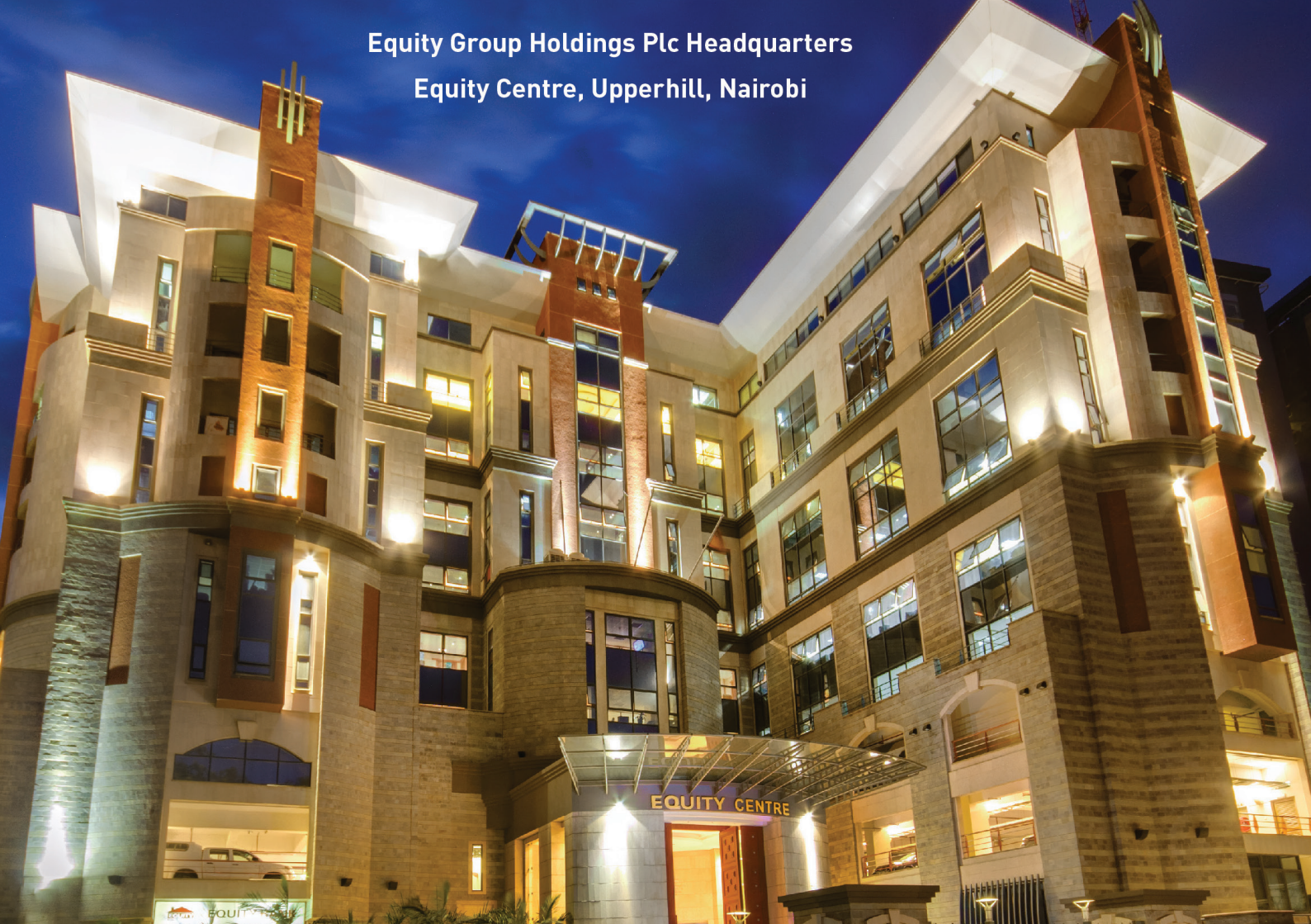


INVESTOR BRIEFING Q1 2024 PERFORMANCE



Equity Group Holdings Plc Headquarters
Equity Centre, Upperhill, Nairobi



Equity Group's Philosophies

Our Purpose:

Transforming lives, giving dignity and expanding opportunities for wealth creation.

Our Vision:

To be the champion of the socio-economic prosperity of the people of Africa.

Our Mission:

We offer integrated financial services that socially and economically empower consumers, businesses and communities.

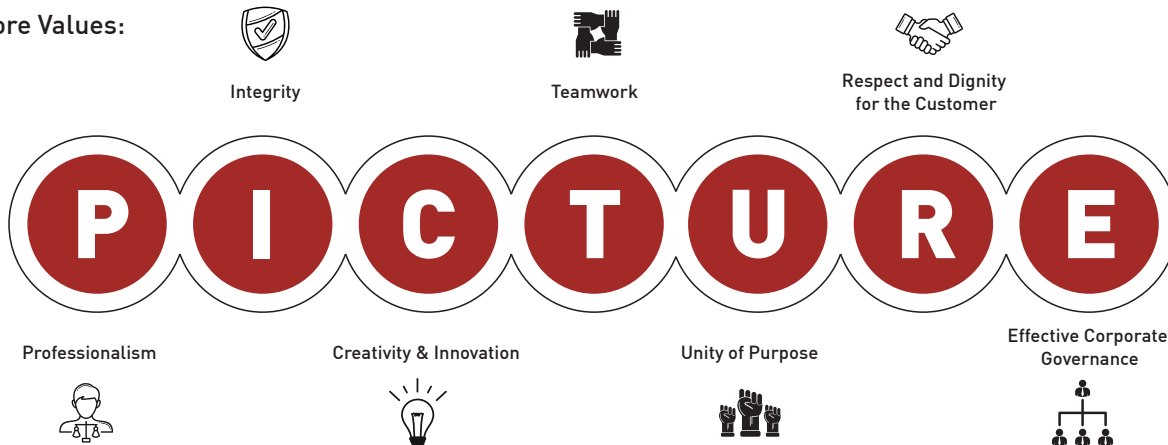
Positioning Statement:

We provide inclusive financial services that transform livelihoods, give dignity and expand opportunities.

Our Inspiration

That when years turn our vision dim and gray, we shall still see beauty in the tired wrinkles of our faces and shall take comfort out of the fact and knowledge that when we were given the opportunity, we did all we could to empower our people to exploit opportunities and realize their full potential on the road to economic prosperity.

Our Core Values:



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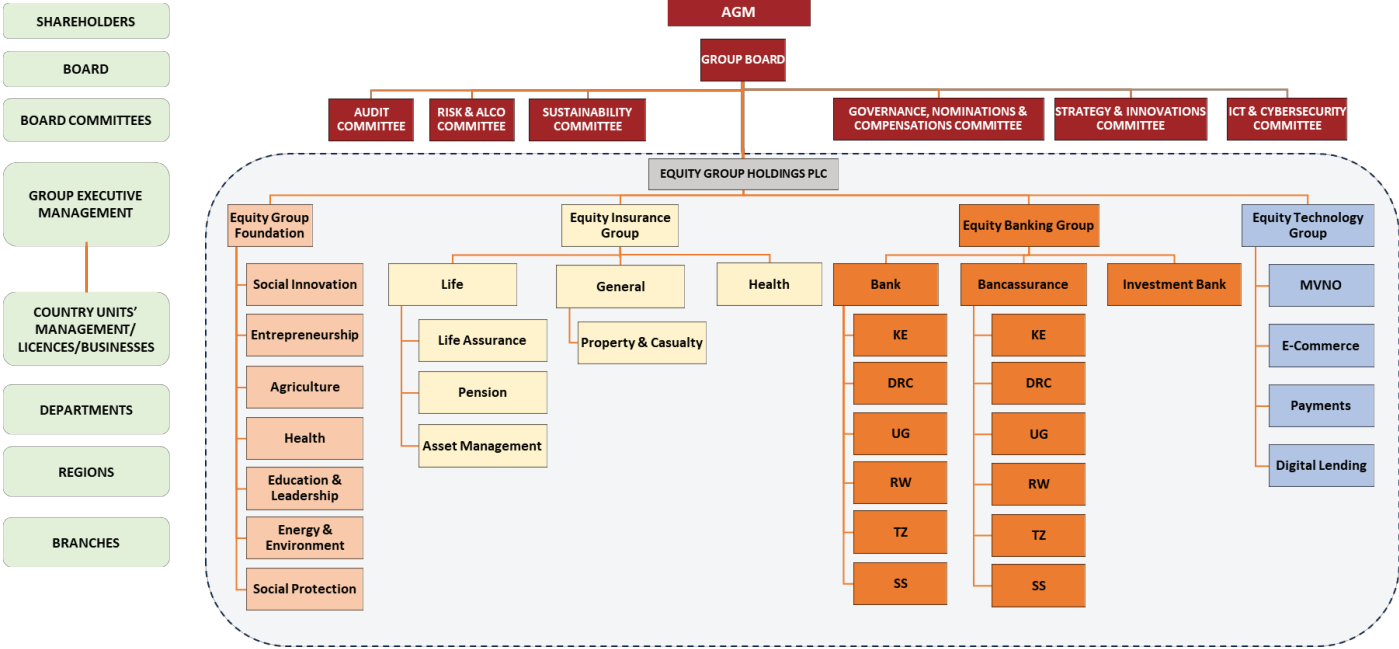
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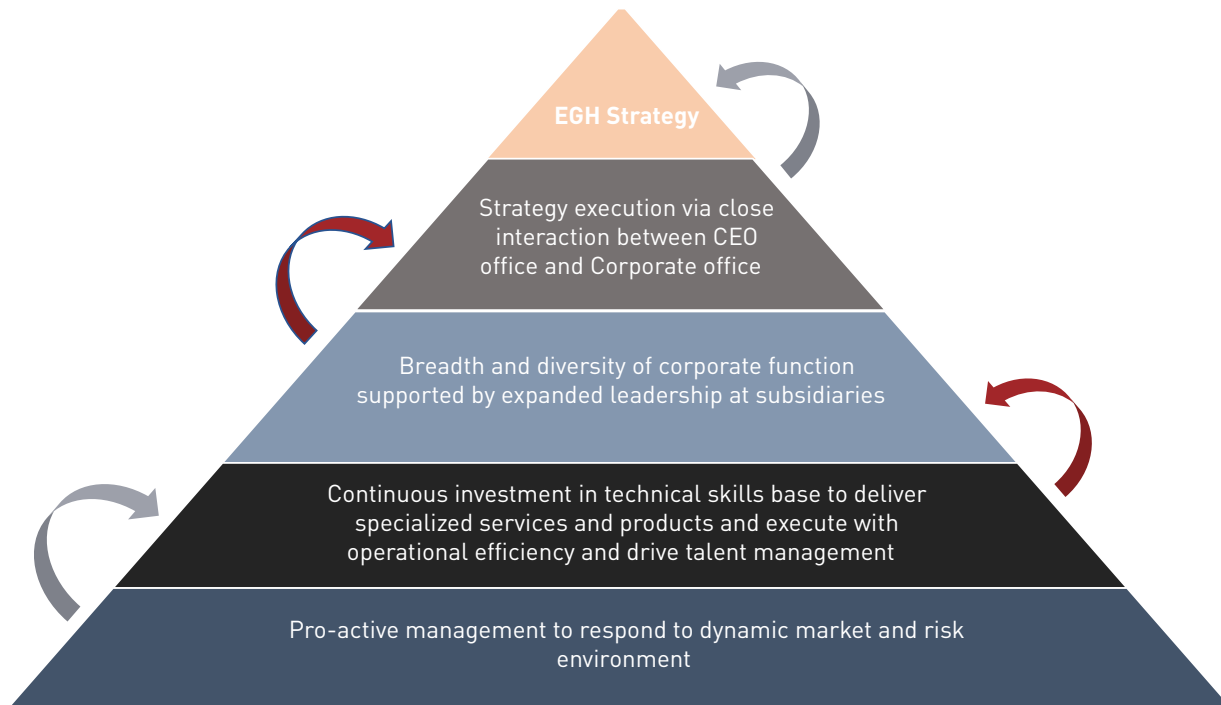
Governance and Organizational Structure

Governance & Risk Management Framework



Governance and Organizational Structure

Breadth and Depth of the Management Team



Group Executive Management



Dr. James Mwangi, CBS
Group Managing Director &
Chief Executive Officer



Mary Wamae
Group Executive Director



Samuel Kirubi
Group Chief Operating
Officer



Brent Malahay
Group Chief Strategy Officer



Gertrude Karugaba
Chief Legal Officer



Sam Gitwekere
Group Chief Risk &
Compliance Officer



David Ngata
Group Finance Director



Emmanuel Deh
Group Director Credit Risk



Lydia Ndirangu
Group Company Secretary

Group Executive Management



David Ssegawa
Group Director Human
Resources Operations



Ignatius Chicha
Group Director Treasury



Rene Kalonji
Chief Product Officer



Christine Browne
Group Director Special
Assets



Joy DiBenedetto
Group Director
Communications



Michael Kwofie
Chief Information Officer



Paul Wafula
Group Director Compliance



Thelma Kganakga
Chief Information
Security Officer



Bildard Fwamba
Chief Internal Auditor

Group Executive Management



Gerald Warui
Managing Director,
Equity Bank Kenya



Isabella Maganga
Managing Director,
Equity Bank Tanzania



Anthony Kituuka
Managing Director,
Equity Bank Uganda



Addis Ababa Othow
Managing Director,
Equity Bank South Sudan



Hannington Namara
Managing Director,
Equity Bank Rwanda



Célestin Muntuabu
Managing Director,
EquityBCDC S.A.



Angela Okinda
Managing Director, Equity Life
Assurance (Kenya) Limited

Group Board of Management



Prof. Isaac Macharia
Non-Executive Chairman



Dr. James Mwangi, CBS
Group Managing Director and
Chief Executive Officer



Mary Wamae
Group Executive Director



Dr. Edward Odundo
Non-Executive Director



Vijay Gidoomal
Non-Executive Director



Jonas Mushosho
Non-Executive Director



Dr. Helen Gichohi
Non-Executive Director



Dr. Evans Baiya
Non-Executive Director



Lydia Ndirangu
Group Company Secretary



Press Release

Press Release

EQUITY GROUP HOLDINGS REGISTERS STRONG RECOVERY

- 25% growth in profit after tax of Kshs.16 billion for 1st quarter 2024
- 29.1% return on average equity year on year to 31st March 2024
- 65% Group profit after tax contribution by subsidiaries speaking to successful transformation to a financial integrated services group
- Strong start of business lines diversification with non-banking contributing 3.4% of the Group profit after tax driven by insurance subsidiary
- Insurance subsidiary achieves 4th position in the market with 9% market share respectively in its second year of operations and records 106% growth in profits and 54% return on average equity
- Brand ascends to become the world's second strongest financial brand and the region's most valuable brand.

Nairobi Monday 13th May 2024..... After reporting a 5% decline in profit after tax for the year ended 31st December 2023, Equity Group Holdings has bounced back recording strong 1st quarter results. Profit after tax for the period ended 31st March 2024 grew by 25% to a record Kshs.16 billion compared to a similar period last year. Differentiated strong leadership decision making, and an agile balance sheet drove the swift recovery. Bold decisive actions saw growth in deposits placements to 11% compared to the deposits growth of 29% registered for the year ended 31st December 2023, as the Group skipped expensive deposits. Growth in long-term borrowed funds saw a decline of 21% year on year for the period ended 31st March 2024 as the Group paid out maturing repriced expensive dollar denominated loans.

Given the elevated credit risk characterized by high non-performing loans environment, the Group enhanced credit risk underwriting resulting to a 3% year on year growth in loan book as at 31st March 2024 compared to a 26% growth rate for the year ended 31st December 2023. This also led to re-allocation of lending from private sector credit to public sector lending through government securities, which grew to 21%. Consequently, the cost of credit risk dropped to 2.9% for the period to 31st March 2024 from 4.4% for the year ended 31st December 2023. The loan to deposit ratio stood at 63% as at 31st March 2024 compared to 65.3% as at 31st

December 2023. There was slow customer deposits growth and decline in long-term loans yielding a lower year on year growth of interest expense for the reporting period to 31st March 2024 to 41% compared to 53% for the year ended 31st December 2023. Interest income for the period to 31st March 2024 grew to 33% compared to 30% for the year ended 31st December 2023. Growth of net interest income accelerated to 28% for the period ended 31st March 2024 compared to 21% for the year ended 31st December 2023. Provisions grew to 84% for the period ended 31st March 2024 compared to the 139% for the year ended 31st December 2023. NPL coverage as at 31st March 2024 reporting, improved to 68.5% compared to 67.3% reported on 31st December 2023.

Through our efficiency pursuits at the operational level, growth in total costs declined from 52% for the year to 31st December 2023 to a growth of 28% for the period to 31st March 2024. This decline in total costs effectively improved cost to income ratio for the period to 31st March to 47.1% down from 52.3% for the period to 31st December 2023. In addition, digitization and automation of processes has significantly enhanced convenience and ease to customers in self-serving using own devices and 3rd party infrastructure which has shifted the cost structure of the Group from fixed cost to variable costs.

While releasing the results Dr James Mwangi, Equity Group Managing Director and CEO said, “The recovery momentum is strong after accepting and adapting to the new normal of operating in an environment characterized by Volatility, Uncertainty, Complexity and Ambiguity – VUCA. An environment defined by high inflation, interest rates and volatile currency exchange rates.”

As deliberate decisions and actions stabilize the internal operating environment while adjusting strategic intents to new scenarios of the new normal, the external operating environment continued to experience volatile, complex, uncertain, and ambiguous macro-economic turbulence of extreme volatility in currency exchange rates, high interest rates and inflation. The resultant business shocks saw balance sheet growth slow down to 10% compared to 26% registered for the year ending 31st December 2023. Loan uptake year on year to 31st March 2024 grew at 3% compared to a growth of 26% for the period to 31st December 2023. Customer deposits growth matched the decline on balance sheet growth to record 11% compared to 29% growth to 31st December 2023. Early signs of calmness in the global macro environment are visible with declining inflation, peaking of interest rates and early signals of green shoots. At the domestic front, inflation has started to decline, interest rates have peaked, exchange rate volatility has reduced, and the East and Central African region shows signs of renewed growth. The Group's mark to market losses have reduced to Kshs 48.4 billion from a high of Kshs 78 billion in 3rd quarter of 2023. The strong defensive strategy anchored on strong governance,

leadership and strong values-based organization culture that emphasizes execution and performance, effective and efficient systems, processes and procedures, and a strong customer-centric value proposition of affordability and high-quality products and services delivered with ease and simplicity underpins the recovery and turnaround.

A clamor by the developing world, mainly the global south, for a global reset through financial and governance reforms at multilateral institutional level has made navigating and managing the economic and social environment complex and challenging. A strong risk management framework for a strong trusted brand, strong capital, liquidity, and asset quality buffers have helped leadership and management in being bold and decisive. Group liquidity stood at 52.1% with a balance sheet of Kshs.1.69 trillion nearly split equally between a loan book of Kshs.779 billion and liquid assets of Kshs.752 billion split between cash and cash equivalent of Kshs.279 billion and investment in government securities of Kshs.473 billion.

A strong liability franchise with 20 million deposit customers contributing Kshs 1.236 trillion of the Kshs 1.69 trillion and underpinned by long-term funding of Kshs.343 billion made up of long-term debt funding of Kshs 125 billion and Kshs.219 billion of share capital and shareholders' funds. The Group in pursuit of financial inclusion has built a diversified loan portfolio of Kshs.779 billion out of the total funding of Kshs.1.69 trillion, spread 40% among corporates and large enterprises, 26% among micro, small and medium enterprises, 28% retail and consumer and 6% among public service institutions in all sectors and segments of the real economy helping diversify credit risk concentration. Group NPLs have peaked at an elevated level of 13.2% but compare favorably with industry NPL ratio of 15.5% and coverage of 68.5%.

In its relentless execution of the Africa Recovery and Resilience Plan – ARRP, the Group has successfully transformed from a Kenyan banking leader to a regional systemic financial services leader. The Group boasts of being in the top five position in 5 out of 6 countries it operates in, with operations in 3 of the countries being the top 2 market leaders. The regional banking subsidiaries contributed 63% of the Kshs.20.4 billion profit before tax with a return on average equity of 27.6%, cementing the Groups position as the regional banking leader.

Equity Group's strategy to evolve with the needs of its customers and the economies it helps to connect and integrate has led to business diversification beyond financial inclusion by diversifying offering and moving up the value chain as it scales and connects

fragmented supply chains and trade routes. As a result of business and product diversification, non-funded income contributed 43.9% of the total income of Kshs.49.6 billion at Kshs.21.8 billion. Treasury contributed 30% of all gross income of Kshs 64.8 billion at Kshs.19.6 billion while Trade Finance revenue grew at 22% to Kshs. 3.1 billion whilst off balance sheet Trade Finance facilitation grew by 23% to Kshs.205.6 billion.

The new life insurance business took a strong start with robust growth in its second year of operations. Profit after tax grew 106% to Kshs.321 million while total insurance assets grew by 288% to close at Kshs.20.8 billion while return on average Equity grew 25% to 54% up from 43% whilst posting a positive Insurance Service Result, indicative of strong underwriting practices. This confirms that there is a significant opportunity in insurance by providing relevant, innovative and technology driven solutions to the underserved. In its second year of operations, the life insurance subsidiary has risen to the 4th position in the industry in Gross Written Premiums with 9% market share and number 2 position in Group Credit Business with an 18% market share, position 4 on profitability and position 7 in size in terms of total assets and provided the highest in Return on Equity as at 31st December 2023. 2024 signaled a strong start with growth of Insurance total assets by 288% to Kshs.20.8 billion up from Kshs 5.4 billion while net insurance and investment revenue grew 91% to Kshs.342 million up from Kshs 179 million. The large distribution and logistics infrastructure of a regional and diversified business spanning over 6 countries of 400 branches, 1.1 million Pay with Equity merchants over 100,000 agents, 30,000 POS merchants and over 700 ATMs came handy for the insurance business to reach 5.5 million unique customers with issued 11.1 million policies within a period of 2 years by the end of March 2024.

Equity Brand has been a story of evolution from purpose driven financial inclusion to provide dignity and change lives while expanding opportunities for wealth creation using financial tools. It is a story of social and economic transformation of Kenyans. Over time, as the brand evolved, the brand became a regional brand and went beyond banking to include insurance and technology while the social arm evolved to include environment, governance, and nature. Today, the Equity brand operates on a twin engine, a sustainability engine and an economic engine propelled by a strong purpose to transform Africa through the Africa Recovery and Resilience Plan. It not only provides financial and technology tools but capacitates and derisk individuals, businesses, and communities to use the tools effectively and efficiently to empower and change themselves and to pursue their social environmental and economic ambitions and dreams. Strong governance structure and execution framework coupled with a long track record of execution through the Equity commercial and sustainability engine, Equity Group Foundation (EGF) has earned a global reputation of the dependable and reliable

collaboration partner. Equity Group has attracted partners be they investors, funders, financiers, and grant makers. Globally, the brand has been recognized as the world's second strongest financial brand while regionally the brand is rated Africa's strongest banking brand and East Africa's most valuable brand. The brand has won the Oslo Business for Peace Award "The Business Nobel Prize" as its commonly referred to, the Global Vision Award with the caption "Initiator of a concept of the future that will change the global economy", the Ernst & Young world Entrepreneur Award, the Forbes Africa Persons of the Year, Bloomberg top 50 and Financial Times top 50 thought Leader. The Equity brand has become synonymous with financial services, banking and insurance, education through Wings to Fly scholarships and the Equity Leaders Program, championing access in health through Equity Afia Medical Centers, Agriculture through Kilimo Biashara program, entrepreneurship through Young Africa Works Program and sustainability through social safety net cash payments programs, tree planting and clean energy transitions (equipment and devices).

Equity Group has embarked on a unique opportunity of matching commercial and operational capabilities to match the global brand through systems and processes re-engineering, product house and people competencies that deliver on customer value proposition that match the global brand within the robust governance and strategic plan.

As the global macro-economic headwinds break and paves way for the global recovery, Equity Group is strategically and uniquely positioned to tap into the growth potential of the opportunity of East Africa's thriving eco-system of trade connections, under the common market protocols and the Africa Continental Free Trade Area. The region is set to continue to lead Africa's growth pulse given it accounts for the highest number of countries in Africa with GDP growth greater than 5%. The region is the second largest recipient of FDI in Africa, is a key destination for global remittances, holds significant mineral deposits and arable land and has 63% of its population being below the age of 24 and has reasonably developed physical and soft infrastructure.

-ENDS-

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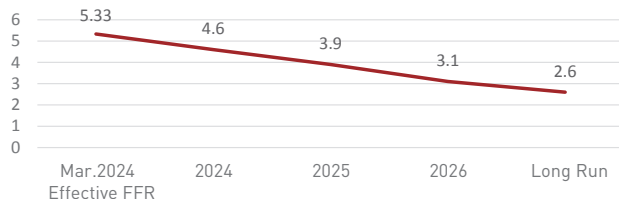
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**Macroeconomic and Operating
Environment**

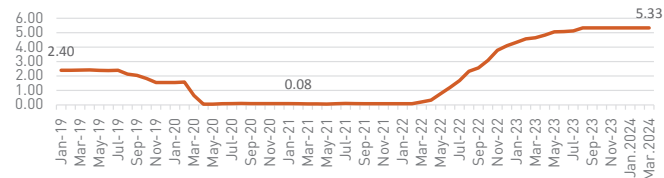
Global macro environment - Global GDP to grow by 3.2% in both 2024 and 2025 from surprising strong US, China and India economies

Pausing of higher for longer interest rates by major central banks after peaking. Slow gradual cuts in 2024 when headline and core inflation trends to the 2% low and stable target.

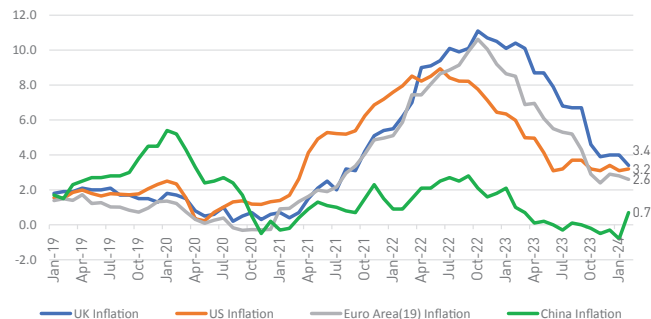
Projected US Fed Rate, %



US Fed Federal Funds Rate (FFR), %



Inflation YOY % -UK, US, EuroZone-19, China



✓ The world's major Central Banks have indicated pausing monetary policy rates higher for longer to bring core and headline inflation to the 2% low and stable target.

✓ US FED is expected to cut its FFR by 75bps from 5.5% to between 4.5% -4.75% to achieve its Terminal Rate of 4.6% in 2024 and another 75bps to between 3.75% -4% to deliver the 3.9% Terminal Rate for 2025.

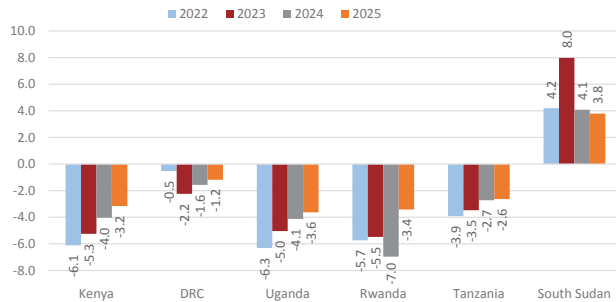
✓ Higher for longer interest rates in the world's major economies implies foreign capital inflows into Emerging and Developing Economies (EMDEs) will remain subdued.

Sources: US FED; statistics Bureaus and IMF

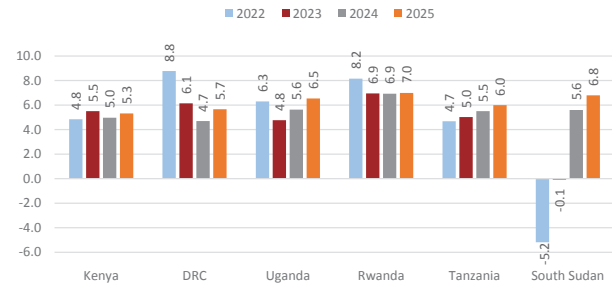
East Africa – Among fastest growing region in the world with GDP of 5.6% (2024)

Fiscal consolidation as governments bring down their fiscal deficits to sustainable levels and create fiscal space

East Africa - General Government Net Lending / Borrowing % of GDP



East Africa -Real GDP Growth %

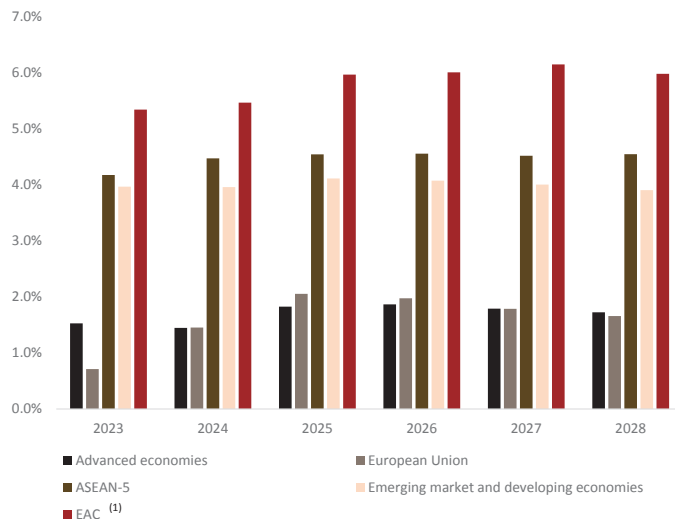


- ✓ The FY 2023/2024 budgets by most of the member states of the East African Community indicated fiscal consolidation, implying continued focus on reducing the budget deficit.
- ✓ The region's robust real GDP growth will mobilize the government revenue hence lower public debt/GDP in the medium term.
- ✓ Downsides:
 - El Nino rains climate shock (flooding and destruction of infrastructure)
 - Regional and global contractionary monetary policy
 - Regional geopolitical risks (Eastern DRC, Sudan Khartoum civil war, Russia-Ukraine conflict, Israel-Palestine).

Source: IMF

East Africa is one of the fastest growing regions in the world and this is EGH's home

Global Real GDP Growth Rates (%)



“East Africa is set to continue to lead Africa’s growth pulse” ⁽²⁾



Accounts for the highest number of countries in Africa with GDP →5%



Second largest recipient of FDI flows in Africa, second only to North Africa



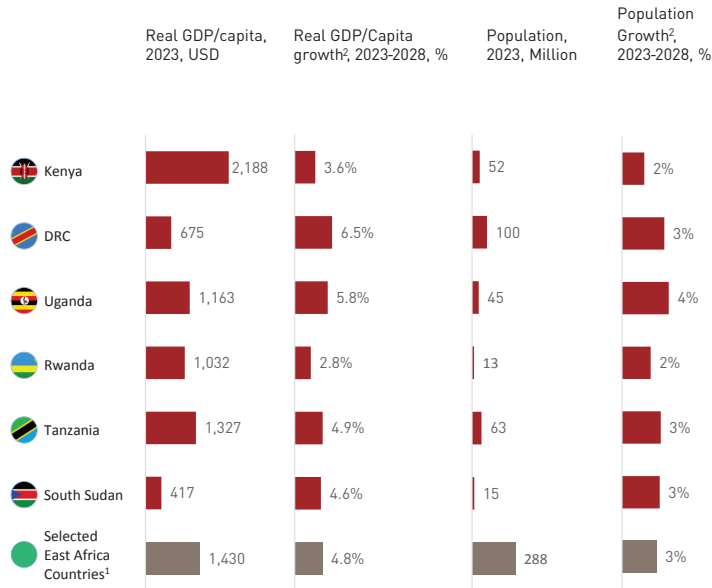
Key destination for global remittances (Kenya – leading recipient, Rwanda – registered 2nd largest growth in 2023)⁽³⁾



Robust track record of successful Eurobond issuances with unparalleled subscription rates

Notes: (1) EAC includes Kenya, DRC, Rwanda, Uganda, Tanzania and South Sudan. (2) AfDB’s Africa’s macroeconomic performance and outlook Report January 2024 (3) World Bank. Sources: IMF, Africa Development Bank’s

There is significant upside opportunity in East Africa & EGH is uniquely positioned to tap into this growth potential

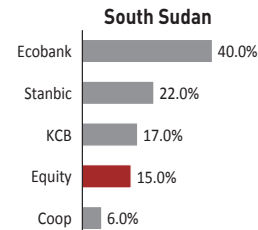
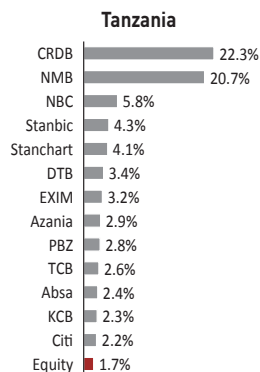
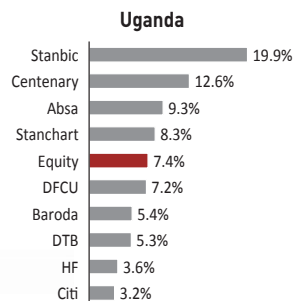
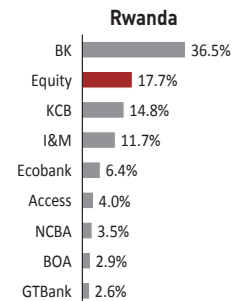
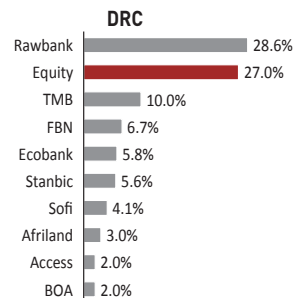
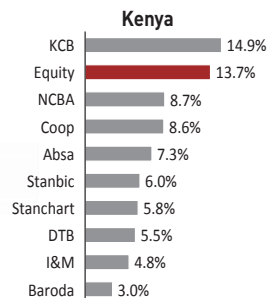


- ✓ Tanzania and Rwanda are in top 10 fastest growing countries in the world
- ✓ >63% of target population is 24 years and below, median age is between 15 - 19 years (global average, 30 years)
- ✓ DRC holds significant mineral deposits in copper, lithium, cobalt, copper
- ✓ Average Insurance penetration in the region is at 1.34%
- ✓ 62.9 million mobile devices connected to a mobile network in Kenya - 124.4% penetration.

Notes: (1) Selected East Africa countries analysis aggregates data from Kenya, DRC, Uganda, Rwanda, Tanzania and South Sudan (2) CAGR: compound annual growth rate calculated from 2023 to 2028
Sources: IMF

Equity Group presence and Market Position

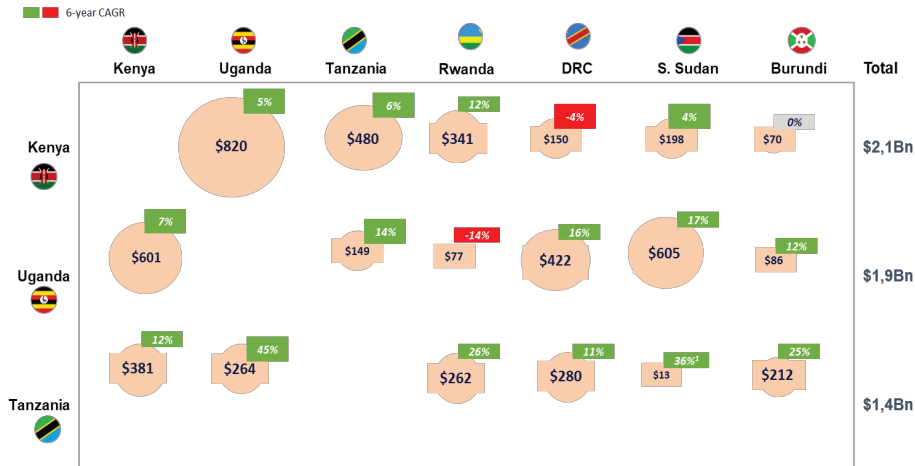
Equity asset market position among top 2 in most markets



Source: Equity Strategy, Central banks, bank financial statements

EGH is at the heart of East Africa's thriving ecosystem of trade connections

Regionally, trade from Kenya, Tanzania & Uganda to EAC is rapidly increasing, \$3.1Bn in 2018 to \$5.4Bn in 2022, indicating improving ties



Significant market expansion driving growth opportunities



Regional integration, harmonization and collaboration



Robust infrastructure developments to bolster activity



Strategic geographical location—trade and transport gateway

Notes: [1] . 3-year CAGR instead of 6 as trade started only in 2019; Note: Ethiopia is a member of East African Community yet and thus no trade relations
Source: East African Community

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Strategy Overview

Welcome to Equity Group

East Africa's Premier
Financial Services Provider



Core driver and beneficiary of East Africa's growth story

Connecting regional industry, infrastructure and consumers with capital, liquidity, and risk solutions

Across a diversified geographic and product platform built on successful organic growth and acquisition track record

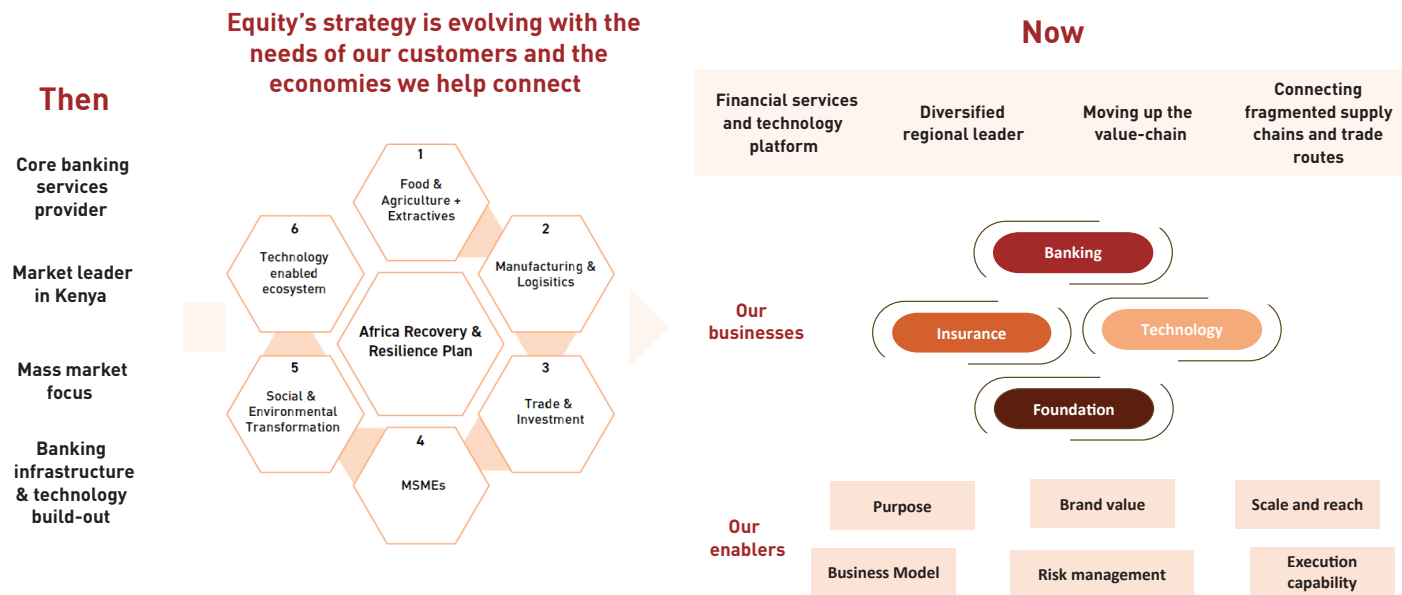
KES 1.7 trillion strong balance sheet, underpinned by the region's largest banking customer base, branch network and deposit base

Prudent capital allocation and cost management driving stable and high growth returns for our Members and stakeholders

And at our core, driven by a purpose to transform our customers lives, build society and reduce its environmental impact

2030 Africa Recovery & Resilience Plan

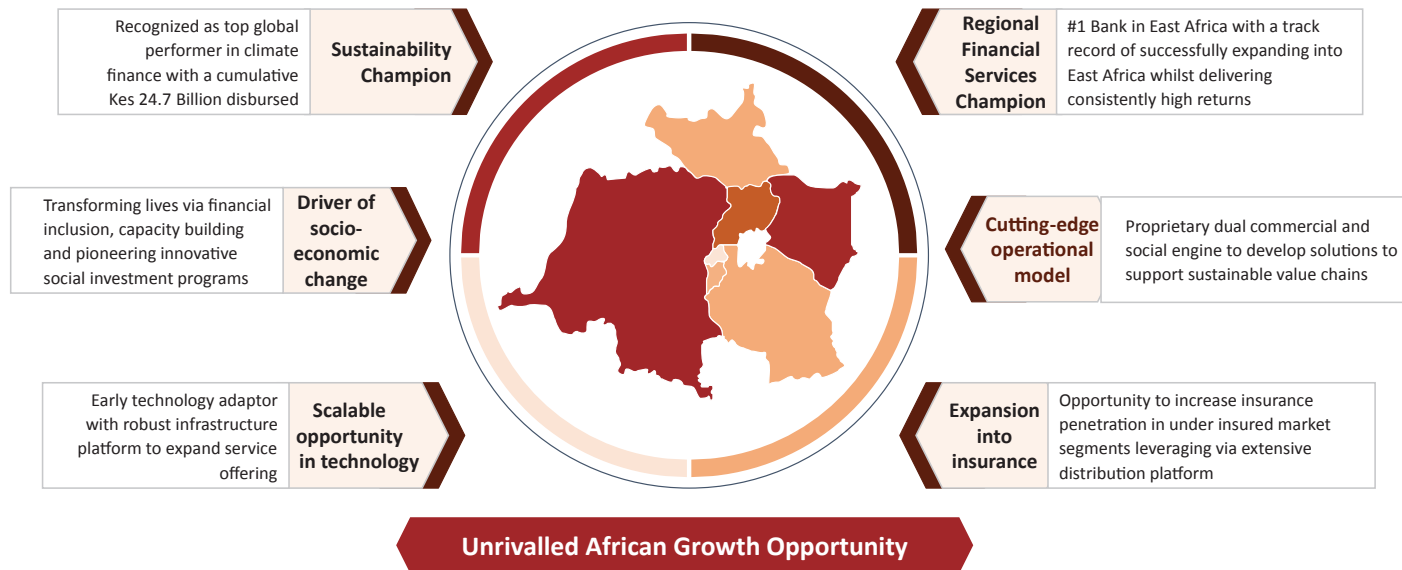
We are building sustainable financial ecosystems



Positioning ourselves to grow with the East Africa of tomorrow beyond Banking

	Impact on EGH	Impact for our customers	Impact to our investors
Banking	▪ The largest financial ecosystem connecting and financing MSMEs ▪ Facilitating trade and investment along EAC corridor ▪ Targeting #1 position in our new geographies	▪ Being there for our Members and customers when they need us ▪ Providing a superior range of cost-effective services and solutions	▪ Growth in market share ▪ Financial stability ▪ Market leading returns ▪ Cost discipline
Insurance	▪ Cross-selling ancillary products to an under penetrated customer base ▪ Drive competitive advantage ▪ Consolidate fragmented market	▪ Deepen financial inclusion and protect commerce, livelihoods, wealth and health ▪ Customer convenience / one-stop-shop	▪ Drive ROE ▪ Diversification
Technology	▪ Technology as a platform to accelerate our growth ▪ Enabling the financial infrastructure at the heart of the worlds most advanced FinTech ecosystem	▪ Providing efficient and cost-effective solutions to expand our product range and offering	▪ Enhance returns ▪ Drive cost-efficiencies
Foundation	▪ An engine of our growth and shared prosperity with the wider community ▪ Provides our cultural and ethical purpose	▪ Social and economic inclusion ▪ Drives economic growth and opportunity ▪ Empowerment and derisking	▪ Shared value gain ▪ Contributor to global impact and ESG efforts

Unique Financial Services Platform with Exposure to attractive East Africa Market





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Banking Group

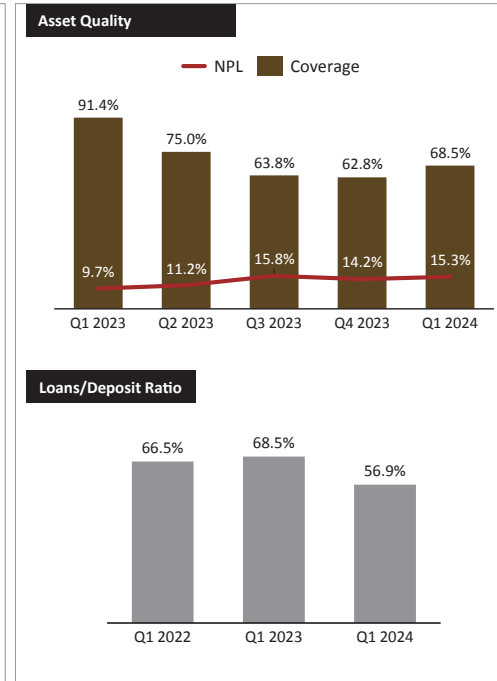
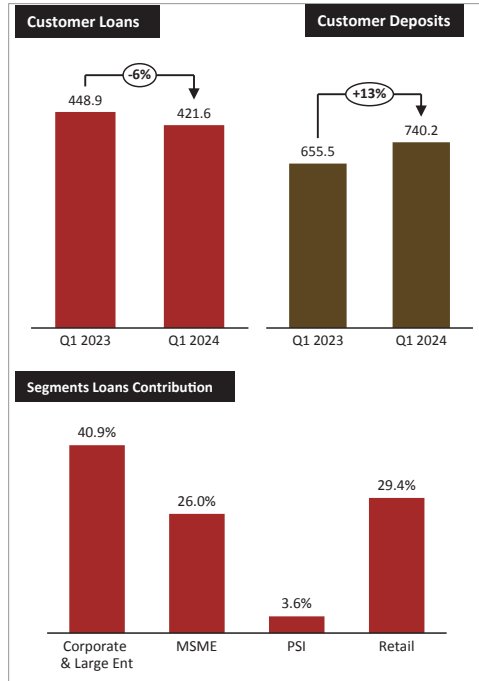
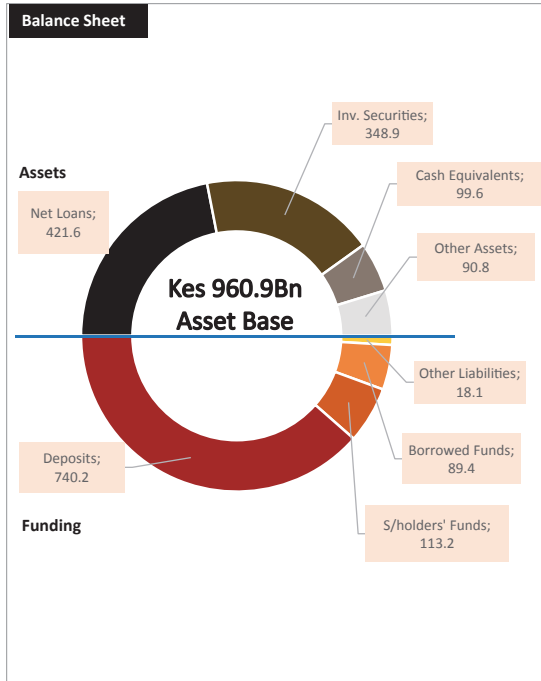
Banking Group Balance Sheet Optimization and Efficiency

Earning Assets constituting majority of the balance sheet; yielding strong margins

	Earning Asset Mix	NIM	RoAA	Q1 23	Q1 24
EBKL	88% 86% ↓	6.6% 6.5% ↓	3.2% 2.2% ↓		
EBCDC	86% 87% ↑	5.9% 6.0% ↑	3.0% 2.9% ↓		
EBUL	78% 80% ↑	8.3% 9.6% ↑	3.0% 2.6% ↓		
EBRL	92% 89% ↓	7.7% 7.6% ↓	4.5% 4.4% ↓		
EBTL	88% 88% ↔	5.6% 5.8% ↑	2.5% 1.0% ↓		
EBSSL	84% 87% ↑	1.0% 1.1% ↑	12.9% 39.2% ↑		

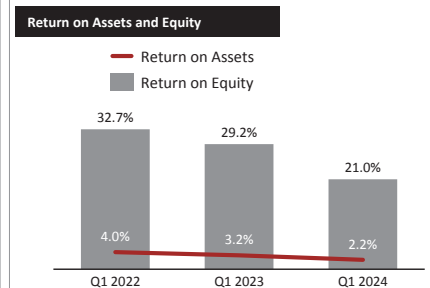
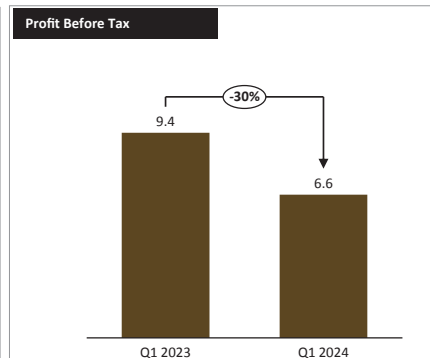
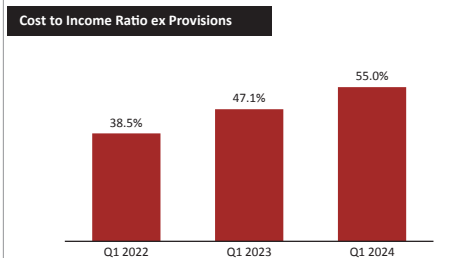
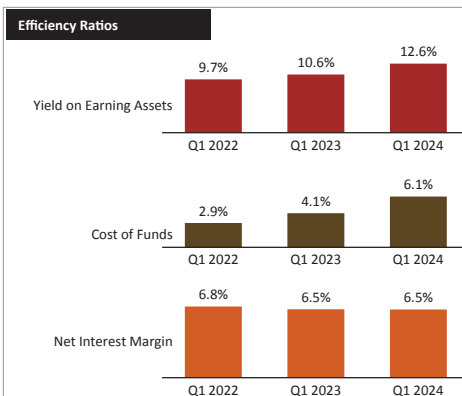
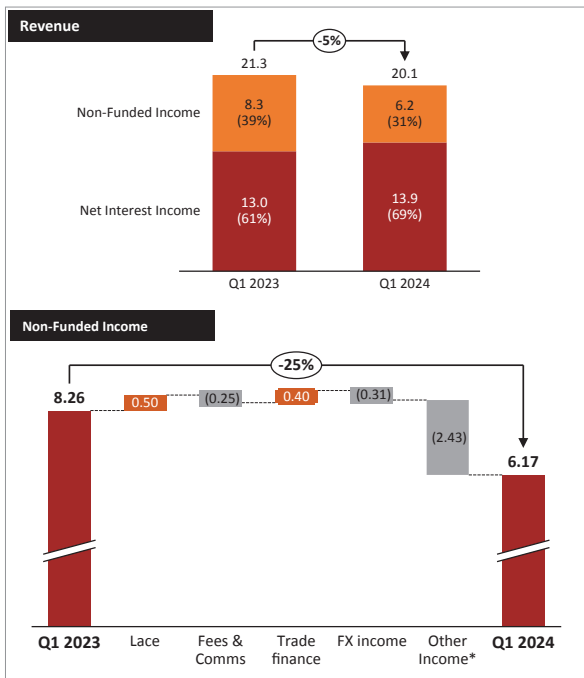
EBKL Balance Sheet

(Figures in Kes Billion)



EBKL P&L

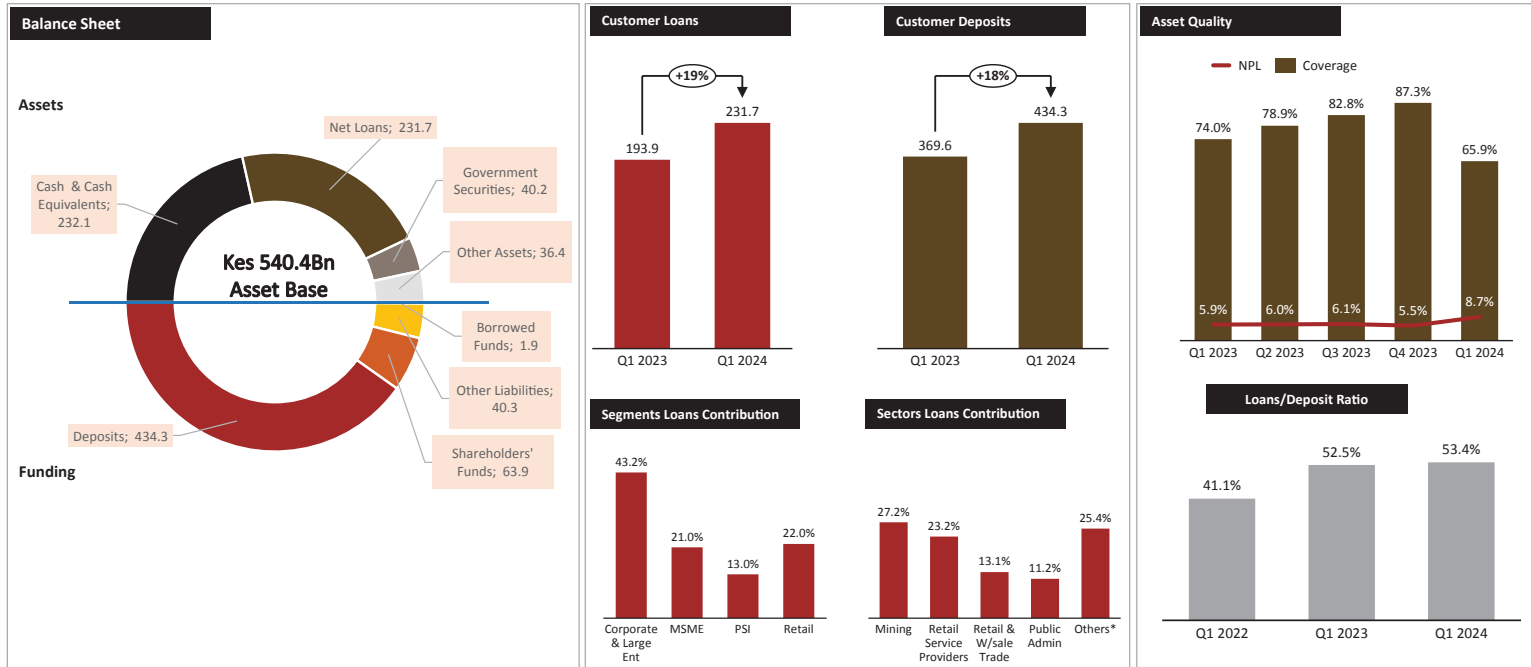
(Figures in Kes Billion)



*Other income relates to trading gains, unrealized revaluation gains/loss and other commissions

EBCDC Balance Sheet

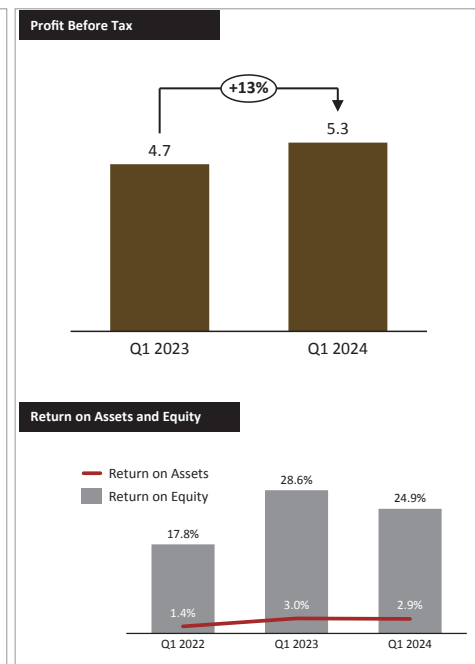
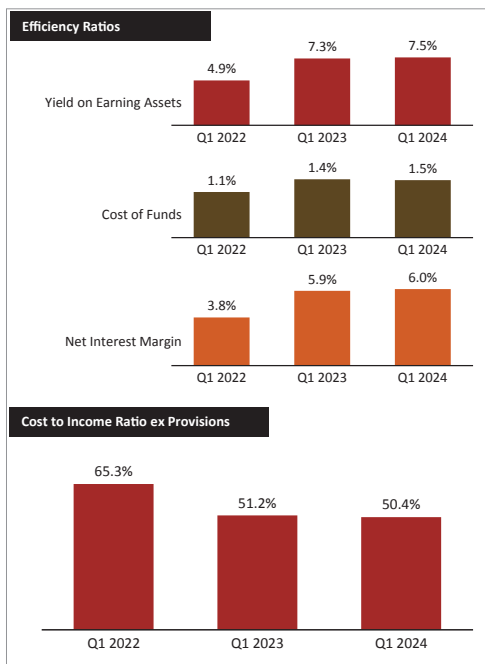
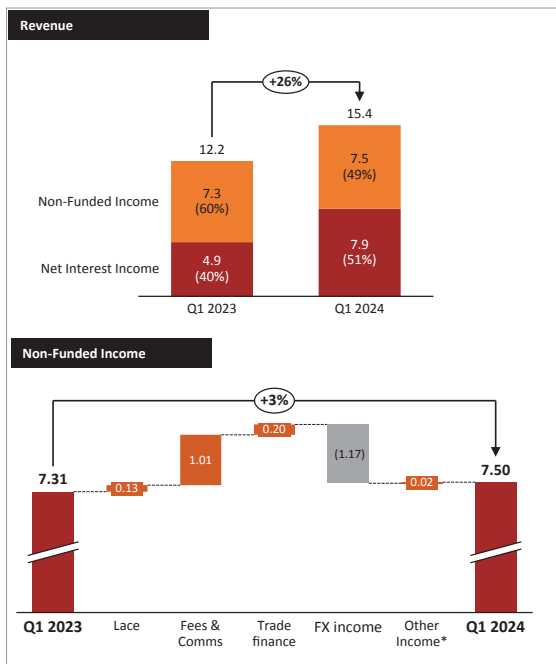
(Figures in Kes Billion)



*Other include transport, manufacturing and construction

EBCDC P&L

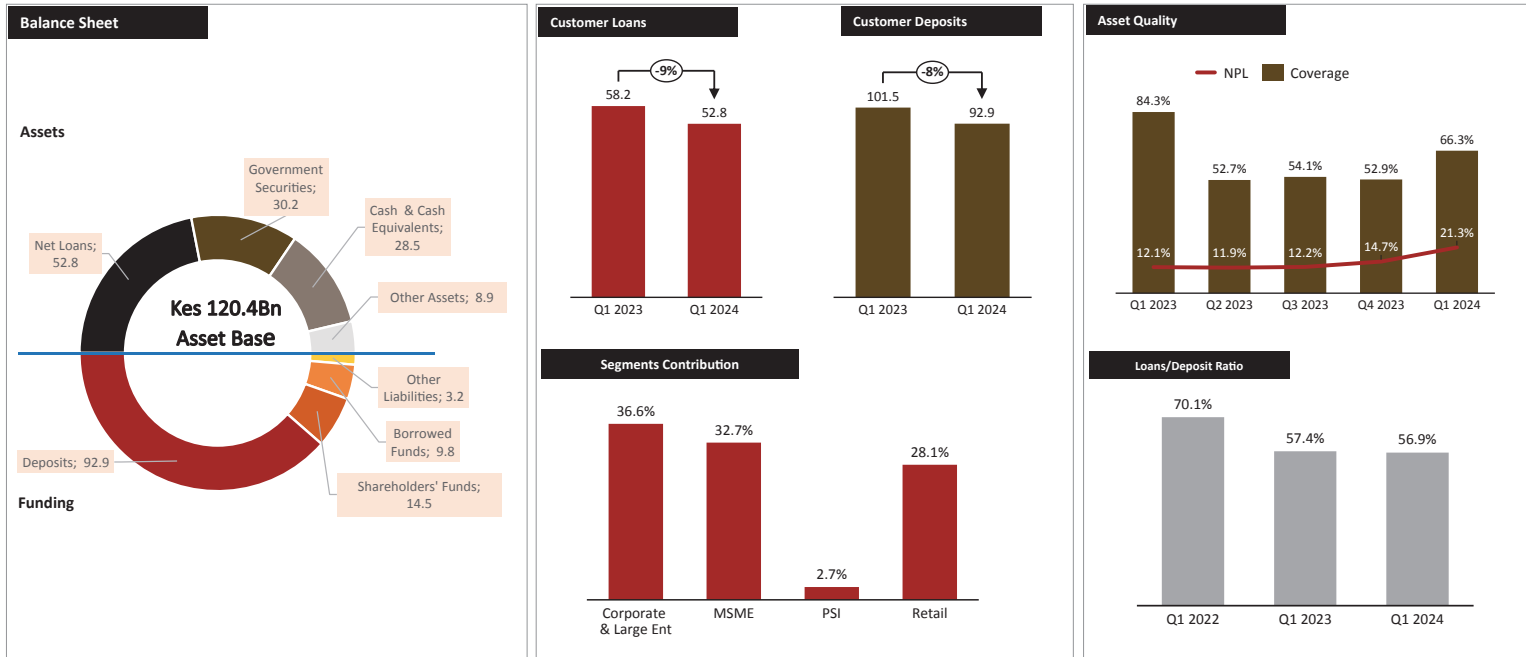
(Figures in Kes Billion)



*Other income relates to trading gains, unrealized revaluation gains/loss and other commissions

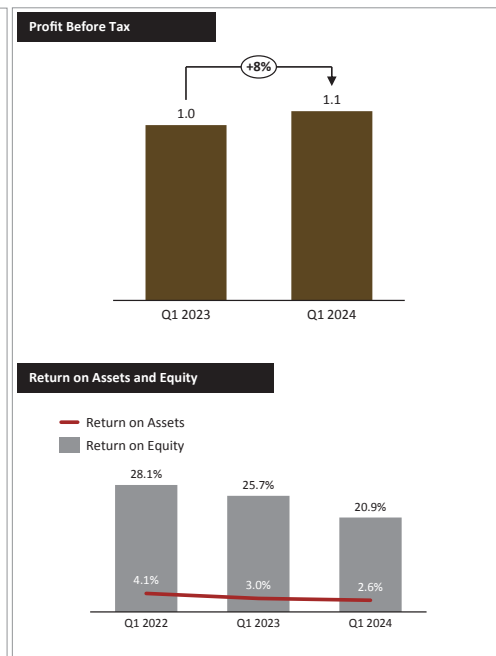
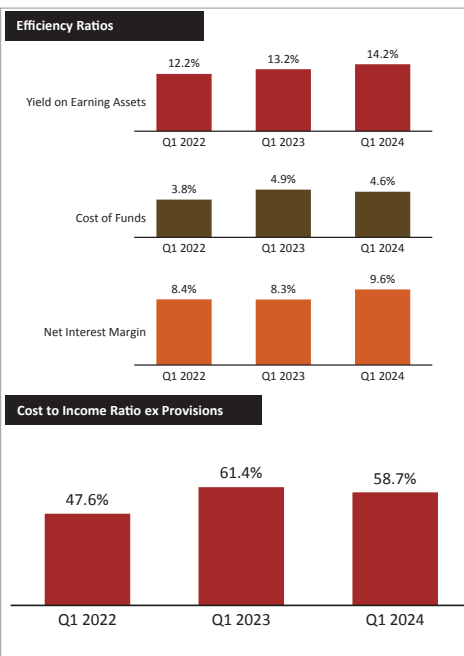
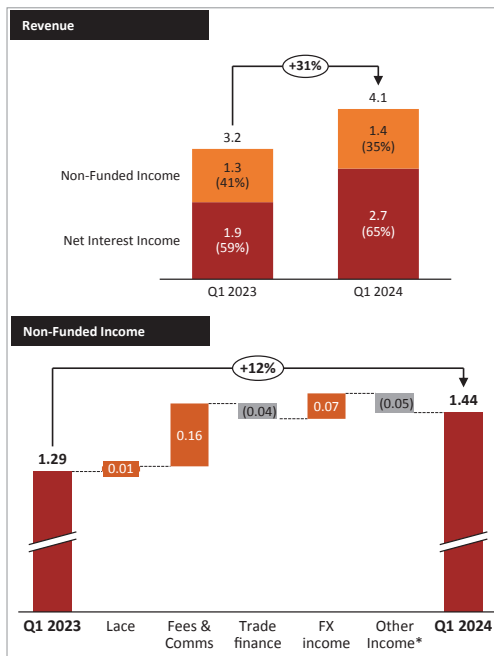
EBUL Balance Sheet

(Figures in Kes Billion)



EBUL P&L

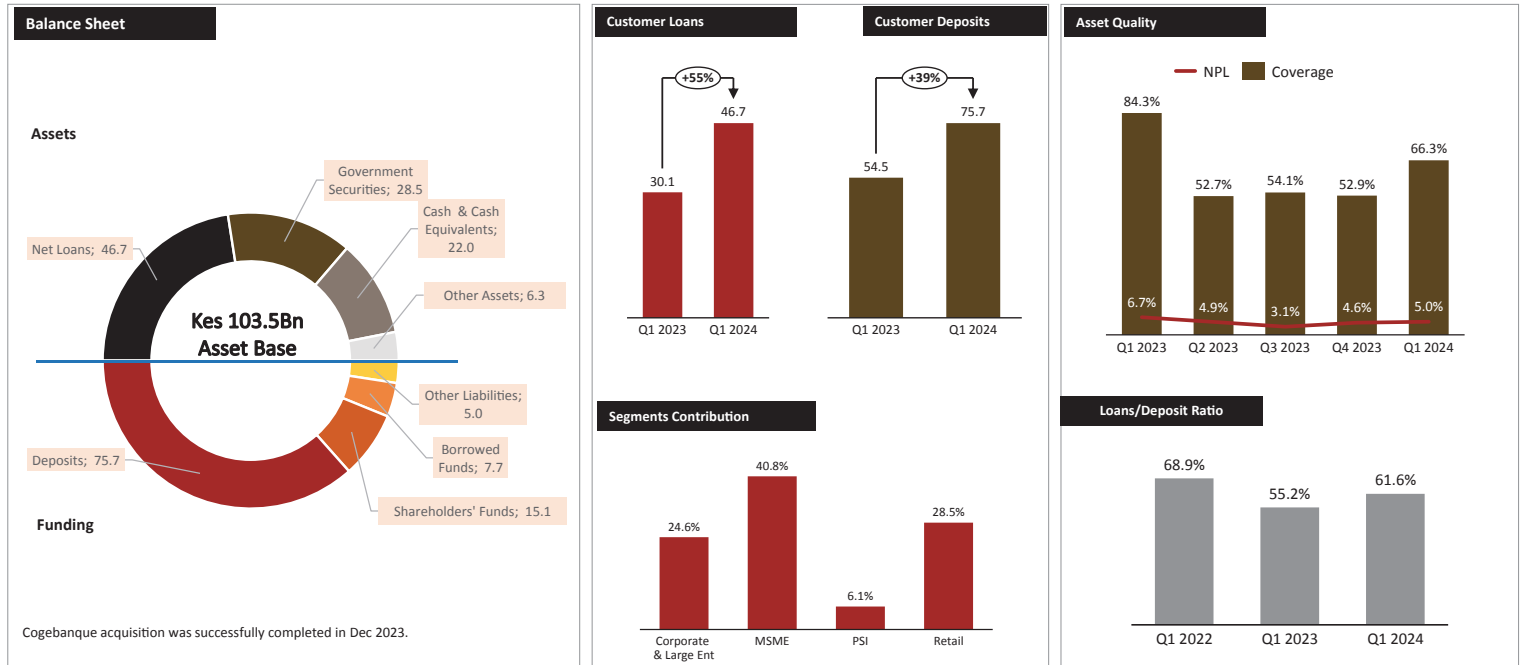
(Figures in Kes Billion)



*Other income relates to trading gains, unrealized revaluation gains/loss and other commissions

EBRL Balance Sheet

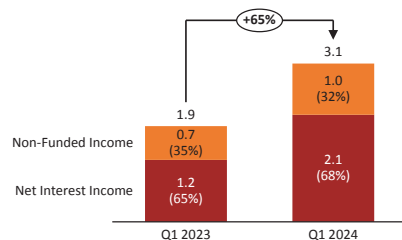
(Figures in Kes Billion)



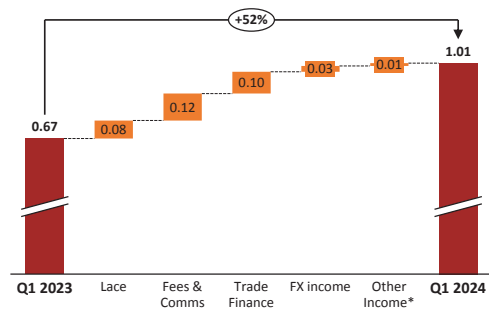
EBRL P&L

(Figures in Kes Billion)

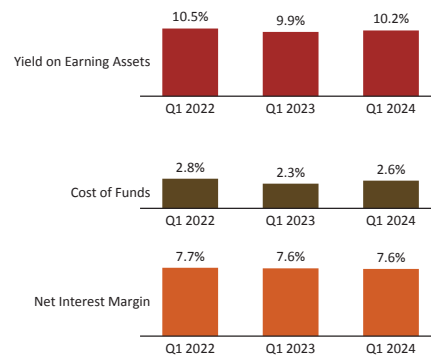
Revenue



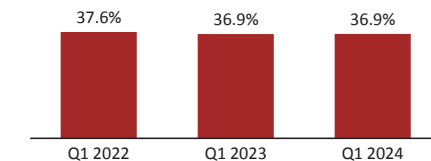
Non-Funded Income



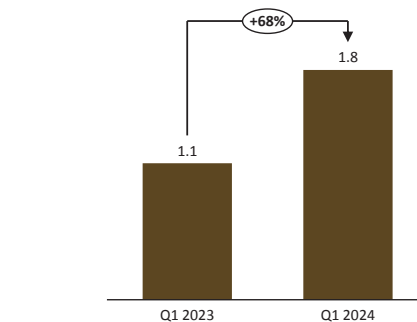
Efficiency Ratios



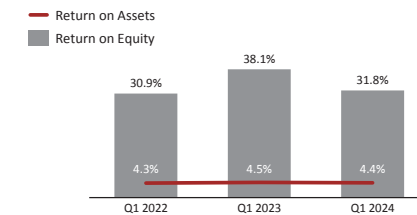
Cost to Income Ratio ex Provisions



Profit Before Tax



Return on Assets and Equity

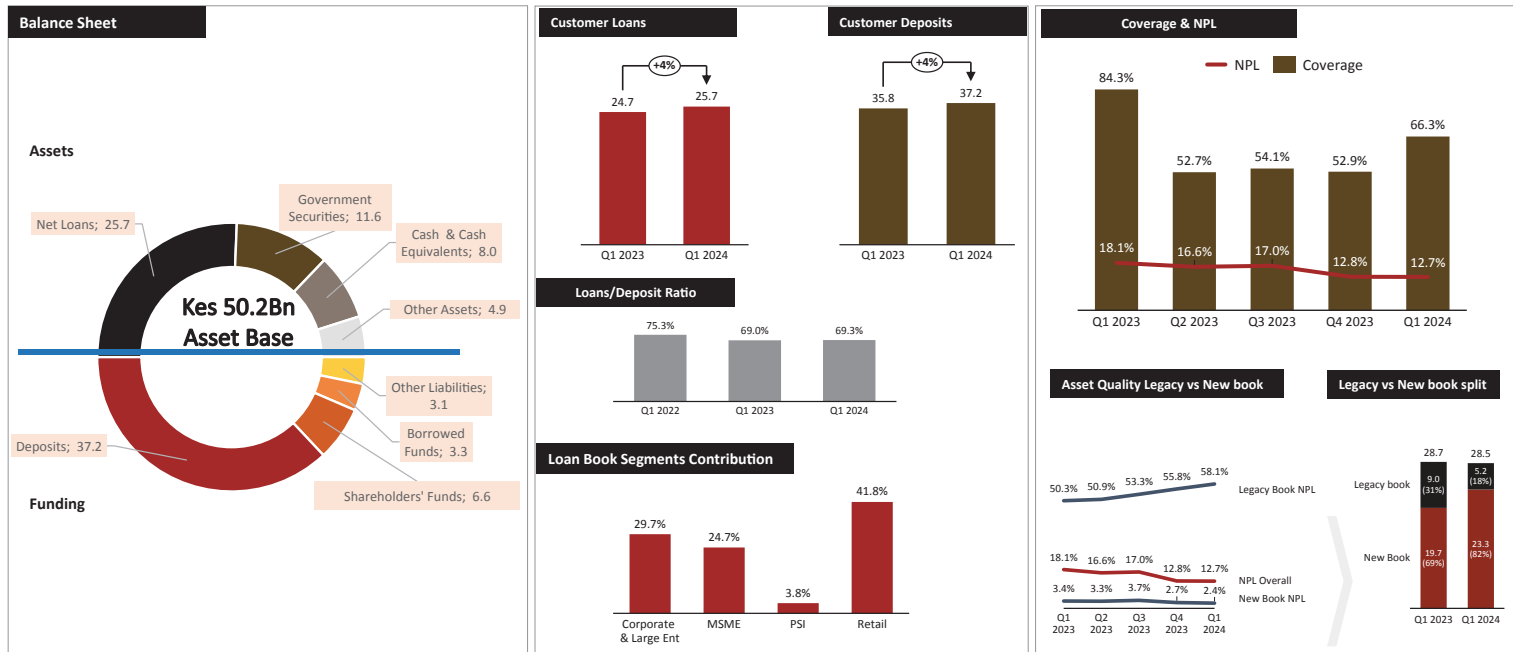


*Other income relates to trading gains, unrealized revaluation gains/loss and other commissions

EBTL Balance Sheet

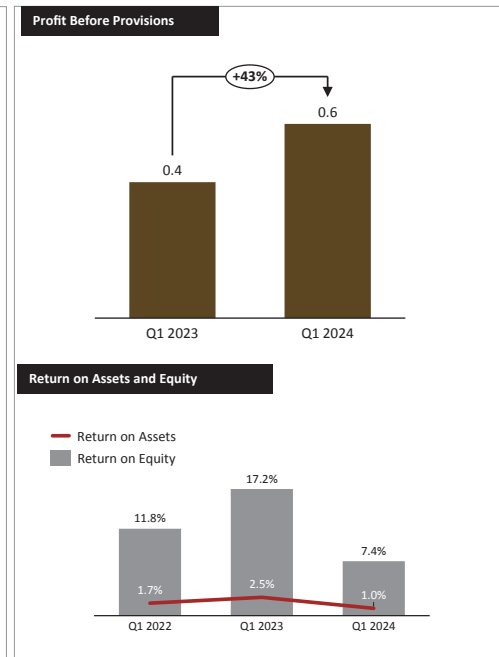
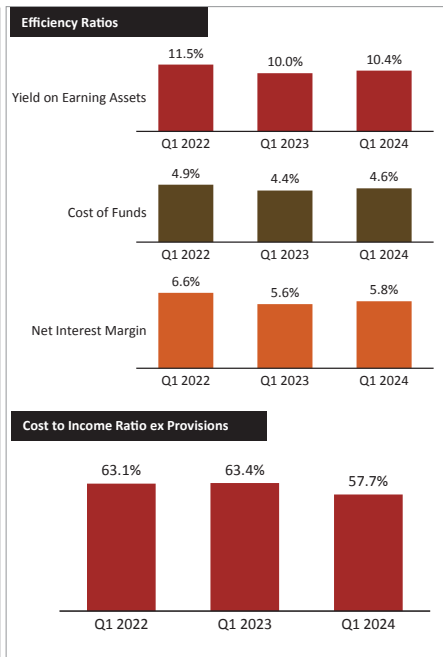
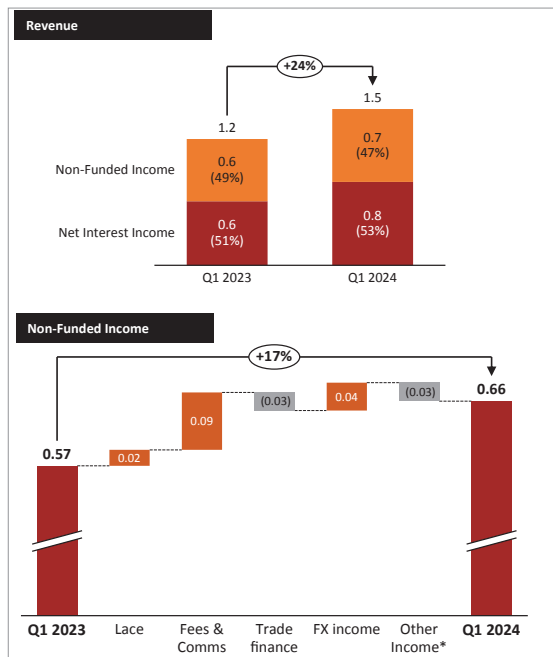
NPLs improving as the pre-2019 (Legacy book) continue to be managed. The reminder (new book) below NPL levels of 2%. EBTL well positioned to grow and diversify more into the SME and Retail Segments.

(Figures in Kes Billion)



EBTL P&L

(Figures in Kes Billion)



*Other income relates to trading gains, unrealized revaluation gains/loss and other commissions

EBSSL Balance Sheet & P&L

(Figures in Kes Billion)

Balance Sheet

Assets

Cash & Cash
Equivalents;
18.5

Net Loans; 0.7

Other Assets;
0.5

**Kes 19.7Bn
Asset Base**

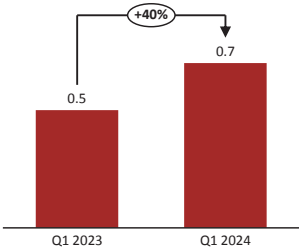
Deposits; 12.9

Other Liabilities;
2.4

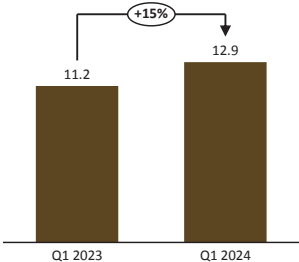
Funding

Shareholders' Funds; 4.4

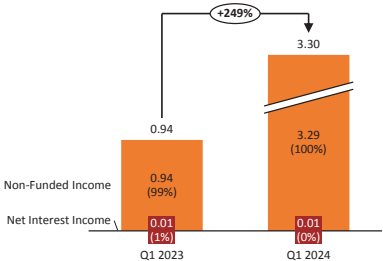
Customer Loans



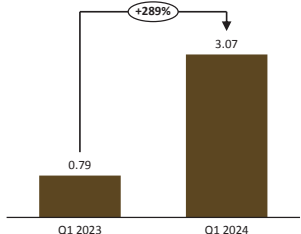
Customer Deposits



Revenue



Profit Before Tax



MEMBER

MEMBER

MEMBER

MEMBER

MEMBER

MEMBER

Overall Banking Group Performance

Regional Diversification of Banking Business

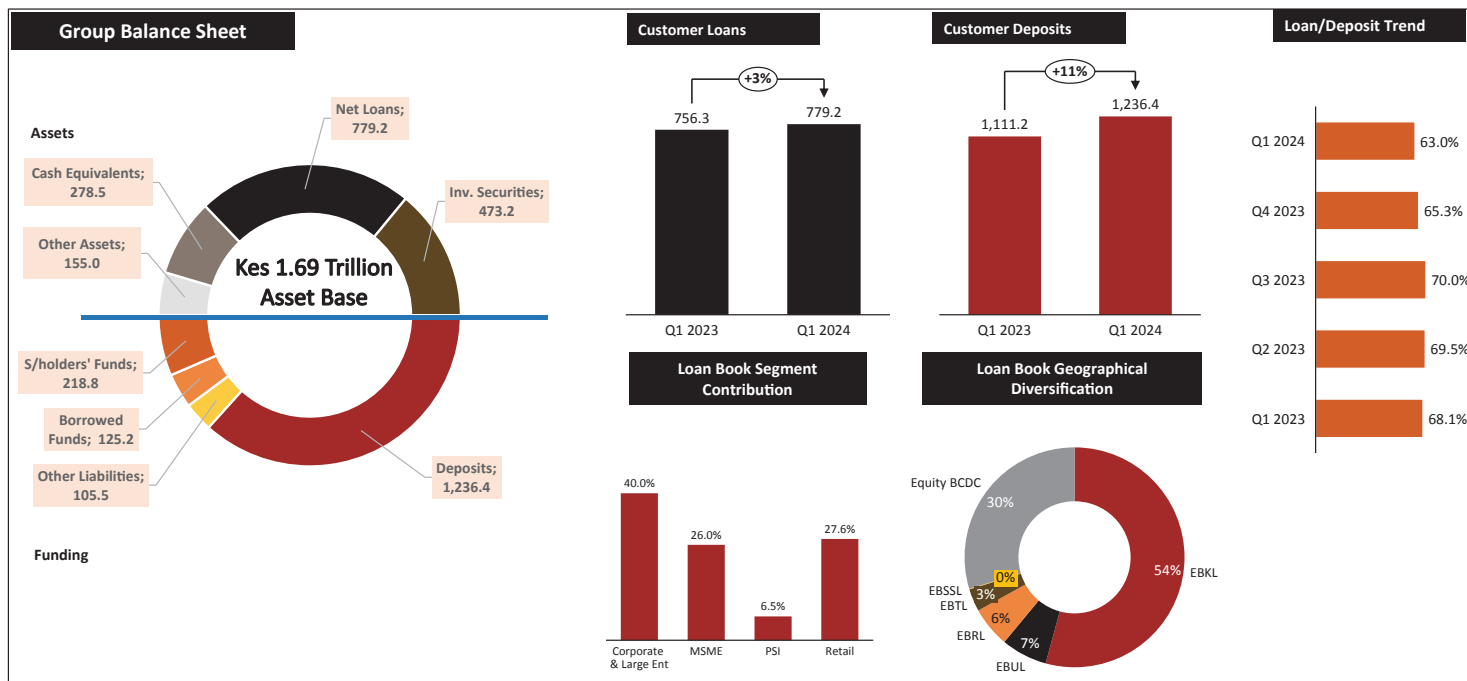
Contribution of banking subsidiaries

(Figures in Kes Billion)

Q1 2024	EBTL	EBRL	EBUL	EBSS	Equity BCDC	Regional Subs Total (% Contribution)	EBKL (% Contribution)	Group (% growth)	Banking Subs Contribution Q1 2024	Banking Subs Contribution Q1 2023
Deposit	37.2	75.7	92.9	12.9	434.3	652.9	740.2	1,236.4	47%	52%
YoY Growth	4%	39%	-8%	15%	17%	47%	53%	11%		
Loan	25.7	46.7	52.8	0.7	231.7	357.7	421.6	779.2	46%	41%
YoY Growth	4%	55%	-9%	51%	19%	46%	54%	3%		
Assets	50.2	103.5	120.4	19.7	540.4	834.3	960.9	1,685.9	47%	44%
YoY Growth	3%	46%	-4%	16%	18%	46%	54%	10%		
Revenue	1.4	3.1	4.1	3.3	15.4	27.4	19.9	49.6	58%	48%
YoY Growth	24%	65%	31%	242%	26%	58%	42%	25%		
Cost before provisions	0.8	1.2	2.4	0.3	7.8	12.4	11.1	23.6	53%	50%
YoY Growth	13%	65%	25%	47%	25%	53%	47%	19%		
PBT before provisions	0.6	1.9	1.7	3.0	7.6	15.0	8.8	26.0	63%	46%
YoY Growth	43%	65%	40%	289%	28%	63%	37%	31%		
PBT	0.1	1.8	1.1	3.1	5.3	11.4	6.6	20.4	63%	46%
YoY Growth	-74%	68%	8%	289%	13%	63%	37%	21%		
PAT	0.1	1.3	0.90	2.2	4.3	8.9	5.5	16.0	62%	45%
YoY Growth	-51%	73%	2%	292%	28%	62%	38%	25%		
RoAE	7.4%	31.8%	20.9%	171.0%	24.9%	27.6%	21.0%	29.1%		
RoAA	1.0%	4.4%	2.6%	39.2%	2.9%	3.8%	2.2%	3.6%		

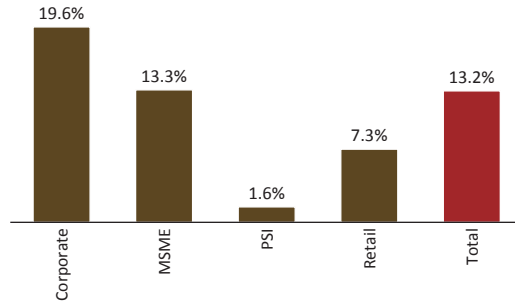
EGHL Balance Sheet

(Figures in Kes Billion)

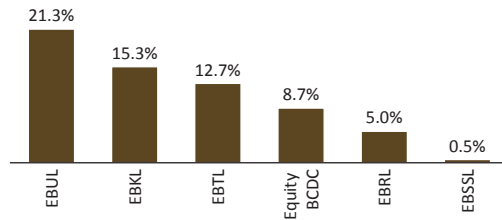


Asset Quality, Distribution and Risk Mitigation

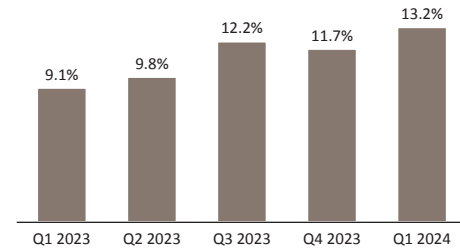
NPL Ratio by Segment



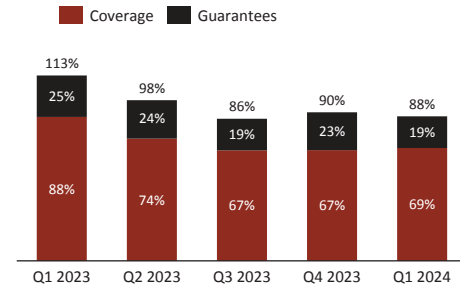
NPL Ratio by Country



Group NPL Ratio



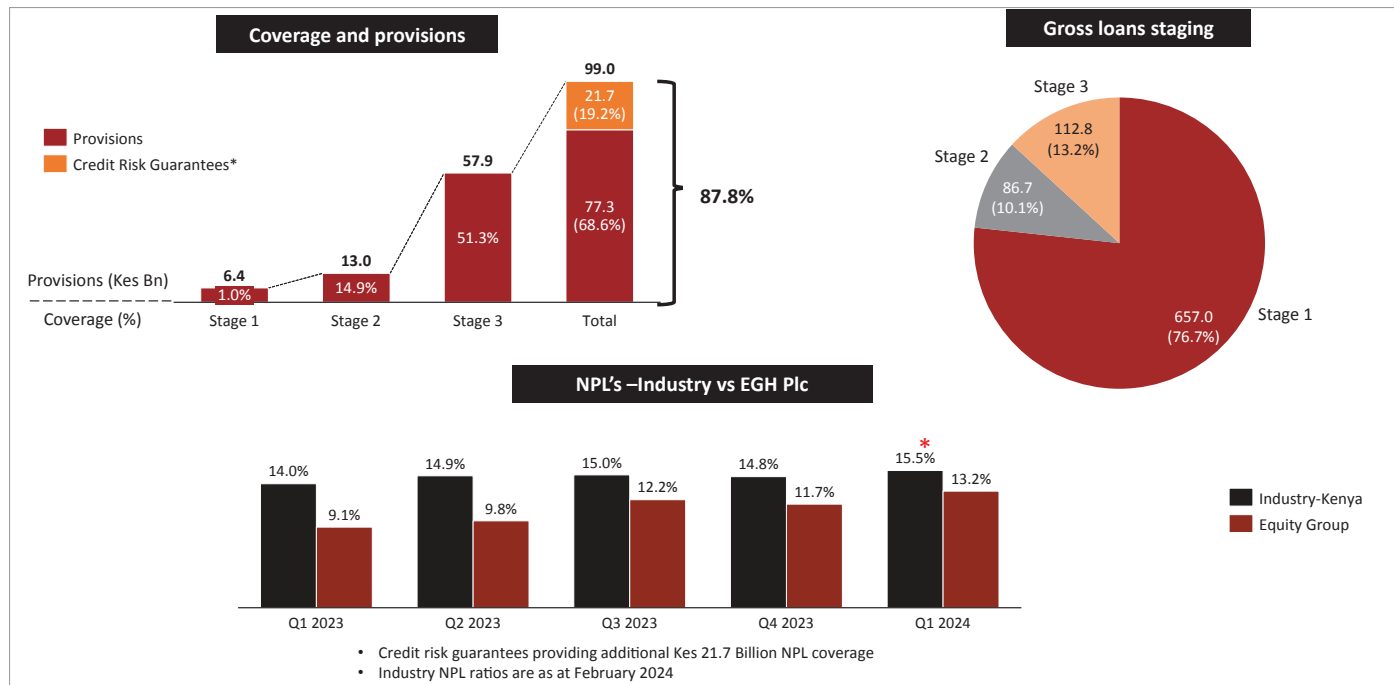
NPL Coverage Ratio



Asset Quality, Distribution and Risk Mitigation

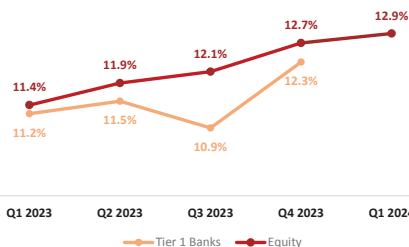
Prudent approach to credit risk management

(Figures in Kes Billion)



Profit and Loss Efficiency Financial Intermediation

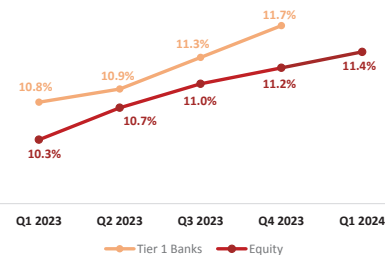
Yield on Loans



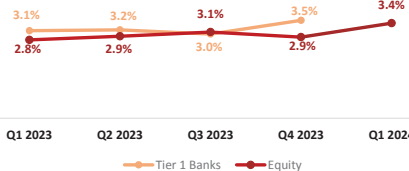
Yield on Government Securities



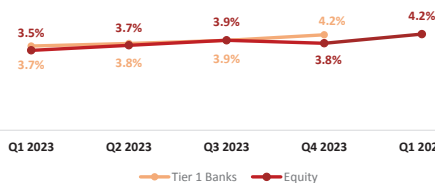
Yield on Interest Earning Assets



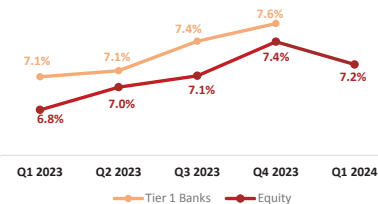
Cost of Deposits



Cost of Funds



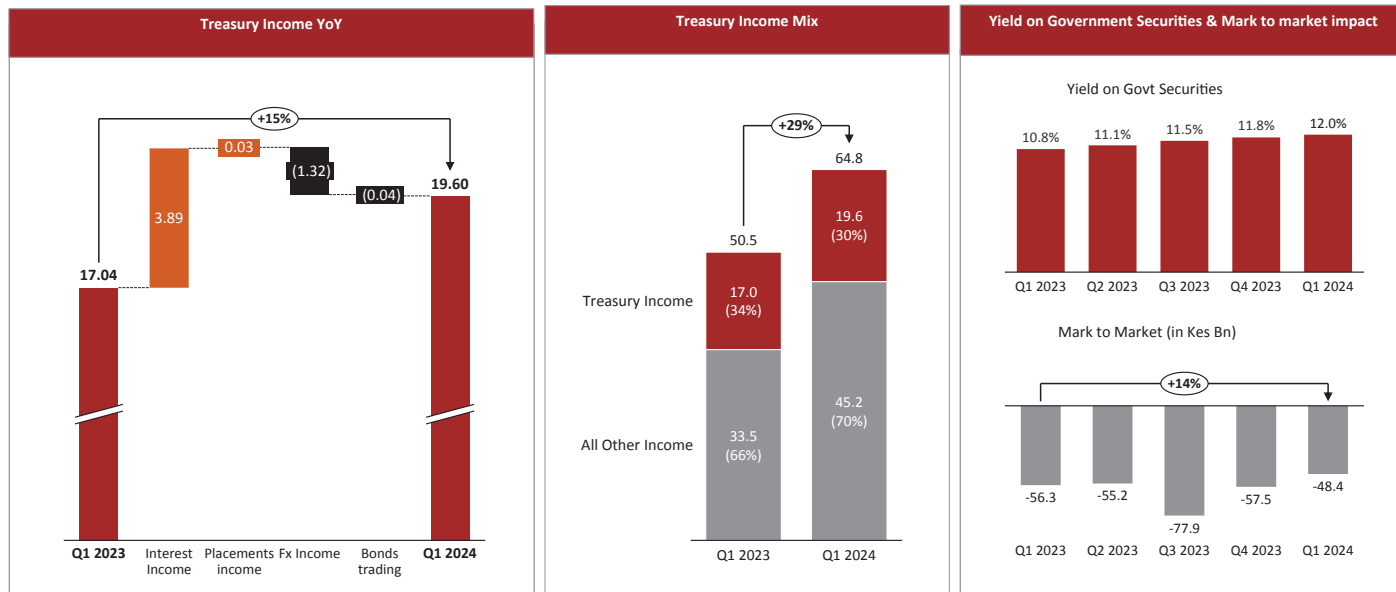
Net Interest Margin



Tier 1 Banks excludes Equity Group. Industry data available up to Q4 2023

Non-Funded Income - Treasury Efficiency

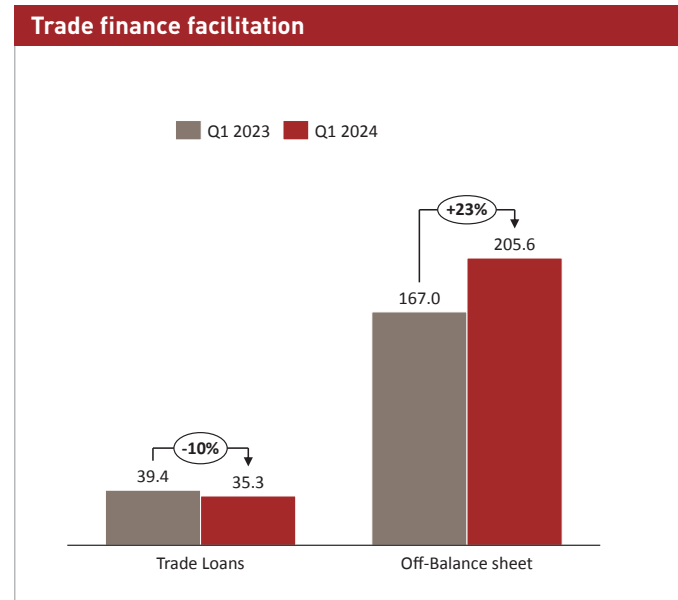
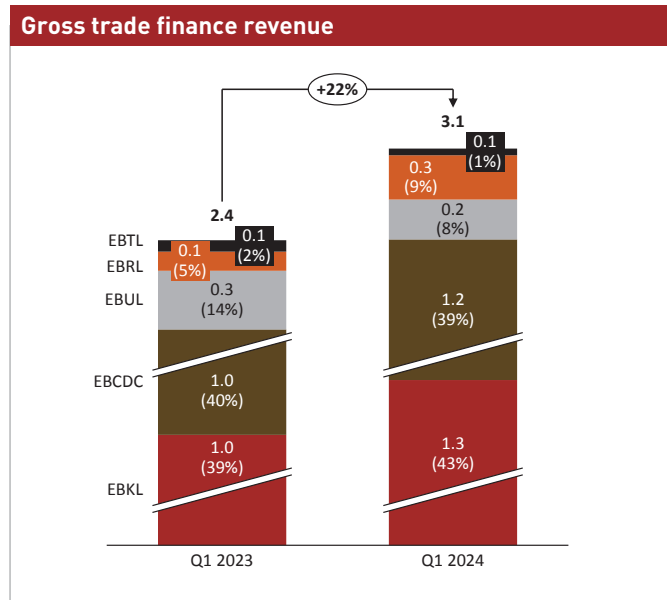
(Figures in Kes Billion)



Note: Income calculation above is before funding costs

Non-Funded Income - Trade Finance Performance

(Figures in Kes Billion)



A group of four diverse people are shaking hands in a friendly manner outdoors. On the left, a man in a white chef's hat and apron is smiling. Next to him is an older man with a grey beard wearing a patterned headband. In the center is a woman with long, curly brown hair and glasses, smiling. On the right is a young Black man in a light blue button-down shirt, also smiling. They are standing in front of a beach with people in the background and a blue sky with clouds. Four white pill-shaped labels with the word 'MEMBER' are overlaid on the image: one at the top left, one at the top right, one above the woman, and one above the young man.

MEMBER

MEMBER

MEMBER

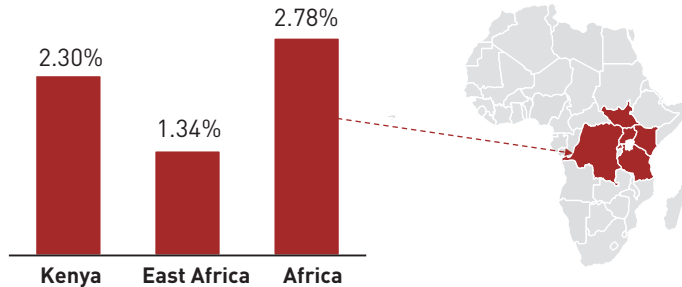
MEMBER

Insurance Group

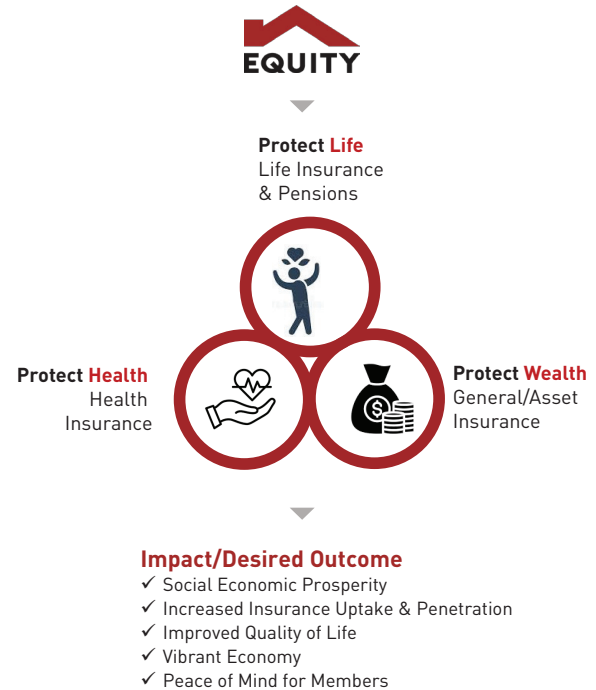
Equity Insurance Group : The Opportunity

Opportunity in Africa & the Equity Strategic Intent

Low Insurance Penetration in Africa



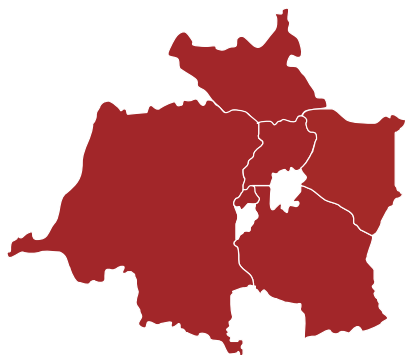
- Low average insurance penetration rates (Africa 2.78%, East Africa 1.34%)
- +150 insurance companies in the market with limited success
- Africa is <3% of global insured losses compared with 18% population representation.
- GWP \$70Bn in Africa in 2021 (SA, 70% and largely General)
- Consumers in Africa are an event away from financial distress
- Insurance has a social and economic role to play in society.
- African communities largely self-insure through traditional means and direct cash payments
- Opportunity lies in resolving challenges facing the industry in Africa such as:
 - Access
 - Relevance or Suitability
 - Affordability
 - Reliability



Equity Insurance Group : The Opportunity

Opportunity in Africa & the Equity Strategic Intent

East Africa Market & Industry Statistics



2022 GDP (Billion USD)	116.64	59.25	47.00	74.54	11.04
Saving Rate	9.8%	**	11.5%	11.4%	14.3%
Adequacy Level	Low	Low	Low	Low	Low
Life Expectancy	62.13	62.87	59.18	59.18	64.52
Working population	27.8Mn	48.9Mn	19.4Mn	27.9Mn	7.9Mn
% of workforce to population	63%	52%	53%	53%	68%
Insurance Penetration	2.3%	0.4%	0.8%	1.68%	1.6%

The average Insurance penetration rate across the countries that Equity Operates in stands at only 1.34%

** Data not readily available

Market Positioning | Strong Start

Equity Insurance | Life (Long Term) Insurance

Kenya's Insurance Industry

Kenyan Industry Premiums

- Total industry premiums: FY 2023– Kes 341Bn; FY2022 Kes 302Bn
- Life: FY 2023– Kes 170Bn (47%); FY2022 Kes 140Bn (46%)
- General: FY 2023– Kes 191Bn (53%); FY2022 - Kes 162Bn (54%)

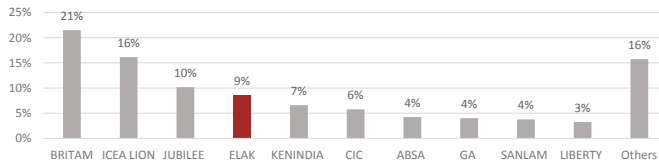
Assets Under Management, FY 2023 Kes 321.5Bn
2022: Kes 270Bn

Fastest growing life assurance solutions

- Deposit Administration (and Pensions)
- Individual Life Assurance
- Group Credit Life

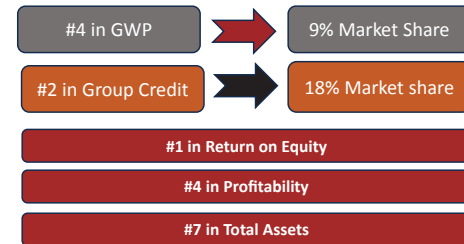
Majority of Insurers profits driven by investment income/investments as opposed to underwriting profits

Life Industry GWP 2023

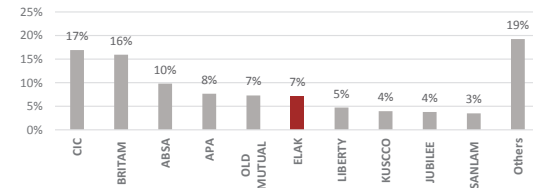


Equity's Market Positioning

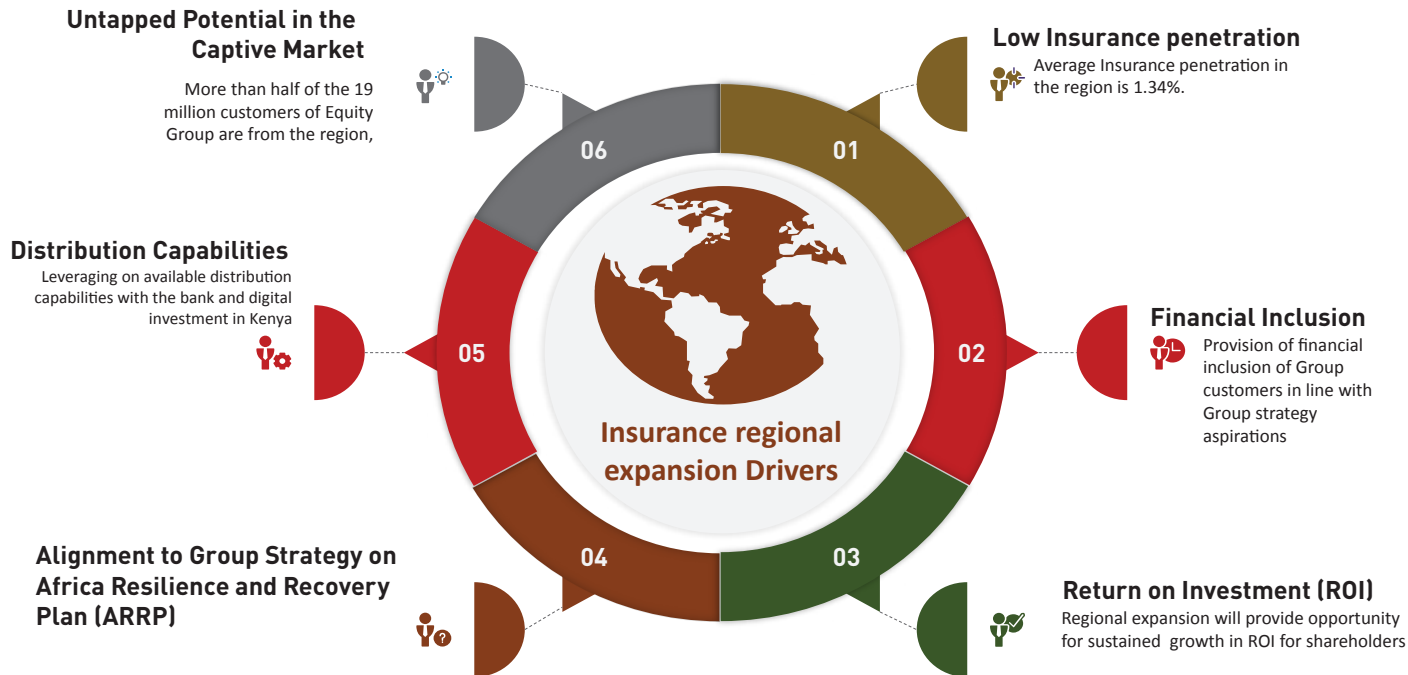
- Equity Group's 1st Insurance subsidiary was operationalized in March 2022 to undertake life insurance business- Equity Life Assurance (Kenya) [ELAK]
- Been in operation for 24 months as at Q1 2024



Group life & Group Credit GWP FY 2023



Equity Insurance Holdings | Growth & Expansion



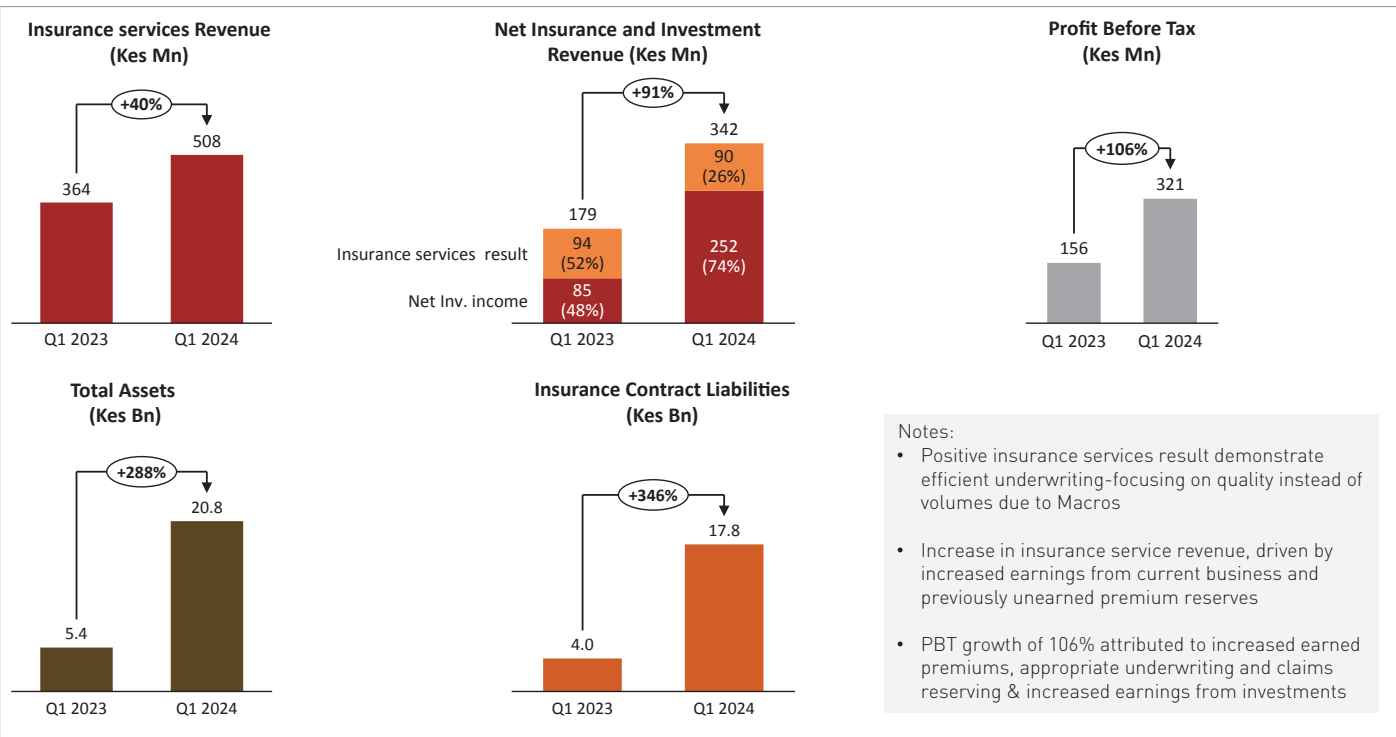
Equity Insurance Group

Africa Recovery and Resilience Plan | Strategic Alignment

						
	Customer	Businesses & Jobs	Food & Agriculture	Trade Finance	Cost-to-Income	Non Funded Income (NFI)
GROUP	100m customers	5m businesses, 25m direct jobs	30% Food & Agri, 15% Manufacturing, 65% MSMEs	#1 Trade Finance Bank	<40% Cost to Income Ratio	>50% NFI
INSURANCE	+4m customers	5% cross-sell for Life insurance for business owners & employees + business insurance	2023 target for GI 20% of MSMEs to consume at least 2 insurance products	Develop Innovative trade finance insurance solutions	Targeted 50% Loss ratio across the book	Insurance revenue will entirely boost Group NFI (Annual Flows of KSh 10 Bn)

Equity Insurance | Life (Long Term) Insurance

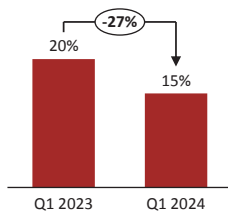
Performance & Growth | Demonstrated Distribution Capability



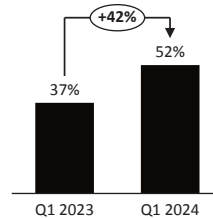
Equity Insurance | Life (Long Term) Insurance

High returns | Demonstrated Distribution Capability

Incurred claims ratio



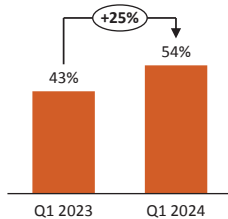
Loss ratio



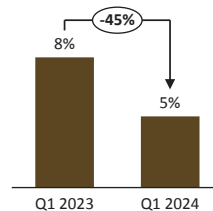
Capital Adequacy Ratio (CAR)
as at 31 March 2024



Return on Average Equity (RoAE)



Return on Average Assets (RoAA)



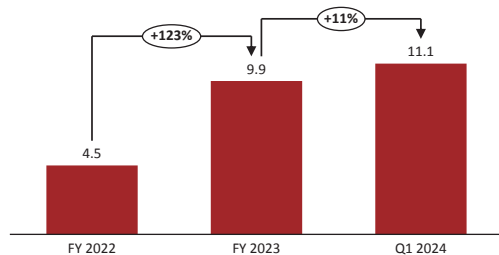
Notes:

- Adequate Capital ratio at 197%
- Growing Return on Equity resulting from growing investment income
- Decreasing Return on Assets due to growth in asset mainly assets under management

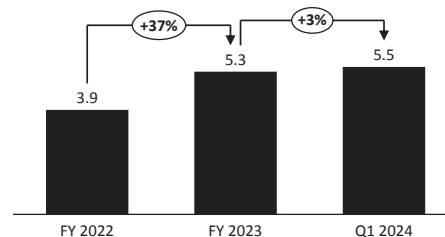
Equity Insurance | Life (Long Term) Insurance

Performance & Growth | Demonstrated Distribution Capability

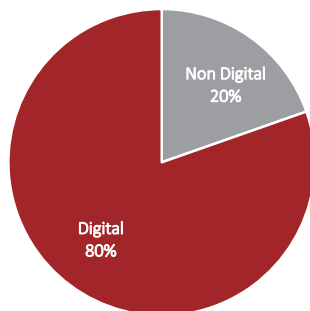
Cumulative No of Policies Issued by ELAK (in Mn)



Cumulative No. of Unique Customers (in Mn)



Distribution Channel (No. of Policies)

**Notes:**

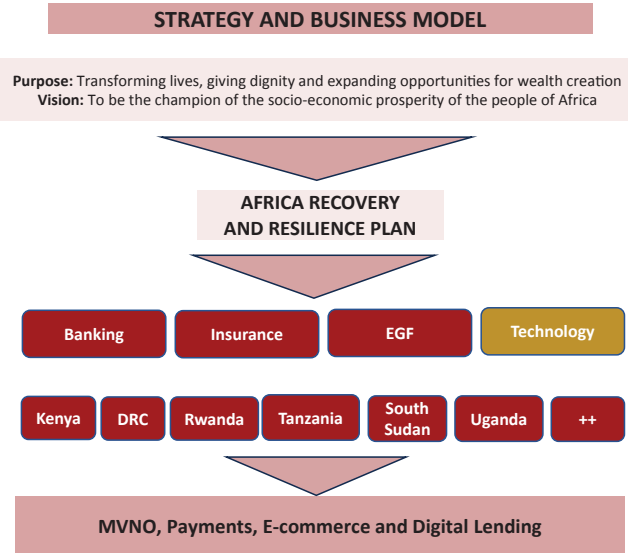
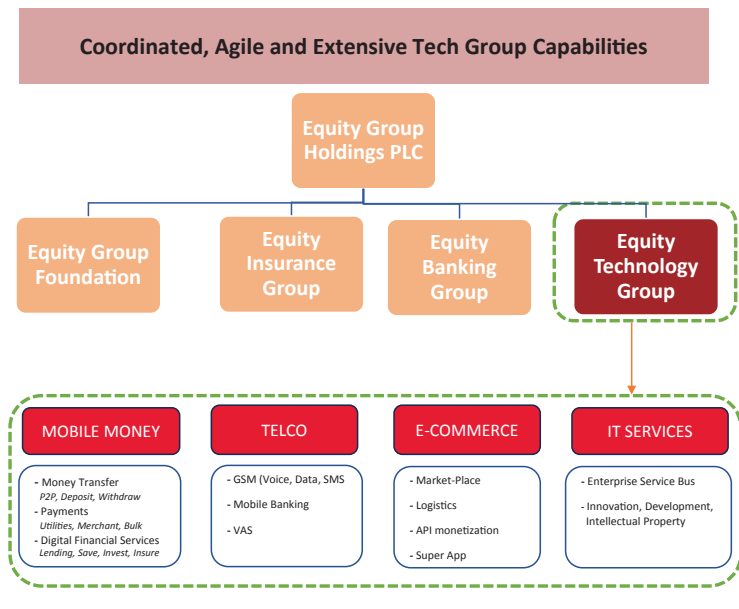
- 11 million policies issued as at 31 March 2024
- 5.5 Million unique customers consuming various insurance products
- Digital Native Insurer with +80% of policies issued digitally due to Insuretech strategy
- Equity bank branch network a critical part of the distribution strategy particularly for non-SME and Non-Consumer Segments



Technology Group

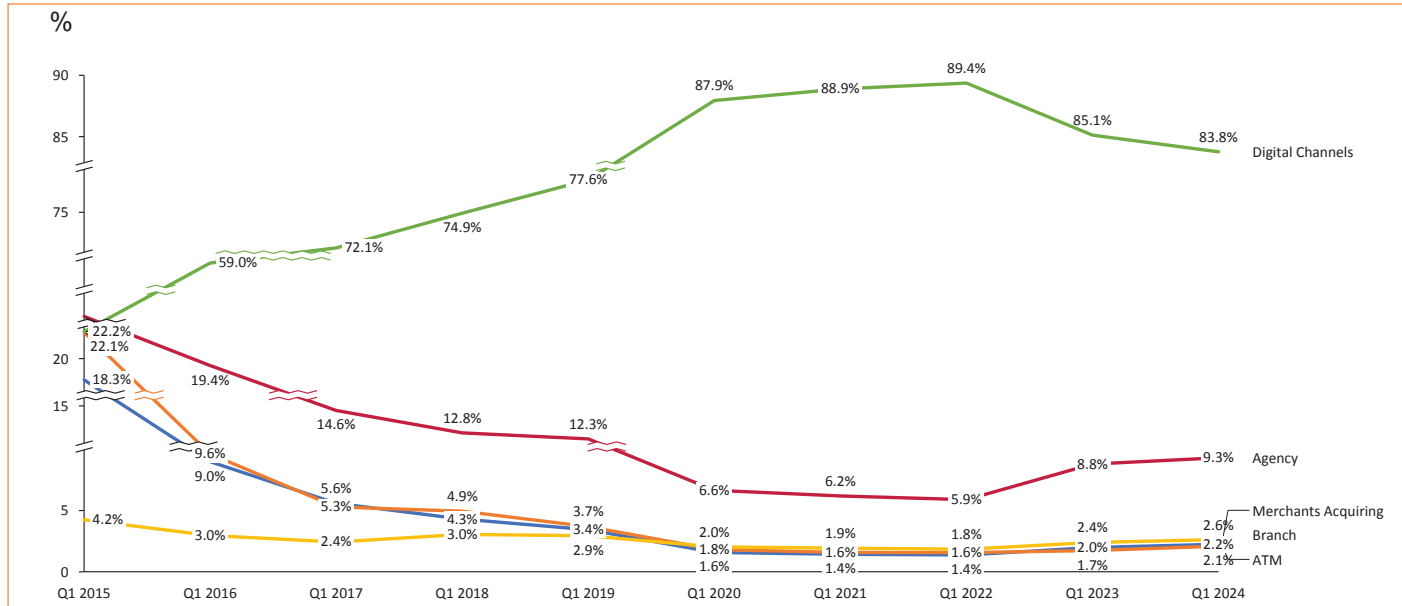
The Future of Technology Group

Deliver and operate a reliable and scalable mobile money platform designed to offer daily relevant products & services



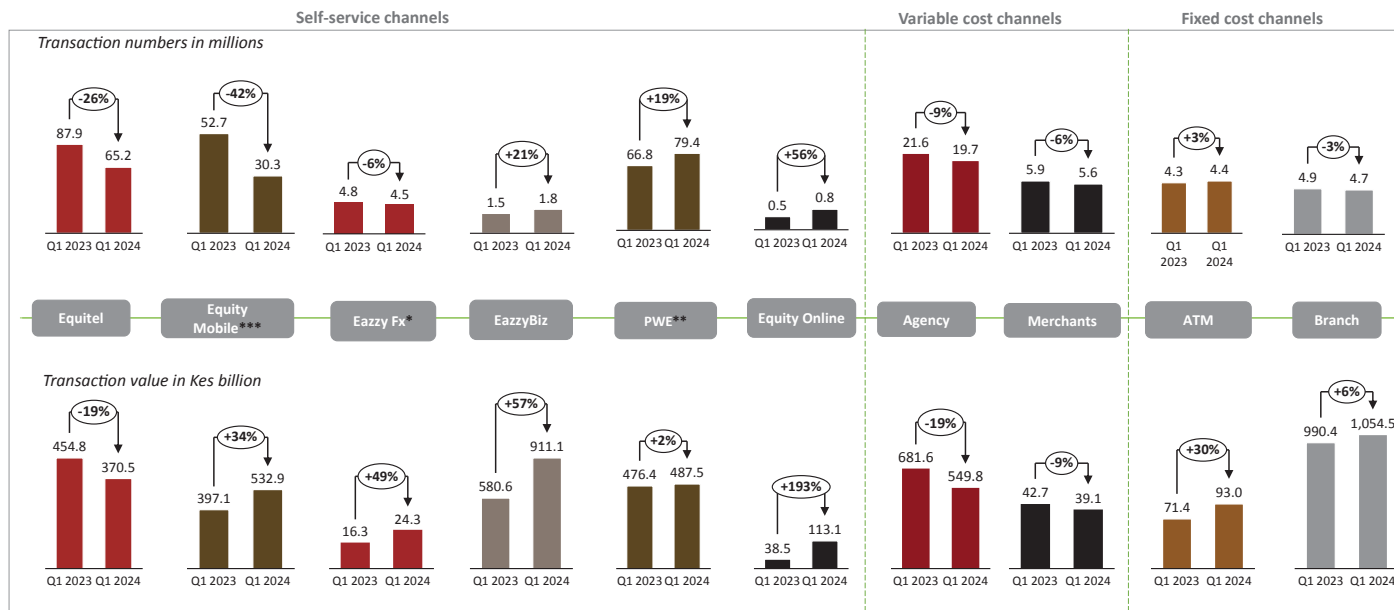
The Technology Group enabling the banking business

Migrating from Fixed and variable cost channels to self-service channels 98% of our Transactions outside the branch



The Technology Group enabling the banking business

Migrating from Fixed and variable cost channels to self-service channels



*Eazzy FX transaction numbers in thousands

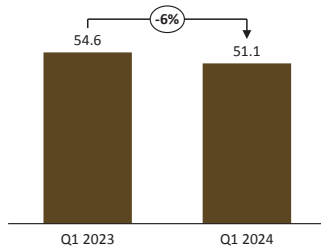
**PWE includes Billers'

***Equity Mobile includes Equity Mobile and Omni Channels

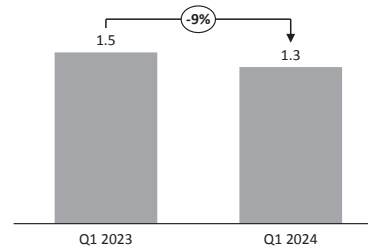
The Technology Group enabling the banking business

Technology enabled lending

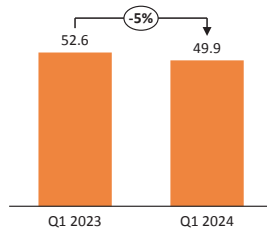
Group Disbursements Value in Kes Bn (YoY)



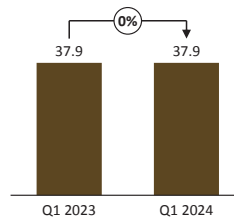
Group Disbursements Count in Millions (YoY)



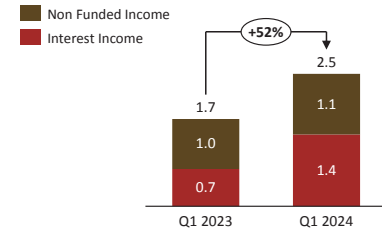
Group Repayments (Kes Bn)



Group Average Ticket size in Kes '000' (YoY)



Group Revenues in Kes Bn (YoY)





MEMBER

MEMBER

MEMBER

MEMBER

MEMBER

Contribution of Non-Banking Business

Business Diversification

Contribution of Non-banking business

(Figures in Kes Billion)

Q1 2024	EBIL	EIB	Finserve	ELAK	Non-Banking Total (% Contribution)	Banking Business Total (% Contribution)	Group (% growth)	Non-Banking Contribution Q1 2024	Non-Banking Contribution Q1 2023
Assets	1.27	0.88	2.23	20.81	25.2	1795.2	1,685.9	1.4%	0.8%
YoY Growth	0.0%	-0.4%	-46%	288%	1.4%	98.6%	10%		
Revenue	0.29	0.08	0.49	0.82	1.7	47.3	49.6	3.4%	3.4%
YoY Growth	-10%	-23%	-10%	67%	3.4%	96.6%	25%		
Cost before provisions	0.11	0.04	0.39	0.50	1.0	23.5	23.6	4.2%	3.8%
YoY Growth	27%	19%	11%	49%	4.2%	95.8%	19%		
PBT before provisions	0.18	0.04	0.10	0.32	0.6	23.8	26.0	2.6%	3.0%
YoY Growth	-24%	-44%	-48%	109%	2.6%	97.4%	31%		
PBT	0.18	0.04	0.10	0.32	0.6	18.0	20.4	3.4%	3.6%
YoY Growth	-24%	-44%	-48%	109%	3.4%	96.6%	21%		
PAT	0.13	0.03	0.07	0.22	0.5	14.4	16.0	3.1%	3.7%
YoY Growth	-24%	-37%	-48%	106%	3.1%	96.9%	25%		
RoAE	93.0%	25.0%	26.9%	52.0%	50.6%	15.6%	29.1%		
RoAA	39.5%	15.8%	10.9%	4.5%	13.2%	2.9%	19%		

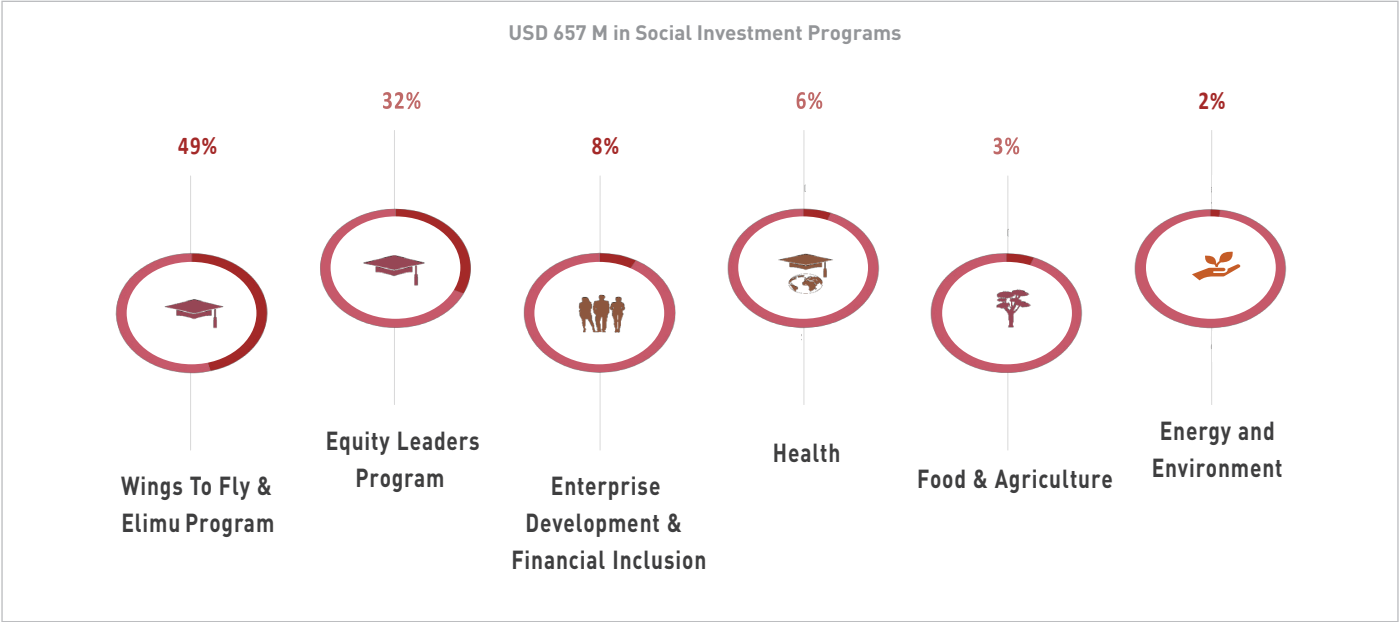


Equity Group Foundation

Impact Investment and Sustainability

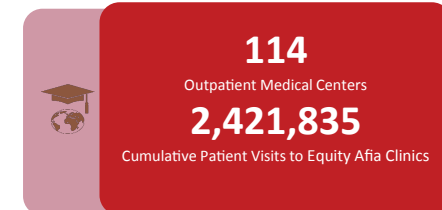
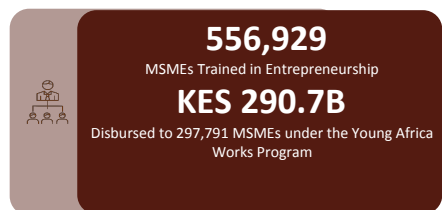
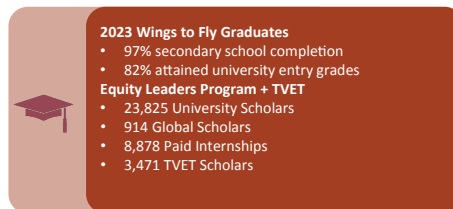
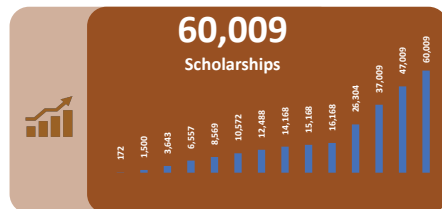
Impact & Social Investment Programs

% of Social investment



Impact Investment and Sustainability

Shared Prosperity Business Model and its Social Impact



Strategic Partnerships Validating the Business Model

Banking Partners



Risk Share Partners



EGF Funding Partners



EGF Implementing Partners



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Overall Group Performance

Balance Sheet

KES Billion	Q1 2023	Q1 2024	Growth
Assets			
Cash & Cash Equivalents	258.4	278.5	8%
Government Securities	392.5	473.2	21%
Net Loans	756.3	779.2	3%
Other Assets	131.0	155.0	18%
Total Assets	1,538.2	1,685.9	10%
Liabilities & Capital			
Deposits	1,111.2	1,236.4	11%
Borrowed Funds	159.0	125.2	21%
Other Liabilities	77.4	105.5	37%
Shareholders' Funds	190.6	218.8	15%
Total Liabilities & Capital	1,538.2	1,685.9	10%

Income Statement

KES Billion	Q1 2023	Q1 2024	Growth
Interest Income	32.4	43.0	33%
Interest Expense	10.8	15.2	41%
Net Interest Income	21.6	27.8	28%
Non-Funded Income	18.1	21.8	21%
Total Income	39.7	49.6	25%
Loan Loss Provision	3.1	5.6	84%
Staff Costs	6.6	7.9	18%
Other Operating Expenses	13.1	15.7	20%
Total Costs	22.8	29.2	28%
Profit Before Tax	16.9	20.4	21%
Tax	4.1	4.4	7%
Profit After Tax	12.8	16.0	25%
Earnings Per Share	3.3	4.1	25%

KES Bn	Q1 2023	Q1 2024
Gross loan loss provision	3.5	6.1
Loan recoveries	0.4	0.5
Net loan loss provision	3.1	5.6

*Loan loss provision has been presented net of recoveries. In the CBK publication Loan Loss Provision is presented as a gross amount. The gross provisions and recoveries are as follows;

Group Performance highlights Q1 2024

Customer Deposits (Kes)

1.24Tn

 11%

Total Income (Kes)

49.6Bn

 25%

Efficiency Ratios

NIM 7.2%  0.4%

CIR 47.1%  2%

Net Loans (Kes)

779.2Bn

 3%

Profit Before Tax (Kes)

20.4Bn

 21%

Profitability Ratios

ROAE 29.1%  1.6%

ROAA 3.6%  0.1%

Total Assets (Kes)

1.69Tn

 10%

Profit After Tax (Kes)

16.0Bn

 25%

Regulatory Ratios

Core Capital 15.9%

Total Capital 19.2%

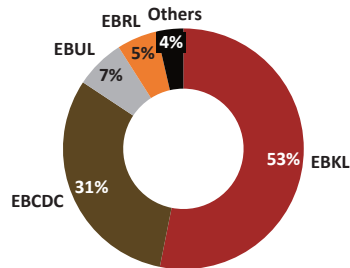
Liquidity Ratio 52.1%

Financial Ratios

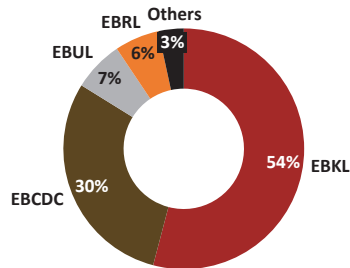
	EBKL	EBKL	EBCDC	EBCDC	Group	Group
	Q1 2023	Q1 2024	Q1 2023	Q1 2024	Q1 2023	Q1 2024
Profitability						
Interest Yield from Loans & Advances	10.9%	14.3%	10.6%	9.2%	11.4%	12.9%
Interest Yield from Gov't Securities	10.7%	11.9%	10.3%	16.6%	10.8%	12.0%
Yield from Earning Assets	10.6%	12.6%	7.3%	7.5%	10.3%	11.4%
Cost of Deposits	3.1%	5.0%	1.4%	1.4%	2.8%	3.4%
Cost of Funds	4.0%	6.1%	1.4%	1.5%	3.5%	4.2%
Net Interest Margin	6.6%	6.5%	5.9%	6.0%	6.8%	7.2%
Cost to Income with Provisions	55.8%	67.4%	61.5%	65.6%	57.8%	59.2%
Cost to Income without Provisions	47.1%	55.0%	51.2%	50.4%	49.1%	47.1%
Return on Average Equity	29.2%	21.0%	28.6%	24.9%	27.5%	29.1%
Return on Average Assets	3.2%	2.2%	3.0%	2.9%	3.5%	3.6%
Asset Quality						
PAR	9.7%	15.3%	5.2%	8.7%	9.1%	13.2%
NPL Coverage	91.4%	68.5%	82.9%	65.9%	87.5%	68.6%
Cost of Risk	1.7%	2.3%	2.4%	3.5%	1.9%	2.9%
Leverage						
Loan / Deposit Ratio	68.5%	56.9%	52.5%	53.4%	67.2%	63.0%
Capital Adequacy Ratios						
Core Capital to Risk Weighted Assets	14.9%	15.2%	11.8%	10.5%	15.5%	15.9%
Total Capital to Risk Weighted Assets	19.6%	19.0%	13.4%	12.1%	19.8%	19.3%
Liquidity						
Liquidity ratio	62.2%	72.6%	148.8%	130.8%	51.5%	52.1%

Subsidiaries Contribution

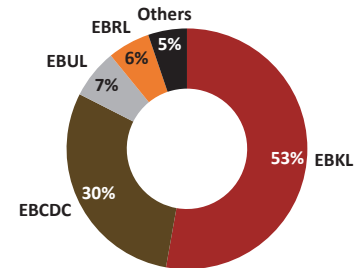
Deposits



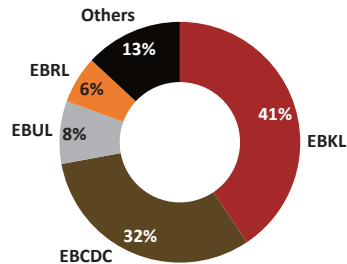
Loans



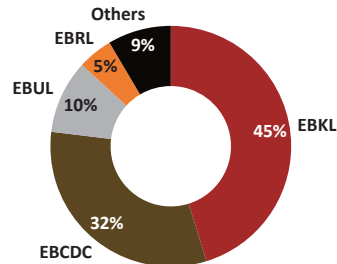
Total Assets



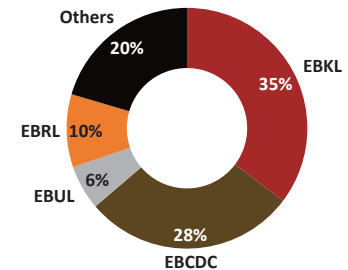
Revenue



Costs Before Provisions



Profit Before Tax



2024 Guidance Vs Actual - Group

	2024 Guidance	Q1 2024 Actual
Loan Growth	15% - 20%	3%
Deposit Growth	15% - 20%	11%
Net Interest Margin	7.2% - 7.6%	7.2%
Non-Funded Income Mix	40% - 43%	43.9%
Cost to Income Ratio	48% - 50%	47.1%
Return on Equity	25% - 30%	29.1%
Return on Assets	3.2% - 3.7%	3.6%
Cost of Risk	2.0% - 2.5%	2.9%
NPL	9% - 11%	13.2%
Subsidiaries Contribution (Assets)	50% - 55%	47%
Subsidiaries Contribution (PBT)	45% - 50%	65%

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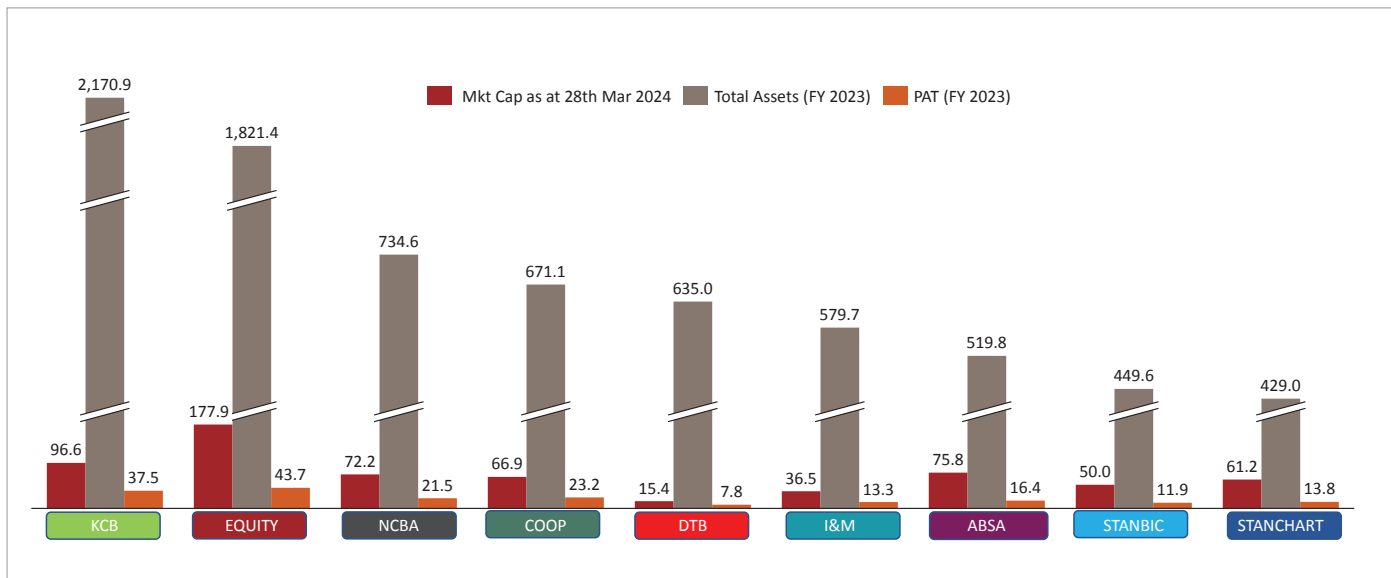
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Appendices

Market Validation

(Figures in Kes Billion)

Market Capitalization as at 28th March 2024



Market Capitalization Source: Business Daily April 02, 2024

Global Ratings and Accolades



- Equity Bank Credit Rating
- National Rating: B3
 - Global Rating: Aaa.ke/KE-1
 - Rating Outlook: Negative Same as the sovereign rating



- World's strongest banking brands 2024
- Position 2 – in the World
 - Position 1 – in Africa
 - Brand Strength Index (BSI) score of 92.5 out of 100
 - Brand Strength Rating (BSR) of AAA+
 - 10th most valuable banking brand in Africa



- Position 22nd in Africa;
- Position 761 largest bank globally,
- Position 149th in soundness (Capital Assets to Assets ratio),
- Position 71st profits on Capital
- Position 39th on Return on Assets



- African Business Leadership Awards
- Lifetime Achievement Award 2023 - Dr. James Mwangi
 - African CEO of the Year 2020 - Dr. James Mwangi



- Equity Bank Credit Rating
- Long Term Rating: AA-
 - Short Term Rating: A1+
 - Rating Outlook: Stable



- Dr. James Mwangi recognized among 50 Most Reputable Bank CEOs in Africa



2020 Oslo Business for Peace Award
Dr. James Mwangi.



- Position 7 overall
- Position 5 on soundness
- Position 9 on growth performance
- Position 8 on return on risk
- Position 6 on leverage category
- Position 6 on profitability



- 2023 SME Financier of the Year – Africa - Platinum
- 2023 Product Innovation of the Year - Platinum
- 2023 Women Financier of the Year – Honorable mention
- 2022 Best Financier for Women Entrepreneurs - Platinum
- 2022 SME Financier of the Year - Africa - Silver
- 2022 Product Innovation of the Year - Honorable Mention



- Best Trade Finance Bank in Kenya 2023

Global Ratings and Accolades



EUROMONEY
PRIZES FOR EXCELLENCE

- Best Bank in Kenya 2023
- Best Bank in DRC 2023
- Best Bank for SME Banking 2023
- Best Bank for Digital Solutions 2023
- Best Bank for CSR in Kenya 2023
- Best Bank for Corporate Responsibility in Africa 2022 & 2023
- Africa best bank for SMEs 2021
- Excellence in Leadership in Africa 2020



AFRICAN BANKER
AWARDS

- Best Regional Bank - East Africa - Equity Bank 2021
- Socially Responsible Bank in Africa, 2020
- African Bank of the Year, 2018
- African Banker of the Year, 2018 [Dr. James Mwangi]
- Best Retail Bank in Africa, 2017



The Bloomberg
50

Dr. James Mwangi,
named to the 3rd Annual
2019 Bloomberg 50 list



The Banker
Bank of the Year

- Bank of the Year - DRC 2020
- Bank of the Year - Rwanda 2020 & 2021
- Bank of the Year - South Sudan 2019, 2020 & 2021
- Bank of the Year - Uganda 2019 & 2021
- Bank of the Year - Kenya 2019



VISA

- Visa Top Acquiring Award 2021
- Visa E-Commerce [Acquiring] Award 2021



KENYA
E-COMMERCE
AWARDS 2021

Finserve named Best in Banking/
Financial and Insurance Services



24th
ANNUAL AWARDS 2021

- Best Bank for MSME Financing - Position 1
- Overall Winner - Position 2
- Best Client Case Study- Commercial - Position 2
- Best Bank Case Study- Bank Operations - Position 3
- Best Client Case Study - Promoting PWD Accessibility - Position 3



WOMEN
ON BOARD
AWARDS 2021

- Mary Wamae - Winner Women on Board Awards 2021
- Equity Group Foundation - 2nd runners up Women on Board Awards Organization of the year

2023 National Banking Awards and Accolades



**BANKING
AWARDS
2023**

Brand	1. Best Overall Bank - 12 years running 2. Best Bank in Tier 1- 9 years running 3. Most Customer-Centric Bank 4. Best Bank in Sustainable CSR - 1st Runners Up 5. Best Bank in ESG Factors
Franchise Segment	1. Best Bank in Retail Banking 2. Best Bank in Mobile Banking 3. Best Bank in SME Banking 4. Best Bank in Agency Banking 5. Best Commercial Bank in Microfinance 6. Best Bank in Corporate Banking - 1st Runners Up
Product	1. Best Bank in Trade Finance 2. Best Bank in Agriculture and Livestock Financing 3. Special Judges Award for Product Innovation (Clean Energy Access at Institutional and Household Level) 4. Best Bank in Mortgage Finance - 2nd Runners Up 5. Best Bank in Internet Banking 6. Best Bank in Asset Finance - 1st Runners Up 7. Best Bank in Product Marketing 8. Best Bank in Product Innovation - 1st Runners Up

Global Ratings and Accolades

**Banking
500
2024**

Brand Finance®
The Most Valuable and Strongest Banking Brands



Equity Group, East and Central Africa's largest financial services Group, has been named the 2nd strongest banking brand in the world. This is the Group's second consecutive appearance in the Brand Finance Banking 500 rankings, with an impressive Brand Strength Index (BSI) score of 92.5 out of 100 and an elite AAA+ brand strength rating

World's strongest banking brands 2025

- Position 2 - in the World
- Position 1 - in Africa
- Brand Strength Index (BSI) score of 92.5 out of 100
- Brand Strength Rating (BSR) of AAA+

10th most valuable banking brand in Africa

- Brand value rose by USD 22 million from last year's brand value of USD 428 million to USD 450 million (Kes. 64 billion)

Global Ratings and Accolades



Equity Group's MD and CEO, Dr. James Mwangi, was honoured in the 2019 Bloomberg 50 list. This is an honorary list of fifty innovators, entrepreneurs, and leaders who have impacted the global business landscape in measurable ways. Dr. Mwangi was lauded for his contribution in steering Equity Bank to have presence in the greater Central and Southern Africa region. He was honored alongside environmental activist Greta Thunberg, New Zealand Prime Minister Jacinda Ardern, CNN President and Warner Media Chairman Jeff Zucker, Singer and entrepreneur Rihanna, among others.

Global Ratings and Accolades

Dr. James Mwangi honouree, 2020 Oslo Business for Peace Award

Honourees are chosen by a prestigious Award committee consisting of past Nobel Prize winners in Peace Economics.

“Dr. James Mwangi receives the Award for his businessworthy values in championing financial inclusion for all in East and Central Africa. Dr. Mwangi helped achieve a social revolution by bringing banking services to people who previously had limited access to them bolstering Kenya’s GDP. Dr. Mwangi is an exceptional entrepreneur and humanitarian. The committee sees him as a shining example of how business leaders can accelerate change and help solve the world’s problems,” said Per Saxegaard, Founder of the Oslo Business for Peace Awards.



Global Ratings and Accolades

Equity Group Managing Director and Chief Executive Officer, Dr. James Mwangi was recognized and awarded the prestigious Lifetime Achievement Award at the All-Africa Business Leaders Awards held at Sun City, South Africa by the Africa Business News, the owners of CNBC Africa and Forbes Africa.

The All-Africa was awarded to individuals who have made a remarkable impact on their industry, country and the continent over a period of a lifetime.

The award was presented to Dr. Mwangi by the Deputy President of South Africa, His Excellency Paul Mashatile and Dr. Rakesh Wahi, Co-Founder and Chairman of Africa Business News Group.

Dr. Mwangi's remarkable leadership has propelled Equity Group to become the largest bank in East and Central Africa, positively impacting communities and driving economic progress.

[Photo Courtesy of MaruAnele Fotografik]



DRC, the largest country in SSA, presents a new and exciting frontier for continued sustainable growth for EGH



Linchpin in world's demand for minerals: significant untapped resource potential – largest global producer of cobalt, produces ~11% of world's copper, significant lithium reserves



Potential to be a global agricultural powerhouse: ~80m ha of arable land, incomparable biodiversity (has the 2nd largest tropical forest in the world)



Abundant hydropower potential: Ranked #1 in Africa with respect to its hydropower potential (10,000MW), equivalent to ~13% of global hydropower potential



Attractive demographic dividend: young vibrant population that is a catalyst for economic growth – driving demand, an unmatched workforce leading entrepreneurship / innovation



Strategic location: at the center of Africa, bordering 9 countries, plays a crucial role in inter-regional trade and a key player in global supply chains



Robust governance and institutional reforms: past critical inflection point, received international endorsements (including a US\$500m DPO⁽¹⁾ facility from World Bank in January 2023⁽²⁾)

The 2023 Kenya – DRC Investors' Roadshow

Kenya Segment

Equity Group hosted investors who participated in the Kenya and DRC Investors' Roadshow aimed at unlocking business networks and fostering trade and investment opportunities in Kenya, the Democratic Republic of Congo (DRC) and the East African region. The roadshow kickstarted in Nairobi and ran through a series of meetings and site visits in Kinshasa and Lubumbashi in the DRC showcasing the immense potential for economic growth and development.



US Ambassador to Kenya, Meg Whitman (right) and Equity Group Managing Director and Chief Executive Officer, Dr. James Mwangi (left) engage in a fireside chat during the opening cocktail of the 2023 Kenya – DRC Investors' Roadshow.



Cabinet Secretary for Treasury, Prof. Njuguna Ndungú and Equity Group Managing Director and CEO Dr. James Mwangi engage in a fireside chat during the Kenya segment of the 2023 Kenya – DRC Investors' Roadshow.

The 2023 Kenya – DRC Investors' Roadshow

Kenya Segment continued



The Central Bank of Kenya Governor, Dr Kamau Thugge (left), Karen Kandie, Director of Parastatals Reforms at the National Treasury and Planning (centre) and Equity Group Managing Director and CEO Dr. James Mwangi (right) during the official opening of the 2023 Kenya – DRC Investors' Roadshow in Nairobi.



Guests follow proceedings during the official opening of the 2023 Kenya – DRC Investors' Roadshow in Nairobi.

The 2023 Kenya – DRC Investors' Roadshow



Delegates arrive in Kinshasa and Lubumbashi for the DRC Segment of the 2023 Kenya – DRC Investors' Roadshow.

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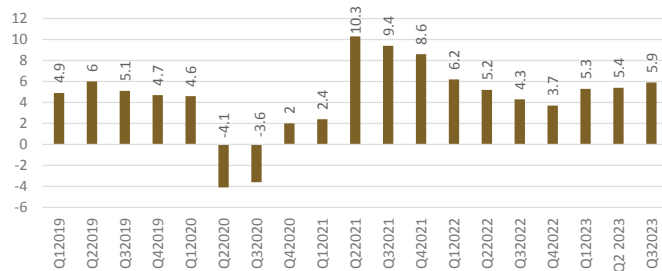
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Macroeconomic Environment Indicators & Trends

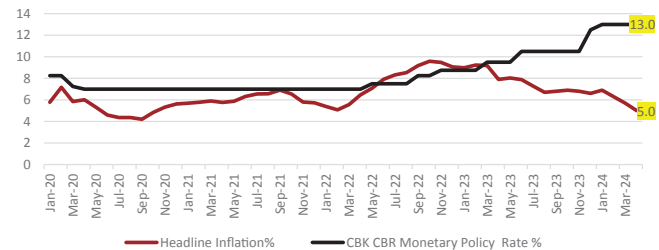
Kenya: GDP growth of 5% (2024) vulnerable to tight policies and climate shocks

Downsides may result from El Nino rains displacements and destruction of infrastructure, high interest rates, increased tax burden, public debt repayments and rise in oil prices and imports.

Kenya: Quarterly real GDP growth, % YoY

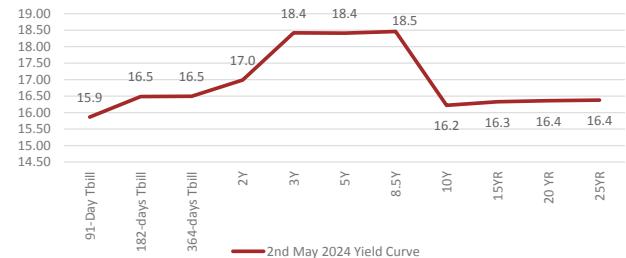


Kenya: Headline Inflation vs CBK CBR Monetary Policy Rate



- Agriculture recovery. After contracting for five quarters, the agriculture sector grew by 6.7% YoY in Q3 2023 and was among the biggest contributor to YOY quarterly real GDP growth of 5.9%.
- We forecast growth of 5% in 2024 that will be driven by recovery in agriculture impacted by the high rains and services sector growth .

Kenya: Yield Curve for Treasury Bills & Bonds, %

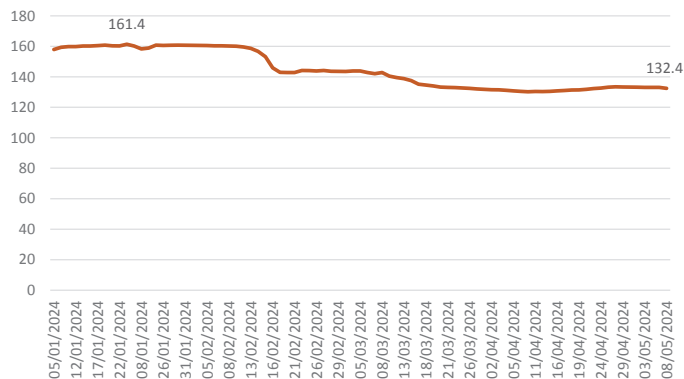


Kenya: New USD\$1.5Bn Eurobond buy back and IFB 8.5 years issue eased pressure on USD/KES and increased investors confidence on Kenya

Fall in yields Kenya's New USD\$1.5bn 6 Years 2031 Eurobond Yields



YTD Appreciation of USD/KES Traded Weighted Average Indicative Exchange Rates

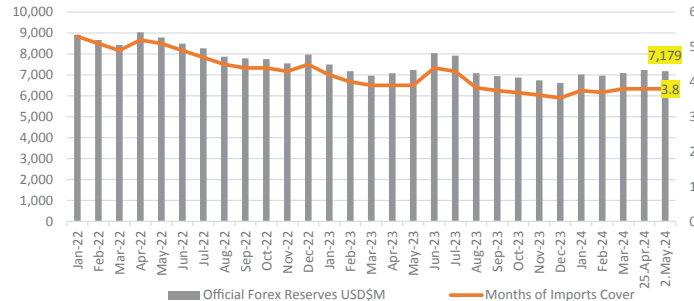


- New Eurobond allayed investors jitters on the June 2024 Eurobond, relieved USD/KES pressure and its yields have fallen 54.5 bps.
- IFB 8.5 Years FCY investors increased domestic FCY supply making the KES appreciate YTD by 16.15 % and substantially narrowing LCY deficit financing target for FY 2023/24.

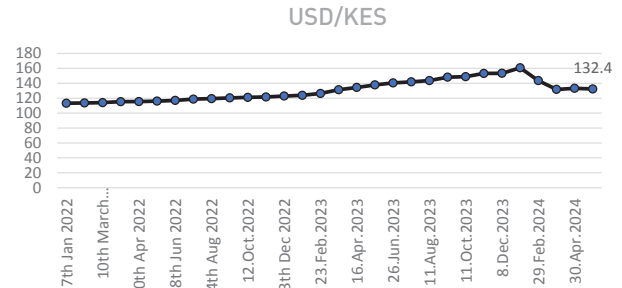
Source: CBK

Kenya: Weaker external position amidst a narrowing current account deficit

Kenya: Official Foreign Reserves



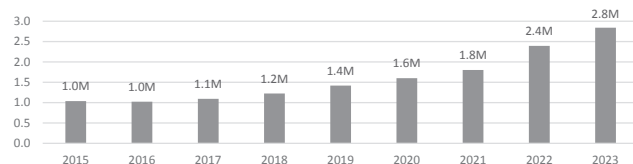
Kenya: Exchange Rate–KES/\$1



- Current account deficit % of GDP narrowed from 5.2% in 2022 to 3.9% in 2023 and forecasted to rise to 4.3% in 2024.
- FX Reserves are below 4 months of imports cover at 3.8 months as at 2nd May 2024 (USD 7,179M) with multilateral concessional balance of payments and budget support loans by IMF, World Bank and Regional DFIs expected to continue buffering reserves upward.
- The KES had YTD appreciated by 16.15% to KES 132.3973 /\$1 as at 8th May 2024 following oversubscription by over 400% of the new 6-Year 2031 Eurobond repurchase of the June 2024 bond.
- The foreign financing including disbursements from IMF, World Bank, DFIs and bilateral partners will help anchor USD/KES appreciation.
- GOK is seeking to diversify its FCY Deficit Financing from USD by issuing Arab Sukuk; Chinese Panda and Japanese Samurai bonds.

DRC – GDP growth forecasted to decline to 4.7% in 2024 from 6.14% in 2023 driven by slowdown in extractive economy GDP to 4.4% in 2024 from 9.1% in 2023

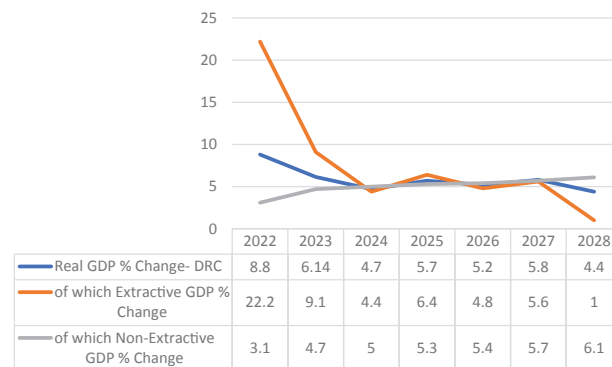
DRC - Copper Production Metric Tons



DRC - Cobalt Production Metric Tons



DRC - Real GDP Growth, %



- GDP growth projected to decline to 4.7% in 2024 from 6.14% 2023 driven by slowdown in contribution of the extractive economy from 9.1% in 2023 to 4.4% in 2024 before rising to 6.4% in 2025.
- Non-extractive economy's growth is expected to strengthen from 4.7% in 2023 to 5.9% in 2024 and 5.3% in 2025.
- GDP growth is expected to average 5.1% over 2024-2028 driven by sustained growth of extractive mining sector, and the gradual acceleration of non-extractive growth more so construction and public infrastructure works.
- Upsides- ultra high global demand for green minerals for clean energy transition from fossil fuels.

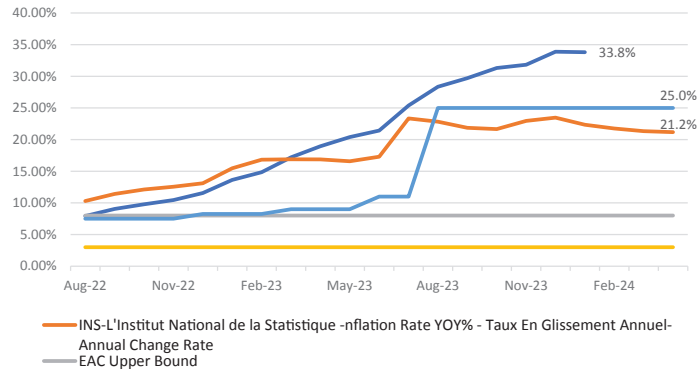
Downside –

- Geopolitical risks from Eastern DRC conflict
- Potential discontents on electoral process
- Adverse terms-of-trade shocks, low FX Reserves and high CDF/USD depreciation.

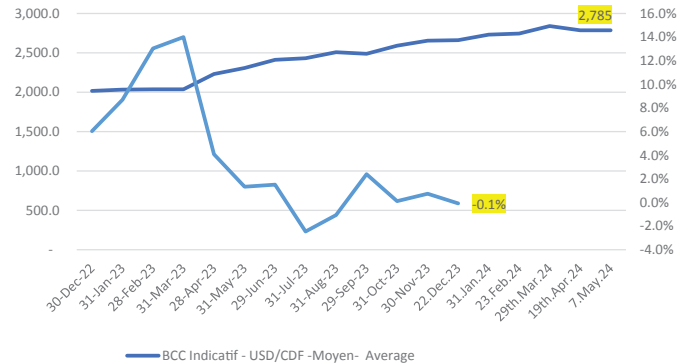
Source: BCC ; IMF

DRC – High runaway inflation at 33.81% (BCC) in January 2024 and 21.32% (INS) in April 2024 to remain elevated due to high imports and CDF Depreciation

DRC - Inflation and Benchmark Interest Rate



DRC - Official Exchange Rate, CDF/\$1

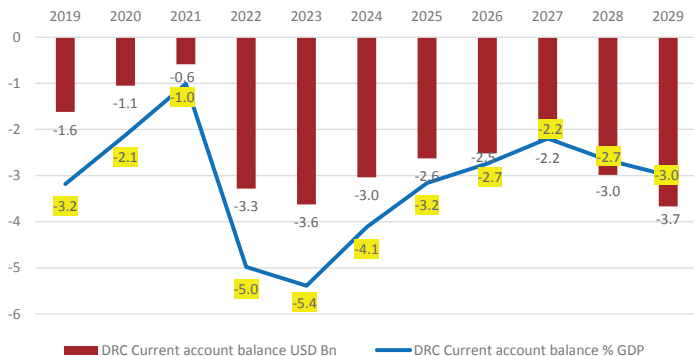


- The DRC's headline inflation by BCC stood at 33.81% YoY in January 2024 (21.17% by INS on 26 April 2024) and is expected to remain high from low BCC CBR policy transmission, low FX reserve buffers and CDF depreciation.
- BCC hiked its CBR by 1,400bps from 11% in July 2023 and paused it at 25% from August 2023 to date in a bid to tame high and rising inflation, slow down capital flight and support CDF from further depreciation.

Source: BCC

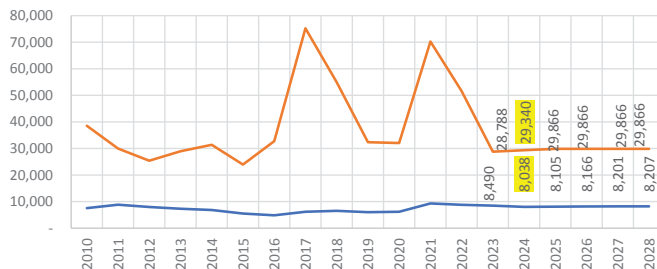
DRC – Current account deficit to narrow from -5.4% of GDP in 2023 to -4.1% in 2024 and -3.2% in 2025 from strong copper and cobalt production

DRC - Current Account, % of GDP



DRC - Copper Price (\$/mt)-Actual and Forecast

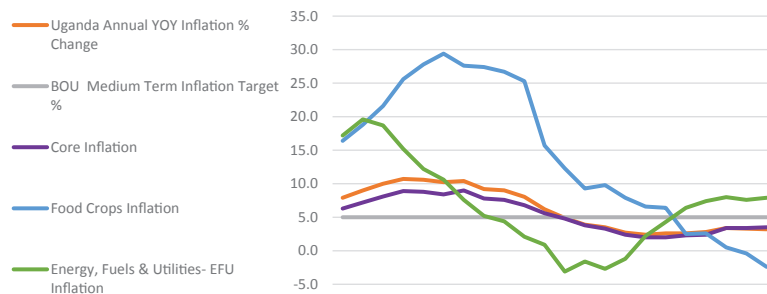
Copper and Cobalt Price (\$/mt)-Actual and IMF DRC Forecasts



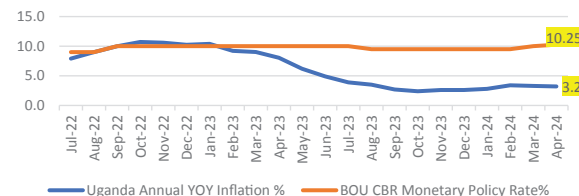
- Clean energy transition from oil and coal fuels will significantly heighten demand for aluminum, copper, nickel, and tin by 2025 leading to increase in imports for these minerals.
- Downside risk to the current account is disruption of mining by Eastern DRC conflict and higher than planned government spending on imports which would exert further pressure on the CDF to depreciate.

Uganda: GDP to grow from 4.8% in 2023 to 5.6% in 2024 before accelerating after oil exports

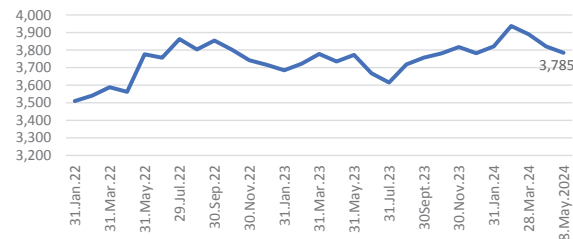
Uganda: Inflation, % YoY



Uganda: Inflation & Policy Rates



Uganda: USD/UGX Selling Rate- Interbank Foreign Exchange Market (IFEM)

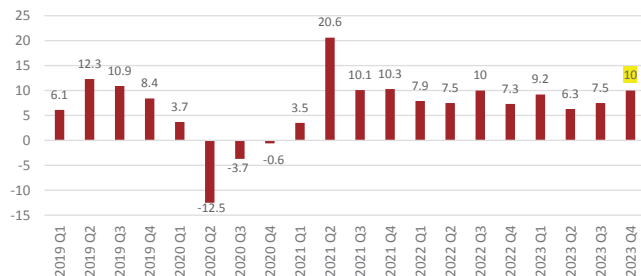


- Uganda's headline inflation stood at 3.2% YoY in April 2024 from the peak of 10.4% YoY in January 2023 due to the fall in food prices and tight BOU monetary policy rate rise to 10.25%.
- Headline inflation is expected to rise to mid-single-digits in 2024 on the back of energy and imported inflation and UGX depreciation.
- The Current Account Deficit was high at -8.8% of GDP in 2022 and is expected to remain high above -5% of GDP benchmark threshold at -7.7% of GDP in 2023, -7.2% of GDP in 2024 and -7.6% of GDP in 2025 due to high oil CAPEX imports before narrowing to -5.7% of GDP in 2026 as oil exports kicks in.
- The USD/UGX exchange rate has been broadly flat since pre-pandemic.

Source: UBOS ; BOU

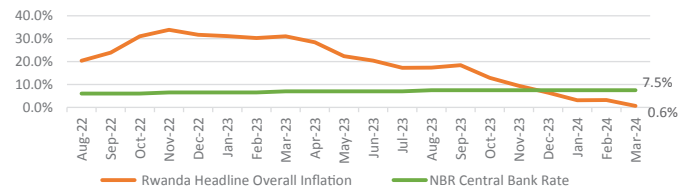
Rwanda: GDP at 10% in Q4 2023 and forecasted at 7% in 2023, 2024 and 2025 driven by services sector, recovery of agriculture and mega infrastructures like Bugesera Airport

Rwanda: real GDP growth, % YoY

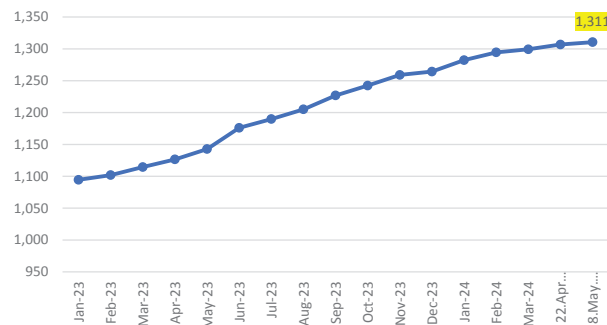


- Tight fiscal consolidation and monetary policy that saw NBR hold steady its CBR at 7.5% to tame inflation down to 0.6% by February 2024 is likely to subdue GDP growth to around 7% in 2023, 2024 and 2025.
- Downside - Eastern DRC security and humanitarian crisis, deteriorating cross border trade and security relations with Burundi, contractionary monetary policy, El Nino climate shock as flooding destroys infrastructure, USD- RWF depreciation, global funding freeze and wide current account deficit.
- Inflation dropped to 0.6% YoY in March 2024 from a peak of 33.8% YoY in November 2022 following BNR contractionary monetary policy measures.
- We expect inflation to be in within National Bank of Rwanda's target band of 2-8%.
- RWF has weakened by 14.68% YOY against USD on 8h May 2024 to RWF 1,310.55/\$1 from high imports widening current account deficit and reducing BNR ability to maintain FX Reserves buffers.

Rwanda: Inflation & Monetary Policy Interest Rate



Rwanda: Foreign Exchange Rate, Rwf/\$1



Source: NISR ; BNR

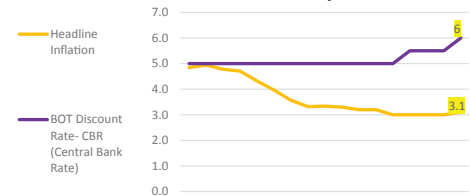
Tanzania: GDP - projected to grow steadily from 5% in 2023, to 6.5% in 2027 driven by minerals, LNG gas, services public infrastructure and government reforms opening the economy

Tanzania: Quarterly Real GDP Growth, % YoY

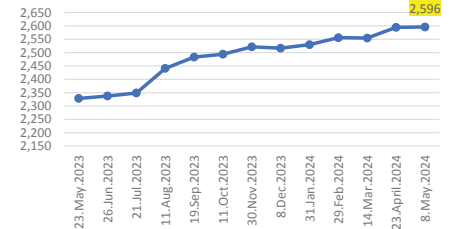


- Q3 GDP growth of 5.3% was supported by agriculture 4% growth, mining 10.2% and services.
- Headwinds- USD liquidity, wide current account deficit; global funding freeze, global GDP stagnation.
- Headline Inflation has been falling, remains with BOT target range of 3%-8% and rose marginally to 3.1% in April 2024 from rising Energy/Fuel inflation (housing, water, electricity, gas and other fuels and transport).
- Food inflation which is the biggest driver of headline inflation stood at 1.4% in April 2024, but core inflation has been rising steadily to 3.9%.
- Although Tanzania's inflation is relatively low, the government put in place temporary fuel and fertilizer price subsidies to contain inflation pressures and the central bank also tightened liquidity.
- USD/TZS stood at TZS 2,596.06/1\$ on 8th May 2024 to record 11.5% YOY depreciation even as the current account deficit narrows to -4.18% of GDP in 2024 and -3.56% of GDP in 2025.
- IMF approved US\$ 150.5 million in Dec 2023 to support economic recovery, preserve macro-financial stability, promote sustainable and inclusive growth with reforms on strengthening fiscal space, enhancing monetary policy framework, strengthening financial sector supervision, and advancing structural reforms.

Tanzania: Inflation and Policy Rate



Tanzania: Foreign Exchange Rate, Tzs/\$1

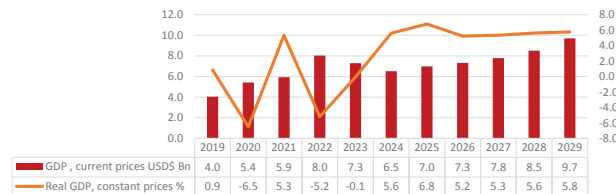


Source: NBS; BOT

South Sudan: Rise in oil production and Brent oil global prices above USD\$80 per barrel to grow GDP to 5.6% in 2024, and 6.8% in 2025

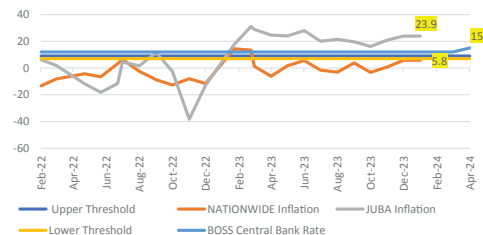
BOSS hiked CBR by 300bps to 15% to tame inflation and SSP depreciation

South Sudan - Real GDP Growth, %

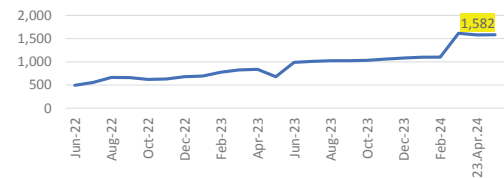


- South Sudan economy has contracted over the past four years because of Covid19 pandemic, instability, constant floods which destroyed crops and infrastructure.
- Downsides in 2024- political instability and humanitarian crisis in Sudan (Khartoum), El Nino flooding of oil fields, high inflation, high SSP Depreciation, 2024 Elections and development partner donor fatigue lowering grants.
- Inflation in Juba stood at 23.9% in Dec 2023 and 5.8% nationwide. Sudan Khartoum conflict is also fueling spiking prices of imported food, fuel and medicines.
- BOSS hiked its CBR by 300bps from 12% to 15% to tame high Juba inflation, USD/SSP depreciation and avert capital flight.
- Inflation is expected to pick up over the short term, on the back of the spike in the prices of imported food, fuel and medication related to the conflict in Sudan (Khartoum) but to remain in the single digits nationally and highly elevated in Juba at double digits.
- YOY in 8th May 2024, the SSP was 132.92% depreciated against the USD due to capital flight amidst de-dollarization, lower donor humanitarian inflows, expensive commercial FCY debt and global funding freeze.

South Sudan - inflation, % YoY and Central Bank Rate



South Sudan: Foreign Exchange Rates, SSP/\$1



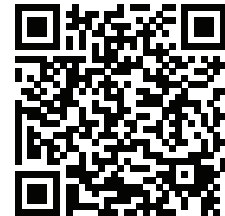
Sources : IMF; NBS; BOSS

Case Studies

The Equity business model is a leading case study in many business schools around the world. In addition, many business schools, organizations and institutions regularly visit the Group to learn firsthand about the brand, it's evolution and business strategy. Many financial institutions from around the world make bench-marking exposure visits.

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Equity Centre - EquityBCDC Le Siège Social, Kinshasa

Equity Centre, 9th Floor, UpperHill
P.O.Box 75104, Nairobi, Tel: 0763 000 000
info@equitygroupholdings.com [f @keEquitybank](https://www.facebook.com/keEquitybank) [t @keEquitybank](https://www.twitter.com/keEquitybank)



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