



EQUITY BANK LTD

Group Financial Results
30TH Sept 2009



Equity maintains its strategic path

Balancing Growth, Profitability & Control Systems



Impact of Execution of Strategy

	Sept-08	Sept-09	Growth
No. of Branches	117	155	32%
No. of Customers	3,030,505	4,158,617	37%
No. of Borrowers	607,536	762,531	26%
No. of ATMs	350	550	57%
No. of Staff	4,685	5,066	8%



Balance Sheet

	Sept-08 KSHS (BILLIONS)	Sept-09 KSHS (BILLIONS)	GROWTH %
Customer Deposits	47.5	65.6	38%
Subordinated Debt (tier 2 capital)	6.8	7.4	9%
Shareholders Funds	19.3	22.4	16%
Net Loans & Advances	42.8	58.1	36%
Total Assets	76.5	97.4	27%

QUALITY OF ASSETS



	Sept 2008	Sept 2009	Industry *
NPL/Gross loans	4.8%	6.9%	9.0%
Provision for bad debts (KShs Billion)	0.9	1.8	

* Industry average figures based on published results as at Jun-09

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THE UNDERLYING YEAR TO YEAR PERFORMANCE



	Sept 2008 (KShs Billion)*	Sept 2009 (KShs Billion)**	GROWTH %
Net Interest Income	4.8	6.7	40%
Non-Interest Income	3.5	4.6	31%
Total Gross Operating Income	8.3	11.3	36%
Total Operating Expenses	5.4	7.1	31%
Profit Before Tax	2.9	4.3	48%

* Adjusted for one off items.

** Including share of associate

Adjustments



- Safaricom IPO-Equity processed 45% of the IPO in previous year 2nd quarter
- Main Income
 - Placement commission
 - Forex Commission (handled Morgan Stanley Foreign component)
 - Commission & Interest income

ACTUAL PERFORMANCE



	Sept-08 KSHS (BILLIONS)	Sept-09 KSHS (BILLIONS)	GROWTH %
Net Interest Income	4.8	6.7	40%
Non-Interest Income	4.8	4.6	-4%
Total Gross Operating Income	9.6	11.3	18%
Total Operating Expenses	5.4	7.1	31%
Profit Before Tax*	4.3	4.3	0%
Profit After Tax	3.4	3.4	0%

*Including share of associate's profit

REGULATORY COMPLIANCE



	Statutory Minimum	Sept-09
Core Capital/Total Deposit Liabilities	8%	25%
Core Capital/Total Risk Weighted Assets	8%	23%
Total Capital/Total Risk Weighted Assets	12%	31%
Liquidity	20%	33%

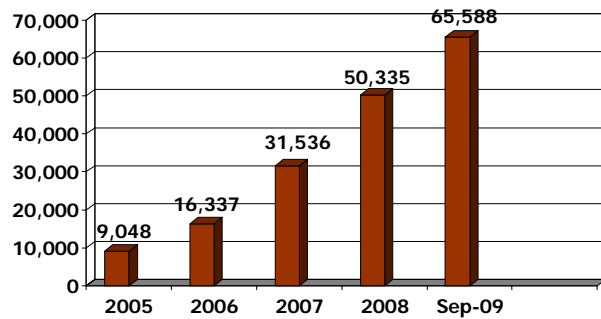
KEY PERFORMANCE INDICATORS



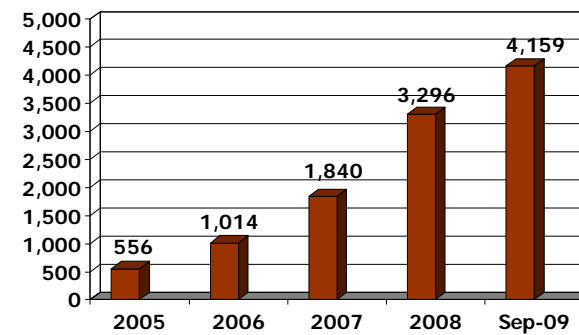
	Industry Average*	Sept-09
Return on Equity – (Pre- tax) (Annualized)	27%	27%
Return on Assets – (Pre- tax)	3.1%	6.5%
Cost to Income Ratio	71%	62.6%

* Industry average figures based on published results as at June-09

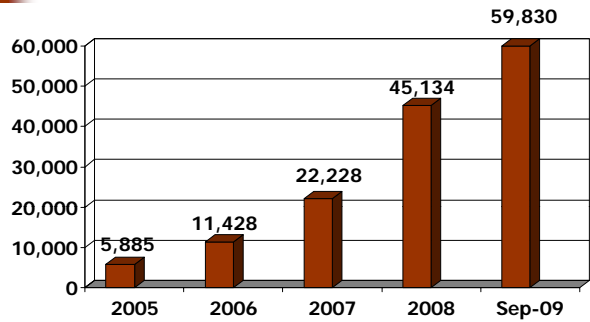
5 YR PERFORMANCE REVIEW (Customer Deposits in millions)



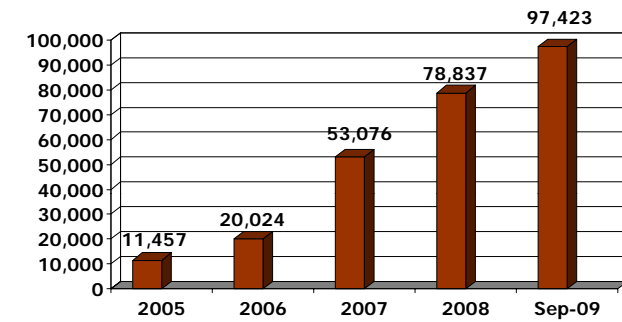
5 YR PERFORMANCE REVIEW (Customer Numbers in thousands)



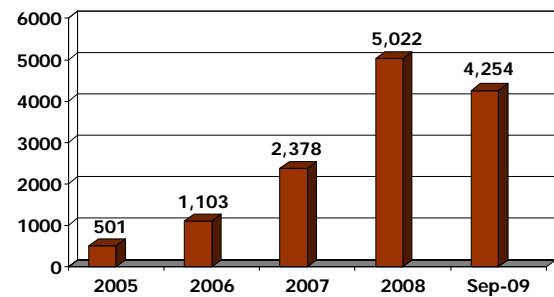
5 YR PERFORMANCE REVIEW (Gross Loans & Advances in millions)



5 YR PERFORMANCE REVIEW (Total Assets in millions)



5 YR PERFORMANCE REVIEW (Profit Before Tax in millions)



**Achievements
&
Recognition**

Global Credit Rating July 2009



Rating	■ A+ Short Term
	■ A A- Long term
	Highest certainty of timely payment. Short-term liquidity, including internal operating factors and/or access to alternative sources of funds, is outstanding, and safety is just below that of risk-free treasury bills. Very high credit quality. Protection factors are very strong.
Contributing Factors	Management-High Quality
	Capital- Best Capitalised

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Best Ai Financial Reporting Company in Africa



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FT SUSTAINABLE BANKING AWARDS 2009

Equity Bank, Kenya

REGIONAL WINNER AFRICA/MIDDLE EAST

Emerging Markets Sustainable Bank of the Year



Best Microfinance Bank in Africa-2008 & 2009



Best Microfinance
Bank in Africa - 2008

African Business of the Year 2009






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Best Performing Ai 100 Company In Africa-2008 & 2009




Best Performing Africa investor 100 company

Equity Bank



Africa investor 100 CEO of the Year

James Mwangi
Equity Bank



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Contribution to New Management Knowledge



Case study in the leading International Business Schools

- Harvard
- Stanford
- IESE
- Strathmore
- Columbia
- Lagos

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THANK YOU

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