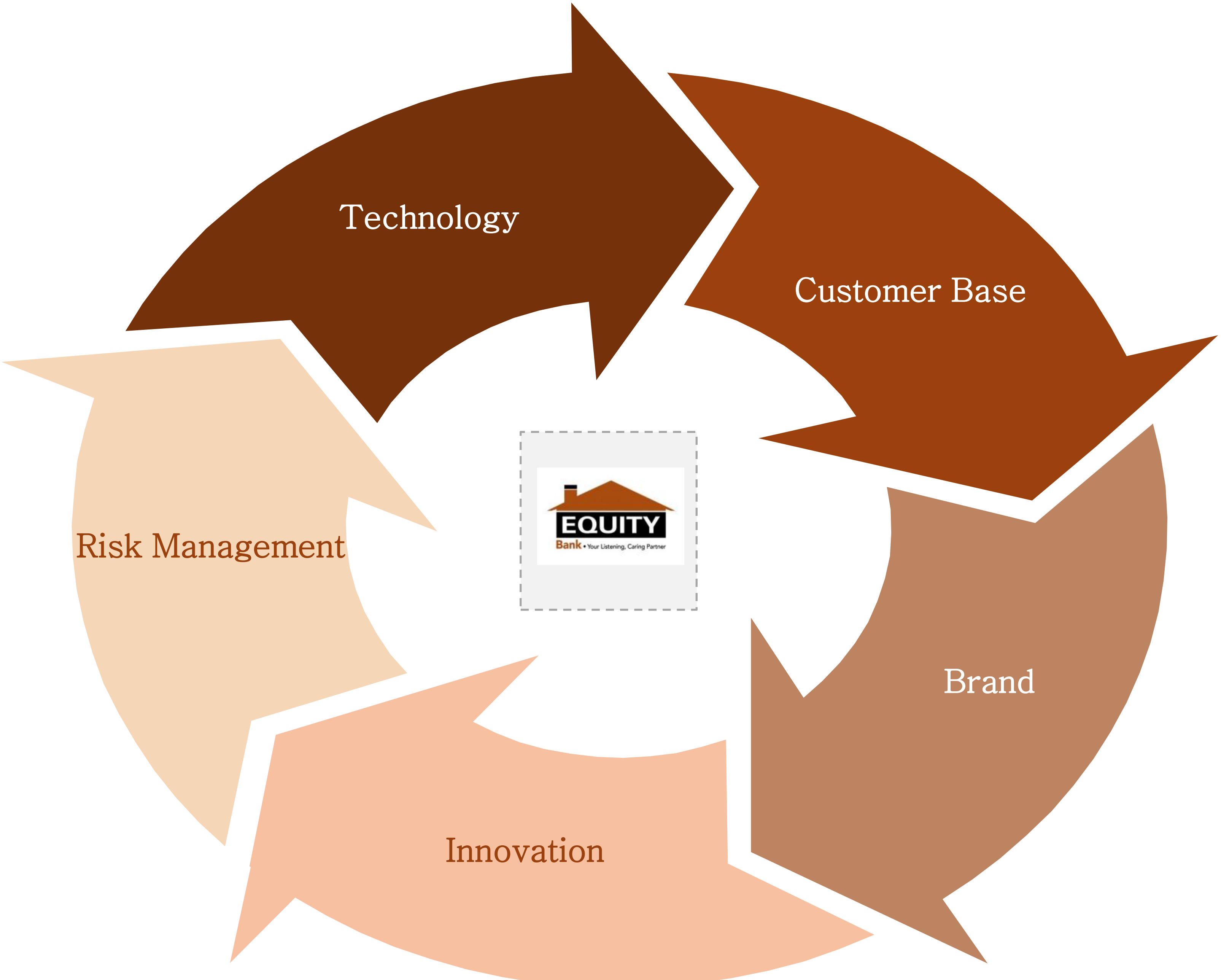
EQUITY Bank • Your Listening, Caring Partner

Investor Briefing

30 September 2012

Equity Bank at a Glance

Equity Story and Key Investment Highlights



The DNA of our Strategy

Accessibility → **Affordability** → **Efficiency**

1 Pillar I: Unique distribution model

- Leveraging innovation and technology to improve proximity and reduce costs for our customers
  - 203 branches; 190% increase from 70 branches in 2007 to 203 in September 2012
  - 5,496 agents; 96% increase from September 2011
  - 2 MM mobile banking customers; 89% increase from September 2011

2 Pillar II: Customer centric approach

Broad customer base: high volume / low margin model

2007		September 2012
1.8 million customers 25% of Kenya's banked population	**Equity Bank: 48% CAGR** →	7.82 million customers 51% of Kenya's banked population

Low Cost Deposit | **Diversified Loan Book** | **High Transaction Income**

3 Pillar III: Culture aligned with business model

Formidable Brand

Most impactful brand on Kenyans and Highest Rated Brand in Kenya AAA+

State of the Art Technology

IT capability to process 300,000 transactions per minute and capacity to hold 35 million customers

Leader in Innovation

Best Initiative in Support of SME's & the Millennium Development Goals

Equity Story and Key Investment Highlights

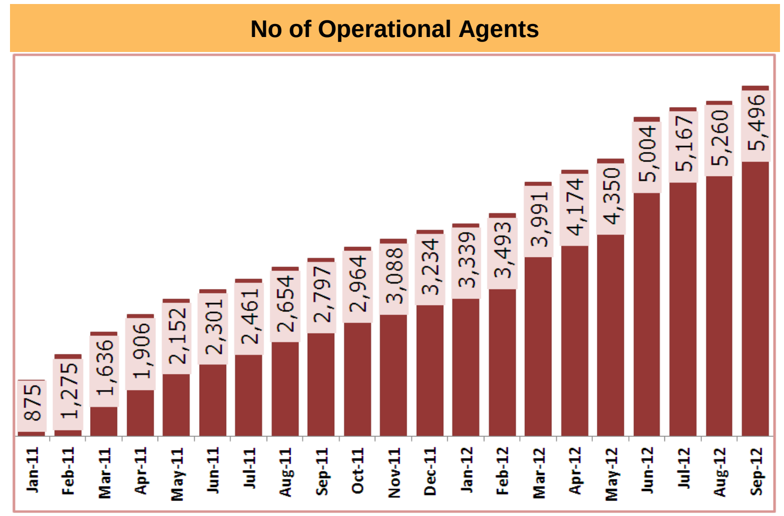
Market Pioneer & Leader	▪ #1 retail bank in Kenya with 51% market share (7.82 million customers) ▪ Only bank in Kenya focusing on the bottom of the pyramid, SMEs and retail clients
Powerful Brand	▪ Built by a highly respected and accomplished management team with an unparalleled track record ▪ Associated with Accessibility, Affordability and Efficiency ▪ Enhanced growth in business volume, customer base and market share – current asset market share of c.9%, up from 1% in 2004
Dynamic and Innovative	▪ Robust IT platform which enables rapid implementation of the strategic initiatives of the bank's business segments ▪ Pioneered "mobile branch" banking services in Kenya – Bank's brand synonymous with mobile branch banking ▪ Unique distribution model with approximately 5,500 agents
Strong Fundamentals	▪ Asset quality best-in-class compared to other SSA banks – 3Q'12 NPL ratio of 3.0% ▪ High proportion of non-interest income (3Q'12 - 35%) including transactional income ▪ Balance sheet strength including high capitalisation and deposit funding – CAR of 27%; L/D ratio of 80% ▪ Lowest cost-income ratio among its peers (3Q'12 - 50%) attests to its superior operating efficiency ▪ Increasing NIMs (12.9%) sustained by low-cost and efficient funding base drawn from the mass market
High Growth Prospects	▪ Low banking penetration across the East African region ▪ Rise in household income and consumer sophistication poised to drive increased demand for banking services ▪ African expansion offers prospects of exporting business model to other attractive markets

Consistently Delivers Superior Returns: 3Q'12 annualized RoA of 5.2% and an RoE of 30.1%

1

Continuing Roll-out and Embedding of Agency Banking

- The Bank embedded **the agency model in 2011** which allows the Bank to **leverage on third party infrastructure** for cash transactions
- Extremely **successful initiative** which has seen the **number of agents increase** from just **875 at the beginning of the year 2011 to 5,496** agents by September 2012 (c.528% increase)
  - Agency banking now contributes approximately 28% of all cash transactions



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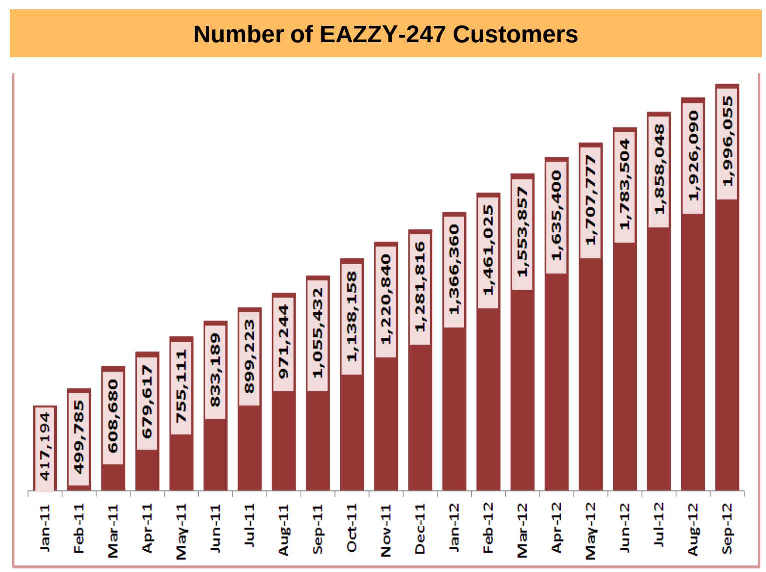
Enhancing Mobile Telecommunication Solutions / ICT Investment

- The Bank have made large investments in ICT and continue to enhance their mobile banking services / solutions
  - **Mobile banking customers** have **increased** from **417,194** in **January 2011** to **1,996,055** by end of September 2012 (c.378% increase)
  - Eazzy-247 connected to all the 4 telcos



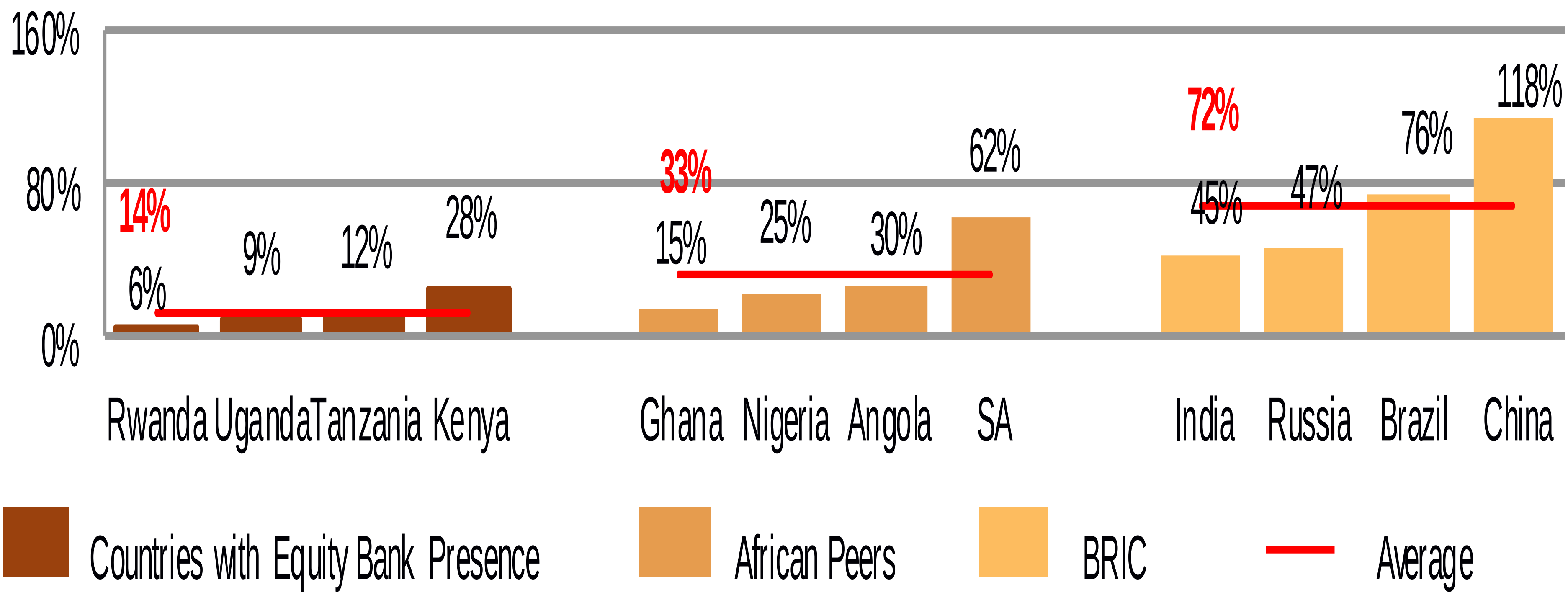
Key Initiatives / Strategy (cont…)

3

Regional Expansion

- The Bank is uniquely positioned to benefit from growth in the East African Region and its banking sector
- Present in five countries in East Africa including: Kenya, Uganda, Rwanda, South Sudan and Tanzania
- The East African Community ("EAC") regional integration offers a unique opportunity to expand into neighboring regions where the Bank's successful banking model can be replicated

2011 Loans / GDP



Source: BMI, IMF Financial Access Data, EUROMONITOR

Brand Development and Impact Investment

- Bank has embarked on a number of initiatives to create brand awareness and develop the local economy
- Wings to fly program: 4,283 scholarships awarded to bright needy students to date with a target of 10,000 by 2015
- Financial Literacy Training (FIKA) Program: 450,930 people trained already with target to train 1,000,000 people by 2014
- **Social initiatives help acquisition of new customers and increase loyalty of existing ones**

Best Bank in Kenya, 2011

Equity Bank, New Sustainability Champion – September 2011

"Rated by Kenyans as the company that has made the greatest contribution towards the development of the Kenyan people."
- Business Daily 19 August 2011

Most impactful brand on Kenyans and Highest Rated Brand in Kenya AAA+

GCR GLOBAL CREDIT RATING CO.
Local Expertise • Global Presence

GCR Rating 2012
Long term AA – "…very high credit quality"
Short term A1 + "…highest certainty of timely payment"

Best Managed company in finance and banking sector in 2012 - EUROMONEY

africainvestor Institutional Investment Business Leader Awards
Best Initiative in Support of SMEs & the Millenium Development Goals
Equity Bank
WINNER 2011

The African Investor names Equity as most innovative bank in 2012

Regional Expansion: Equity Bank Group Footprint

- Commenced regional expansion with acquisition of UMU in Uganda (2008), Greenfield in South Sudan (2009), Rwanda (October 2011) and Tanzania (February 2012)
- Subsidiary Regulators - Bank of Uganda, Central Bank of Southern Sudan, National Bank of Rwanda, Bank of Tanzania
- Branches: Kenya (143), Uganda (38), South Sudan (8), Rwanda (8) and Tanzania (6)
- Already rolling out agency branchless banking where Central Bank has Agency Banking Guidelines (Kenya, Rwanda)

Key Lessons – Regional Expansion

- Huge opportunities given fast economic growth of East African Community members, economic integration with both Uganda and Tanzania being key export partners for Kenya, discovery of oil in Uganda and Kenya, natural gas in Tanzania
- Regulator preparation of agency guidelines is the key to launching of agency banking in subsidiaries
- Continually investing to build institutional capacity to manage cross country operations in Sub Sahara Africa
- Continuously adapting the bank to managing across multiple cultures and languages
- Focusing on country innovations to drive business given uniqueness of each market
- Leveraging shared ICT platforms to support new subsidiaries and ensure Group level compliance and standardization

Sub Saharan Africa Outlook and Prospects

- Over 2001-2010, Six of the world's ten fastest-growing economies were in sub-Saharan Africa (Angola, Nigeria, Ethiopia, Chad, Mozambique and Rwanda, all with annual growth rates of around 8% or more- *The Economist*)

- Over 2011-2015 , IMF forecasts Africa will grab 7 of the top 10 places

- Over 2001-2010, Sub-Saharan Africa's real GDP growth rate jumped to an annual average of 5.7%, up from only 2.4% over the previous two decades, ahead of Latin America's 3.3% but below emerging Asia's 7.9%.

- Over 2011-2015, the average African economy is expected to outpace its Asian counterpart with Standard Chartered forecasting that Africa's economy will grow at an average annual rate of 7% over the next 20 years, slightly faster than China's.

- Africa's changing fortunes have largely been driven by China's surging demand for raw materials , higher commodity prices, big inflows of foreign direct investment-FDI , urbanization and rising incomes fuelling faster growth in domestic demand, and improvements in fiscal and monetary policy economic management.

- Africa still need to address formidable obstacles to Africa's continued progress loom- political instability, weak rule of law, corruption, infrastructure bottlenecks, poor health and low education.

Sub Saharan Africa Outlook and Prospects (cont…)

REGIONAL ECONOMIC OUTLOOK: SUB-SAHARAN AFRICA

Real GDP Growth *(Percent)*

	2004-08	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Kenya	5.1	4.6	6.0	6.3	7.0	1.5	2.6	5.6	5.0	5.2	5.7
Rwanda	8.6	7.4	9.4	9.2	5.5	11.2	4.1	7.5	8.8	7.6	7.0
Tanzania[2]	7.3	7.8	7.4	7.0	6.9	7.3	6.7	6.5	6.7	6.4	6.7
Uganda[2]	8.2	6.8	6.3	10.8	8.4	8.8	7.2	5.9	6.7	4.2	5.4
Sub-Saharan Africa	6.5	7.1	6.2	6.4	7.1	5.6	2.8	5.3	5.1	5.4	5.3
EAC-5	6.7	6.2	6.6	7.7	7.1	5.7	5.1	6.0	6.2	5.5	6.0

Sources: IMF, African Department database, April 20, 2012; and IMF, World Economic Outlook (WEO) database, April 20, 2012.

[1] Excluding fragile countries.

[2] Fiscal year data.

Go south, young man

World's ten fastest-growing economies*

Annual average GDP growth, %

2001-2010†		2011-2015‡	
Angola	**11.1**	China	9.5
China	10.5	India	8.2
Myanmar	10.3	**Ethiopia**	**8.1**
Nigeria	**8.9**	**Mozambique**	**7.7**
Ethiopia	**8.4**	**Tanzania**	**7.2**
Kazakhstan	8.2	Vietnam	7.2
Chad	**7.9**	**Congo**	**7.0**
Mozambique	**7.9**	**Ghana**	**7.0**
Cambodia	7.7	**Zambia**	**6.9**
Rwanda	**7.6**	**Nigeria**	**6.8**

Sources: *The Economist*; IMF

*Excluding countries with less than 10m population and Iraq and Afghanistan †2010 estimate ‡IMF forecast

Source:http://www.economist.com/node/17853324

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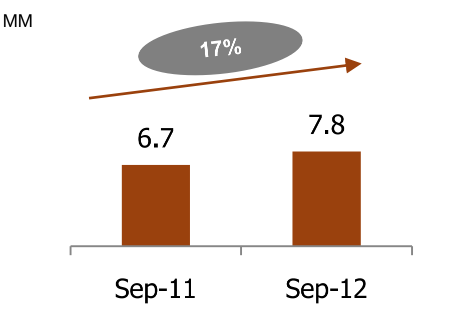
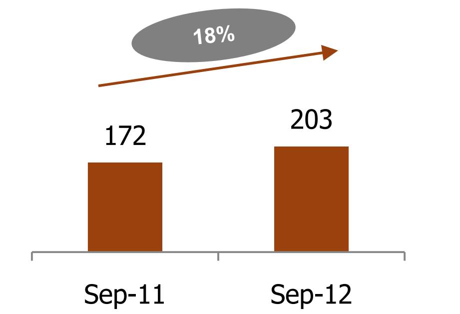
Our Regional Footprint: Traditional and Alternative Channels

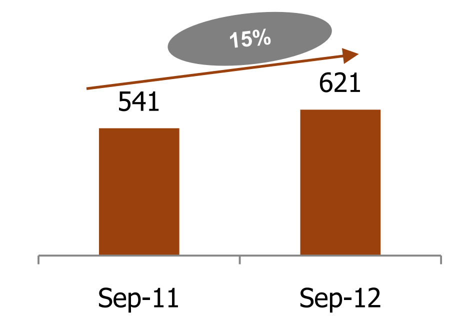
Number of Customers



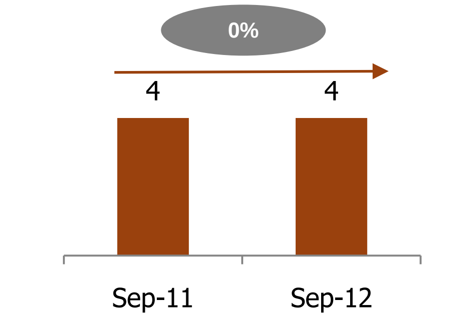
Number of Branches



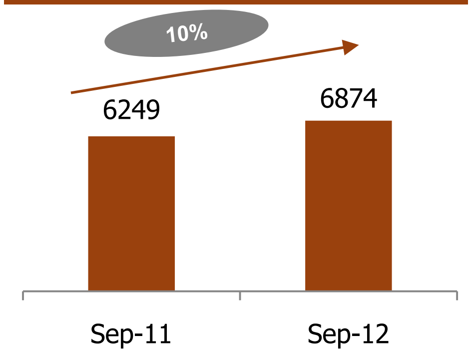
Number of ATMs



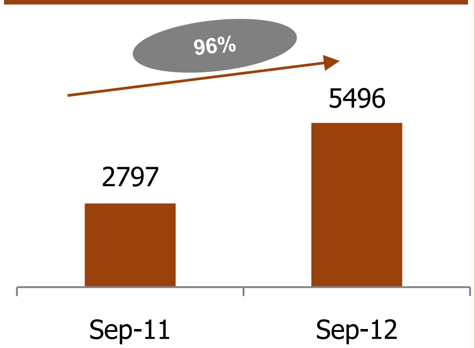
Number of Telcos Connected

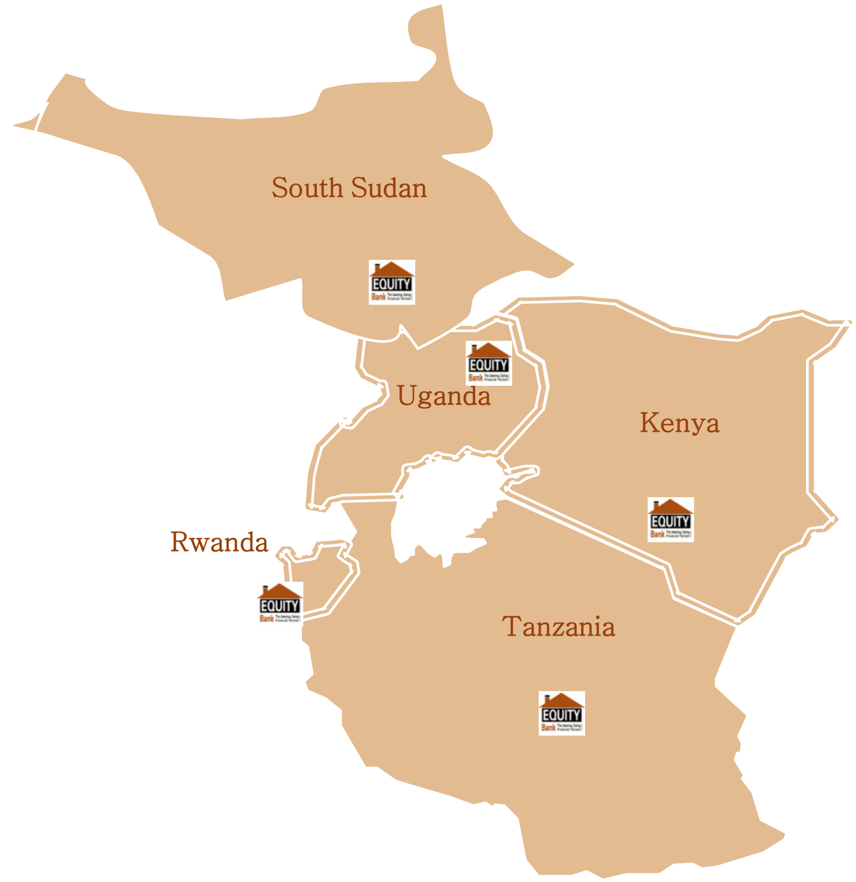


Number of Staff



Number of Agents





Kenya
- Date Established: 1984
- No. of Branches: 143

Rwanda
- Date Established: 2011
- No. of Branches: 8

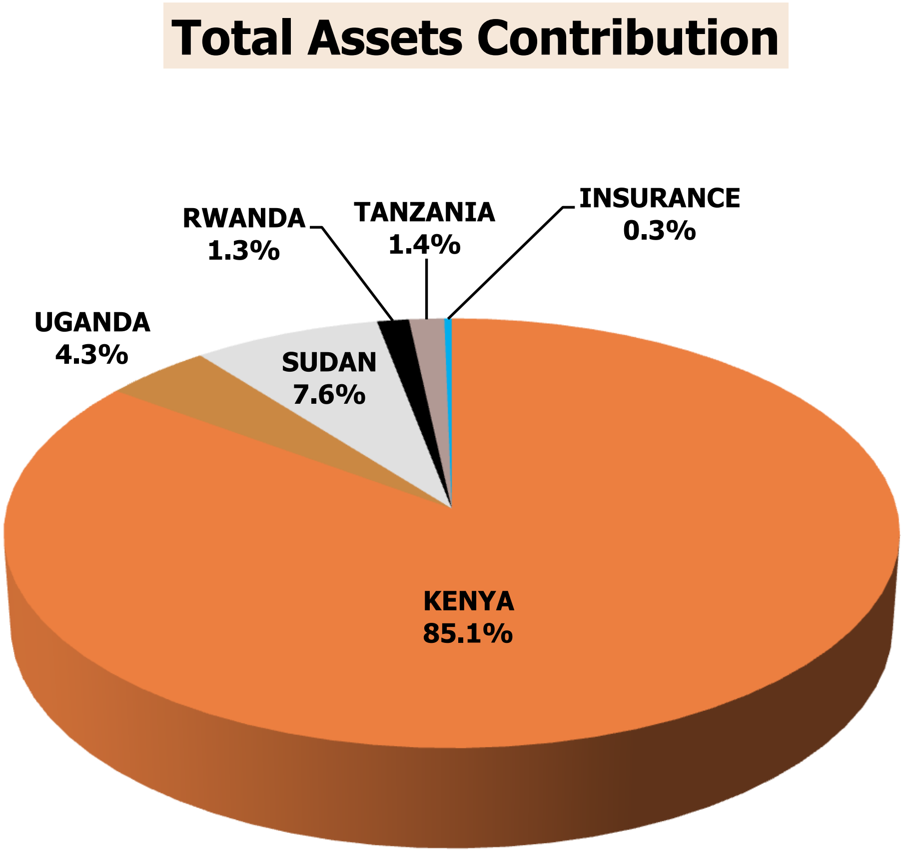
Tanzania
- Date Established: 2012
- No. of Branches: 6

Uganda
- Date Established: 2008
- No. of Branches: 38

South Sudan
- Date Established: 2009
- No. of Branches: 8

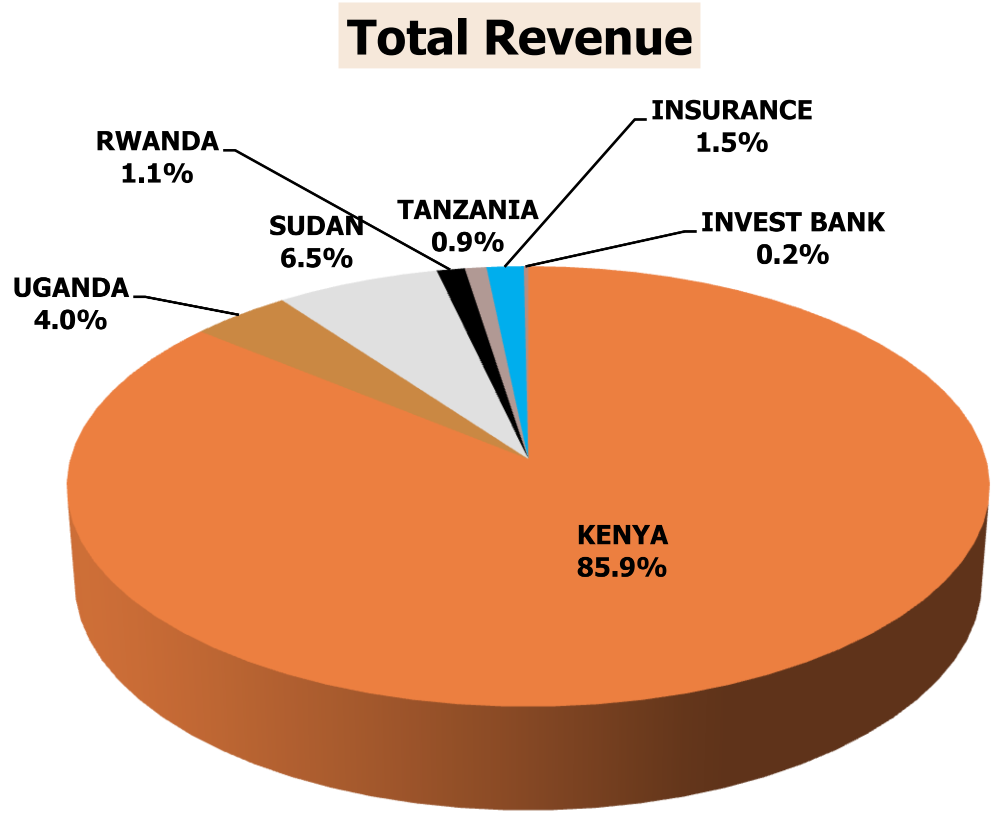
Split by Geography

Total Assets: September 2012



Total Assets: Kshs 232.22Bn

Total Revenue: September 2012



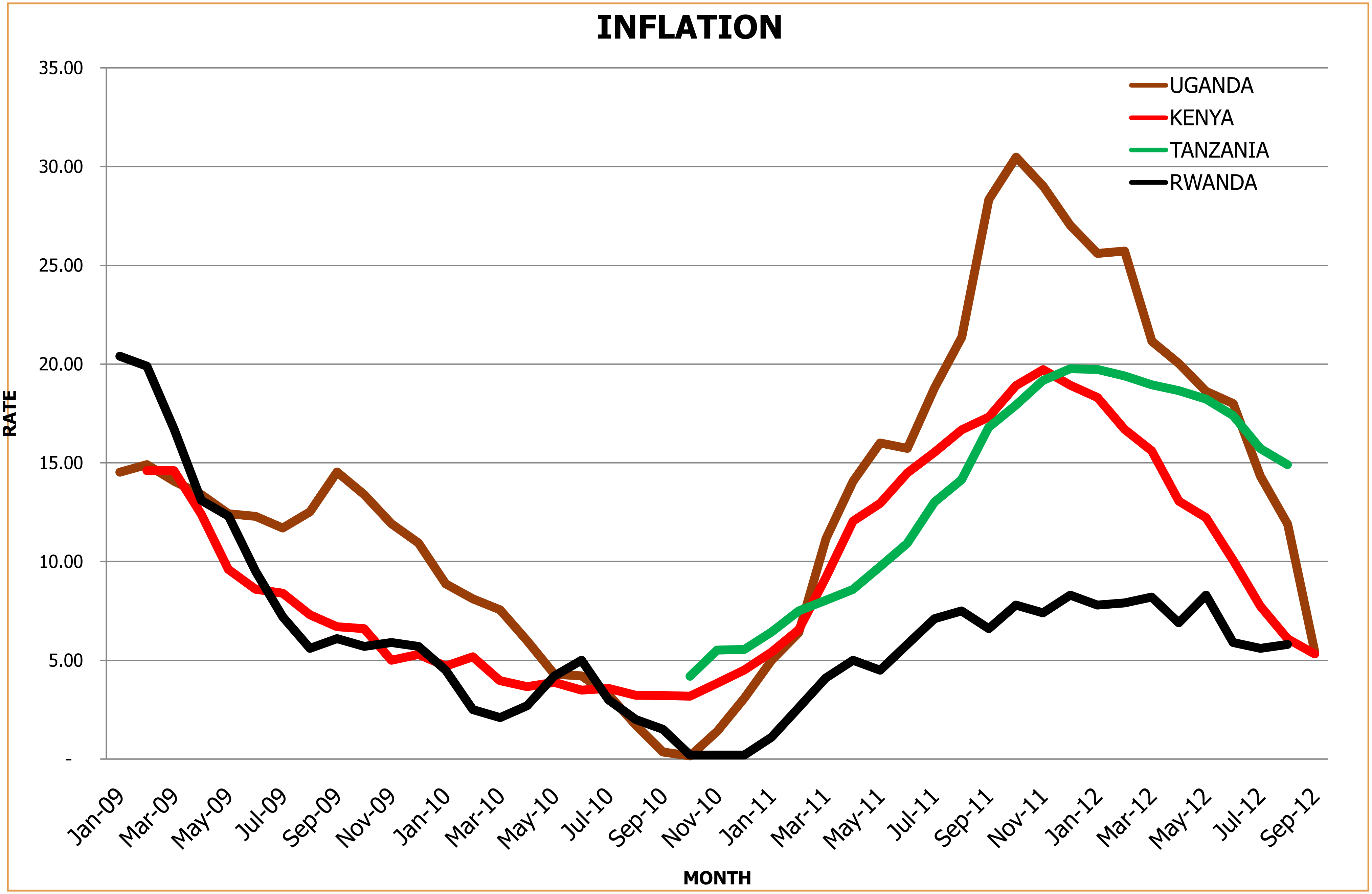
Total Revenue: Kshs 26.65Bn

Macroeconomic Environment

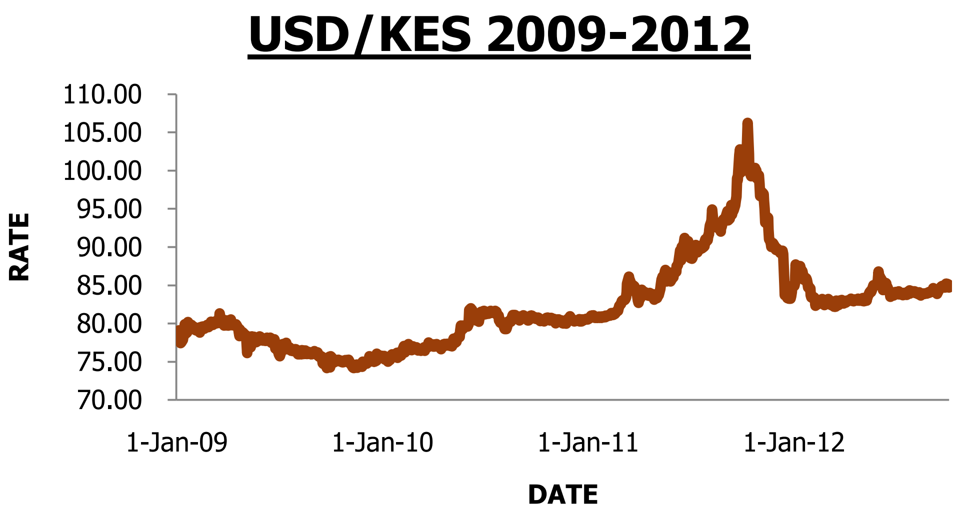
Economic Indicator Snapshot Sep 2012

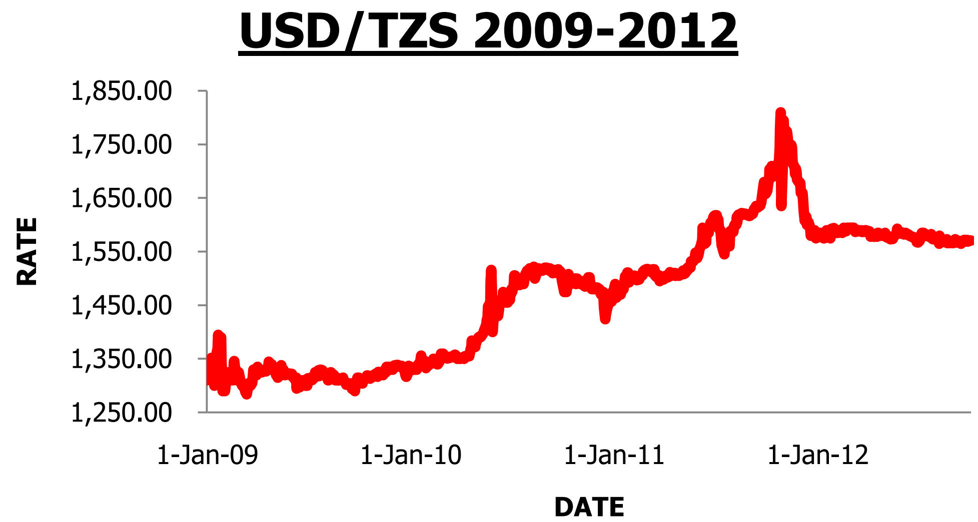
Macro-economic Indicators	Kenya	Uganda	Rwanda	Tanzania
Current Account to GDP	-13.00%	-13.54%	-10.40%	-9.70%
Inflation (Sep 2012)	5.32%	5.4%	5.65%	13.5%
FX Rate (USD/Local currency)	84.20	2,585.01	631.61	1,838.45
Central Bank Rate	13.0%	13.0%	7.5%	12.0%
Private Sector Credit Growth	22.61% April 2012	21.7% March 2012	15.5% May 2012	19.7% July 2012
Real GDP Growth (IMF Forecast)	5.1%	4.2%	7.7%	6.5%

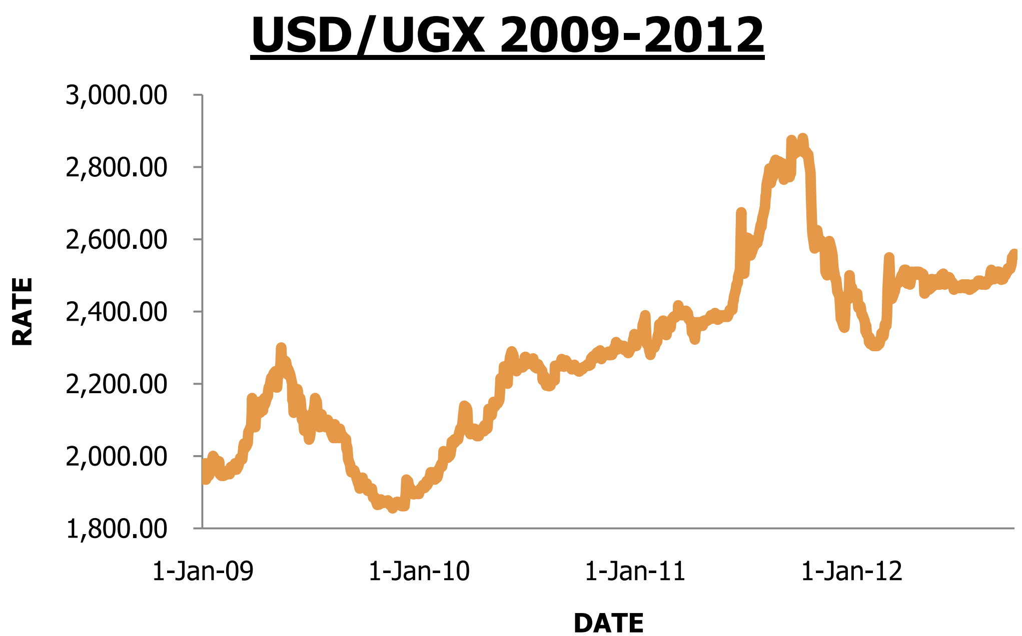
Inflation Rates have in the region have shown a high degree of correlation…with the exception of Rwanda

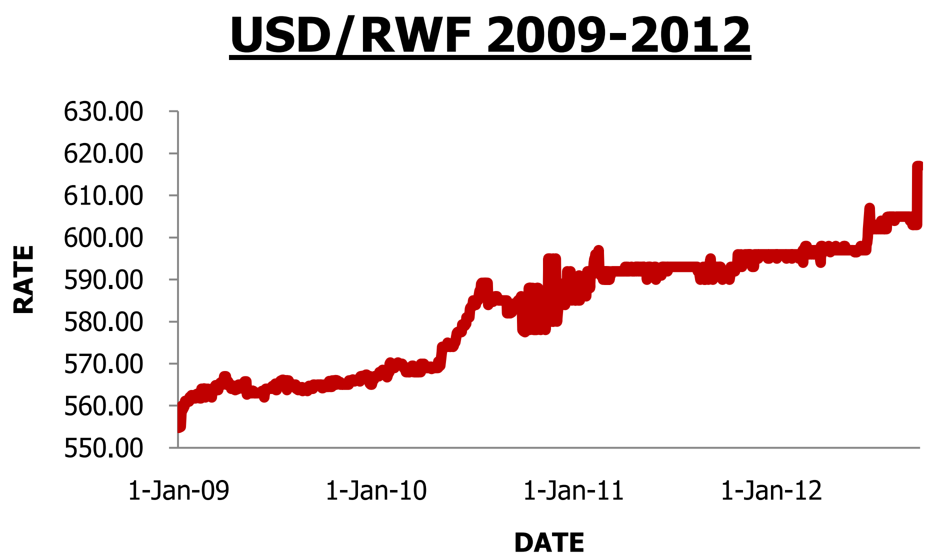


KES, TZS & UGX have displayed a high correlation in the past year… UGX & RWF under pressure in recent days

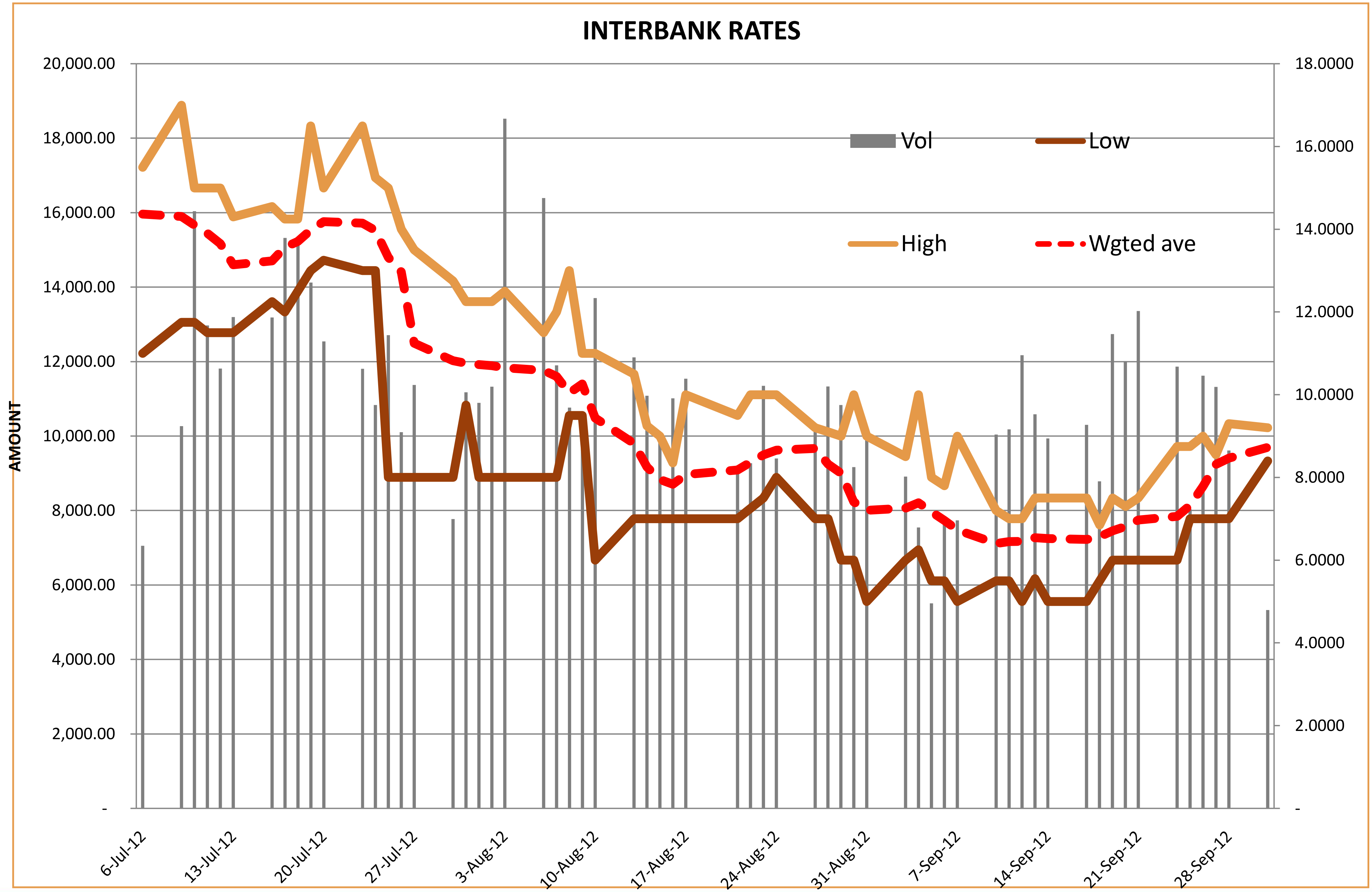




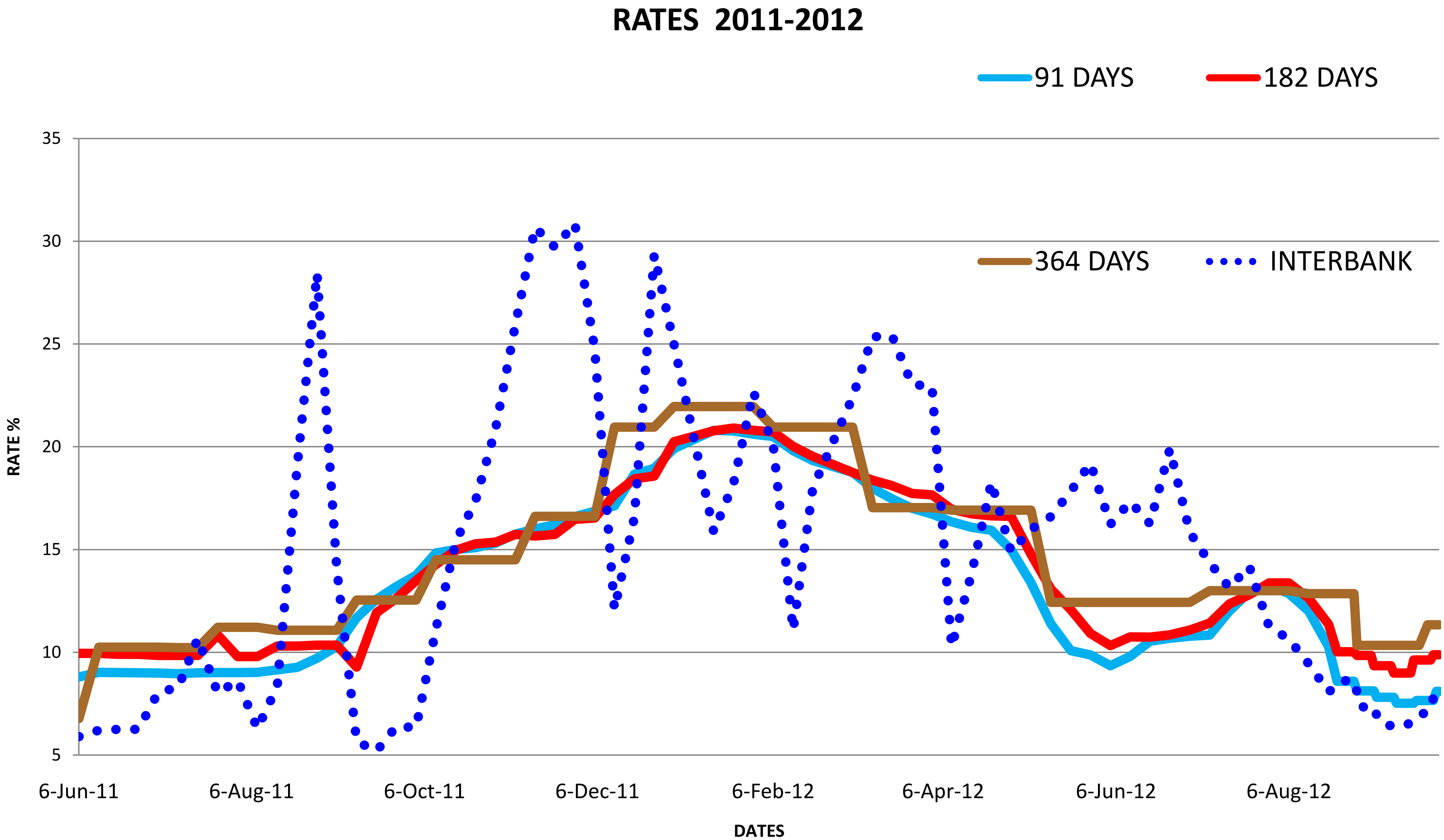




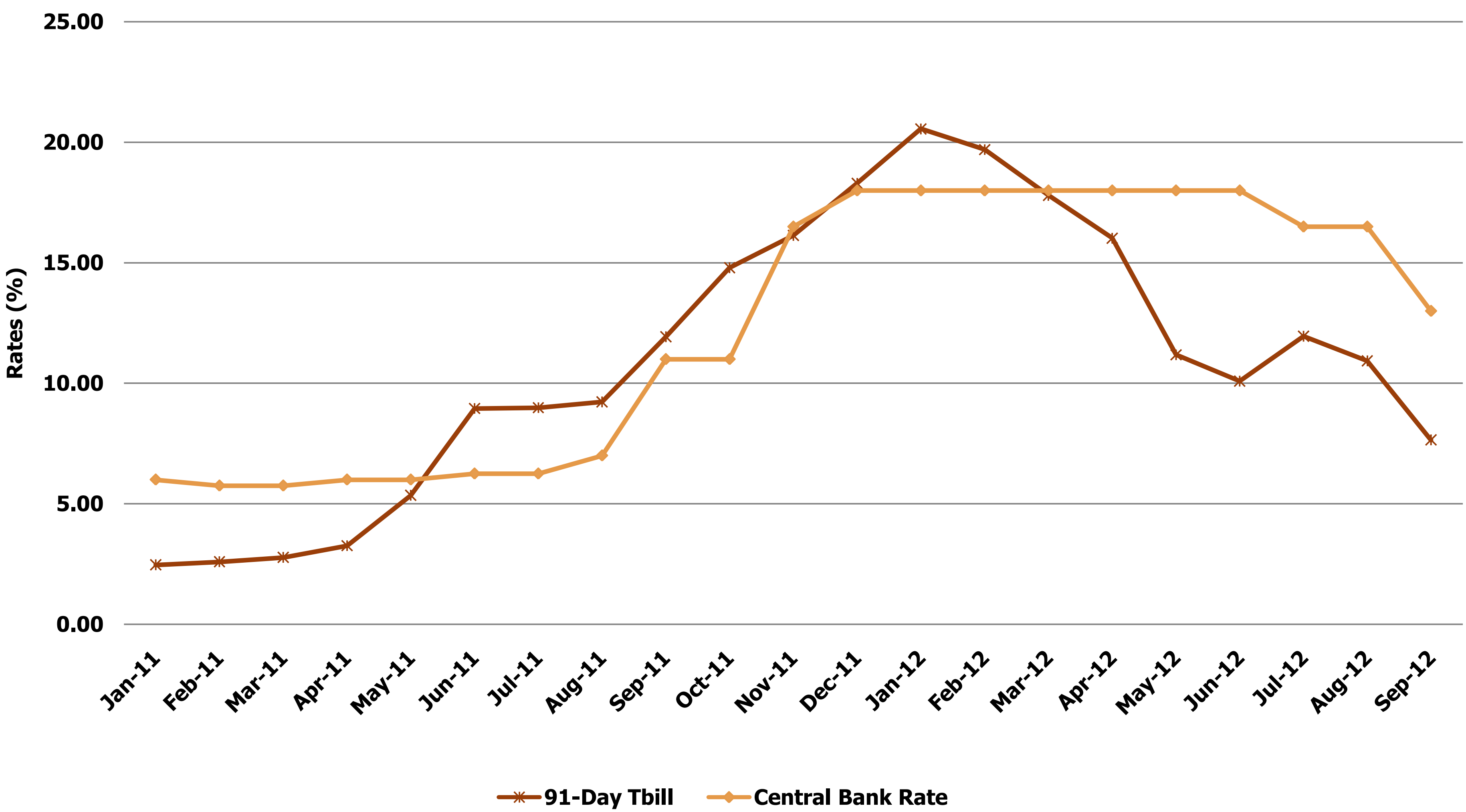
Money market rates have edged higher in the past few days after months of decline (Kenya)



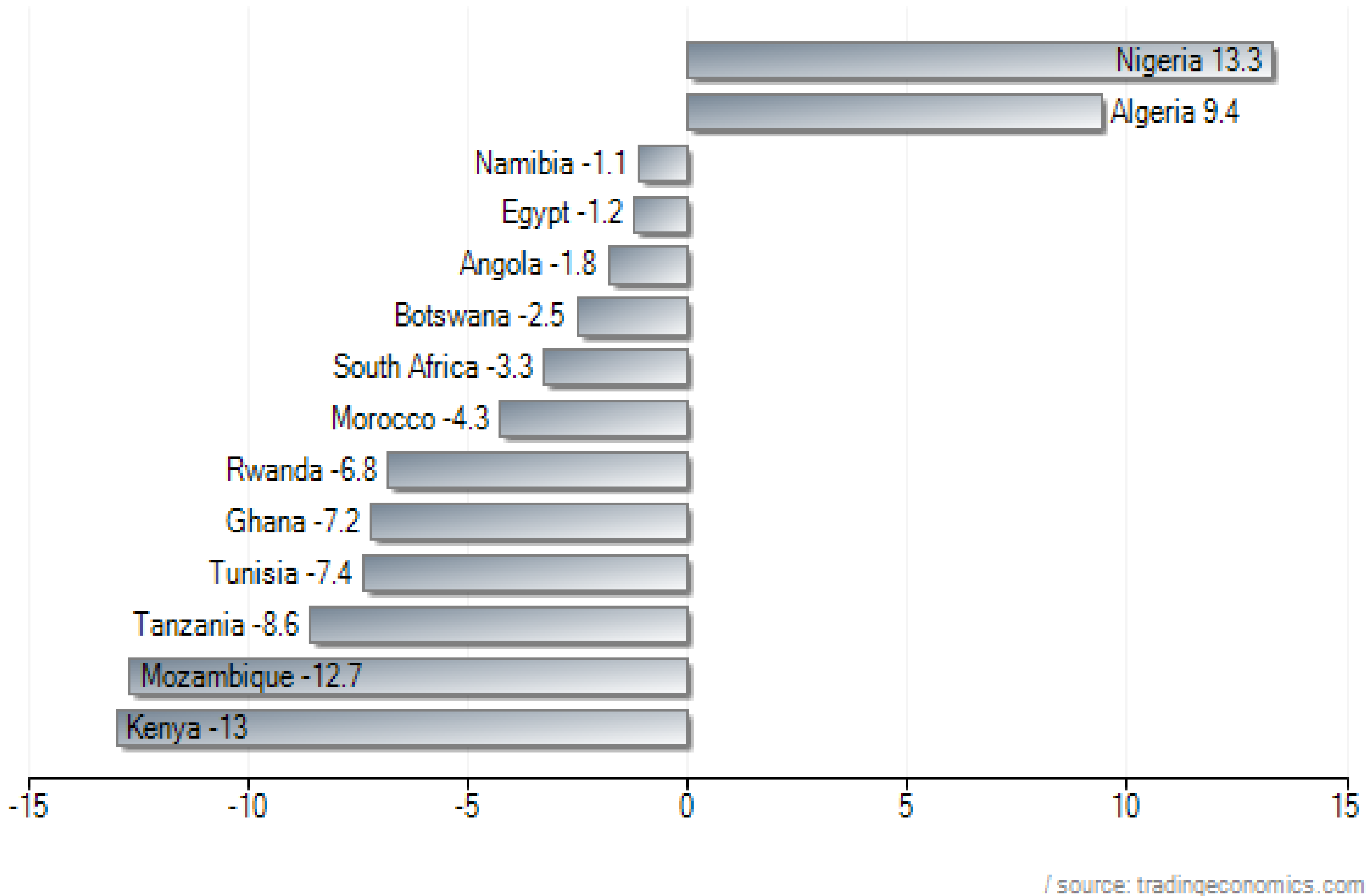
Interbank overnight lending rates have been volatile over the past year….the volatility has declined significantly (Kenya)



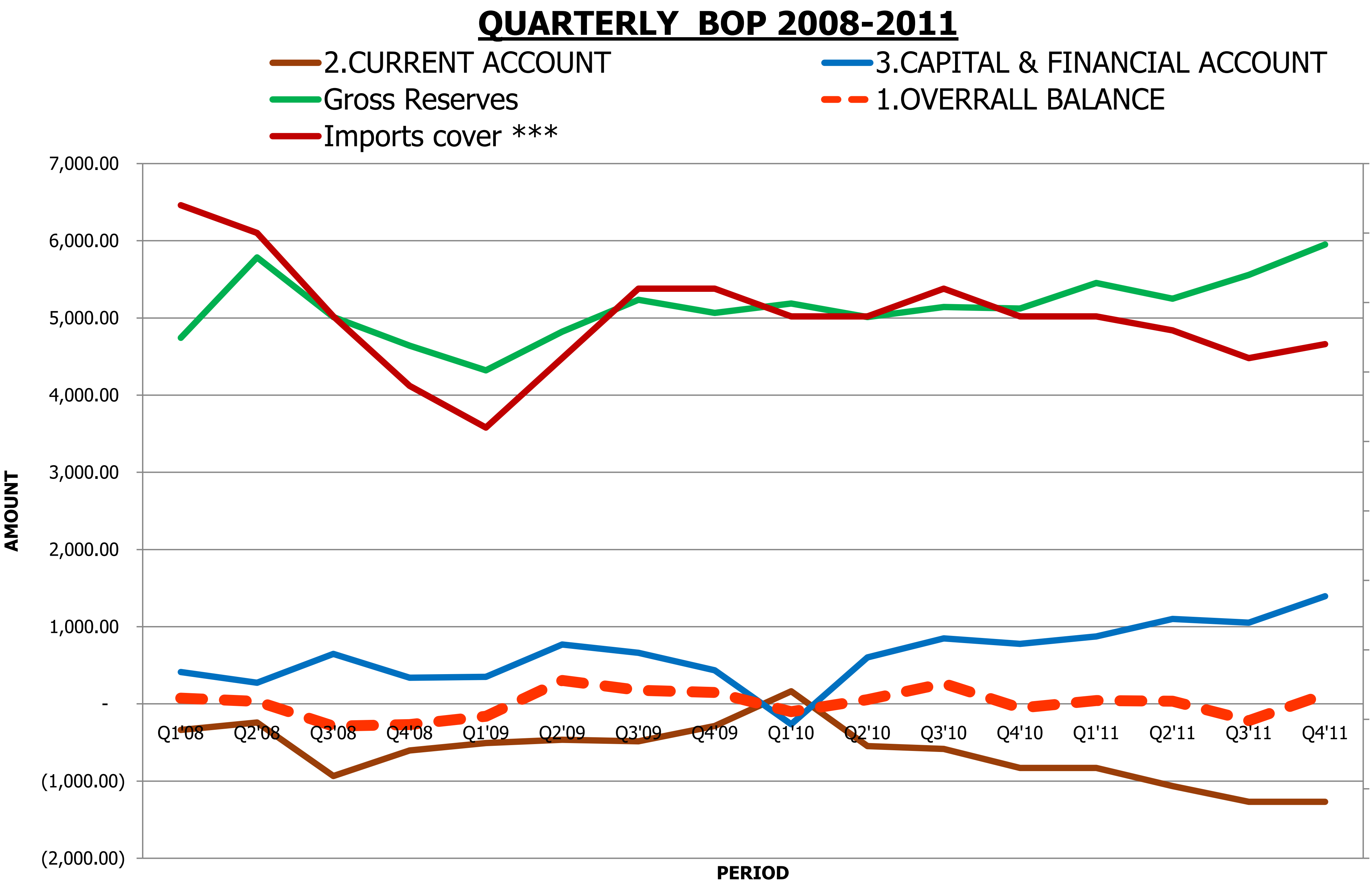
Interest Rates in Kenya



Kenya Current Account % GDP remains one of the highest in the world…

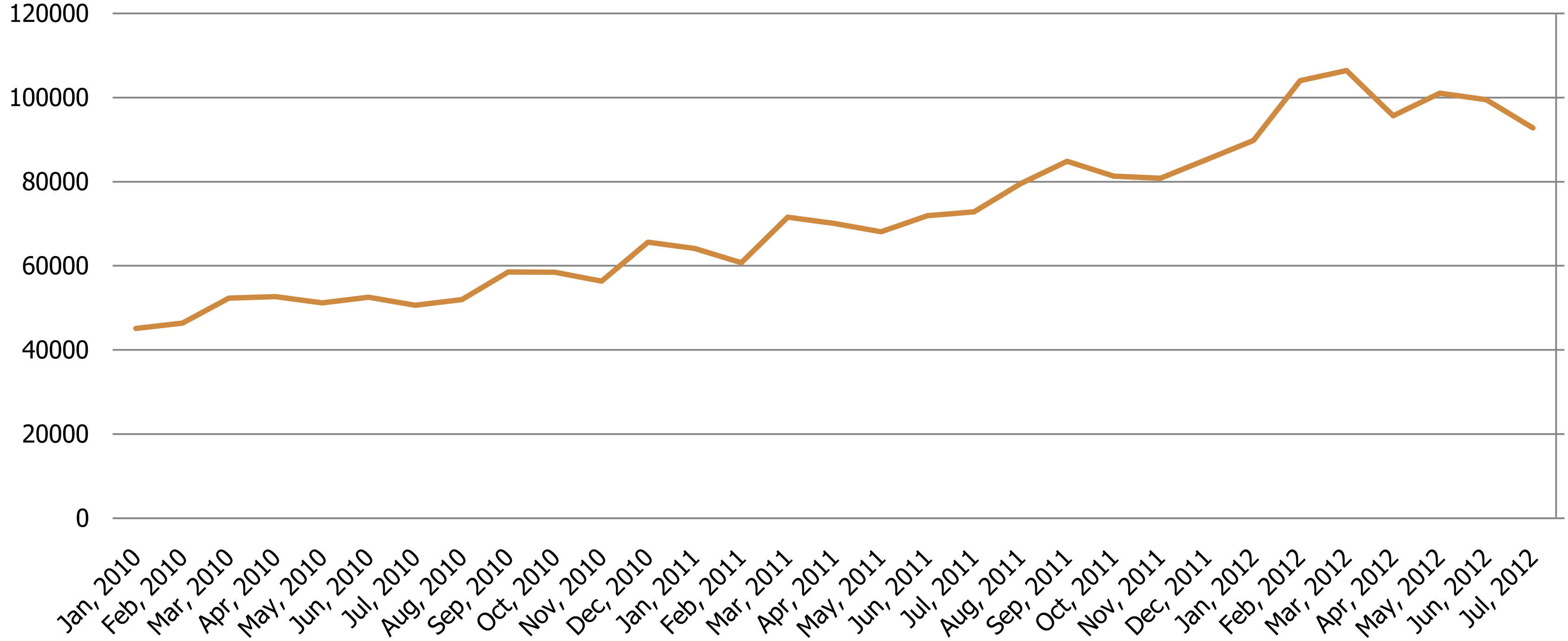


The overall Balance of Payments has been stable… but the unrecorded inflows ("errors") have been eroded!



Diaspora Remittances

Diaspora Remittances (USD ‘000’)



Average remittance inflow in the year to July-12 amounted to $91.7 million up from $64.2 million recorded in July-11. This increase is mainly due to improved data collection techniques by commercial banks, increased diaspora participation in the primary issues of government bond and increased competition among money transfer service providers that have reduced transaction charges.

Opportunity exists for Equity Bank to partner with money transfer players to make money remittance more convenient and cheap thereby mobilize forex deposits

Source: Central Bank of Kenya

EQUITY
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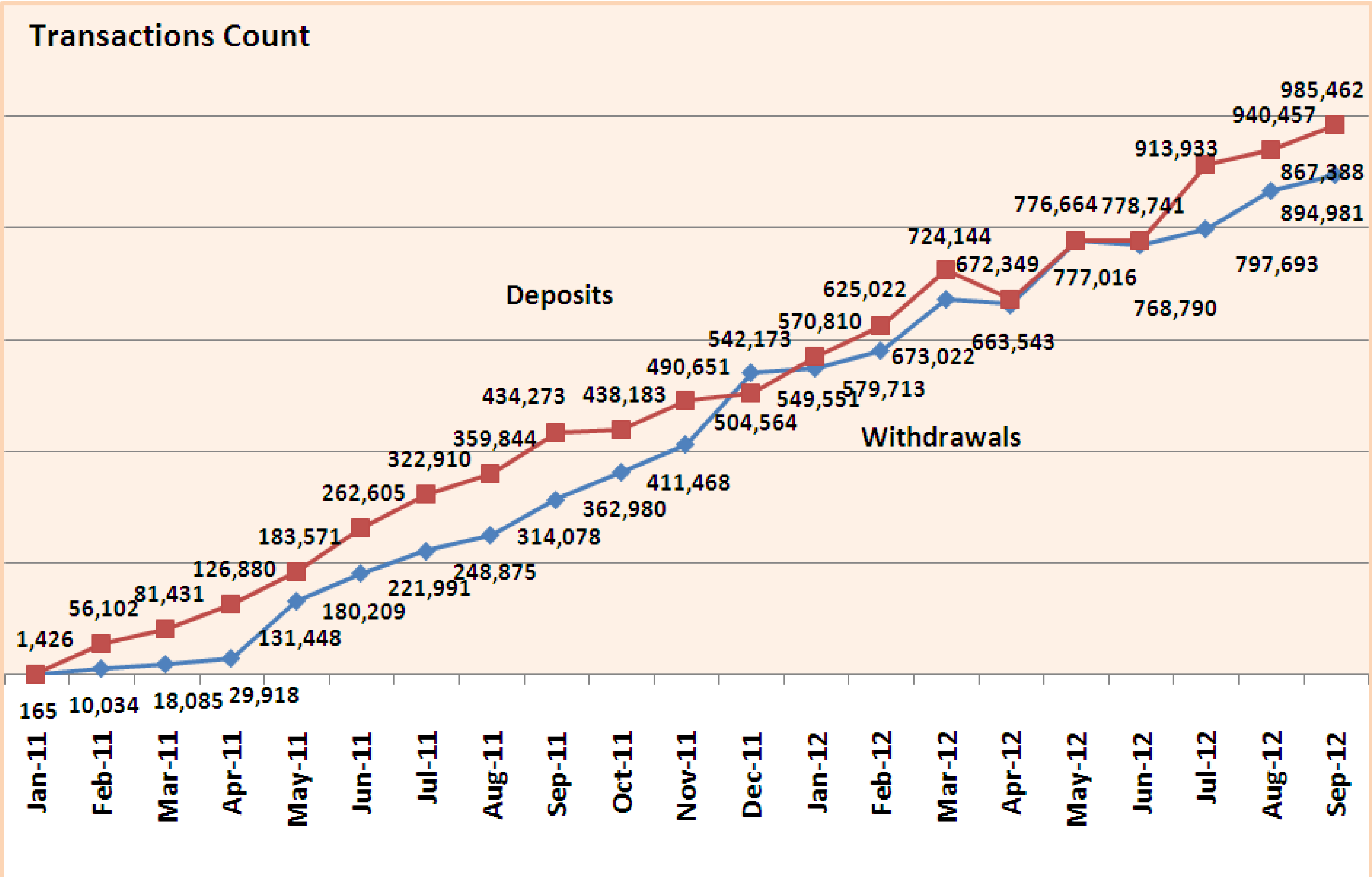
Business Overview

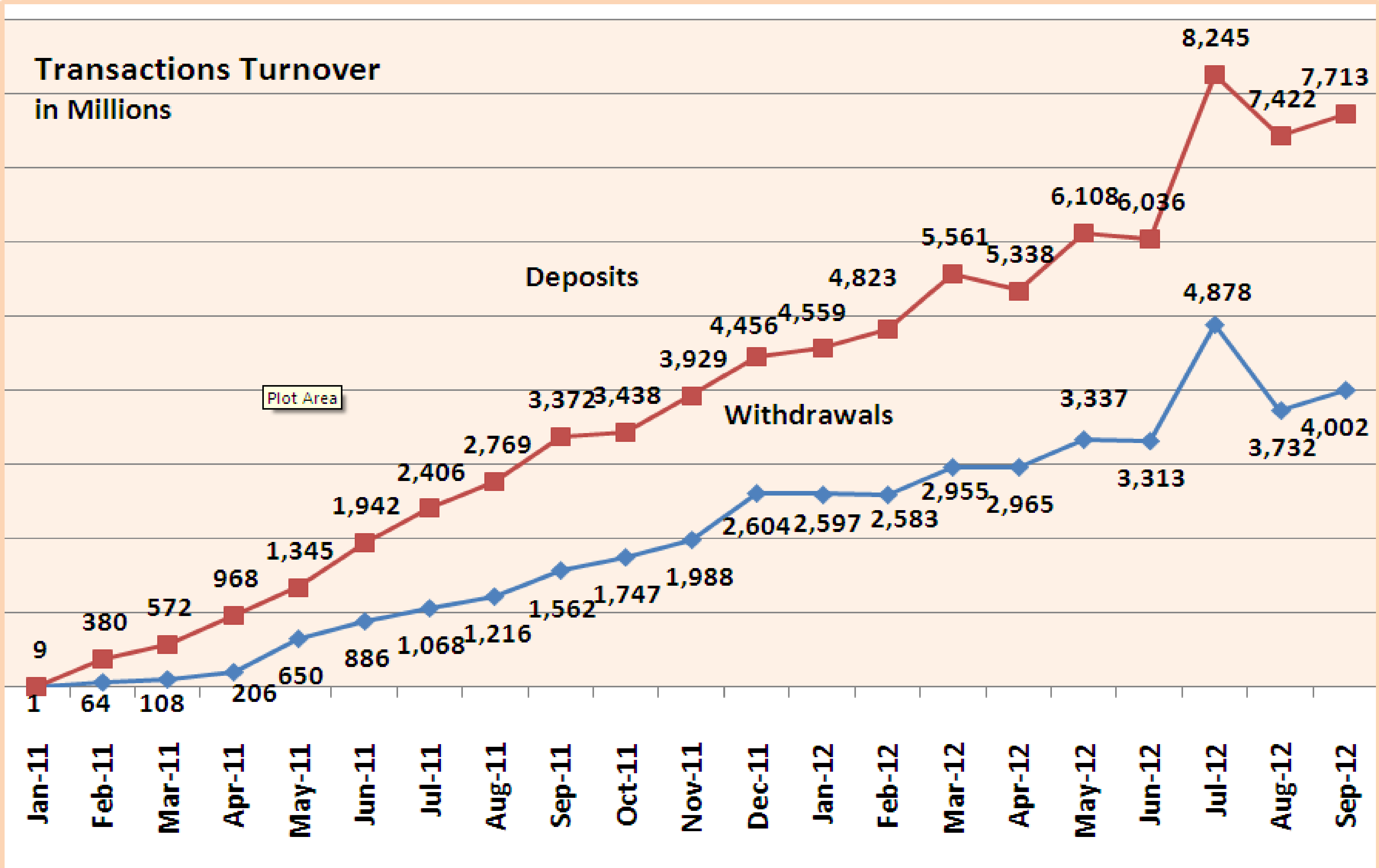
Savings Led Business Model …

Agency Banking Transactions



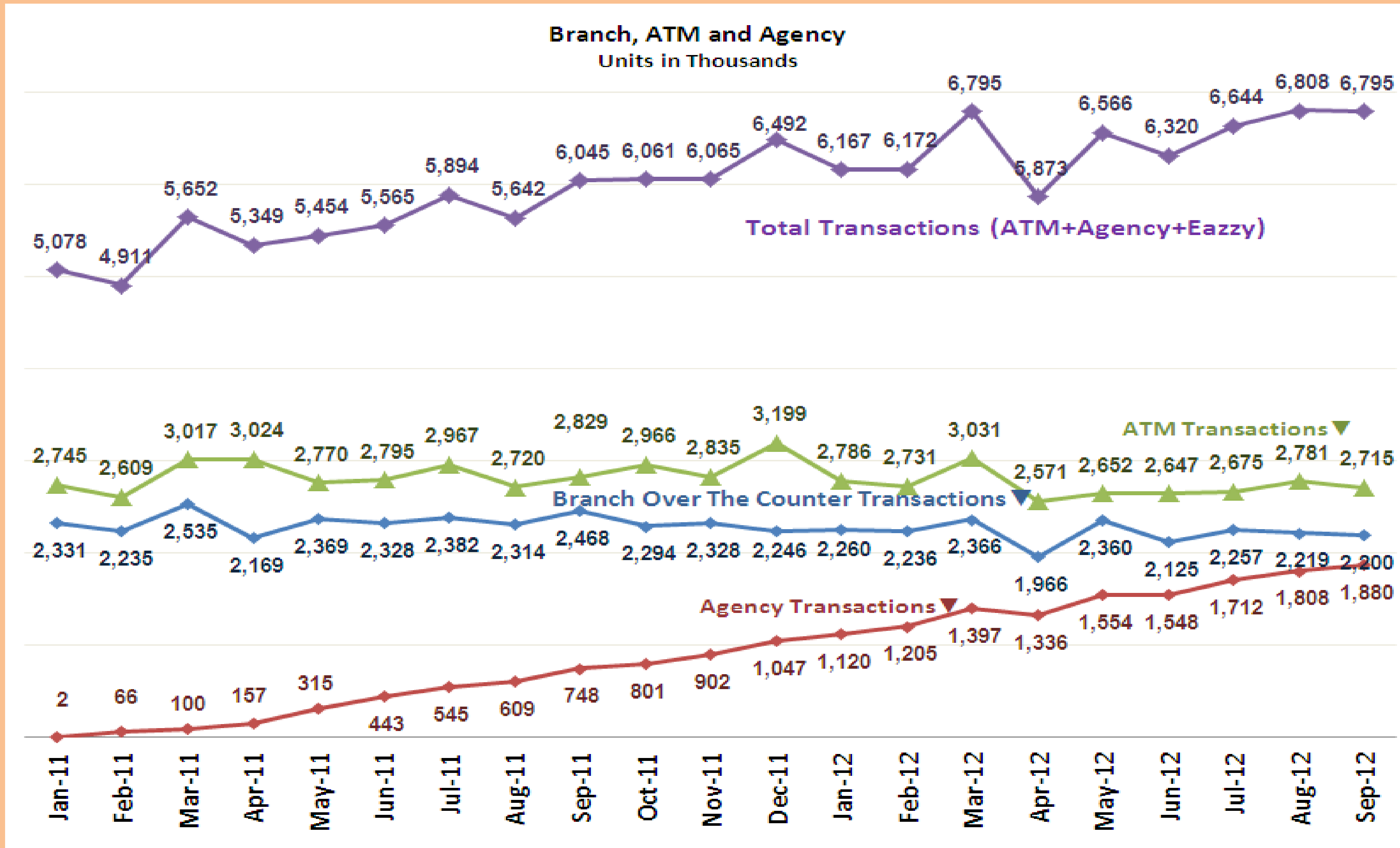
Savings Led Business Model …

Agency Banking Transactions



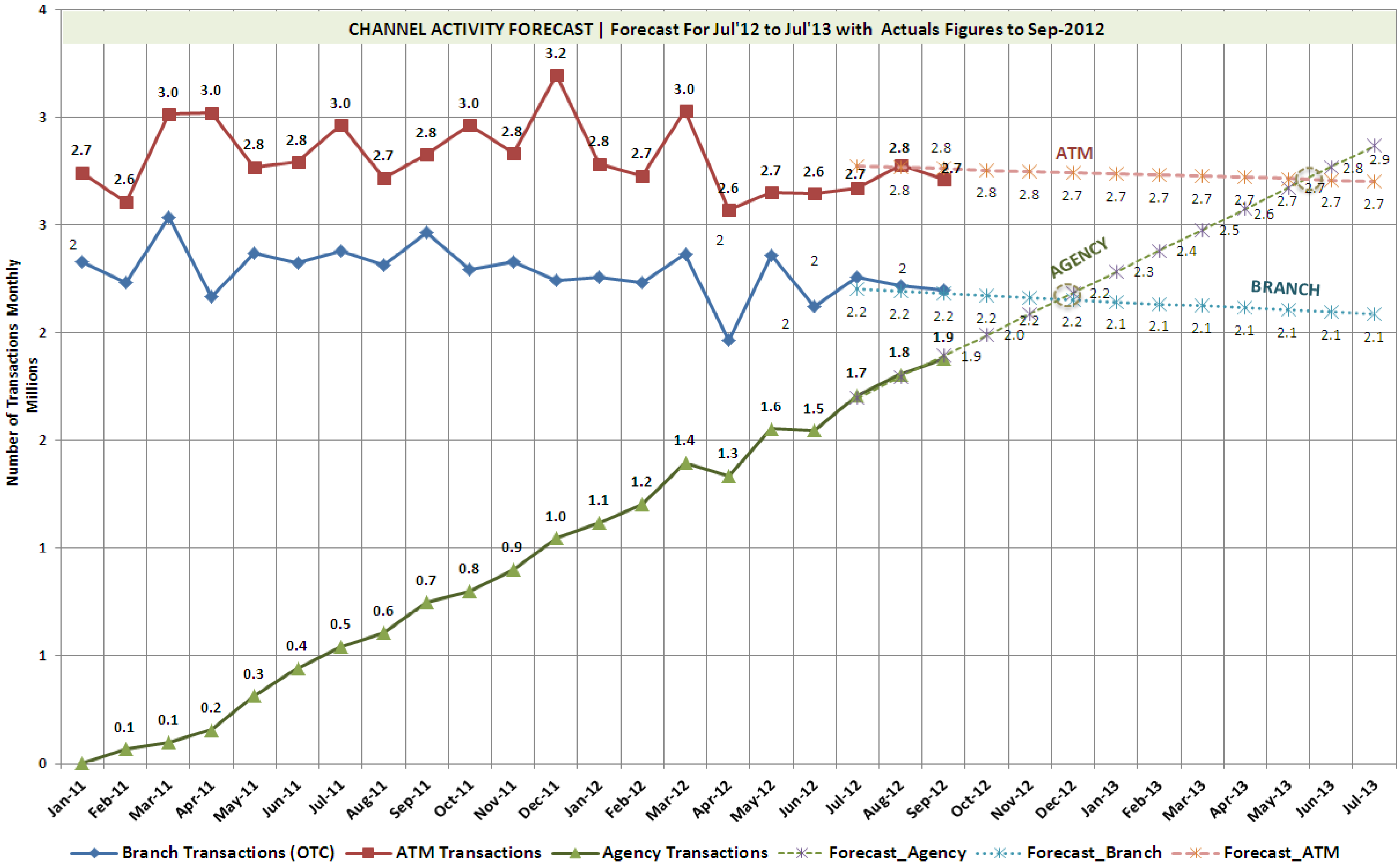
Savings Led Business Model …

Number of Transactions (ATM, Branch, Agency)



Savings Led Business Model …

Agency forecasted to surpass branch by close of 2012 and ATM by mid 2013



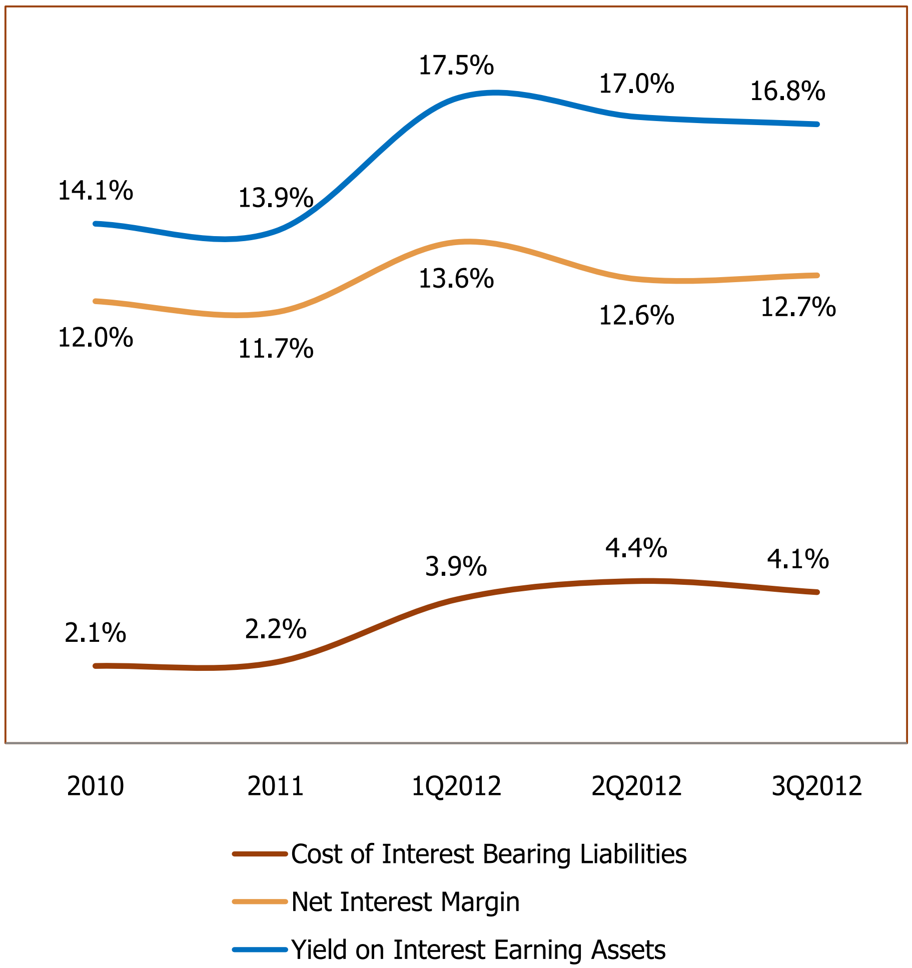
Financial Performance

Sustained Net Interest Margin

Strong, Sustainable Margins

- At 12.7% in Q3 2012 the Net Interest Margin has remained at a historically high level after increasing by 20bps from Q2 2012
- Asset yields remained high in the current elevated interest rate environment, although they came off slightly primarily due to lower yields on the Bank's government bond portfolio
- Cost of interest bearing liabilities continued pushing up as customers looked for higher returns on their deposits
  - However, the Bank's underlying business model of collecting large volume, small ticket savings & short term deposits ensured that cost of funding remained at manageable level
- Equity Bank continues to maintain its focus on customer acquisition in an efficient manner on both asset and liability sides to maintain an attractive net interest margin
- In addition, Equity Bank has focused on subordinated debt to improve interest margins

Net Interest Margin Evolution



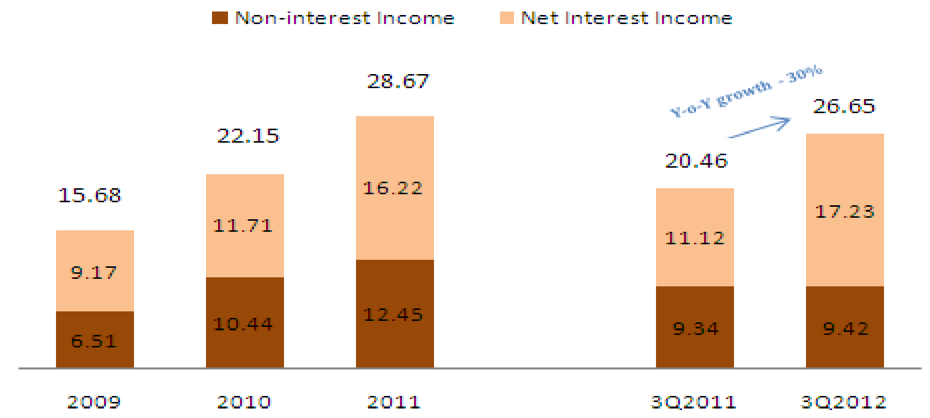
Profitability Drivers – Strong Revenue Generation Model

Strong Growth Driven by Interest Income

- Total income increased by 30% to Kshs 26.65 Bn in 3Q2012, predominantly driven by an increase net interest income (55%)
  - Net Interest income growth was predominantly driven by the year-on-year increase in customer loans and expanding margins
- At 35%, non-interest income remained a significant portion of total income
  - Non-interest income grew only by 1% year-on-year to Kshs 9.42 Bn primarily due to the decrease in fees on new loans (LACE) as lending slowed in 3Q2012 and lower trading in government securities

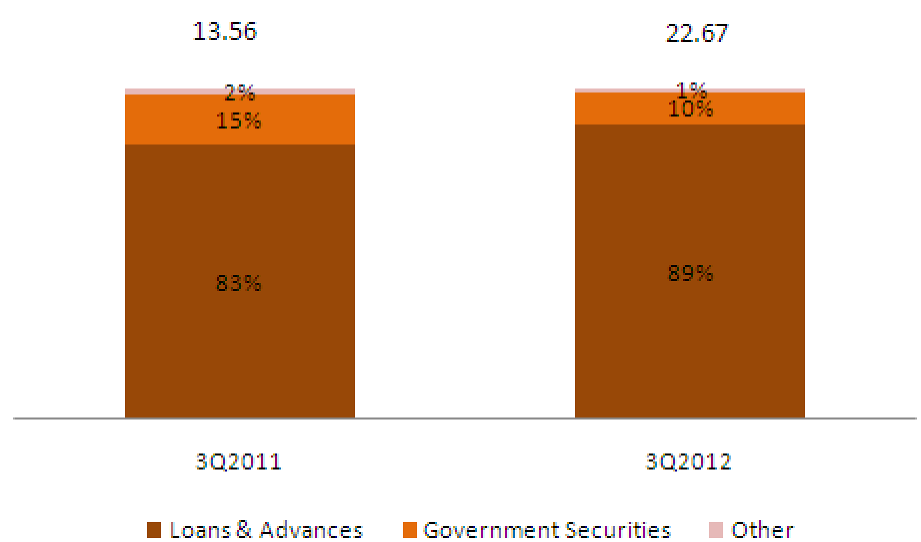
Total Income

Kshs Bn



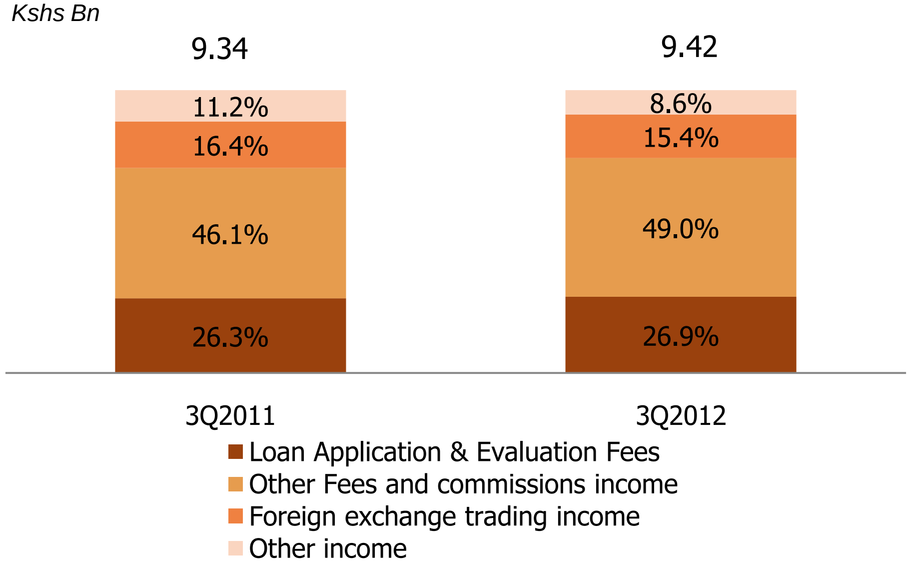
Gross Interest Income

Kshs Bn



Non-interest Income

Kshs Bn

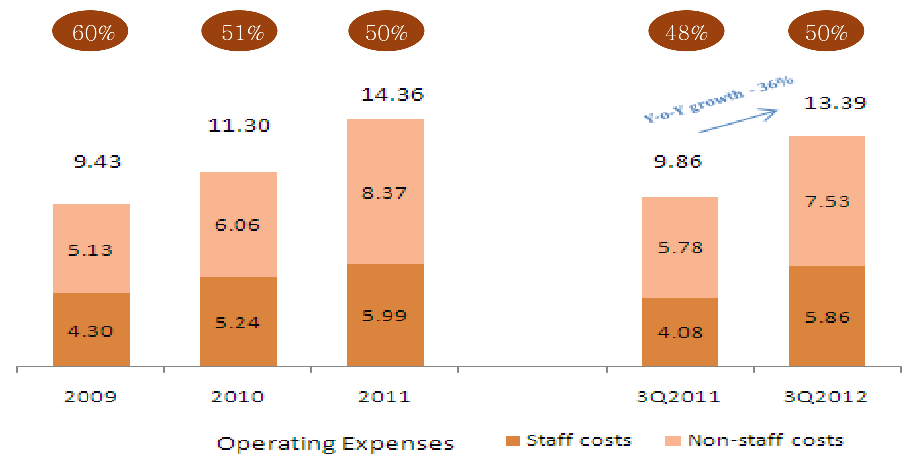


Profitability Drivers – Low Operating Expenses and Improved Efficiency

Increasingly Efficient Operations

- Operating expenses increased by 30% in 3Q 2012 to Kshs 14.96 Bn, driven by continuing investments for future growth:
  - Investments in information technology infrastructure
  - Investments in regional subsidiaries
  - Additional branches opened during the year which resulted in regional branch network increase from 172 to 203 since September 2011
- Despite the significant increase in operating expenses, in 3Q2012 the maintained its Cost to Income Ratio at 50%, the same level as during FY2011 and 1H2012
- Management continues to focus on developing innovative ways to optimize operational efficiency whilst yet providing unrivalled service
  - For example, outsourcing important transactional banking functions to agents allows for a substantial expansion of the business while maintaining costs under control

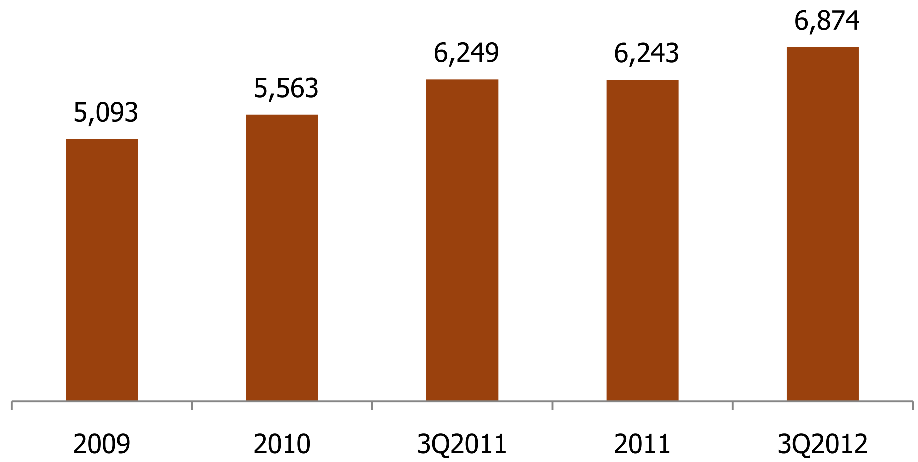
Operating Expenses* and Cost to Income Ratio



* - excluding loan loss provision

- Cost to Income Ratio

Average number of staff

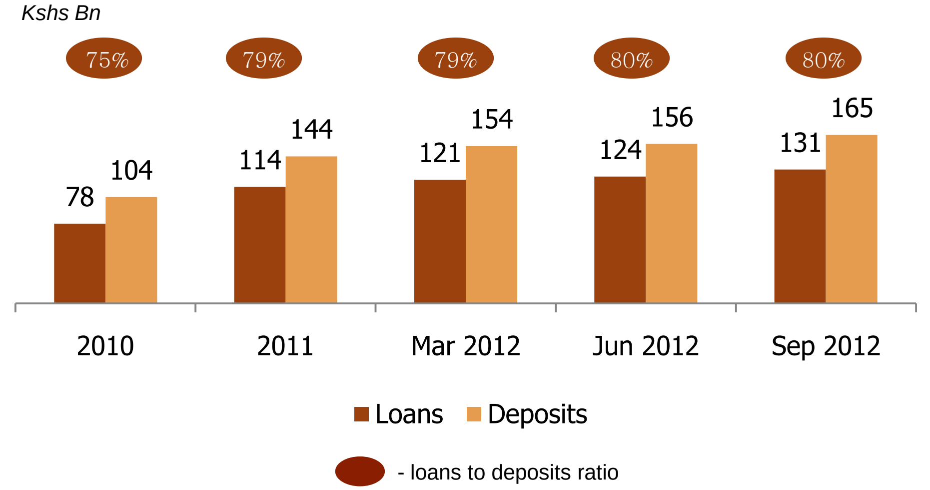


Robust, Liquid Balance Sheet

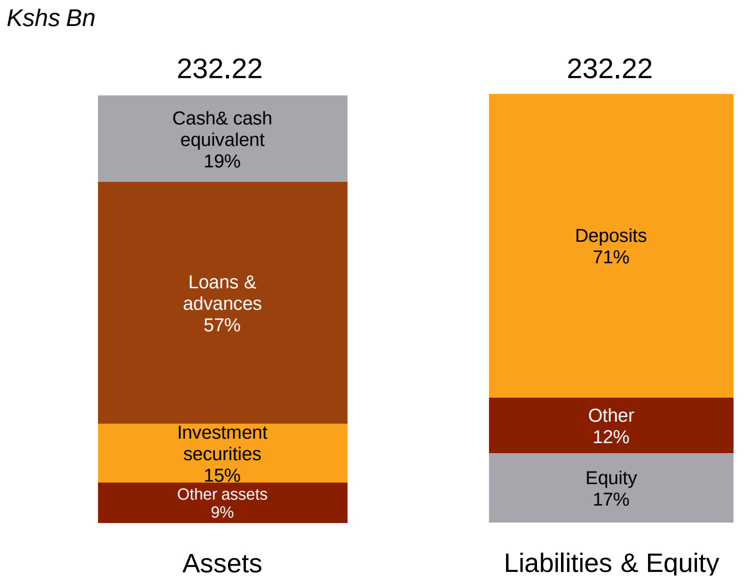
Strong, Liquid Balance Sheet

- The Bank continued to maintain a strong and liquid balance sheet at the end of 3Q2012
  - Core Tier 1 Ratio was 18% and total capital adequacy at 27%
  - Deposits remained the primary source of funding, with the loan to deposit ratio at 80%
  - Cash and cash equivalents amounted to 19% of total assets
- The strengths of its balance sheet allows the Bank to continue its growth despite the increased uncertainty in the macro environment and to capture quality opportunities that arise

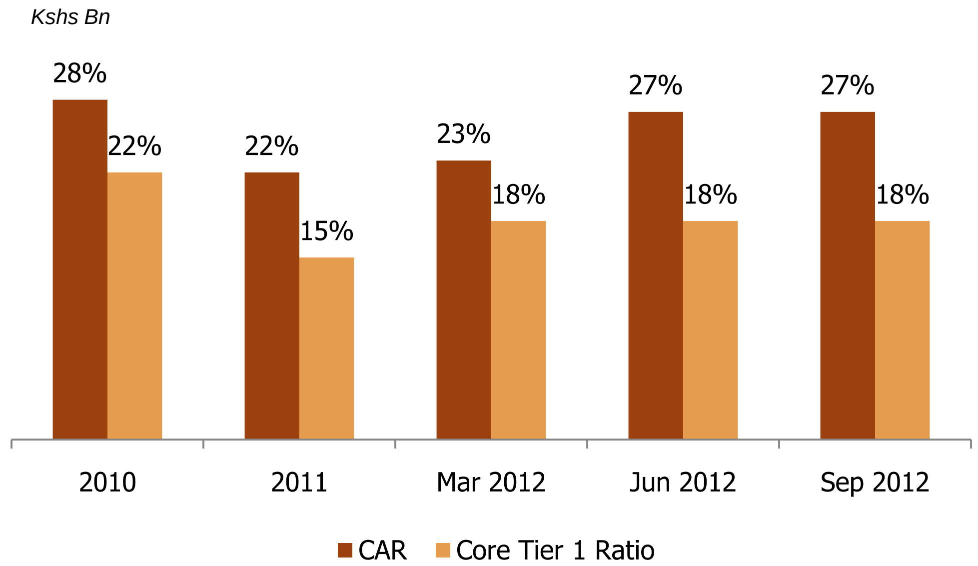
Loans and Deposits



Strong ALM and Diversification



Capital Adequacy



1. Other Assets includes Finance lease receivables, Tax recoverable, Prepaid leases, Deferred tax assets, Investment securities, PP&E, Due from related parties, Investments in associates, Intangible assets & goodwill and "Other assets"; Other liabilities includes Borrowed funds and "Other liabilities"
2. Based on net customer loans

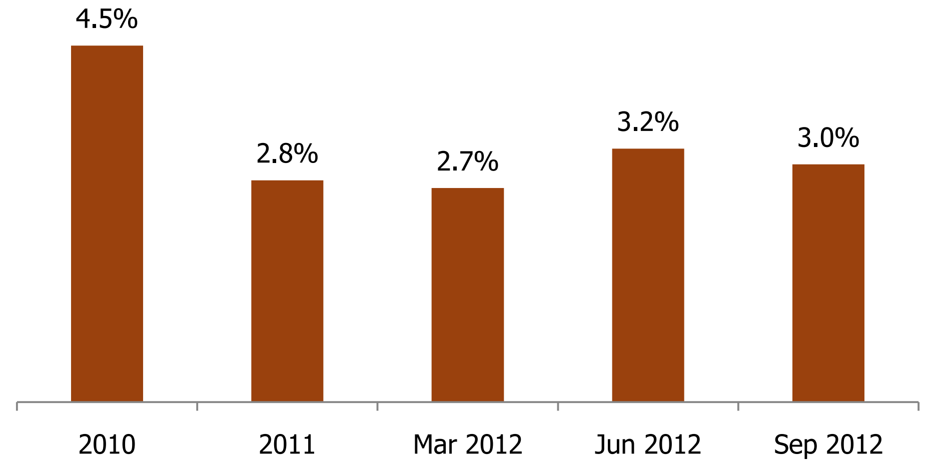
Sound Asset Quality

Commentary

- The NPL ratio has decreased by 12bps to 3.0% as less customers became overdue on their repayments as the macroeconomic environment improved gradually
- Despite the slight decrease in NPLs, the Bank maintained its conservative loan loss provisioning policy and kept its NPL coverage ratio* at 79%, approximately the same level as at the end of 2Q2012
- Closeness to, and deep understanding of, its customer base as well as its robust risk management system allow the bank to effectively manage credit risk even in these more uncertain periods as experienced recently

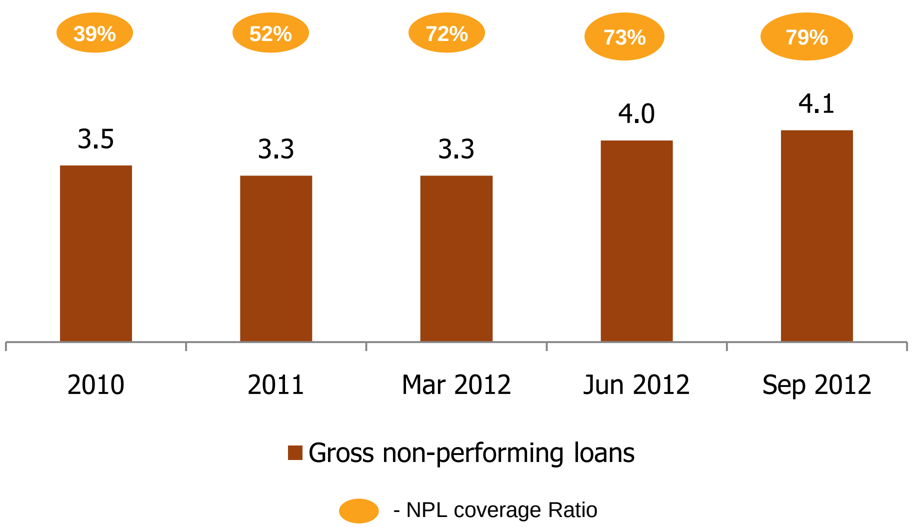
NPL Ratio

Gross NPLs / Gross Customer Loans



Non Performing Loans and NPL Coverage Ratio*

Kshs Bn



* - coverage of NPLs by specific provisions prescribed by prudential guidelines

Loan loss expense

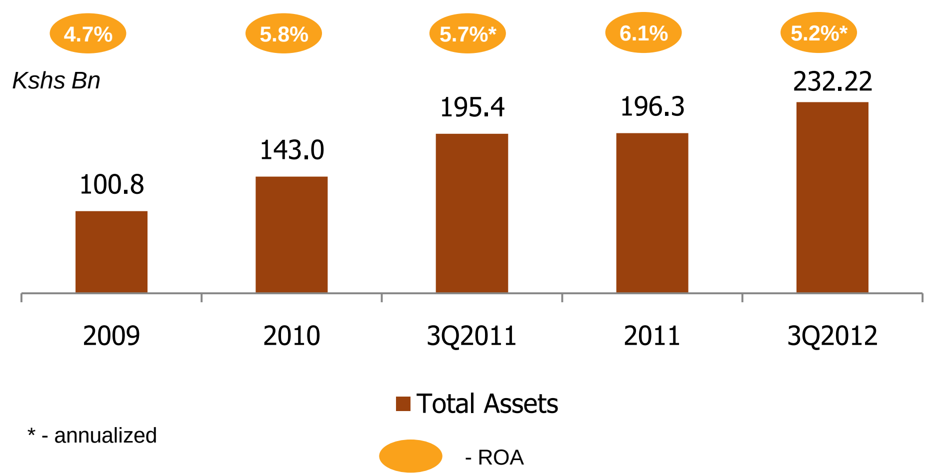
Kshs Bn

Continually Delivering High Profitability

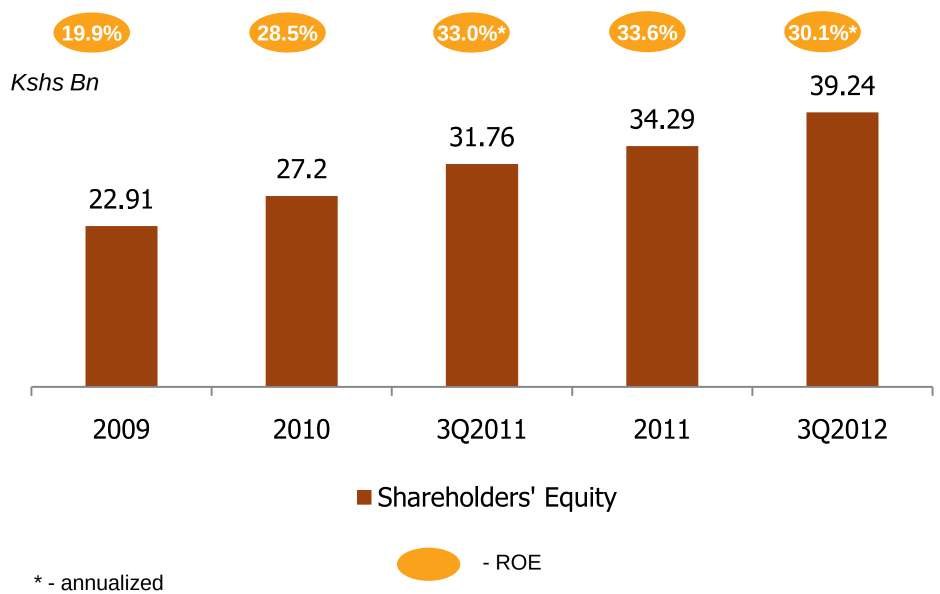
Continued High Profitability

- Returns on assets and shareholders' equity remained high despite the more difficult operating environment
- Profit before Tax of Kshs 11.79 Bn in 3Q2012 represented an increase of 30% compared to 3Q2011

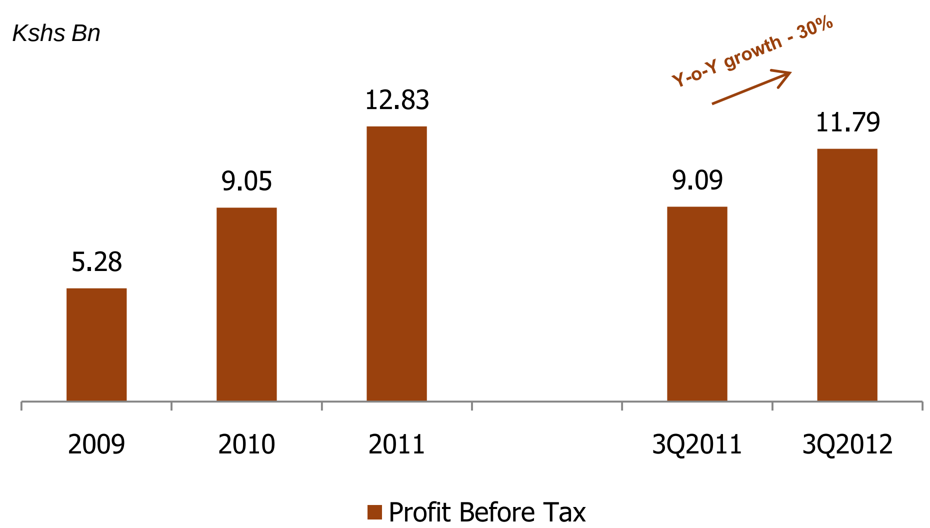
Total Assets and ROA



Shareholders' equity and ROE



Profit Before Tax



Financial Performance Highlights of Q3 2012

	September 2011	September 2012	Brief Comment
Profit Before tax	**Kshs 9.09 Bn**	**Kshs 11.79 Bn**	Strong year on year PBT growth of 30%
Profit After Tax	**Kshs 7.29 Bn**	**Kshs 8.30 Bn**	Growth of 14% in PAT reflecting the increased tax rate of 30% in 2012 compared to the 20% in prior years after exhausting the 5 years benefit of listing
Return on Equity	**33.0%**	**30.1%**	Sustained strong ROE driven by focus on core business and efficiency
Earnings Per Share	**2.63 KES / share**	**2.99 KES / share**	Growing returns to shareholders
Net Interest Margin	**11.5%**	**12.9%**	Increasing margins sustained by low-cost and efficient funding base
Cost-to-Income	**48%**	**50%**	Increase in cost income ratio reflecting set up costs in 2012 related to the new subsidiaries in Tanzania & Rwanda. In addition, there was an increase in branches from 172 to 203
Net Loans	**Kshs 109.37 Bn**	**Kshs 131.34 Bn**	Strong year on year growth of 20%
NPL Ratio	**3.12%**	**3.00%**	Maintained asset quality despite growth in loan book, reflecting sound risk management practices
NPL Coverage	**59%**	**79%**	Increased loan loss provisioning that underpin conservative and proactive risk management
Deposits	**Kshs 149.66 Bn**	**Kshs 164.59 Bn**	10% growth in deposits reflecting the sustainability of the savings led business model.
Total Assets	**Kshs 195.38 Bn**	**Kshs 232.22 Bn**	19% year on year growth in assets mainly driven by loan book

Appendix

Summary Balance Sheet

	Sep 2011	Sep 2012	Growth
Assets (Bn)	**KES**	**KES**	**KES**
Net Loans	109.37	131.34	20%
Cash & Bank Balances	39.01	44.38	14%
Government Securities	28.31	35.16	24%
Other Assets	18.69	21.34	14%
Total Assets	**195.38**	**232.22**	**19%**
Liabilities & Capital (Bn)			
Deposits	149.66	164.59	10%
Borrowed Funds	11.41	22.26	95%
Other Liabilities	2.55	6.13	140%
Shareholders' Funds	31.76	39.07	23%
Total Liabilities & Capital	**195.38**	**232.22**	**19%**

Stability & Compliance

	Sep 2012	Statutory Requirement	Excess
Core Capital to Total Deposits	19%	8%	11%
Core Capital to Risk Weighted Assets	19%	8%	11%
Total Capital to Risk Weighted Assets	28%	12%	16%
Liquidity Ratio	42%	20%	22%

Summary Profit & Loss

	Sep 2011	Sep 2012	Growth
Revenues (Bn)	**KES**	**KES**	**KES**
Total Interest Income	13.56	20.67	52%
Less: Total interest Expense	2.44	5.44	123%
Net Interest Income	**11.12**	**17.23**	**55%**
Total Non Interest Income	9.34	9.42	1%
Total Income	**20.46**	**26.65**	**30%**
Expenses (Bn)			
Staff costs	4.08	5.86	44%
Loan Loss Provision	1.61	1.57	(2)%
Other Expenses	5.78	7.53	30%
Total Operating Expenses	**11.47**	**14.96**	**30%**
Profit Share from Associate	0.10	0.10	0%
Profit Before Tax	**9.09**	**11.79**	**30%**
Taxation	1.80	3.49	94%
Profit After Tax	**7.29**	**8.30**	**14%**
Efficiency Ratio			
Cost / Income ratio	48%	50%	4%

Key Financials and Ratios

	Dec 2009	Dec 2010	Dec 2011	September 2012
Key Financials (Bn)	**KES**	**KES**	**KES**	**KES**
Total Assets	100.81	143.02	196.29	232.22
Customer Loans	63.33	78.30	113.82	131.34
Customer Deposits	69.84	104.43	144.17	164.59
Shareholders' Equity	22.91	27.20	34.29	39.24
Net Profit	4.23	7.13	10.33	8.30
Profitability				
NIM	12.8%	12.0%	11.7%	12.9%
Cost to Income Ratio	60%	51%	50%	50%
ROE	19.9%	28.5%	33.6%	30.1%
ROA	4.7%	5.8%	6.1%	5.2%
Asset Quality				
NPL Ratio	7.7%	4.5%	2.8%	3.0%
Cost of Risk (bps) – Loan loss expense to average loans	187	261	166	170
NPL Coverage	41.0%	39.0%	52.0%	79%
Liquidity / Leverage				
Loan / Deposit Ratio	90.7%	75.0%	79.0%	80.0%
Statutory Liquidity Ratio	32%	40%	37%	42%
Capital Adequacy Ratio				
Tier 1 Ratio	24%	22%	15%	18%
Capital Adequacy Ratio	31%	28%	22%	27%

Quarter on Quarter Analysis

INCOME STATEMENT

	Q1 2012 Kshs Bn	Q2 2012 Kshs Bn	Q3 2012 Kshs Bn	Growth Q2 '12 Vs. Q1 '12	Growth Q3 '12 Vs. Q2'12
Interest Income on Loans & advances	6.54	6.77	6.95	3%	3%
Interest Income on Gov't Securities, Placements & other	0.78	0.77	0.86	(1)%	12%
Interest Expenses	(1.63)	(1.96)	(1.86)	20%	(5)%
Net Interest Income	5.70	5.58	5.95	(2)%	7%
Non Interest Income	3.32	2.97	3.14	(11)%	6%
Total Income	9.01	8.55	9.09	(5)%	6%

EXPENSE STATEMENT

	Q1 2012 Ksh Bn	Q2 2012 Ksh Bn	Q3 2012 Ksh Bn	Growth Q2 '12 Vs. Q1 '12	Growth Q3 '12 Vs. Q2 '12
Loan Loss Provision	0.73	0.51	0.32	(30)%	(37)%
Staff Costs	2.05	1.84	1.97	(10)%	7%
Other Operating Expenses	2.53	2.33	2.66	(8)%	14%
Cost Income Ratio	51%	49%	51%	(4)%	4%
Interest Spread	13.5%	12.5%	12.7%	(7)%	2%

PROFIT & LOSS ACCOUNT

	Q1 2012 Ksh. Bn	Q2 2012 Ksh. Bn	Q3 2012 Ksh. Bn	Growth Q2 ‘12 Vs. Q1 ’12	Growth Q3 ‘12 Vs. Q2 ‘12
PBT	3.73	3.89	4.25	4%	9%
PAT	2.64	2.76	2.98	5%	8%
EPS	2.85	2.99	3.22	5%	8%
ROE	31.4%	32.2%	31.8%	3%	(1)%
ROA	5.2%	5.2%	5.2%	0%	0%

ASSETS

	Q1 2012 Ksh. Bn	Q2 2012 Ksh. Bn	Q3 2012 Ksh. Bn	Growth Q2 Vs. Q1 2012	Growth Q3 Vs. Q2 2012
Net Loans	121.13	124.46	131.34	3%	6%
Cash & Bank Balances	38.36	44.24	44.38	15%	0.3%
Government Securities	29.64	30.14	35.16	2%	17%
Other Assets	19.84	21.05	21.34	6%	1%
Total Assets	208.97	219.89	232.22	5%	6%

FUNDING

	Q1 2012 Ksh. Bn	Q2 2012 Ksh. Bn	Q3 2012 Ksh. Bn	Growth Q2 Vs. Q1 2012	Growth Q3 Vs. Q2 2012
Deposits	**153.68**	**155.68**	**164.59**	**1%**	**6%**
Borrowed Funds	**14.90**	**22.73**	**22.26**	**53%**	**(2)%**
Other Liabilities	**7.49**	**5.68**	**6.13**	**(24)%**	**8%**
Shareholders' Funds	**32.90**	**35.80**	**39.24**	**9%**	**10%**
Total Funding	**208.97**	**219.89**	**232.22**	**5%**	**6%**

Asset Quality Trend

(In Millions)	Dec-10 KES	Mar-11 KES	Jun-11 KES	Sep-11 KES	Dec-11 KES	Mar-12 KES	Jun-12 KES	Sep-12 KES
Gross NPL	3,599	3,967	4,070	3,503	3,250	3,311	4,036	4,062
Provisions	1,386	2,117	2,095	2,064	1,680	2,397	2,962	3,205
Net NPL	2,213	1,850	1,975	1,438	1,570	914	1,074	857
Coverage of NPL	39%	53%	51%	59%	52%	72%	73%	79%
Gross NPL/GL	4.5%	4.5%	4.2%	3.1%	2.8%	2.7%	3.2%	3.0%
Net NPL/GL	3.0%	2.1%	2.0%	1.3%	1.3%	0.74%	0.84%	0.63%

Top Notch Corporate Governance and Management

Corporate History and Development

1984

- **Equity Bank was founded** as Equity Building Society in **October 1984**

1994-95

- **Complete overhaul of firm's strategy** and operations in exchange for avoiding dissolution having been declared technically insolvent by Kenya Central Bank **which led to the Bank's rebirth**
  - Mission drift and **re-engineering of the business model**
  - Focus on Bottom of the Pyramid – **emphasis on savings**
- **James Mwangi** was **hired** as **Finance Director** and **embarked on key initiatives** which quickly contributed to the **company's turnaround**

1997-02

- Capacity building in people, processes and procedures
- **Focus on Efficiency** through computerization
- **Capital raising** – AfriCap, 16% shareholding **US$1.6 MM**

2004-06

- **James Mwangi** appointed as **CEO in 2004**
- Re-engineering and transformation to an inclusive financial services provider through conversion to a commercial bank
- **US$10 MM Private Placement** – British American, 16%
- **Listing of Equity Bank** on the **Nairobi Stock Exchange**, with an initial valuation of **KSH6.3 Bn** in August 2006

2007-08

- Consolidation through **recapitalization** – Helios EB (OPIC, IFC, George Soros, CDC) - **US$185 MM**
- Diversification & Regional Expansion
- Social entrepreneurship – Brand repositioning through social investments

2012

- **Transformation** into retail bank **considered as inspirational success story**
  - Received **multiple accolades and awards** globally
    - **James Mwangi named African Banker** of the Year in 2010 and 2011, **Best Bank in Kenya 2011 by Euromoney**
    - **Dr James Mwangi named Ernst & Young World Entrepreneur of the year 2012 in Monte Carlo, Monaco**

Corporate Governance

- Board of Directors comprise of 10 Non–Executive Directors and two Executive Directors
- All Board members are vetted before appointment to take into account professional qualifications, integrity and track record
- The Board conducts a self evaluation exercise in keeping with highest international standards which focuses on the role and responsibility of the Board, structure, functions and processes, meetings among other critical areas
- The Board has established 7 committees to assist in guiding the direction of the Bank
  - These are Audit, Credit, Risk Management & ALCO, Governance, Nominations and Staff Remuneration, Tendering & Procurement, Strategy & Investment, Executive Committees

– All the committees are governed by charters setting out their mandates and authority

Global Executive Management

Dr. James Mwangi, CBS
- Chief Executive Officer & Managing Director
- Holds a Bachelor of Commerce degree and is a Certified Public Accountant
- Over 22 years of management experience and joined the bank as a Finance and Operations Director in 1994

GERALD WARUI
– Director of Human Resource and Customer Experience
– Certified Public Accountant (CPA K) and a graduate of Advanced Management.
– Gerald joined Equity in 1997.

Julius Kipng'etich
– Chief Operating Officer
–Holds a Masters of Business Administration degree and Bachelor of Commerce degree Accounting Option.
– Over 17 years of management experience. He joined Equity Bank board in 2004 and management in 2012.

Allan Waititu
Director of IT and Innovation Center
- Graduate of Advanced Management Programme
- Over 20 years experience in information technology and banking. Allan joined Equity in 2003.

HILDAH MUGO
– Director of Operations
– Holds a MBA – strategic management and a Bachelor of Business Administration
- Over 20years of banking experience and joined Equity in 2004.

Mary Wamae
Director of Corporate Strategy & Company Secretary
- LLB degree, Diploma in Law & Certified Public Secretary
- Over 13 years of experience in legal practice and joined the Bank in 2004

John Staley
Director of Mobile Banking and Payment Innovations
- MSc. in Applied & Computational Mathematics, BSc. in Physics; qualified Chartered Accountant
- Over 22 years of experience and joined Equity in 2003.

Samson Oduor
– Chief Finance Officer
– Bcom degree (Finance and Accounting) and is a Certified Public Accountant. – Over 23 years of experience in the finance and banking career. Sam joined Equity in 2012.

MICHAEL WACHIRA
– Director of Treasury, Trade Finance and Marketing
– Holds a Bachelor of Science degree in Economics and a MSc in Investment Management.
– Over 15 years of experience and joined Equity in 2009.

COLLINS OTIWU
– Finance Director
– Holds an MBA (Finance), Bachelor of Commerce and is CPA(K) and a Certified Information Systems Auditor (CISA).
– Over 14 years experience. Collins joined Equity in 2011.

Global Executive Management

ISAAC MWIGE
– Director Corporate Banking
– Holds a Masters degree in International Business Administration and bachelor of Business Administration
– Over 14 years experience in Banking covering Corporate & Retail Banking. Isaac joined Equity in 2012.

ELIZABETH GATHAI
– Director of Credit
–Holds a MBA, Bachelor of Commerce degree in finance, and a CPA (K).
– She has 10 years of banking experience and joined Equity Bank in 2001.

PAUL GITAHI
– Executive Director, Equity Bank South Sudan
– Is a career banker.
– Over 24 years experience and has worked for Equity for over 10 years.

SAMUEL MAKOME
– Managing Director, Equity Bank Tanzania
– Holds a Bachelor of Science (Engineering) Degree and is an Associate of the Chartered Institute of Bankers, London.
– Over 19 years experience in Banking and joined Equity in 2009

JOSEPH IHA
– Executive Director, Equity Bank Tanzania
– Holds a Bachelor of Education in Accounting and Mathematic.
– Over 12 years and joined Equity Bank in 2005.

BILDARD FWAMBA
– Internal Auditor
– Holds a Bachelor of Commerce (Accounting) Degree and is a CPA (K).
– He has 15 years experience in Finance and joined Equity Bank in 2004.

FRANCIS C G MILLS – ROBERTSON
– Managing Director, Equity Bank Uganda
– Holds a BA (Hons) Social Sciences degree and is an associate of the Oxford University Society.
– Over 15 years cumulative experience in Banking and Finance. Francis joined Equity in 2010.

SAMUEL KIRUBI
– Managing Director, Equity Bank Rwanda
–Holds an MBA (finance) and a Bachelor of Arts degree in Economics and statistics
–He has over 12 years banking experience and joined Equity in 2001.

APOLLO NJOROGE
– Executive Director, Equity Bank Uganda
– Holds a Masters degree in International Business Administration in Finance, a Bachelor of Science (Hons) in Mathematics and Physics.
– He has over 18 years banking experience and has worked for Equity for over 10 years..

THANK YOU

Dr James Mwangi, CBS
Group Managing Director & CEO

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Web site: www.equitybankgroup.com