while disrupting automotive commerce - CarDuka went live in June 2025, bringing dealers, sellers, buyers & auctions together in one powerful digital ecosystem with 369K users
- Our sustainability efforts are driving impact in our communities and our operations in 2025 with 273K trees planted and recycling 65% of general waste across the Group

#### Disclaimer:

These results are provided for informational purposes only and should not be construed as an offer to buy or sell any securities or financial instruments. With regards to any market or other third-party data included in this release, NCBA Group Plc ("the Group") can provide no assurances of the accuracy or completeness of such market or third-party data and information and takes no responsibility for it.

### Forward-Looking Statements:

This release contains forward-looking statements that reflect the Group's current views with respect to future events and financial performance. Although the Group believes that these estimates and forward-looking statements are based upon reasonable assumptions, they are subject to several risks and uncertainties and are made considering information currently available, and actual results may differ materially from those expressed or implied in the forward-looking statements. The Group undertakes no obligation to update any forward-looking statements to reflect events or circumstances after the date of this release.

### Statement of Profit & Loss Amounts in KES Millions

| <u> </u>                    |                 |          |            |               |          |            |  |  |
|-----------------------------|-----------------|----------|------------|---------------|----------|------------|--|--|
|                             | NCBA Bank Kenya |          | NCBA Group | o Consolidate | ated     |            |  |  |
|                             | Q3 24           | Q3 25    | $\Delta$ % | Q3 24         | Q3 25    | $\Delta\%$ |  |  |
| Interest Income             | 51,199          | 44,814   | (12%)      | 57,425        | 50,658   | (12%)      |  |  |
| Interest Expenses           | (29,550)        | (15,975) | (46%)      | (32,284)      | (18,415) | (43%)      |  |  |
| Net Interest Income         | 21,649          | 28,839   | 33%        | 25,142        | 32,243   | 28%        |  |  |
| FX Income                   | 4,465           | 3,275    | (27%)      | 5,099         | 3,711    | (27%)      |  |  |
| Other Non- Interest Income  | 12,152          | 11,463   | (6%)       | 16,717        | 17,859   | 7%         |  |  |
| Non – Funded Income         | 16,618          | 14,738   | (11%)      | 21,817        | 21,570   | (1%)       |  |  |
| Operating Income            | 38,267          | 43,576   | 14%        | 46,958        | 53,812   | 15%        |  |  |
| Operating Expenses          | (19,280)        | (22,229) | 15%        | (24,488)      | (28,109) | 15%        |  |  |
| Operating Profit            | 18,987          | 21,348   | 12%        | 22,470        | 25,703   | 14%        |  |  |
| mpairments                  | (3,665)         | (4,534)  | 24%        | (4,079)       | (5,244)  | 29%        |  |  |
| Profit before tax           | 15,322          | 16,814   | 10%        | 18,391        | 20,459   | 11%        |  |  |
| Share of Associates Profits | -               | -        | 0%         | 21            | -        | 100%       |  |  |
| Profit before tax           | 15,322          | 16,814   | 10%        | 18,412        | 20,459   | 11%        |  |  |
| ax                          | (2,605)         | (3,227)  | 24%        | (3,292)       | (4,083)  | 24%        |  |  |
| rofit after Tax             | 12,717          | 13,587   | 7%         | 15,120        | 16,376   | 8%         |  |  |
|                             |                 |          |            |               |          |            |  |  |

#### APPENDIX II

### Statement of Financial Position

| Amounts in KES Millions      |         |                 |             |         |                         |             |  |
|------------------------------|---------|-----------------|-------------|---------|-------------------------|-------------|--|
|                              | NO      | NCBA Bank Kenya |             |         | NCBA Group Consolidated |             |  |
|                              | Q3 24   | Q3 25           | $\Delta \%$ | Q3 24   | Q3 25                   | $\Delta \%$ |  |
| Assets                       |         |                 |             |         |                         | · ·         |  |
| Net Loans and Advances       | 268,281 | 257,359         | (4%)        | 303,453 | 292,718                 | (4%)        |  |
| Investments                  | 188,510 | 189,445         | 0%          | 217,511 | 222,358                 | 2%          |  |
| Cash and Balances with Banks | 83,916  | 80,640          | (4%)        | 105,975 | 103,729                 | (2%)        |  |
| Other Assets                 | 59,294  | 43,896          | (26%)       | 51,893  | 46,514                  | (10%)       |  |
| Total Assets                 | 600,001 | 571,340         | (5%)        | 678,832 | 665,319                 | (2%)        |  |
| Liabilities & Equity         |         |                 |             |         |                         |             |  |
| Customer Deposits            | 462,911 | 431,596         | (7%)        | 515,109 | 487,963                 | (5%)        |  |
| Borrowings                   | 25,507  | 8,028           | (69%)       | 29,489  | 10,894                  | (63%)       |  |
| Other Liabilities            | 21,737  | 31,924          | 47%         | 34,423  | 46,213                  | 34%         |  |
| Shareholders Equity          | 89,846  | 99,792          | 11%         | 99,811  | 120,249                 | 20%         |  |
| Total Liabilities & Equity   | 600,001 | 571,340         | (5%)        | 678,832 | 665,319                 | (2%)        |  |
|                              |         |                 |             |         | ncbagroup.com           | Go for it   |  |

### Our loan book is well diversified across industry, product and currency

#### Q3 2025 Loan Book

