



EQUITY BANK GROUP

INVESTORS BRIEFING

2011 Q3 PERFORMANCE



Qualitative Performance Review

BUSINESS DRIVERS

	SEP 2010	SEP 2011	Growth
Number of Customers	5.65M	6.71M	19%
Number of Branches	161	172	7%
Number of ATMs	523	541	3%
Number of Staff	5,276	6,249	18%
Telcos connected	1	4	300%

FUNDING

	SEP 2010 Ksh Billion	SEP 2011 Ksh Billion	Growth
Deposits	99.23	149.66	51%
Subordinated debt	7.09	11.41	61%
Shareholders' Funds	28.07	31.76	13%
Total Funding	136.58	195.38	43%

ASSETS

	SEP 2010 Ksh Billion	SEP 2011 Ksh Billion	Growth
Loans	70.9	109.4	54%
Government Securities	33.46	28.31	(15)%
Cash & Bank Deposits	18.42	39.01	112%
Total Assets	136.58	195.38	43%

ASSET QUALITY

	SEP 2010 Ksh. Million	SEP 2011 Ksh. Million	Change %
Gross NPL	3,578	3,503	(2)%
NPL/Gross Loans	4.91%	3.1%	(36)%
Asset Quality	2.7%	1.3%	(53)%

ASSET QUALITY TREND



	Jun-10	Sep-10	Dec-10	Mar-11	Jun-11	Sep-11
Gross NPL	4,337	3,578	3,599	3,967	4,070	3,503
Provisions	1,764	1,601	1,386	2,117	2,095	2,064
Net NPL	2,573	1,977	2,213	1,850	1,975	1,438
Coverage of NPL	41%	45%	32%	53%	51%	59%
NPL/GL	6.2%	4.9%	4.5%	4.5%	4.1%	3.1%
Asset Quality	3.7%	2.7%	2.8%	2.1%	2.0%	1.3%

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STABILITY & COMPLIANCE



	SEP 2011	Statutory Requirement	Excess
Core Capital/Total Deposit Liabilities	17.1%	8%	9.1%
Core Capital/Total Risk Weighted Assets	17.9%	8%	9.9%
Total Capital/Total Risk Weighted Assets	23.4%	12%	11.4%
Liquidity Ratio	34.3%	20%	14.3%

GROUP LIQUIDITY AND CAPITAL ADEQUACY RATIO



	SEP 2011	Requirement	Excess
Capital Adequacy Ratio	21.7%	12.0 %	9.7%
Liquidity Ratio	40.3%	20.0%	20.3%

INCOME STATEMENT



	SEP 2010 Ksh Billion	SEP 2011 Ksh Billion	Change
Interest Income on Loans	8.38	11.19	34%
Interest on Govt Sec & Fin inst.	1.50	2.36	57%
Total Interest Income	9.88	13.55	37%
Total Non Interest Income	8.12	9.34	15%
Total Income	16.51	20.46	24%
Ratio of net interest income to Total income	51%	54%	7%

EXPENSE STATEMENT

	SEP 2010 Ksh Billion	SEP 2011 Ksh Billion	Change
Total Interest Expense	1.49	2.44	63%
Staff Costs	3.76	4.10	9%
Loan Loss Provision	1.83	1.61	(12)%
Total Operating expenses	10.04	11.47	14%
CIR (With Provisions)	61%	56%	8%
CIR(Without Provisions)	50%	48%	3%
Unrealised gain/(loss) – other comprehensive income (OCI)	1.42	(1.38)	(197)%

PROFIT & LOSS ACCOUNT

	SEP 2010	SEP 2011	Growth
Profit Before Tax	6.53B	9.09B	39%
Profit After Tax	5.13B	7.29B	42%
Earnings Per Share	1.85	2.63	42%
Return on Equity	26.8%	33%	23%
Return on Assets	5.8%	5.7%	(0.2)%

Qualitative strategic performance/ achievements



Strong Brand

- Highest Rated Brand in Kenya AAA+
- 4th most valued brand in Kenya
- 3rd most prestigious brand in Kenya – gives Kenyans pride
- Most impactful brand on Kenyans
- East Africa banking super brand
- Best Bank in Kenya – EUROMONEY

Recent global recognitions and achievements



2011 Global Awards:

- Best Initiative in Support of SMEs and the MDGs
- Best Performing Ai 40 Company- Africa Investor
- New Sustainability Champions -World Economic Forum
- African Banker of the Year- African Banker



THANK YOU

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