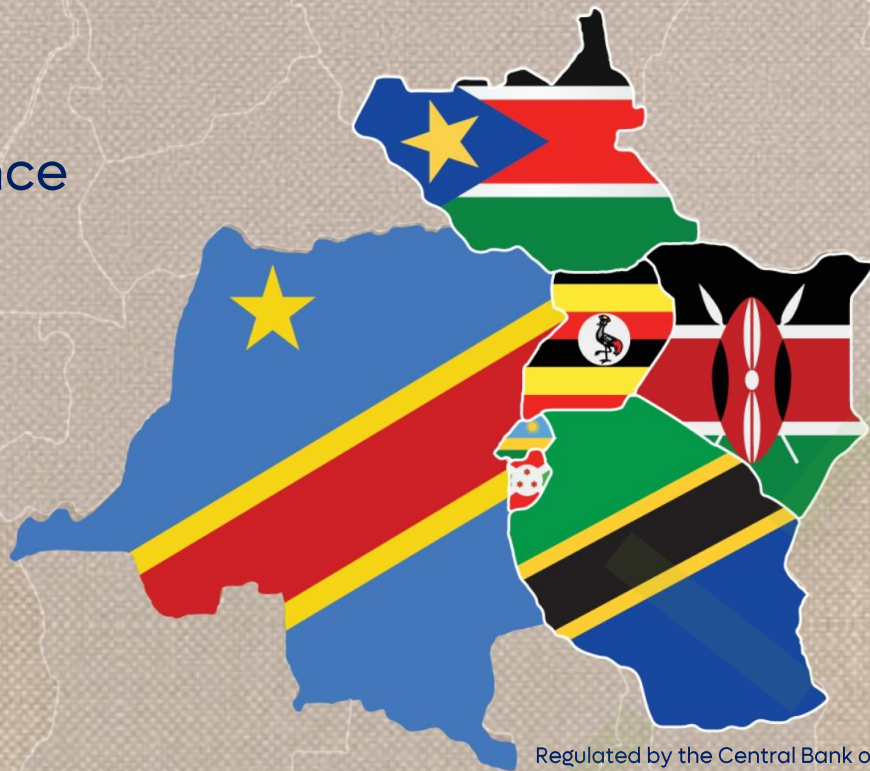




Q3 2025 Financial Performance Investor Presentation

19 November 2025



For People. For Better.

Regulated by the Central Bank of Kenya

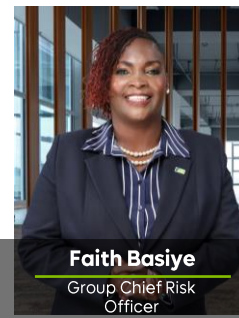
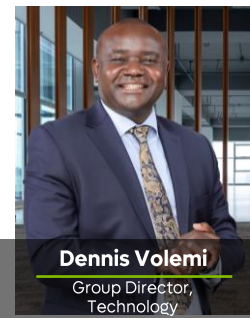
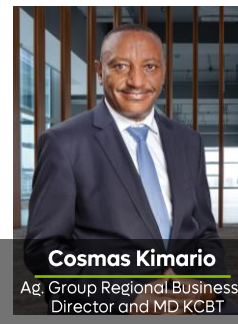


01

Q3 2025 Business Update

Our Leadership Team.

Group Executive Committee.



Our Leadership Team.

Subsidiary Managing Directors.



Annastacia Kimtai

Managing Director,
KCB Bank Kenya



Oliver Meisenberg

Managing Director,
Trust Merchant Bank, DRC



Patience Mutesi

Managing Director,
BPR Bank Rwanda



Cosmas Kimario

Ag. Group Regional Businesses
Director and MD KCBT



Edgar Byamah

Managing Director,
KCB Bank Uganda



Jaldesa Roba

Managing Director,
KCB Bank South Sudan



Masika Mukule

Managing Director,
KCB Bank Burundi



Aggrey Mulumbi

Managing Director,
KCB Bancassurance



Maurice Opiyo

Managing Director,
KCB Investment Bank



Victor Odendo

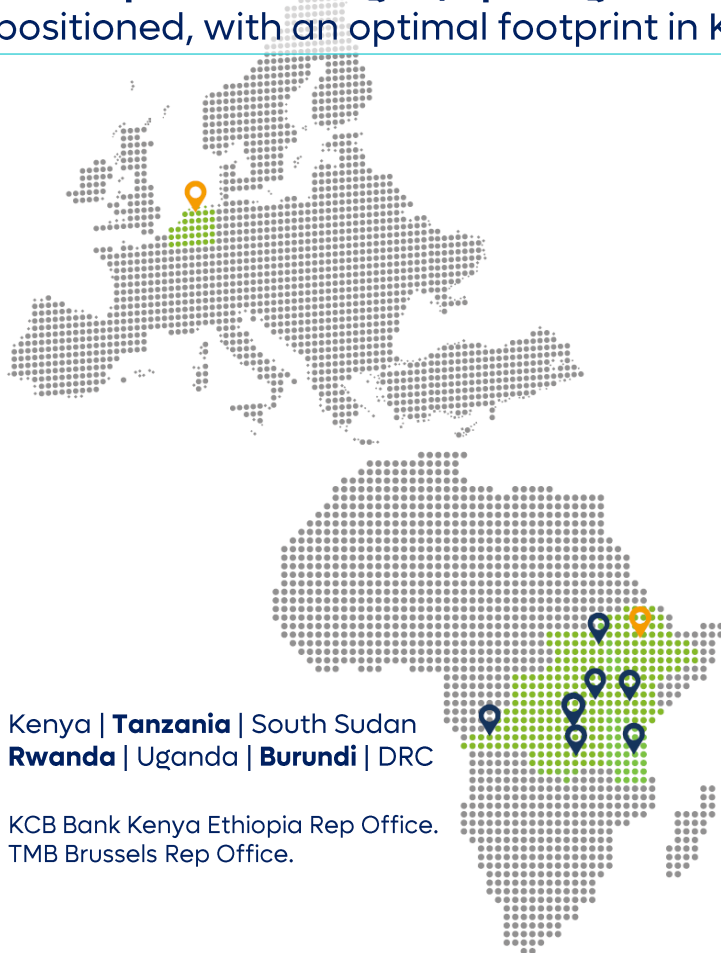
Managing Director,
KCB Asset Management



Mendi Njonjo

Director,
KCB Foundation

Largest footprint in the region; opening doors of opportunity for millions of people.
 Well positioned, with an optimal footprint in Kenya and across the region.



Kenya | **Tanzania** | South Sudan
Rwanda | Uganda | **Burundi** | DRC

KCB Bank Kenya Ethiopia Rep Office.
 TMB Brussels Rep Office.

32M Customers
 9M Conventional Bank | 23M Digital

1.3M Agents and Merchants

11,383 Employees

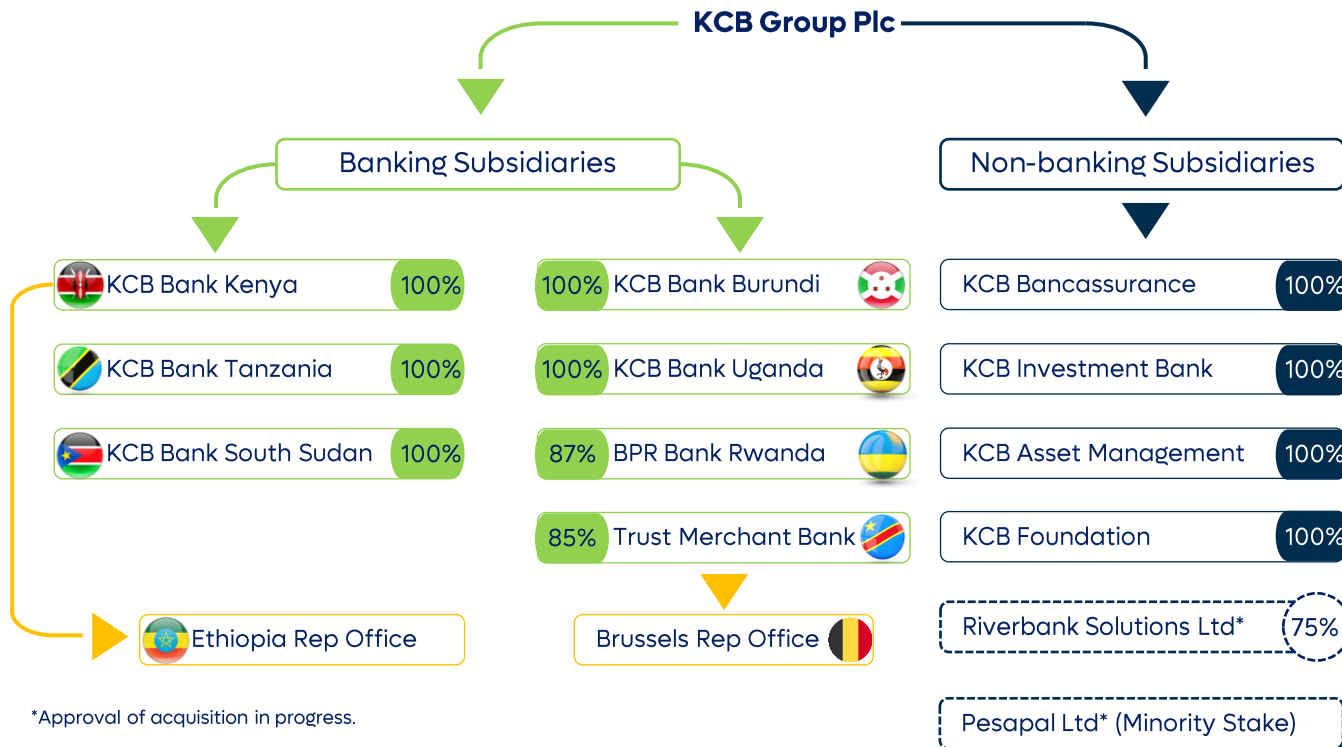
1,242 ATMs
 709 KCB ATMs | 533 Partner ATMs

452 Branches



Well diversified business model, sustains our resilience.

Matches the meaningful role we play in the region and supports our aspiration towards greater heights.



*Approval of acquisition in progress.

- Sale of 100% of issued shares in NBK to Access Bank concluded on 30 May 2025.
- Acquisition of Riverbank Solutions and a minority stake in Pesapal Ltd in progress with regulatory approvals in various stages.
- Closely monitoring developments in Ethiopia which remains an attractive market for us.



Operating context in the period.

Effects from the global geopolitical issues filtering through to our markets.

Stable currencies in most markets

Tanzania, Uganda and DRC local currencies appreciated against USD YoY. Across our other markets, local currencies appreciated against Ksh except in South Sudan, Rwanda and Burundi.

Higher-for-longer interest rates

Interest rates have started trending downwards supported by accommodative monetary policy stance by central banks in the region and in major economies globally, as inflation targets remain anchored in most markets.

Shocks from multiple fronts

Geopolitical tensions, trade tariffs, shrinking consumer wallets & increased costs of doing business across most of our markets.

Resilient GDP growth

East Africa region poised to be the fastest growing region in Sub-Saharan Africa in 2025. GDP projected to grow by 5.7%

Moderate inflation

Inflation remains moderate, in single digits, in September 2025 across all EAC markets save for Burundi and South Sudan.



Our strategy, now in its second year, continues to anchor the delivery of our Purpose.
Hinged on putting customers first and delivering sustainable returns for our shareholders.

KCB
GROUP
STRATEGY

2024 → 26

Transforming
Today
Together

For People. For Better.

PILLARS



**Customer-Centered
Value Propositions**



**Leverage Group
Capabilities for
Efficient Scale**



**Digital
Leadership**



**Optimize Data &
Analytics**

ENABLERS

Execution Excellence

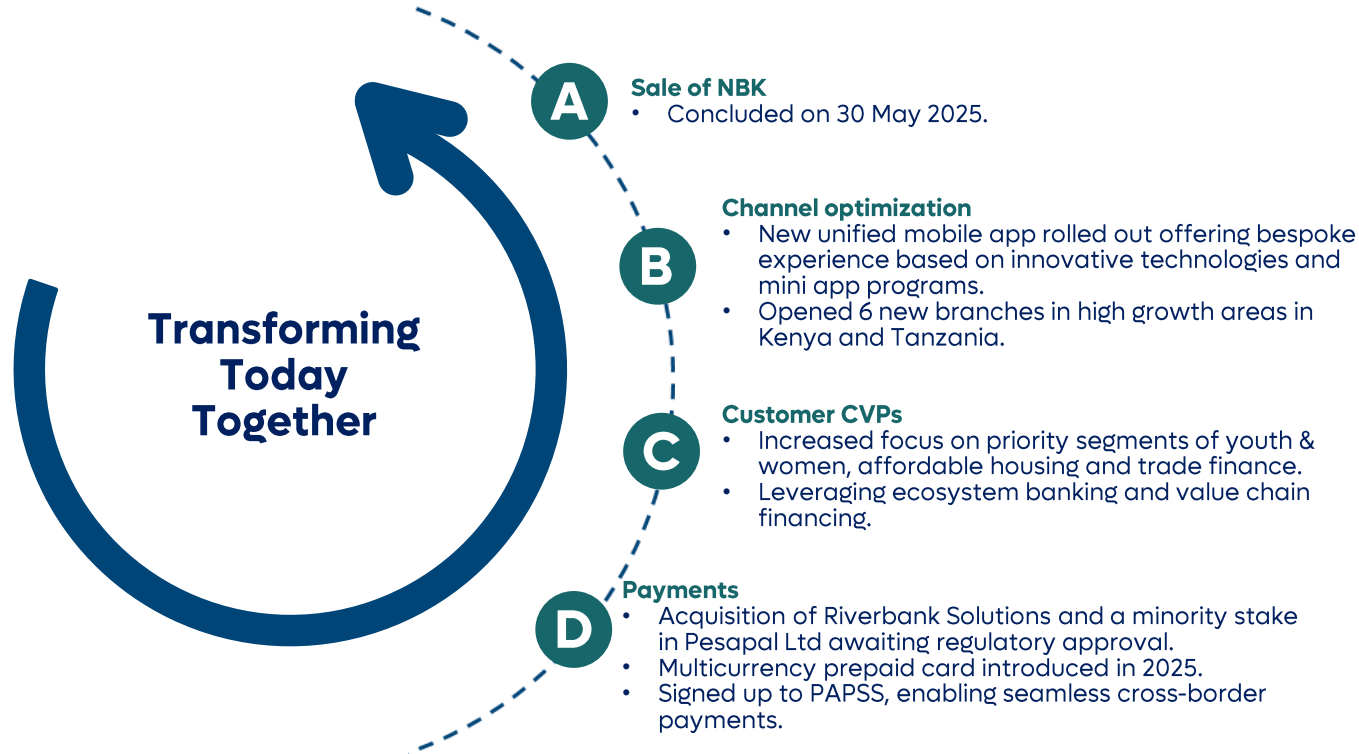
Technology Evolution

Risk Resilience

Sustainable Citizen

Significant momentum towards delivering our 2024 – 2026 strategic aspirations.

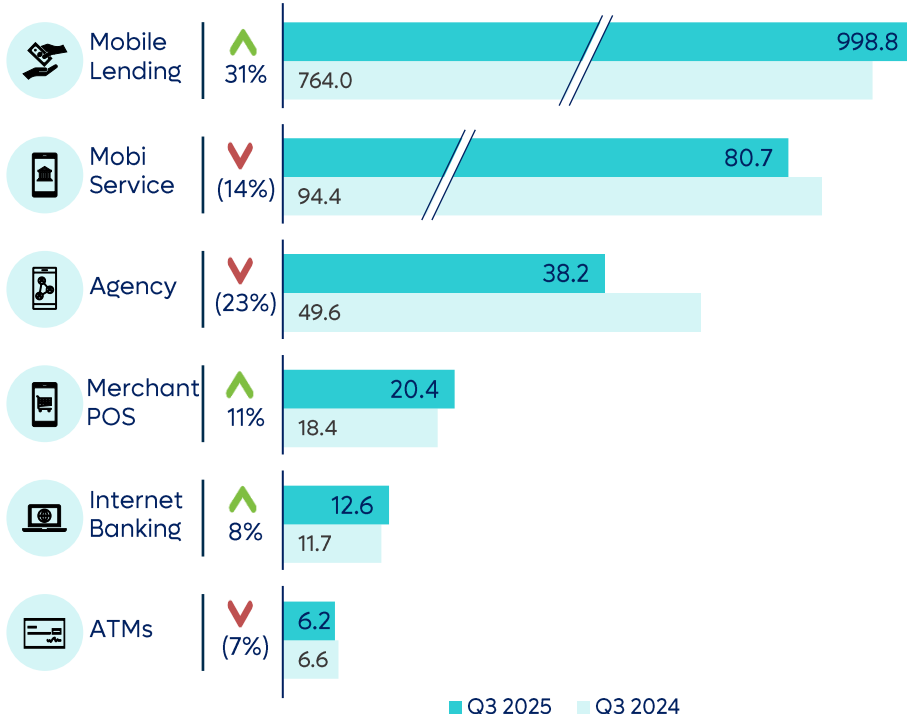
Various initiatives in progress across all strategic pillars.



Our digital channels continue to offer unmatched convenience for our customers.

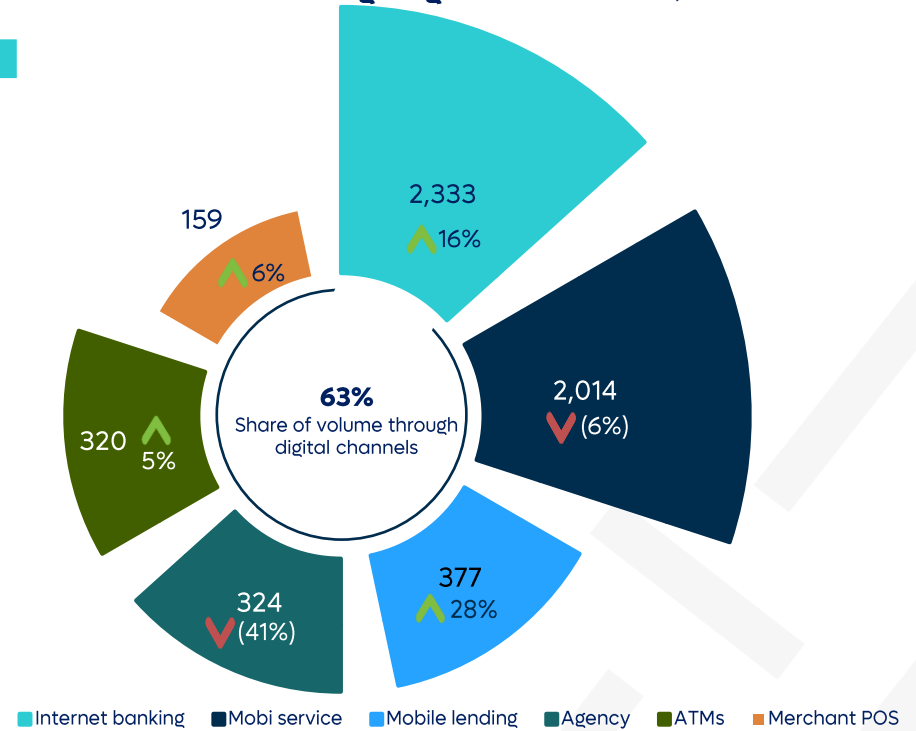
99% of transactions by number conducted through non-branch channels.

Number of non-branch channel transactions in Q3 2025



■ Q3 2025 ■ Q3 2024
 Number in millions.
 Percentages denote YoY change.

Value transacted through digital channels in Q3 2025



■ Internet banking ■ Mobi service ■ Mobile lending ■ Agency ■ ATMs ■ Merchant POS
 Amounts in Ksh billion.
 Percentages denote YoY change.

We position our actions to deliver social impacts in the markets we operate in.

Our impactful programmes create value for our various stakeholders.

Driving Sustainability

The Group continues to align its practices to address and tap on climate-related risks & opportunities.



Issued **Ksh 40.5B** green loans in Q3 2025 in Kenya and Tanzania.



Screened loans worth **Ksh 301.0B** under ESDD* in Kenya, Rwanda, Tanzania and Uganda.



Planted 3.4M trees with our partners.

Supporting our Communities

Our Foundation programmes deliver social and economic impact in our communities.

- **132,111 jobs created** as at Q3 2025 through livelihoods programmes namely 2Jijiri, Young Africa Works, Mifugo ni Mali, and DiGiFLME.**
- KCB Scholars programme supported **4,174 students** from disadvantaged backgrounds including teen mothers, survivors of harmful cultural practices and persons with disabilities.

Corporate Citizenship

The Group has over the years supported various initiatives through targeted sponsorships and donations as part of corporate social responsibility.

We support over **150 people** through our investment in sports, providing opportunities for them to earn their livelihoods through sports.

Impacting People. For Better.

*Environmental & Social Due Diligence tool, aimed at efficiently categorizing and identifying environmental & social risks associated with the projects we finance.

**Jobs created Includes new jobs created, jobs improved, and jobs sustained in the reporting period.

Consistently feted for market depth, and growth fueled by innovation.

Uniquely positioned as one of the oldest, yet still fastest growing companies in Africa.



Best Bank in Kenya
by Global Excellence,
Global Finance, Word
Business and Euromoney
Magazines



Best SME Bank Kenya
by Global Business and
Global Excellence
Magazines



Best Bank in CSR
by Global Business,
Global Excellence,
Finance Derivative,
Word Business and
Euromoney



Best Bank in Sustainability & ESG
by Global Business, Global
Excellence, Finance Derivative,
Kenya ESG Awards, Word Business
and Euromoney



Best Banking CEO
by Global Excellence and Word
Business Outlook Magazines

Special U.S. Congressional
Commendation from the State
of Georgia.



**Africa's Fastest-
Growing Company**
Financial Times



**Financial Institution of
the Year**
Afreximbank Awards



**Most Preferred
Financial Solutions
Provider in Africa 2025**
Word Business Outlook



**2025 African Bank of
the Year**
African Business
Leadership Awards

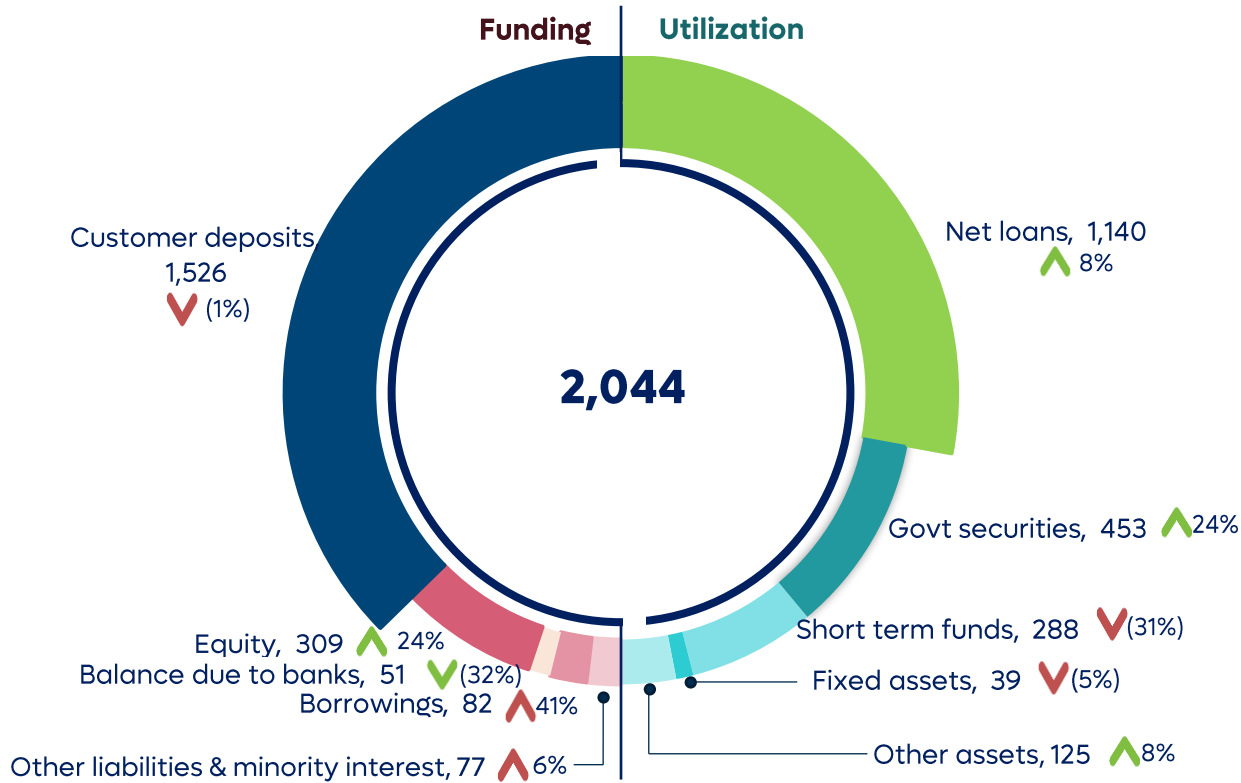


02

Financial Performance

Balance sheet size expanded by 3% to Ksh 2.0 trillion.

Growth in the period more than offset the impact of sale of NBK.

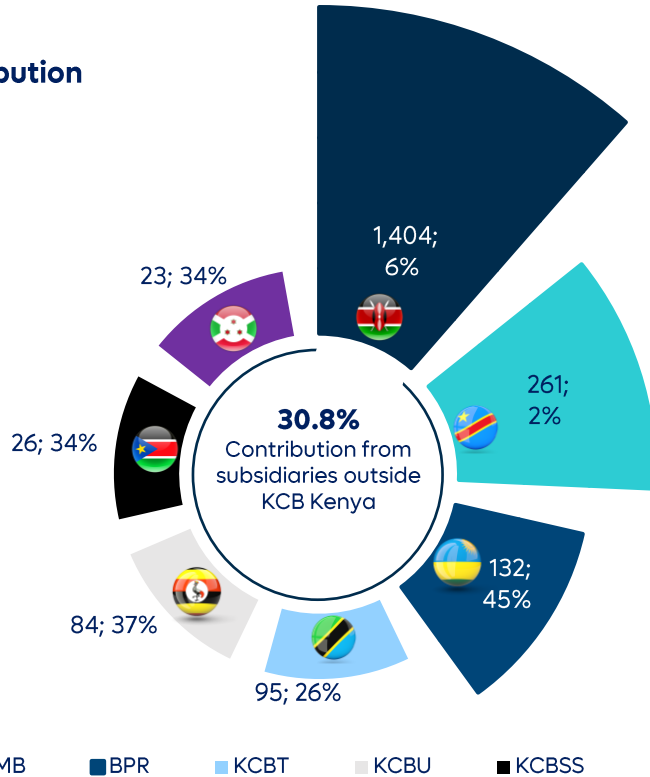


- 1% drop in customer deposits occasioned by strategic rebalancing of G2G market share & impact of divestiture from NBK, which marginally offset organic growth registered in the period.
- Net loans grew by 8% driven by disbursements in priority segments in Kenya, Uganda, Tanzania and Rwanda.
- Excluding impact of NBK sale, deposits grew by 5%, net loans by 14% and total assets by 11% YoY.



All subsidiaries expanded their balance sheets in the period.
 Strong asset growth in Rwanda, Uganda, South Sudan and Burundi.

Total assets distribution



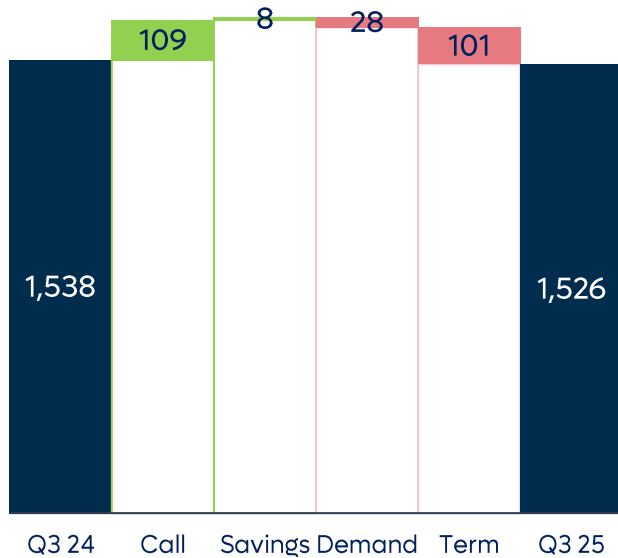
30.8%

Proportion of assets in subsidiaries outside of KCB Bank Kenya in Q3 2025, compared to 34.9% in Q1 2025 mainly due to divestiture from NBK.

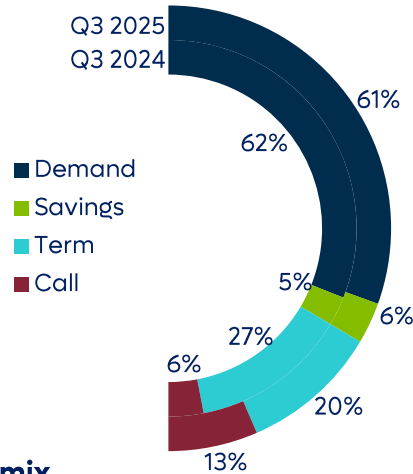
Sustained solid liquidity levels.

Strong customer-deposits funded base, customer deposits account for 75% of total funding.

Evolution of customer deposits (Ksh B)



Deposits by type



Deposits mix



46.7%

Liquidity ratio in Q3 2025. The ratio has held steady at this level for all the past seven quarters.

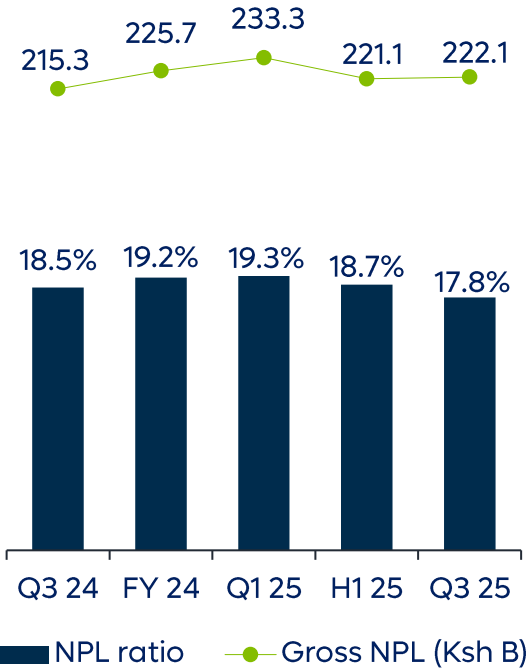
74.7%

Net loans to deposits ratio in Q3 2025, compared to 68.5% in a similar period in 2024.

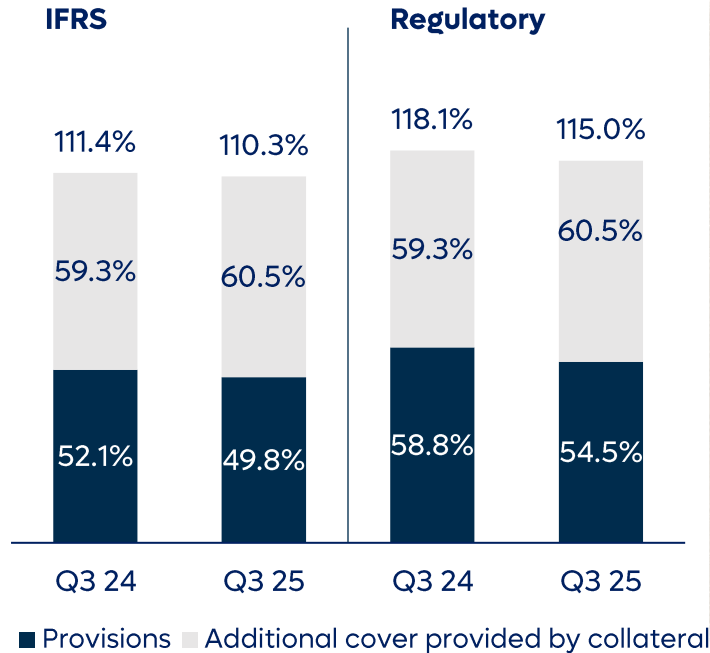
Group NPL stock down by 11.2 bn between Q1 and Q3 of 2025.

NPL ratio down by 150bps over the same period.

Group NPL stock and ratio



Group Coverage ratios



14% - 16%

Target Group NPL ratio by end of 2025.

Various NPL resolution strategies in progress:

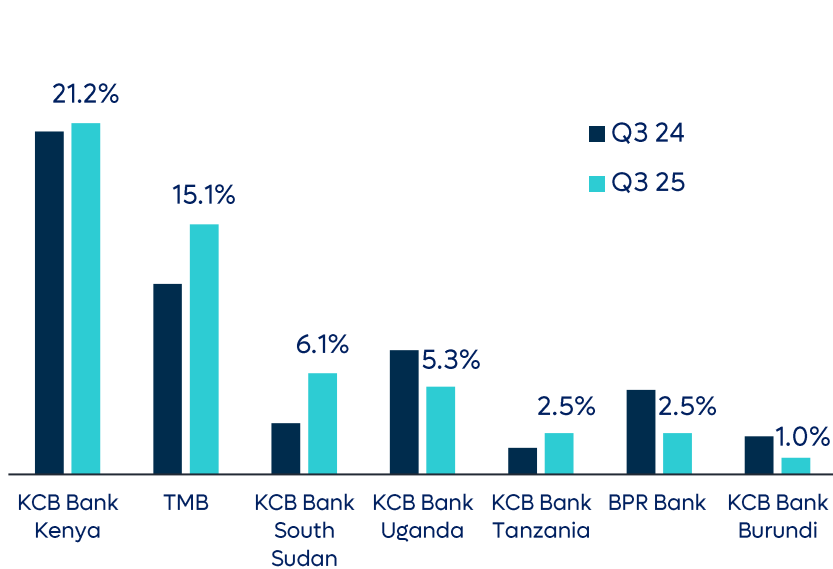
- Enhancing recovery efforts.
- Rehabilitation.
- Full & final settlements.
- Engaging GoK for associated entities.
- Write-offs.

The non-performing loan book has full coverage from cash provisions and collateral held.

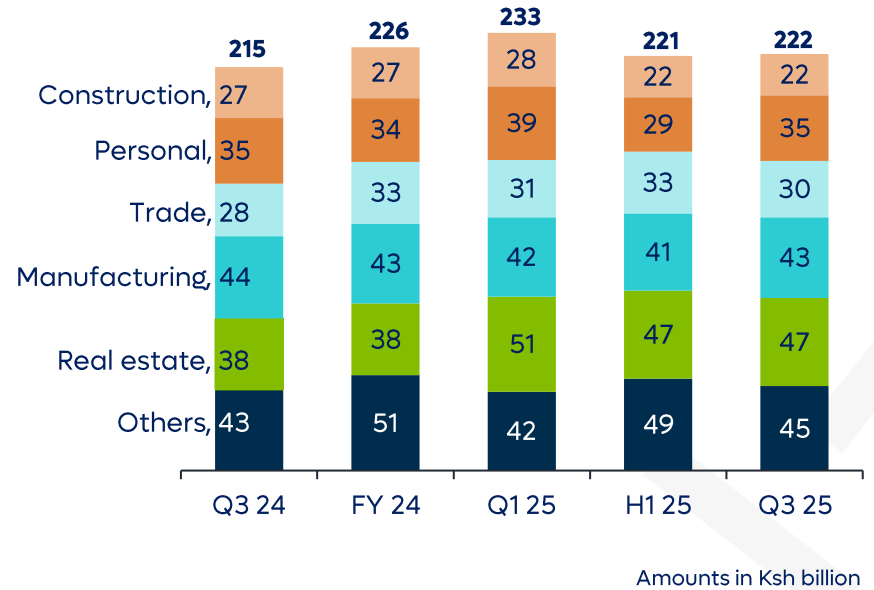
NPL mainly contributed by Kenya and DRC businesses.

Key strained sectors are real estate, manufacturing and trade.

NPL ratios per subsidiary

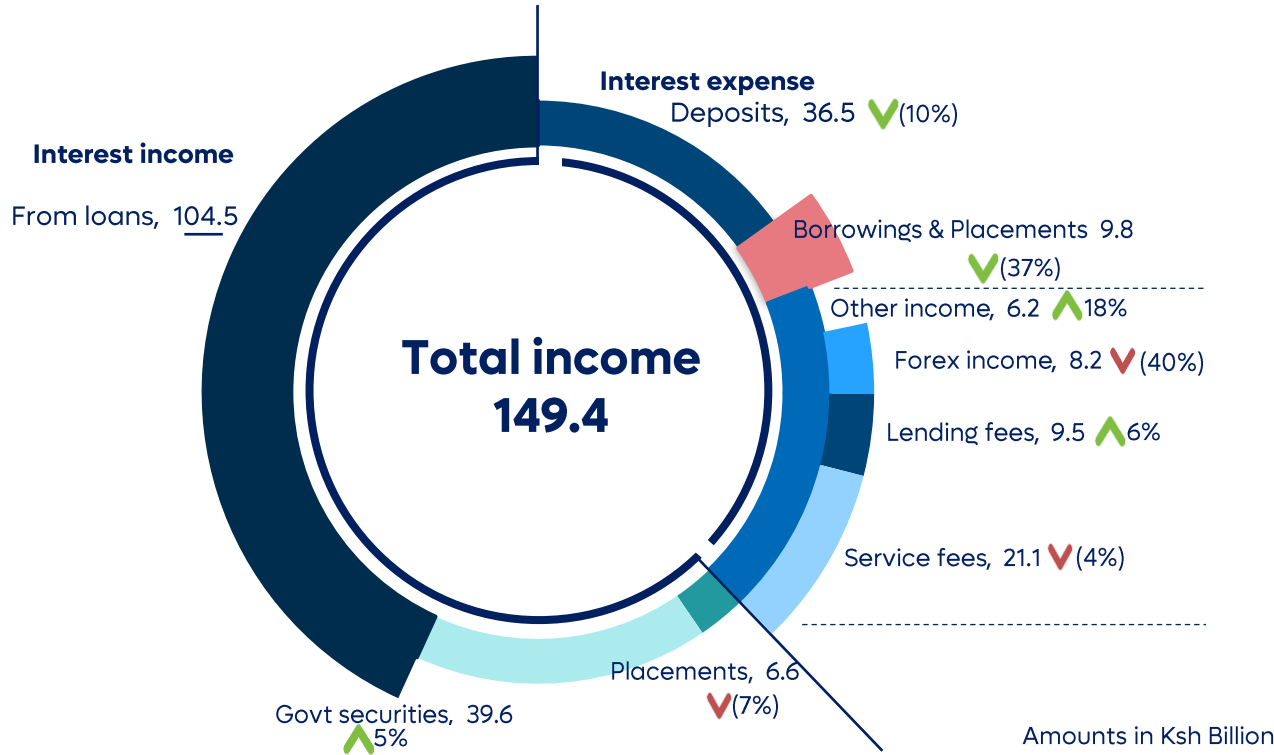


Sectoral breakdown of NPL stock



Sustained strong revenue generation capacity.

Resilient funded income & ease in interest expense more than offset drop in non funded income.

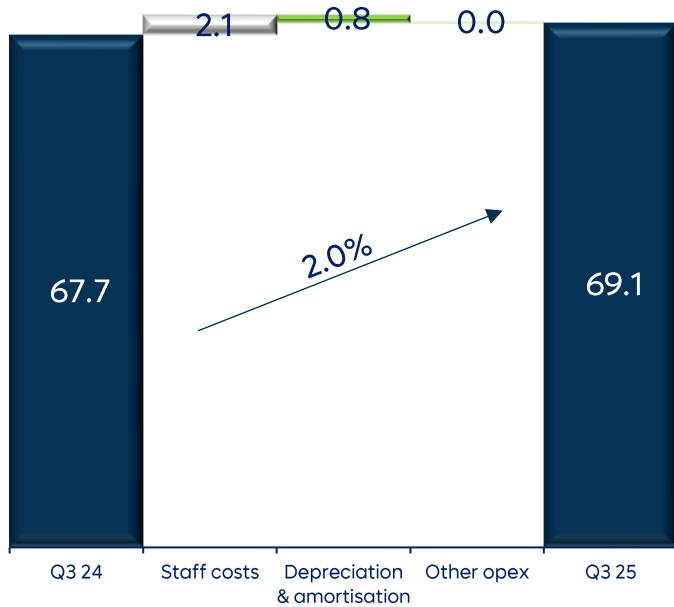


- Total revenue grew by 5% supported by 12% growth in net interest income on the back of drop in interest expense.
- Decline in non funded income primarily due to reduced FX income on low volumes and thin margins.

Cost to income ratio down by 115bps on sustained positive jaws.

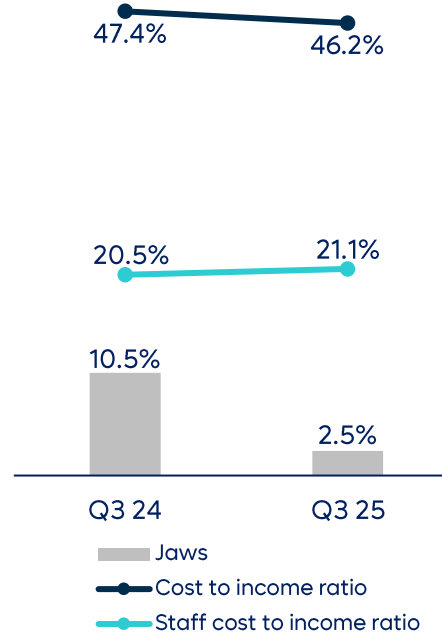
Total costs up marginally by 2.0% on variable costs and investments for future growth.

Evolution of operating costs



Amounts in Ksh Billion

Efficiency ratios



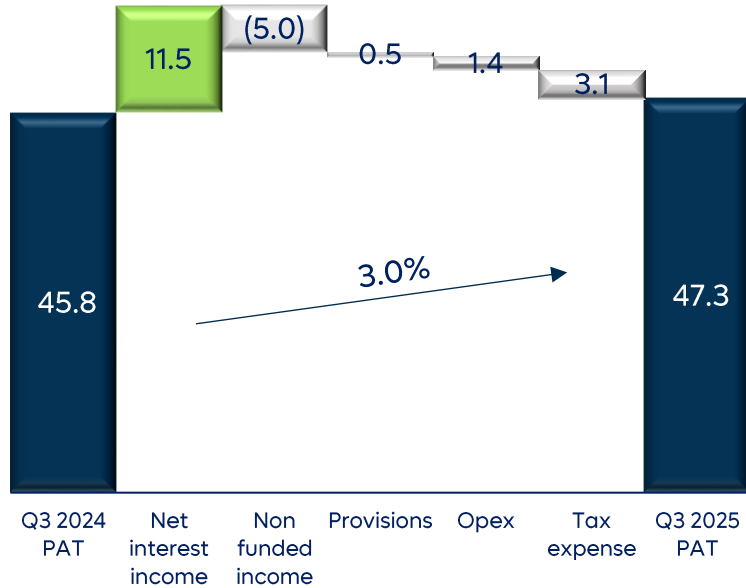
46.2%

Cost to income ratio in Q3 2025, down from 47.4% in a similar period in 2024 on positive cost jaws occasioned by strong revenue momentum and prudent cost management.

Group net profit up 3% to Ksh 47.3 billion.

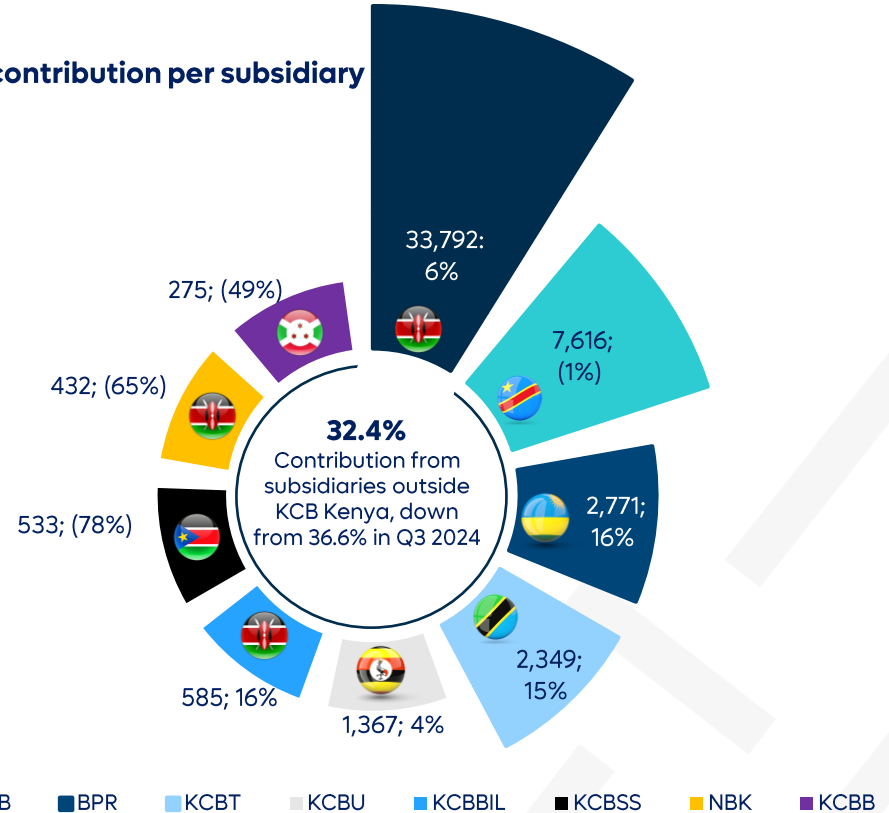
Share from subsidiaries outside KCBK retreated by 12% to 16 bn on NBK sale & hyperinflation impact.

Group PAT Evolution



Amounts in Ksh billion

PAT contribution per subsidiary

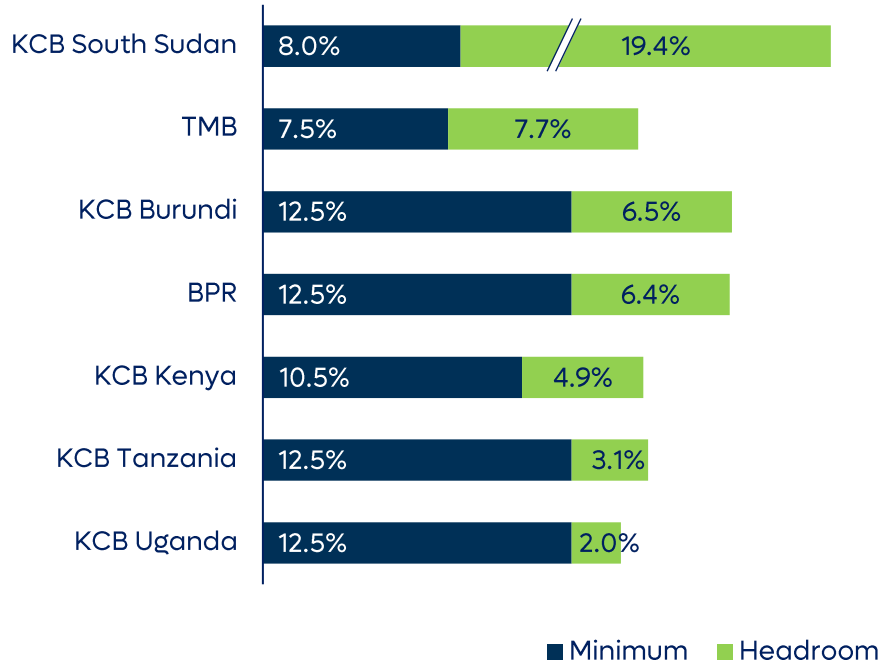


■ KCBK
 ■ TMB
 ■ BPR
 ■ KCBT
 ■ KCBU
 ■ KCBIL
 ■ KCBSS
 ■ NBK
 ■ KCB

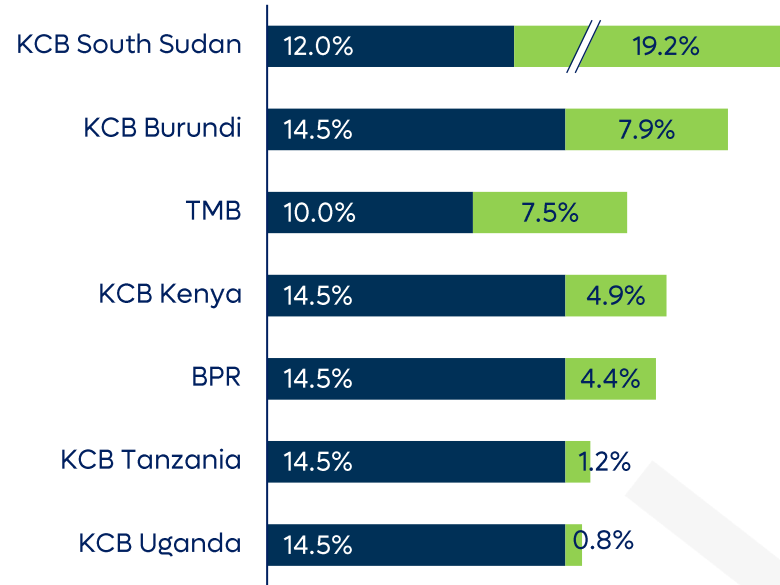
Amounts in Ksh million. Percentages denote YoY change. South Sudan and Burundi impacted by hyperinflation.

Solid capital positions, to drive growth of risk weighted assets, across all businesses.
 KCB Bank Kenya core capital buffers above the regulatory minimum at 490bps.

Subsidiaries core capital ratio



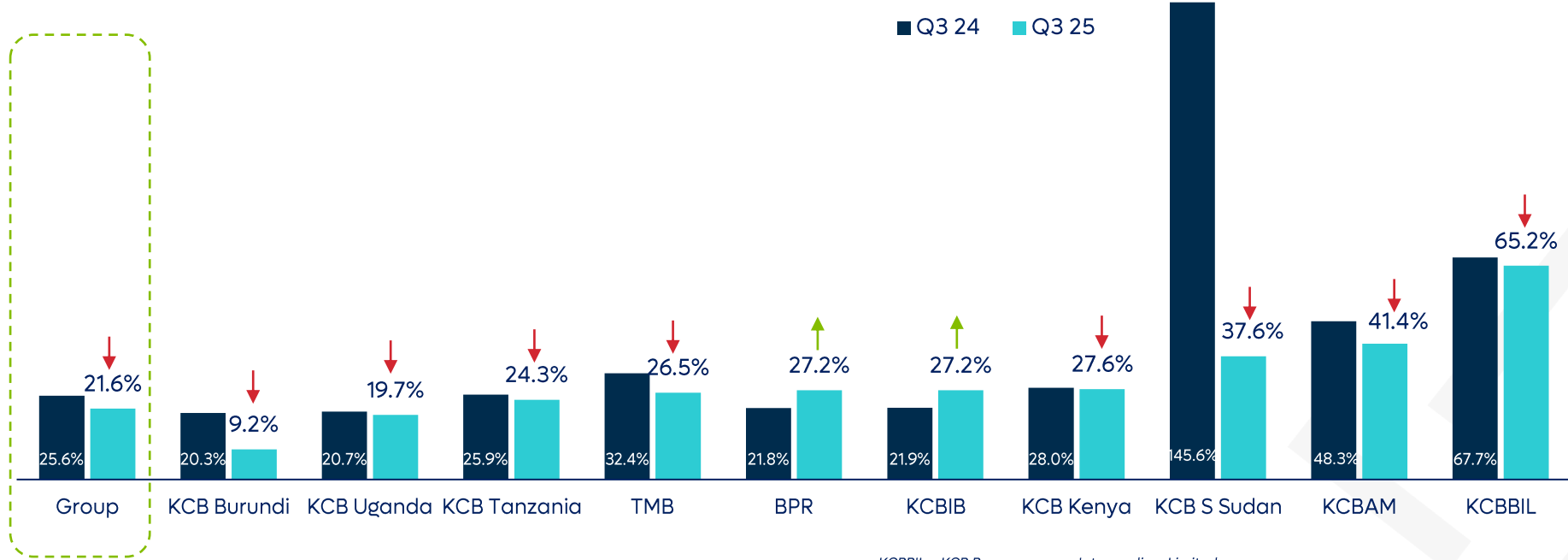
Subsidiaries total capital ratio



■ Minimum ■ Headroom

Group RoE eased to 21.6% on faster organic growth in shareholder equity.
Returns across a majority of subsidiaries above 20%.

Return on Equity

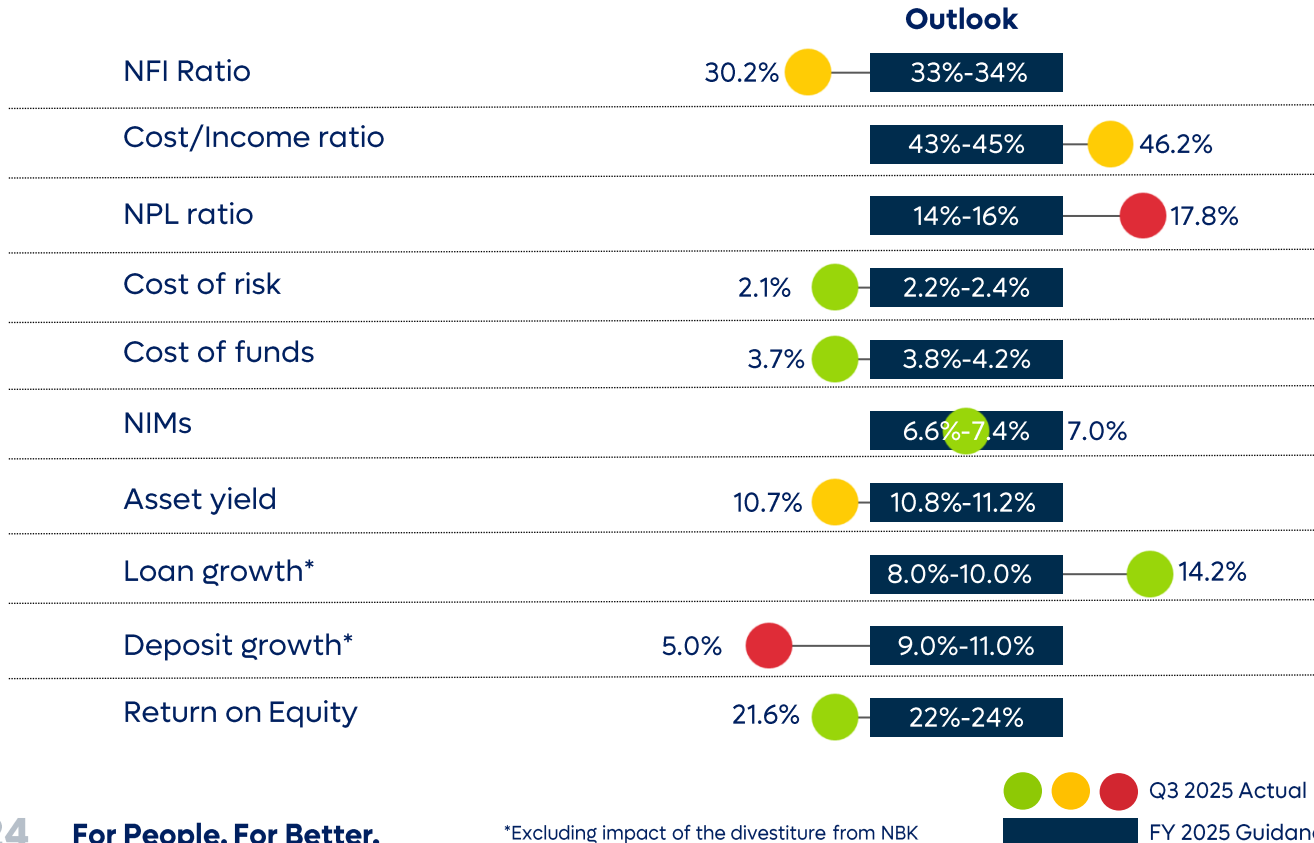


KCBBIL – KCB Bancassurance Intermediary Limited
KCBIB – KCB Investment Bank
KCBAM – KCB Asset Management

South Sudan and Burundi impacted by hyperinflation.

Profitability and efficiency ratios tracking our guidance.

Resolving NPLs and deposit mobilization remain key focus areas for Q4.



21.6%

Return on equity in Q3 2025 supported by sustained strong financial performance.

Our focus remains on maintaining our track record of delivering strong and sustainable shareholder returns in 2025.

03

Supplementary Information

Overview of Key Financial Ratios

KCB GROUP				Q3 2025	
Q3 24	FY 24	H1 25		KCB Kenya	KCB Group
25.6%	24.6%	22.2%	Return on average equity	27.6%	21.6%
47.4%	45.4%	46.0%	Cost to income	39.7%	46.2%
18.5%	19.2%	18.7%	Gross NPL to gross loans	21.2%	17.8%
55.5%	64.1%	51.8%	NPL regulatory coverage	69.5%	54.5%
23.4%	25.2%	25.9%	Debt to equity	30.4%	26.7%
35.1%	33.0%	29.9%	Non funded income (NFI) to total income	27.0%	30.2%
4.2%	4.5%	3.9%	Cost of funds	4.0%	3.7%
6.5%	7.6%	7.2%	Net interest margin	7.1%	7.0%
2.2%	2.8%	2.2%	Cost of risk	2.4%	2.1%
68.5%	71.7%	73.7%	Net loans to deposits ratio	80.0%	74.7%
18.3%	20.8%	21.6%	Government and other securities to total assets	23.8%	22.1%
0.5%	(9.6%)	6.1%	Growth in net loans and advances	17.0%	8.2%
(7.1%)	(18.3%)	(0.3%)	Growth in customer deposits	2.8%	(0.8%)

Summary Statement of Financial Position as at 30 September 2025

Ksh Billion	KCB Group			KCB Bank Kenya		
	Q3 24	Q3 25	Y-O-Y Change	Q3 24	Q3 25	Y-O-Y Change
Cash and balances with central bank	84.1	95.3	13%	60.1	75.6	26%
Balances with other institutions	333.7	192.5	(42%)	163.9	32.5	(80%)
Investments in Govt & other securities	365.0	452.8	24%	272.1	334.1	23%
Net loans and advances	1,053.2	1,139.9	8%	727.0	850.3	17%
Fixed assets	41.1	39.2	(5%)	23.1	23.0	(0%)
Other assets	115.8	124.7	8%	78.9	88.7	12%
Total assets	1,993.1	2,044.5	3%	1,325.0	1,404.2	6%
Customer deposits	1,538.4	1,525.8	(1%)	1,033.7	1,063.0	3%
Balances due to other banks	74.7	50.6	(32%)	49.7	14.5	(71%)
Long-term debt	58.3	82.3	41%	46.6	64.0	37%
Other liabilities	65.0	68.3	5%	30.6	52.4	71%
Total liabilities	1,736.4	1,727.1	(1%)	1,160.6	1,193.9	3%
Shareholders' equity	249.0	308.5	24%	164.4	210.3	28%
Minority interest	7.7	8.9	16%	-	-	0%
Total liabilities and equity	1,993.1	2,044.5	3%	1,325.0	1,404.2	6%

Summary Statement of Profit or Loss for the Period Ended 30 September 2025

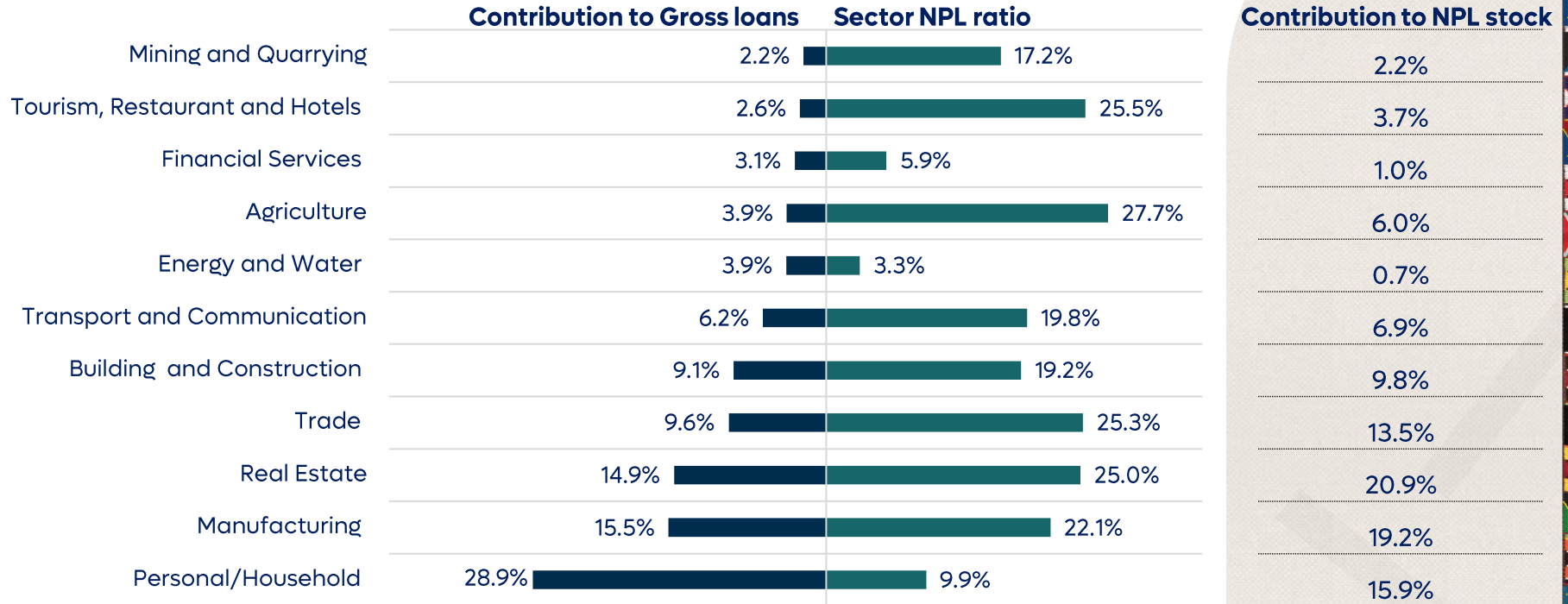
Ksh Billion	KCB Group			KCB Bank Kenya		
	Q3 24	Q3 25	Y-O-Y Change	Q3 24	Q3 25	Y-O-Y Change
Interest income	149.0	150.7	1%	102.0	105.5	3%
Interest expense	(56.2)	(46.3)	(18%)	(42.2)	(33.4)	(21%)
Net interest income	92.8	104.3	12%	59.8	72.1	21%
Foreign exchange income	13.8	8.2	(40%)	8.0	4.5	(43%)
Net fees and commissions	31.1	30.6	(2%)	17.4	17.7	1%
Other income	5.3	6.2	18%	3.2	4.4	37%
Non-funded income	50.1	45.1	(10%)	28.7	26.7	(7%)
Total Income	142.9	149.4	5%	88.6	98.8	12%
Total operating expenses	(67.7)	(69.1)	2%	(34.3)	(39.3)	14%
Loan impairment	(17.8)	(18.3)	3%	(14.1)	(15.7)	11%
Profit before tax	57.4	62.1	8%	40.1	43.9	9%
Tax expense	(11.7)	(14.8)	26%	(8.4)	(10.1)	20%
Profit after tax	45.8	47.3	3%	31.8	33.8	6%

KCB Regional Footprint and Key Macros as at 30 September 2025

		Kenya	Tanzania	South Sudan	Rwanda	Uganda	Burundi	DR Congo
KCB Footprint								
Branches		214	19	16	73	16	8	106
Number of customers (thousands)		28,446	64	228	475	141	70	2,572
ATMs		477	21	12	59	24	8	108
Agency outlets		21,834	601	43	2,178	542	329	4,718
POS/Merchant outlets		10,034	803	19	1,045	421	67	648
Vooma merchant outlets (thousands)		1,312	-	-	-	-	-	-
Number of employees		7,234	381	250	1,016	429	199	1,873
Operating environment								
GDP growth	2023	5.7%	5.1%	2.5%	8.2%	4.8%	2.7%	8.5%
	2024	4.7%	5.6%	(26.1%)	8.9%	6.3%	3.5%	6.5%
	2025 projection	5.2%	6.0%	24.3%	7.1%	6.4%	4.4%	5.3%
Inflation rates	Sep-24	3.6%	3.1%	6.6%*	-0.8%	3.0%	23.3%	15.1%
	Sep-25	4.6%	3.4%	-	6.2%	4.0%	36.9%	7.8%
Movement in currency/USD - Sep 24 to Sep 25		(0.2%)	10.2%	(47.5%)	(7.6%)	5.4%	(2.0%)	22.7%
Movement in currency/Ksh - Sep 24 to Sep 25		-	10.3%	(47.2%)	(7.3%)	5.6%	(1.9%)	22.6%
Central Bank rates	Sep-24	12.75%	6.0%	20.0%	6.5%	10.0%	12.0%	25.0%
	Sep-25	9.5%	6.0%	15.0%	6.75%	9.75%	12.0%	25.0%
Current account balance/GDP	2023	(4.0%)	(3.7%)	2.9%	(11.7%)	(7.4%)	(13.8%)	(6.3%)
	2024 estimated	(1.3%)	(2.6%)	(4.0%)	(12.7%)	(7.7%)	(11.5%)	(3.4%)
	2025 projection	(1.7%)	(2.4%)	(9.2%)	(6.3%)	(6.4%)	(6.2%)	(3.2%)

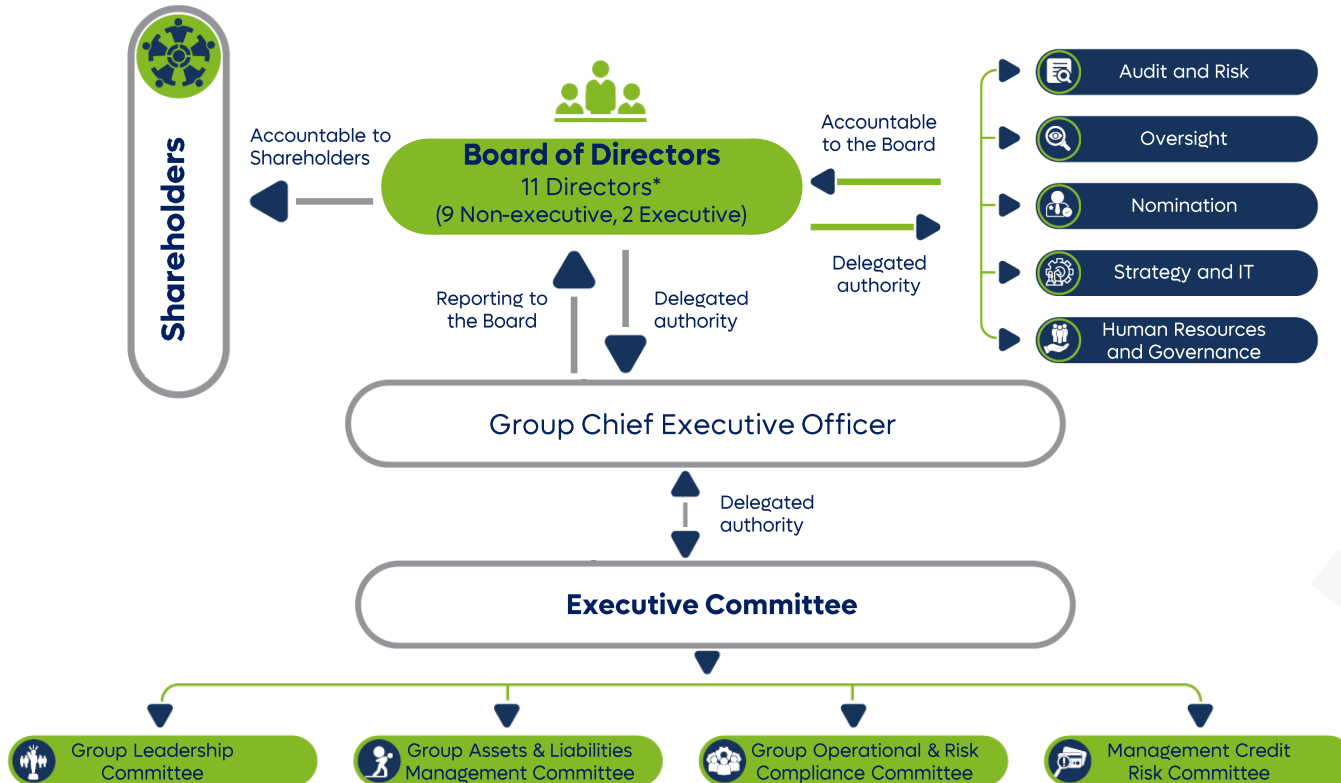
*South Sudan CPI computation was changed from June 2011 to August 2024; thus, inflation statistics are currently month on month. There is no public CPI data from May 2025.

Sectoral distribution of loan book and NPLs.



Our corporate governance structure.

Clearly defined governance structure which provides for oversight, delegation & clear lines of authority



*Two vacant NED positions

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KCB or any other entity within the Group undertakes no obligation to publicly update or publicly revise any forward-looking statement, whether as a result of new information, future events or otherwise except to the extent legally required. Nothing in this document should be construed as a profit forecast.

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Certain data in this Presentation, including financial, statistical, and operating information has been rounded. As a result of the rounding, the totals of data presented in this Presentation may vary slightly from the actual arithmetic totals of such data. Percentages in tables and charts have been rounded and accordingly may not add up to 100%.

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Web link

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Thank You

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KCB Investor Relations
investorrelations@kcbgroup.com

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