



Group Financial Results

Q1 2024

Key Highlights

- We are Growing
- We are Resilient
- We are Agile

A Transformational Bank

Largest Co-operative Bank in Africa - 15 Million Members

Successful Universal Banking Model, Increased Dominance in Kenya

Growth, Resilience and Agility

Kshs. 714.7 Billion in Total Assets

5,361 Skilled, Motivated Staff Members

1.

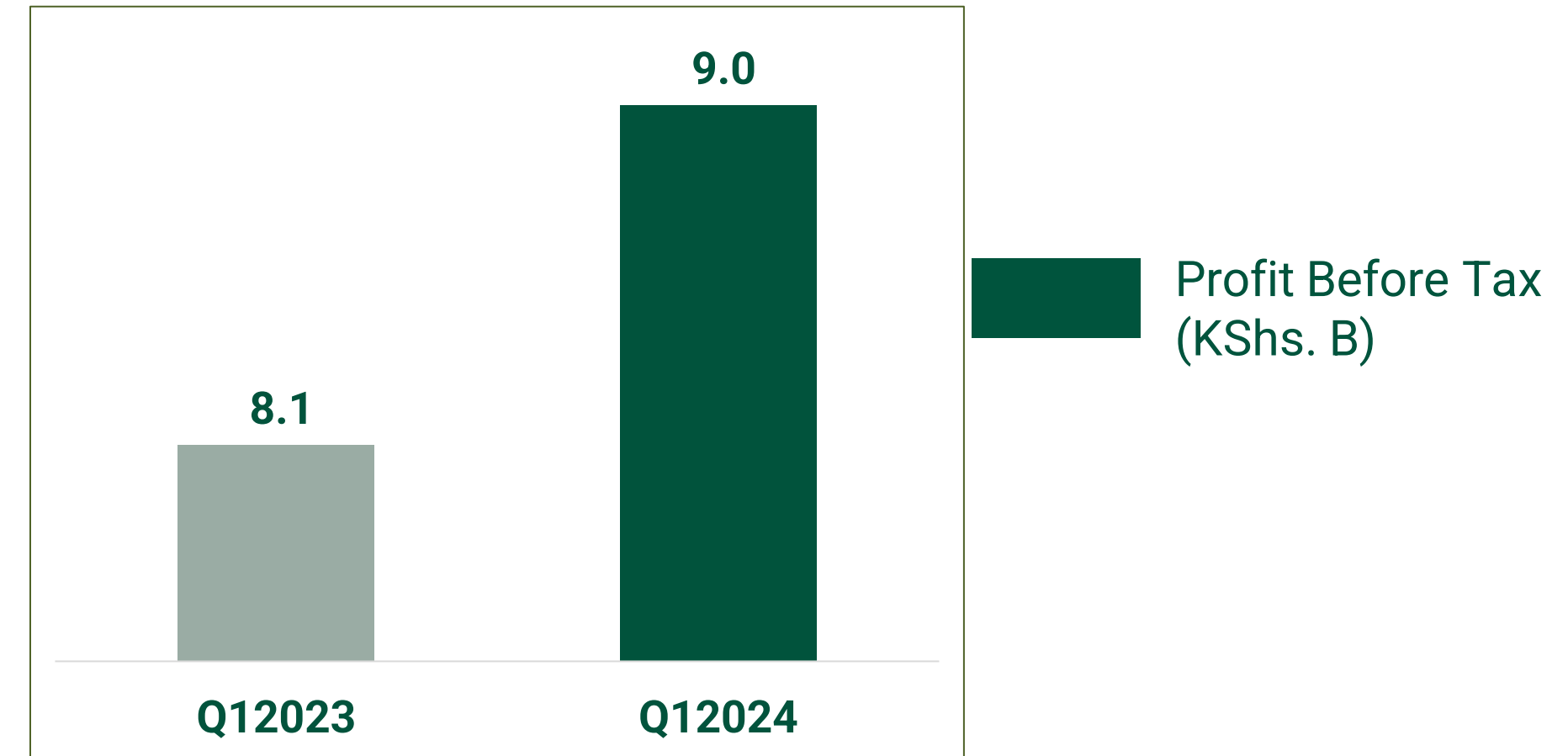
**We are Growing:
Creating Value**



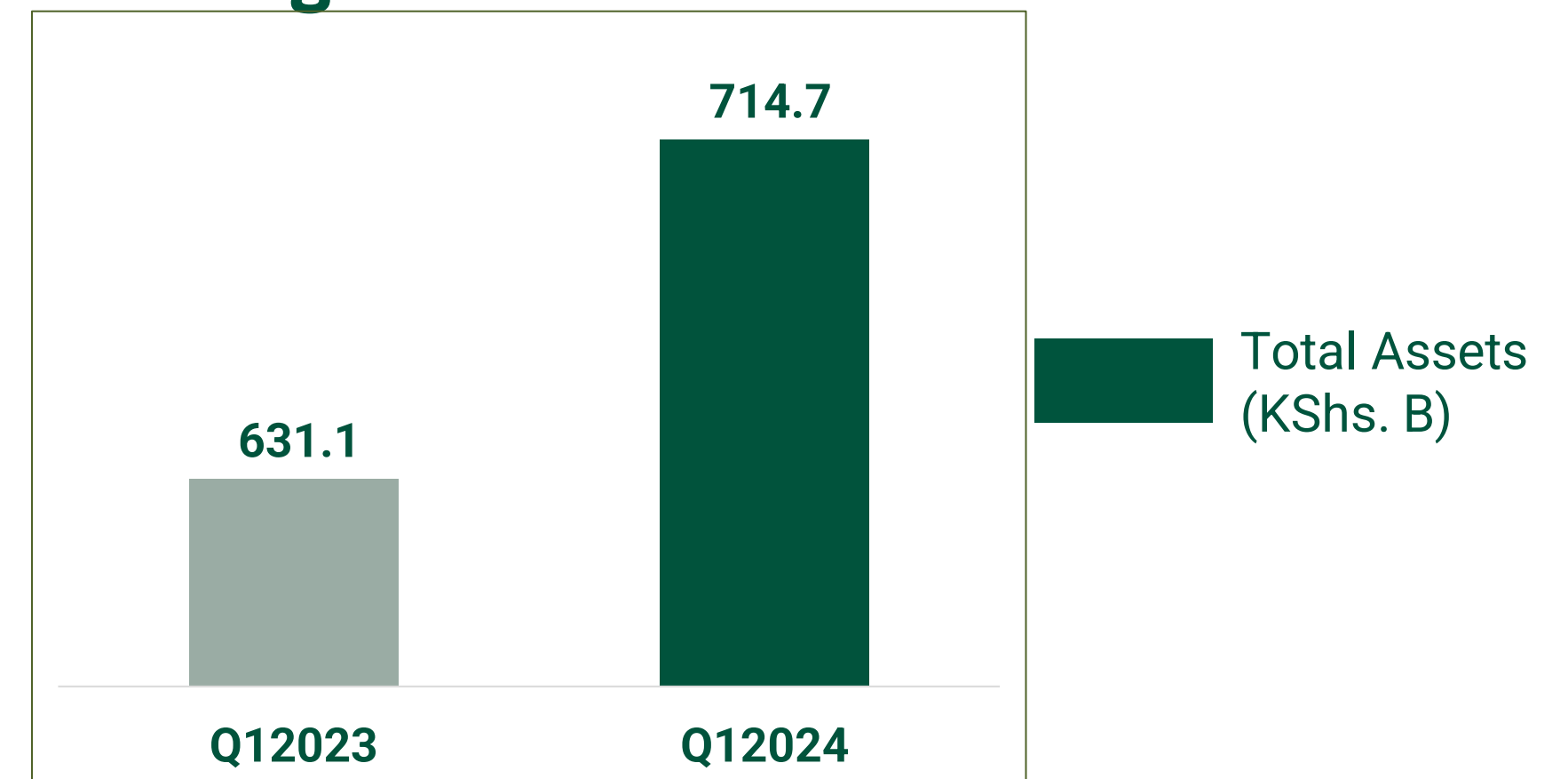
Continued focus on optimizing opportunities for growth through an innovative array of financial solutions.



Efficient, Profitable Business Model



Growing Asset Base

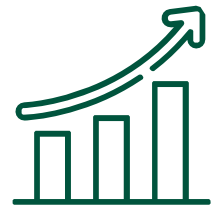


2 ■

We are Resilient:

Protecting Value





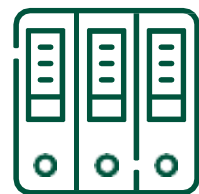
Profitable Bank **Kshs. 9.0 Billion**



Proactive Enterprise Risk Management Framework.



Up to **50.1% of our loan Book** is in Consumer banking which is low risk and performing well.



Proactive Regulatory compliance



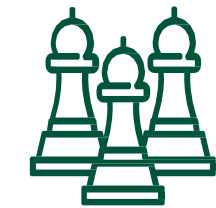
NPL Provisioning : Cumulatively Kshs. 33.3B from 2020.
NPL Coverage at 66.8%



Strong Capital Buffers: Total Capital to Risk Weighted Assets (RWA) 21.6% (Regulatory 14.5%)



Continuous support to our customers, staff and all other stakeholders.



Optimal risk spread with KShs.**200.2 Bn** in government securities.



Dedicated ESG unit, ESG Champions in all Strategic Business Units.

Enhanced ESG Policy Framework

Our portfolio of loans above USD 1 Million comprises Kshs. 37.4 Billion that is Green (33%) and Social (67%)

Continued gains from our institutionalized Transformation seeking efficiency and growth.

We continue to reap gains from the following projects to strengthen our asset quality;

- Credit Review Implementation Project “Project Kilele”
- Decentralization of loan portfolio management enabling Project 3C (Connect, Collect and Cure).
- Project Connect & Build (CB) – focused on co-creating solutions with our customers to grow the loan book and increase product holding.

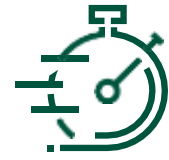


New Core Banking System



On 12th June 2023, We went Live on Finacle Core Banking System (Rated No. 1 Globally by Gartner Rating Agency)

On 17th March 2024, The Co-operative Bank of South Sudan successfully went Live on the new Finacle Core Banking System further increasing the Group's digital synergy.



Improved business agility and flexibility

A modern, robust and scalable Core Banking solution, enhancing the Bank's response to changes in the industry, continuous realignment to new business needs, proactive management of customer needs and faster delivery of products.



Reduced IT Maintenance Costs

Finacle offers reduced cost of maintenance due to higher system agility.



Enhanced customer experience and service delivery

Faster response to customer needs and faster straight-through processing.



Foster Innovation

Rich product features and capability to extend internally and externally through APIs.



Support for Process Automation and digitization

Capability to develop custom plug-in APIs for consumption during process automation and digitization.



Easy to use system

Higher staff productivity and quicker service to our customers.



Better analytics, performance measurement and reporting

The system is highly parameterized hence increasing the bank's options to store and use data for business growth and compliance purposes.

3

We are Agile:

Fast | Adaptable



Operational efficiency with

93%

of our transactions in alternative Channels

1. New Core Banking System goes Live

Expected Key benefits include enhanced;

- Business agility & Innovation
- Customer experience
- Cost management
- Analytics
- Process automation & Digitization

2. **Optimization of Omnichannel:** Integrates accessibility and User experience

3. Enhanced digitization of internal bank processes and engagement platforms as part of the Digital Transformation Strategy .

4. Staff Productivity

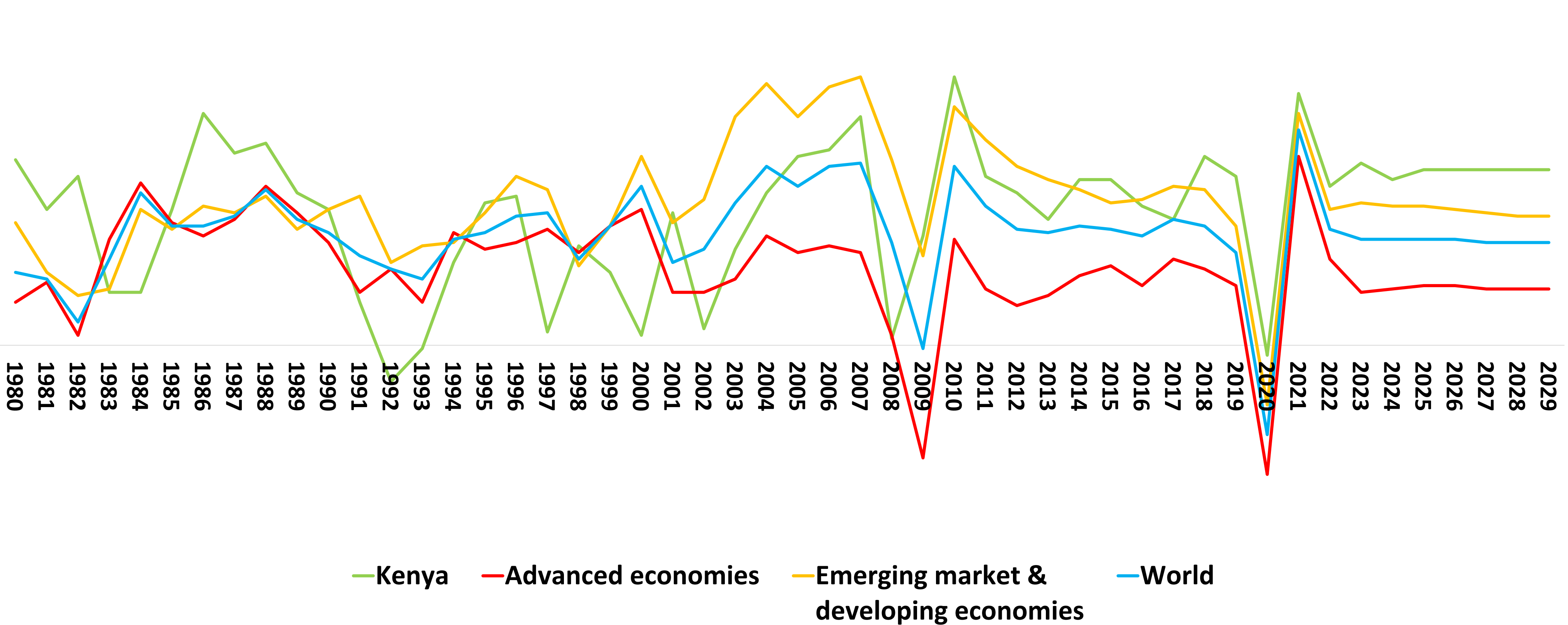
- Supporting new ways of working – Digital Workforce
- Sales Force effectiveness (SFE)
- Performance Management

Macroeconomic Highlights

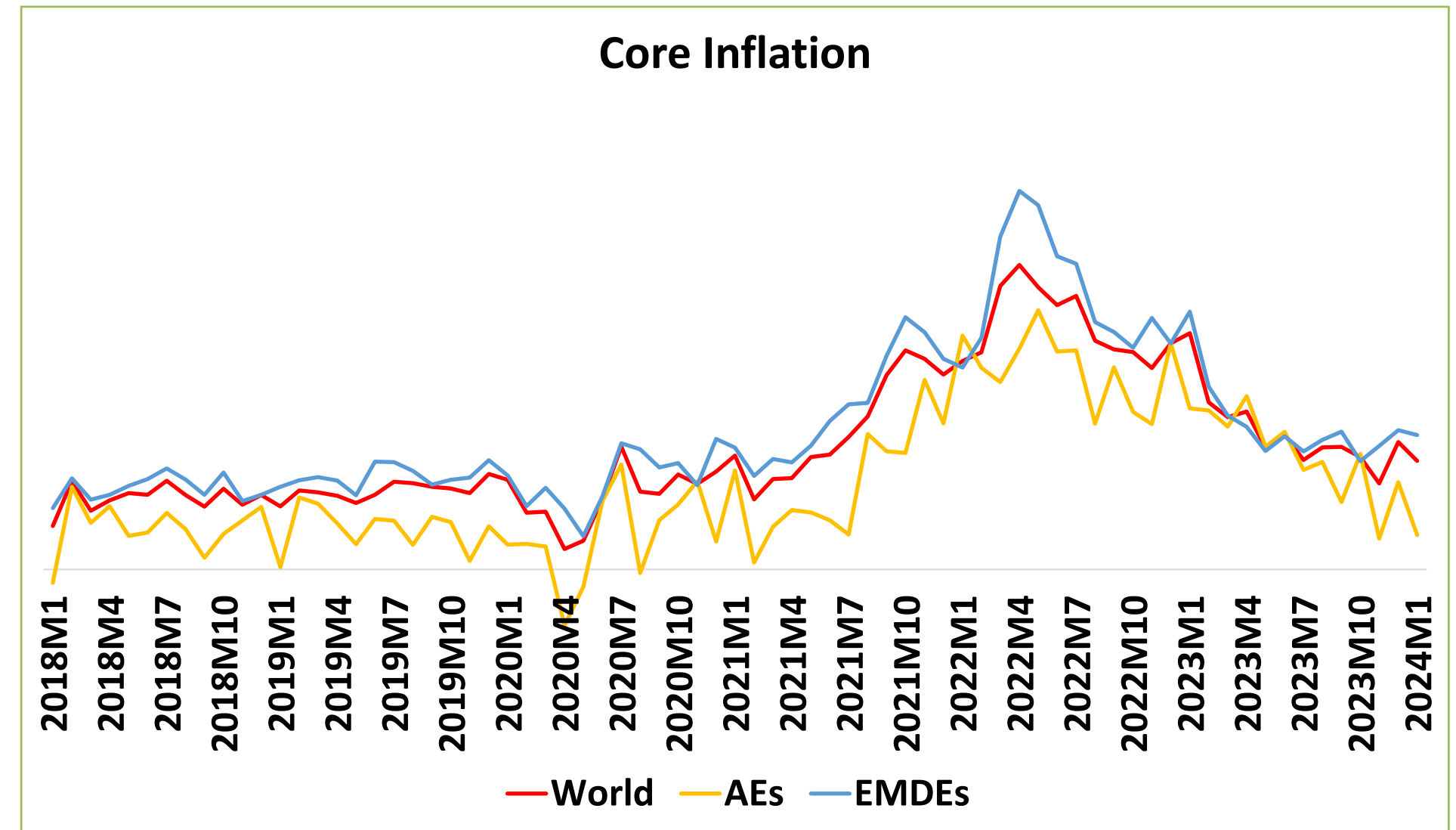
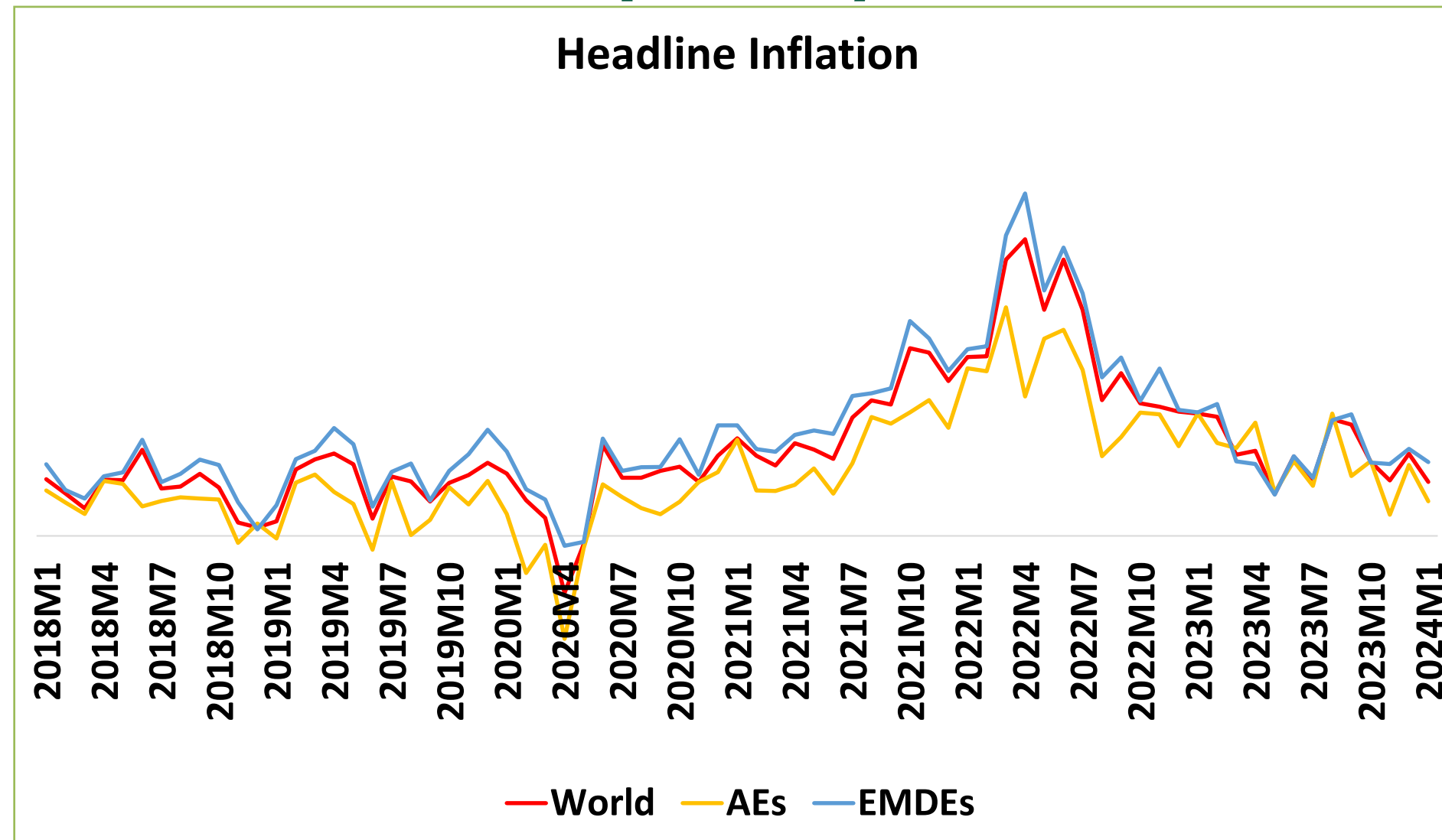
- Global Economy
- Kenya's Economic Growth
- Inflation and Interest Rate
- Foreign Exchange Rate

Global Economy has Steadied though Growth remains low with regional divergence.

Real GDP Growth, Annual Percent Change

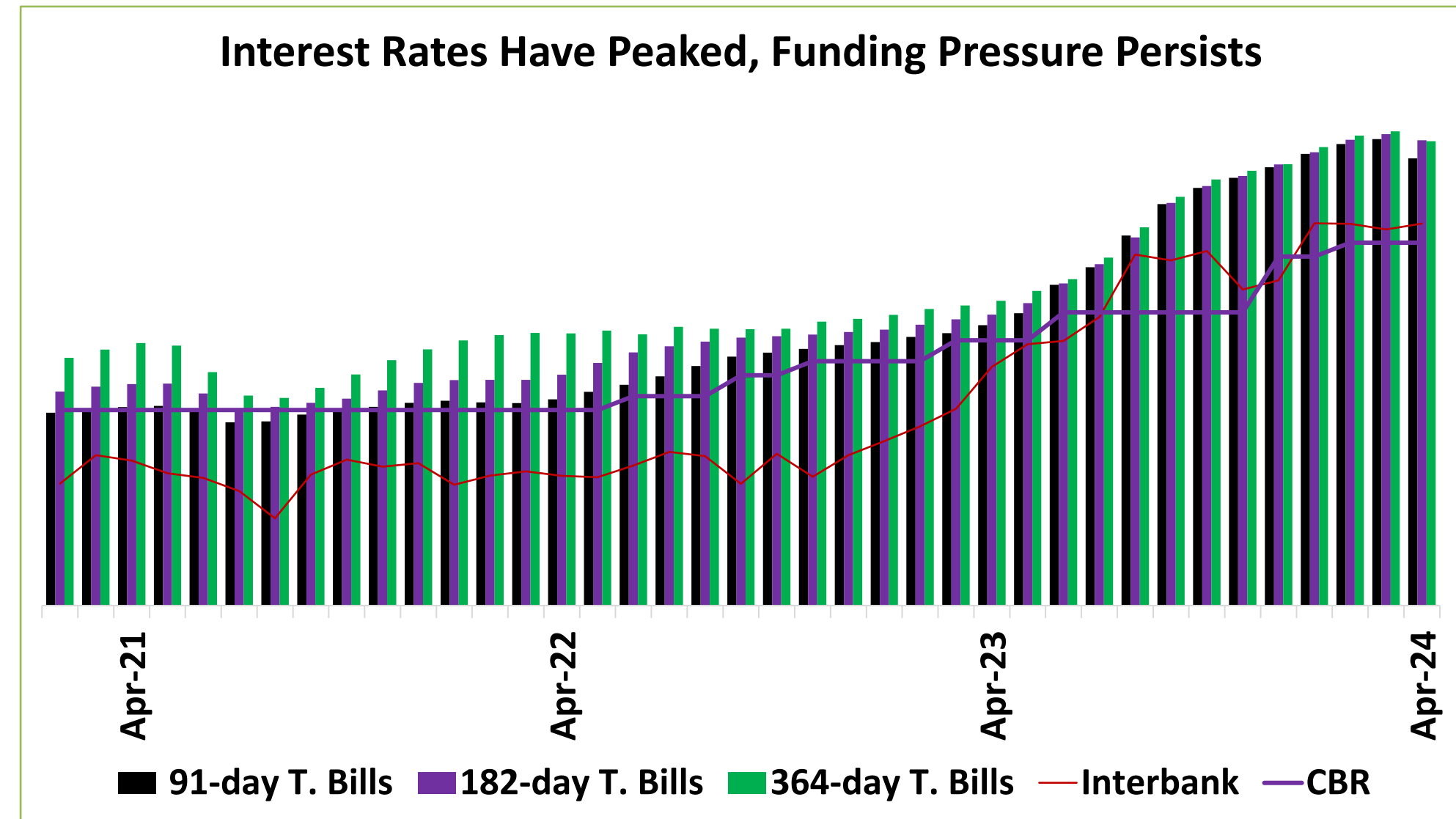
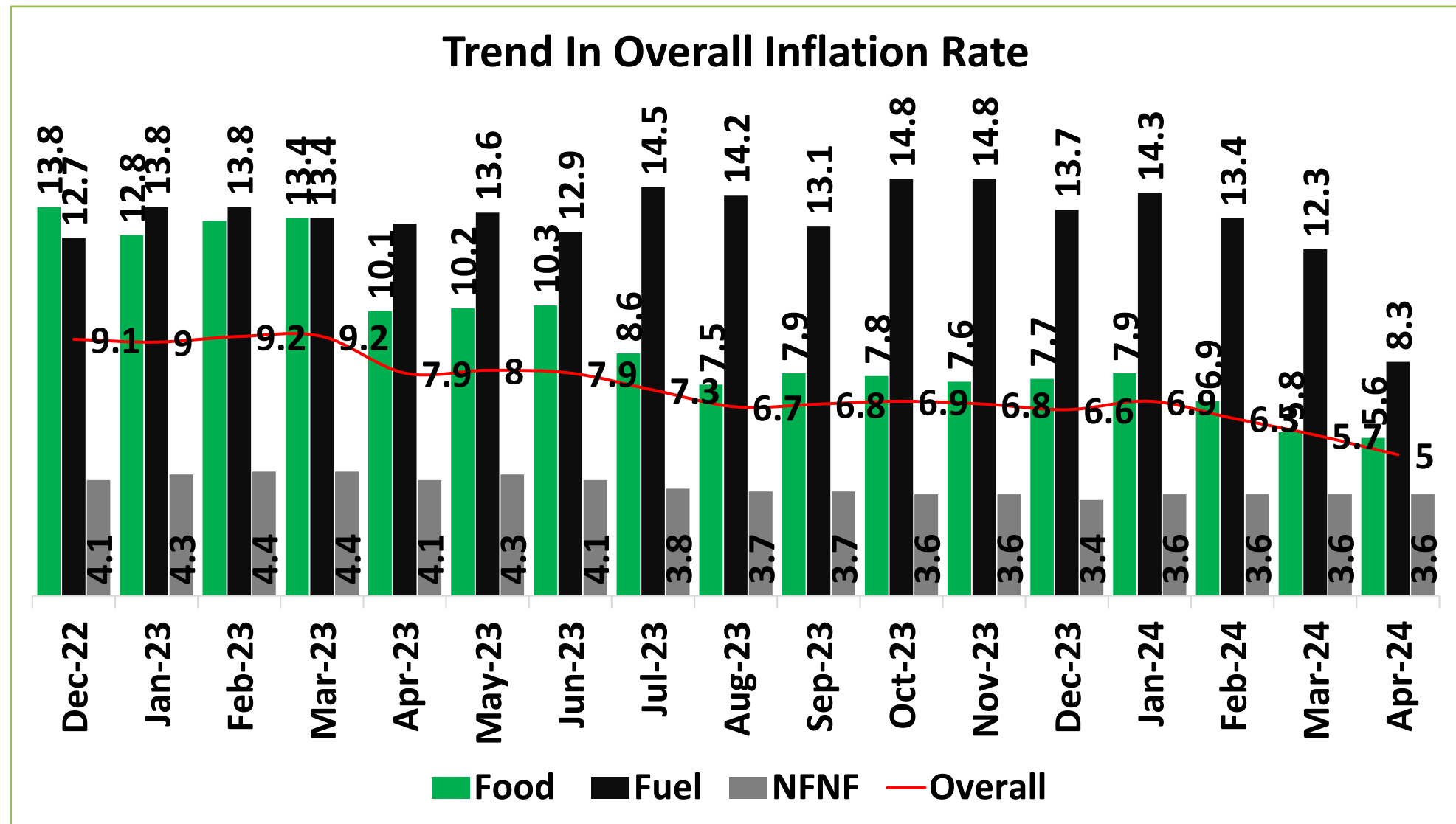


Headline Inflation has generally moderated though inflationary pressures persists in some markets, especially the United States.



- Key risks to the inflation outlook in 2024;
 - The levelling of global commodity prices after the decline observed in mid 2022-2023 could see a rise in inflation in 2024.
 - Geopolitical tensions; an escalation of the conflict in the Middle East could see an upward pressure on prices of major commodities and stoke risk of sharp price movements.

Inflation firmly within target, Interest rates have peaked.

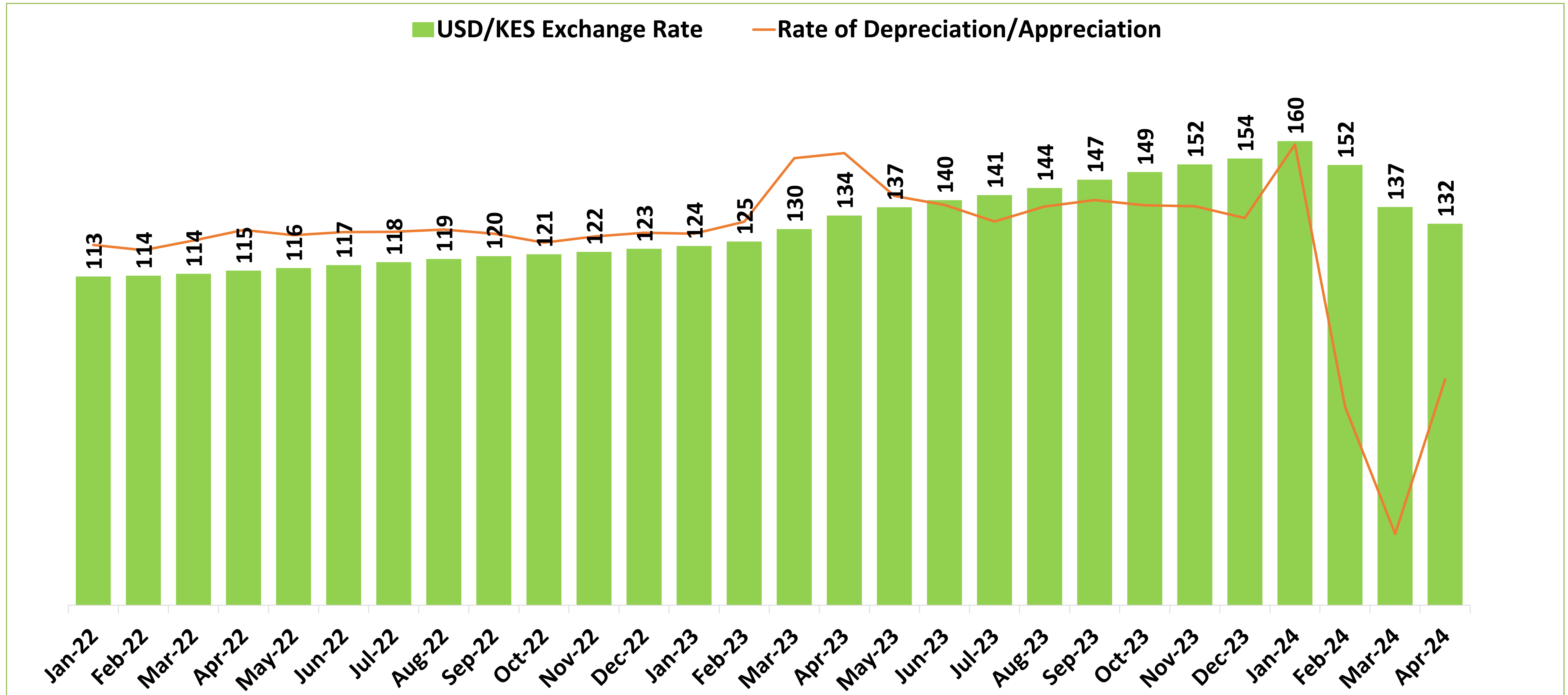


- Inflation is now firmly within the CBK target range at 5% in April 2024 from 5.7% in March 2024, largely driven by significant declines in fuel and food prices.
- Equally, interest rates appear to have peaked with rates on the short-term Government papers averaging 16.02%, 16.67% & 16.63% in April from 16.67%, 16.89% & 16.99% in March 2024 for the 91, 182 & 364-day papers, respectively.
- Looking ahead, inflation is expected to remain range-bound, however, key risks revolves around the levelling of global commodity prices, geopolitical tensions & the floods disrupting production & supply chains internally.

Strong Headline Growth Driven by Recovery in Agriculture, Public Sector Spending & Resiliency in the Services Sector.

SECTOR	2019	2020	2021	2022	2023					2024 Projected
					Q1	Q2	Q3	Q4 Est	Annual Est	
1. Agriculture	2.7	4.6	-0.4	-1.6	6.1	8.2	6.7	5.8	6.6	4.9
2. Non-Agriculture	5.7	-1.4	9.5	6.3	5.3	4.8	5.7	5.7	5.4	5.9
2.1 Industry	4.0	3.3	7.5	3.9	2.5	2.0	2.8	2.4	2.4	4.0
Mining & Quarrying	4.3	5.5	18.0	9.3	3.3	5.2	1.1	1.8	3.0	4.0
Manufacturing	2.6	-0.3	7.3	2.7	2.0	1.4	2.6	1.6	1.9	2.9
Electricity & Water Supply	1.7	0.6	5.6	4.9	2.5	0.8	1.9	2.1	1.8	5.8
Construction	7.2	10.1	6.7	4.1	3.1	2.6	3.8	3.9	3.3	4.9
2.2 Services	6.5	-1.8	9.8	7.0	6.2	5.9	7.1	6.9	6.6	6.5
Wholesale & Retail Trade	5.3	-0.4	8.0	3.8	5.7	4.2	4.8	4.9	4.9	6.2
Accommodation & Food Services	14.3	-47.7	52.6	26.2	21.5	12.2	26.0	14.8	18.4	14.2
Transport & Storage	6.3	-8.0	7.4	5.6	6.2	3.0	2.8	3.2	3.7	5.8
ICT	7.0	6.0	6.1	9.9	9.0	6.4	7.3	7.9	7.6	8.4
Financial Services	8.1	5.9	11.5	12.8	5.8	13.5	14.7	13.8	12.0	7.8
Public Admin	8.4	7.0	6.0	4.5	6.6	3.8	4.2	4.3	4.7	5.6
Professional Services	6.8	-13.7	7.1	9.4	7.3	5.5	9.5	7.9	7.6	6.1
Real Estate	6.7	4.1	6.7	4.5	5.2	5.8	6.2	5.9	5.8	5.3
Education	5.7	-9.2	22.8	4.8	3.0	4.0	4.7	4.1	4.2	5.1
Health	5.5	5.6	8.9	4.5	5.4	5.0	5.1	5.2	5.2	5.5
Other Services	4.3	-14.6	12.5	5.7	3.2	1.6	7.4	6.5	4.7	5.8
FISIM	9.5	-1.8	5.3	1.5	0.6	6.1	3.8	2.9	3.3	2.3
3. Real GDP Growth	5.1	-0.3	7.6	4.8	5.5	5.5	5.9	5.8	5.6	5.7

Supply and demand mismatch observed in the Foreign Exchange market in 2022-2023 have eased, with the Foreign exchange market in better balance in 2024.



Long-term Macroeconomic forecasts for South-Sudan Positive for Economic Activities.

Long-Term Macroeconomic Forecasts (South Sudan 2024-2029)														
	2016	2017	2018	2019	2020	2021	2022	2023	2024f	2025f	2026f	2027f	2028f	2029f
Real GDP growth, % y-o-y	-13.3	-5.8	-2.1	0.9	-6.5	5.3	-5.2	-0.1	5.6	6.8	5.2	5.3	5.6	5.8
GDP per capita, USD	237.02	143.34	240.32	302.26	393.59	418.97	550.86	485.91	421.86	439.55	447.72	462.71	491.56	544.4
Nominal GDP, USD bn	2.9	1.8	3.12	4.04	5.42	5.94	8.04	7.3	6.52	699	7.32	7.79	8.51	9.7
Consumer price inflation, % y-o-y, ave	346.1	213	83.4	49.3	24	30.2	-3.2	40.2	54.8	21.7	8.4	7.9	8.3	8.3
Exchange rate SSP per USD, avg.									1605.5	1931.3	2186.73	2451.22	2807.45	3228.57
Current account balance, % of GDP	19.6	9.6	11	2.1	-18.9	-9.4	9.7	1.7	3.9	5.7	6.1	6.1	3	1.4
Population, mn	12.23	12.59	12.98	13.38	13.78	14.18	14.59	15.01	15.45	15.9	16.36	16.83	17.32	17.82
General Government Gross Debt (% of GDP)						52.5	37.8	60.4	50.9	45.9	41.4	37.1	31.7	

- South Sudan's Real GDP growth will average 5.7% over the next five years supported by stable oil revenues, aid inflows and the ongoing reforms (budgetary reforms, diversification drive).
- Overall headline inflation is forecast to moderate to an average of 18% over the next five years, largely driven by improved supplies of food and other commodities as supply chains adapt to the conflict in Sudan.
- Key risks to this outlook remains around the uncertainty brought about by the elections and the conflict in Sudan affecting oil exports.



2020 – 2024

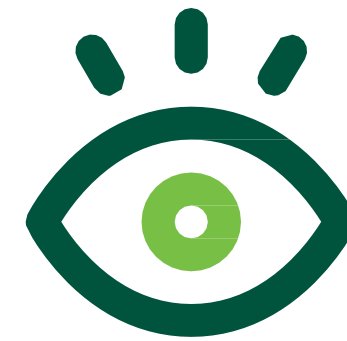
Corporate Strategic Plan



PURPOSE

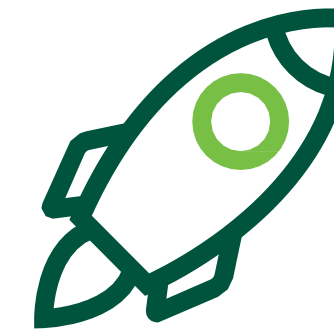
A financial institution predominantly owned by the Kenyan Co-operative movement,

Transforming lives



VISION

To be the dominant bank in Kenya and the region, riding on the unique Co-operative Model providing innovative financial solutions for distinctive customer experience.



MISSION

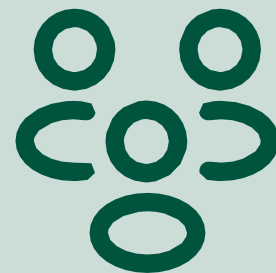
To offer a wide range of innovative financial solutions leveraging on our heavy investment in multi-channels, national and regional presence and with a focus on excellent customer experience by a highly motivated and talented team.

1



Aggressive deepening of our dominance in the Kenya Market

2



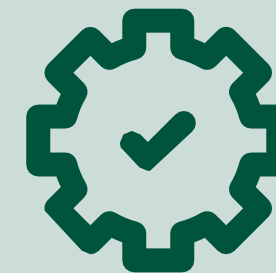
Dominant provider of financial services to the Co-operative Movement in Kenya and the region.

3



Customer experience that is seamless across all our touch points.

4



Operating efficiency driven by digitization, innovative products & Processes, efficient business models, and staff productivity.

5



Optimal Enterprise Risk and Compliance in the dynamic environment

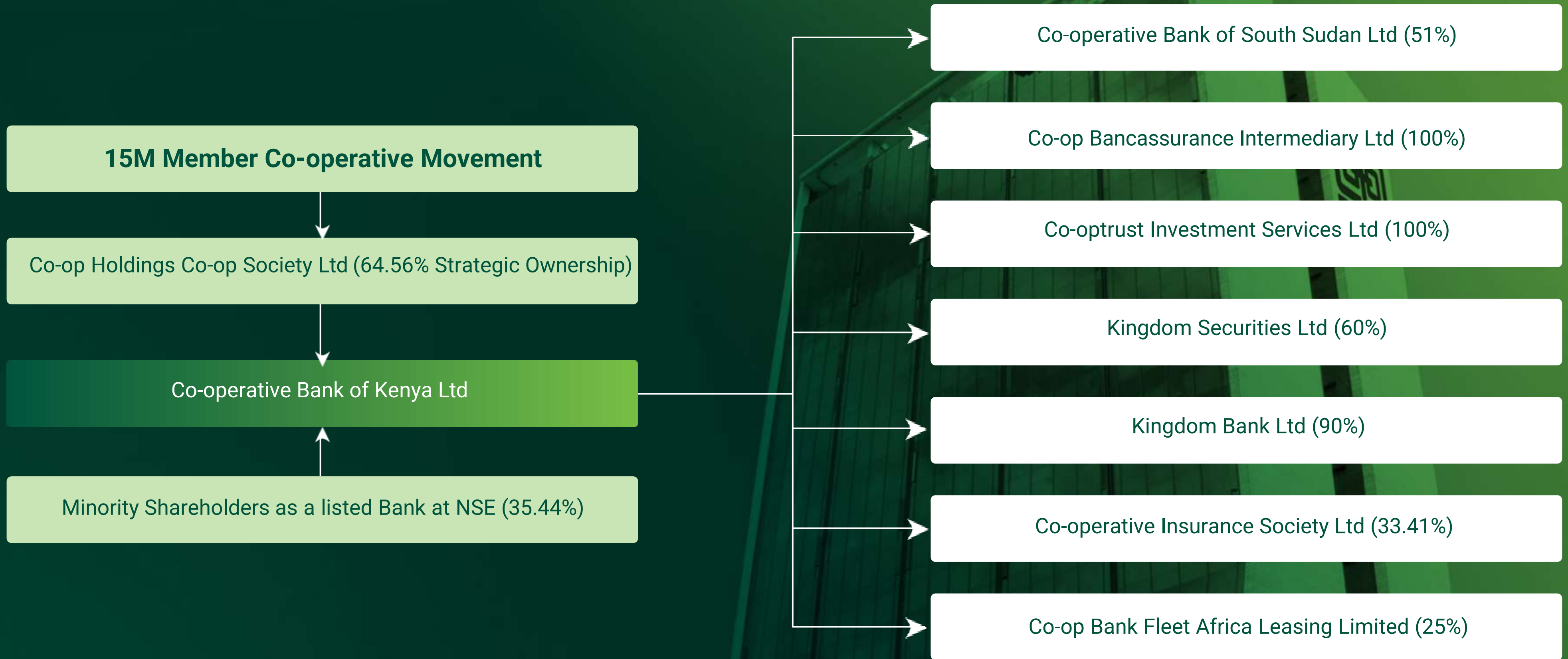
6



Positive impact on Economy, Society & Environment.



Co-operative Bank of Kenya Group Structure



A Successful Universal Banking Model



Our Presence



195 Branches



16000+
Co-op Kwa Jirani
Agents



24hr Contact Centre



5M Omni Channel
Customers



16K Diaspora Banking
Customers



5,361 Staff



605 ATMs & Cash
Deposit
Machines
(CDMs)



484 Sacco Front
offices Branch
Network



**New Core Banking
System**



“Soaring Eagle” Transformation

“Soaring Eagle” Transformation Agenda focuses on

1. Branch Transformation
2. MSME Transformation
3. Sales Force Effectiveness
4. Shared Services & Digitization “The Digital Bank”
5. NPL Management & Credit Processes
6. Cost Management
7. Data Analytics
8. Staff Productivity



“Soaring Eagle” Transformation: Key achievements

E-CREDIT FOCUS: KSHS.370.3 DISBURSED SO FAR

Short-term tenor

Average disbursement of Ksh.6 B per month.

Consumer Based that is on salary checkoff deductions at source.

Low credit risk

93% of total transactions are on Alternative Channels.

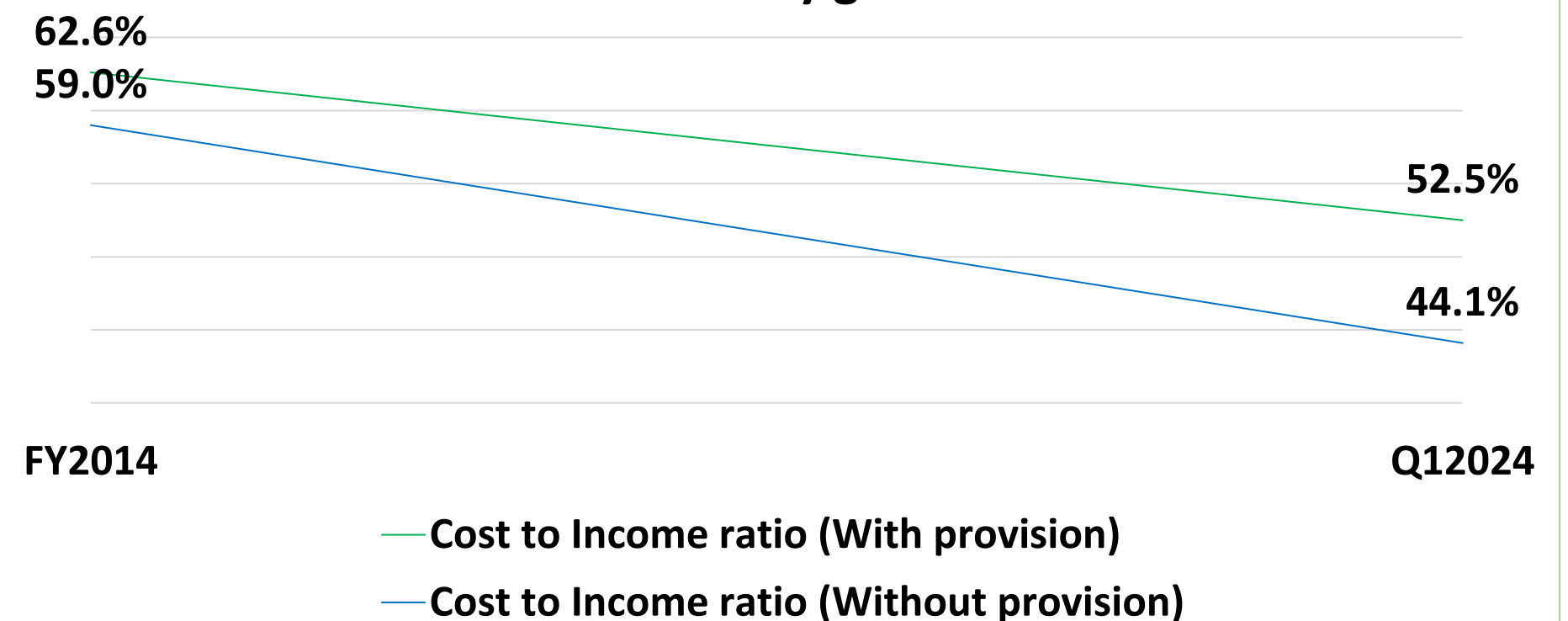
PROACTIVE CREDIT MANAGEMENT THROUGH;

Continuous Process improvement for enhanced End to End Turn Around Time on all loan applications.

Proactive early delinquency & NPL management through Connecting with our customers, collecting and offering customer-centric solutions.

Credit Review Implementation Project “*Project Kilele*” and Project *Connect & Build*

Efficiency gains



“Soaring Eagle” Transformation: Key achievements

MSME Transformation

Customers Trained

60,850

Customers onboarded
(MSME Gold, Silver, Bronze)

214,000

Non-Financial Services

115 Webinars

164 Clinics

39 networking forums

5 International Business trips

Government of Kenya Credit
Guarantee Scheme



“Soaring Eagle” Transformation: Key achievements

Sales Force Effectiveness for Corporates and Cooperatives

Sector focus; Tailor-made go-to-market strategies for different sectors.

Scale up value chain business

Leasing- Partnership with coop fleet to offer assets on lease

Advanced data analytics

Supporting Data-led sales, reporting and decision making

Digitization

New Core Banking System

Omnichannel platform (5Million+ customers)

Business Process Management System.

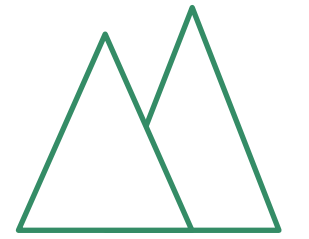
Staff productivity

- > Performance Rigor & Rhythms
- > High Performing Teams (HPT) Culture
- > Performance-linked Rewards & Recognition
- > Staff Productivity –get the best out of our people
- > Talent Acquisition –deepening capabilities

Credit Review Implementation Project

Credit Review Implementation Project: Project Kilele

<p>E2E assessment of credit risk management practices</p>	<p>Comprehensive diagnostic review on each area of credit risk, including:</p> <ul style="list-style-type: none"> • Credit risk management framework with a key focus on risk governance, credit risk appetite, origination and underwriting process, credit approval process, credit scoring/rating models, and pricing • Portfolio management, monitoring and reporting procedures • Non-performing loan management, collections, and recovery processes
<p>Strengthen portfolio assessment and risk frameworks</p>	<ul style="list-style-type: none"> • Stress-testing of existing work done on portfolio analysis • Assess client level (and sub-sector) strategies that have been developed and suggest improvements • Quantify impacts of work done - Improvements on work done and potential heuristics that can be applied to enhance PD, LGD, and ECL modelling incorporating sector expertise
<p>Enhance Collections</p>	<ul style="list-style-type: none"> • Diagnostic of collections area (including recoveries and restructuring) • Segment by segment re-design • Future roadmap for collections function



Project Kilele

Key Achievements

Underwriting process optimization

Reclassification of sectors and sub-sectors

NPV (Net Present Value) Restructuring Model

Early Warning System

Enhanced Strategic Collections

Client-level action Plans

Roll out of new Application For Facility forms.

Improving Turn Around Time for facilities.

Auto disbursements.

Business Process Management System optimization

Training for Frontline staff and service teams done to enable onboarding new customers with the new sectors and subsectors.

Early Alert meetings at a segment level with the new guidelines.

NPV (Net Present Value) Restructuring Model deployed

Entire corporate and Co-operative book has been reclassified into the new Sector classification to enhance quarterly stress testing of customers by sector and subsector.

Enhanced Client level action Plans to ensure regular and comprehensive update and actioning.

Escrow buildup by our customers.



Environmental Social and Governance (ESG)

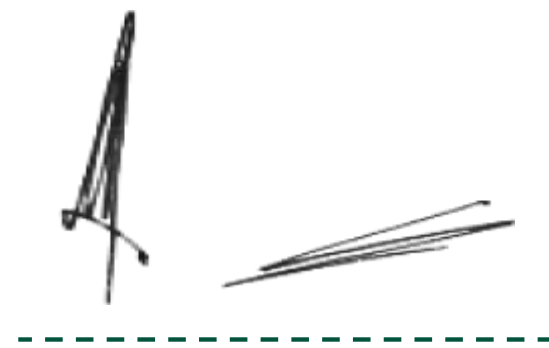
Environmental Social and Governance (ESG) Policy Statement

The Co-operative Bank Group objectives under this policy are:

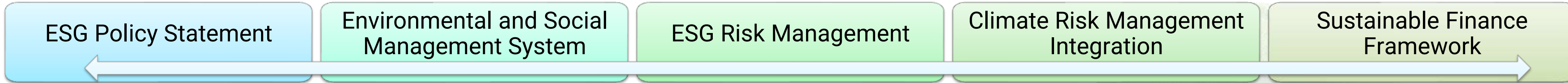
- To incorporate strong environmental, social, and corporate governance principles throughout all operations and business activities.
- To comply with relevant national laws, regulations and agreements on the environment, climate change, health, safety, and social issues to which the Group subscribes to and in the countries it operates in.
- To evaluate and manage environmental and social impacts when developing policies, products, or major change initiatives.
- To communicate this policy to internal and external stakeholders as part of regular reporting.

This policy shall be applied enterprise-wide and covers all material operations, including geographies, corporate functions, and business units of the Co-operative Bank (Co-op Bank) Group.

DR. GIDEON MURIUKI
CBS, MBS GROUP MANAGING DIRECTOR & CEO
NOVEMBER 2022




ESG Policy Framework



Our ESG Policy Framework is a cohesive structure guiding Co-operative Bank's strategic approach to Environmental, Social, and Governance (ESG) obligations. It orchestrates an interconnected network of policies, procedures, and guidelines, creating a robust ESG management system and provides a robust blueprint for managing and mitigating ESG-related risks, as well as for leveraging opportunities to enhance our positive impact on society and the environment

Environmental

Bolster environmental health through sustainable financial products & services and programs



Environment & Climate Change

Supporting the transition to a low carbon economy and reduce the impact of climate change

Responsible Resource Use

Encouraging responsible and efficient use of resources throughout the Bank's operations

Social

Contribute to inclusive economic outcomes through our business activities, philanthropy, supply chain and employer in our communities



Financial Inclusion

Enabling access to financial solutions, supporting economic development and reducing inequalities

Social Inclusion

Promoting financial intermediation in the economy

Economic Inclusion

Empowering and building resilient communities, especially to the underserved

Governance

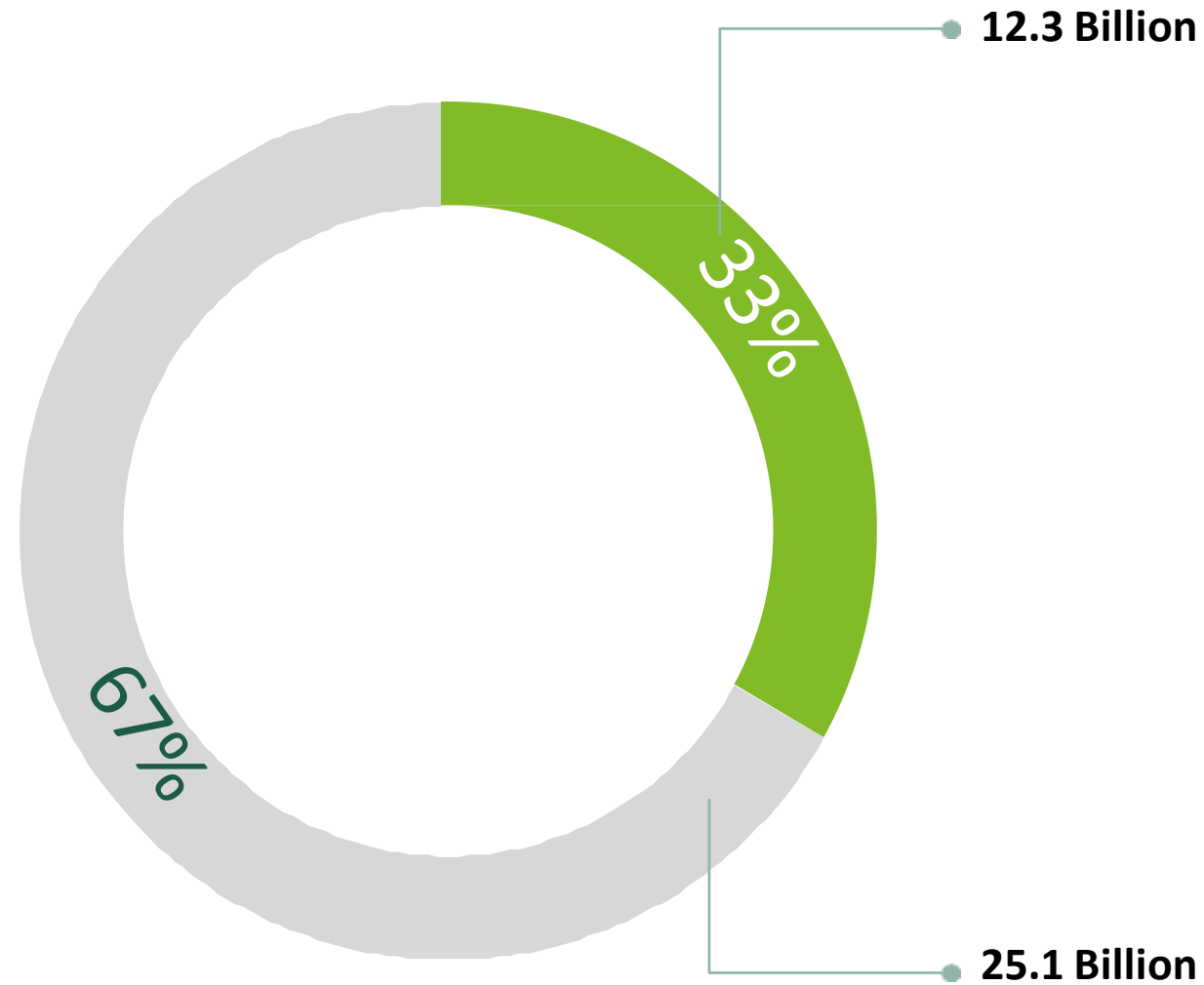
Build enterprise resilience through ESG integration



Groupwide ESG Integration

Incorporating ESG in all investment and operations decisions

ESG Impact



MSME Financing	Affordable Basic Infrastructure	Renewable Energy
Green Buildings	Food Security	24 Access to Essential Services
Employment Generation	Youth Banking	Affordable Housing
Sustainable Water & Waste Management	Sustainable Food & Agriculture	

- Kshs.100M Co-op Bank Capacity-building & Technical
- Co-op Bank to provides the Direct Settlement System for Coffee. This will benefit all market players notably farmers.
- Co-opbank Soko - a digital marketplace that connects the agriculture value chain +1,000,000 farmers onboarded.

KES 37.4 Billion

Portfolio of loans above USD 1 million affirms our commitment to sustainable banking



Co-op Foundation

10,264
Students sponsored on Scholarship Program

Co-op Consultancy

3,420
Consultancies to the Co-operative Movement.

Local Suppliers

87.6%
of our sourcing is local

15.96B
paid to Suppliers in FY2023

MSME Focus

214,000
onboarded to MSME Gold, Silver and Bronze.

60,850
Trained

Awards : MSME Transformation



SME Financier of the Year
Africa



Product Innovation
of the Year



- ✓ Affirms our MSME Transformation strategy, developing co-created solutions catering to the needs of MSMEs.
- ✓ We are passionate about transforming their aspirations into concrete milestones



Sustainability Awards

Most Sustainable Bank in Kenya



**Asanteni
Saana!**

**OVERALL
WINNER**

Sustainable Finance Catalyst Awards


Best Overall Award
1st Place
Co-operative Bank of Kenya



Most Innovative Bank



Best in financing Commercial Clients



Best in Promoting Gender Inclusivity



Best In promoting People with Disability (PWD)



1ST Runners up – Best in Financing MSMEs



2ND Runners Up – Best in Sustainable Finance

Award-Winning Brand



KBA CUSTOMER SATISFACTION SURVEY 2022 & 2023

Best Overall in Satisfactory Customer Experience.
33000 respondents from 38 member Banks



18th ENERGY MANAGEMENT AWARDS (EMA) 2022

Electricity Savings Award – Small Consumers - 1st Runners Up
Service Sector Award-1st Runners Up
Best New Entrant Award-Winner



OVERALL WINNER – SUSTAINABILITY REPORTING 2022 & 2023

AFRICAN BANKER AWARDS 2022

Best Regional Bank – East Africa



DIGIBANK SUMMIT 2022

Excellence in Customer Experience



Best Women and Youth empowerment Programs.

- Education Scholarship Program
- Adoption of Agribusiness and use of Renewable Energy Technologies for Agriculture by Youth in Kenya



EMEA FINANCE AFRICAN BANKING AWARDS 2022 & 2023

Best Bank – Kenya
Best Asset manager, Co-opTrust Investments Services – Kenya



ASIAN BANKER GLOBAL MEA 2023 AWARDS
'Best Omnichannel Technology Implementation'

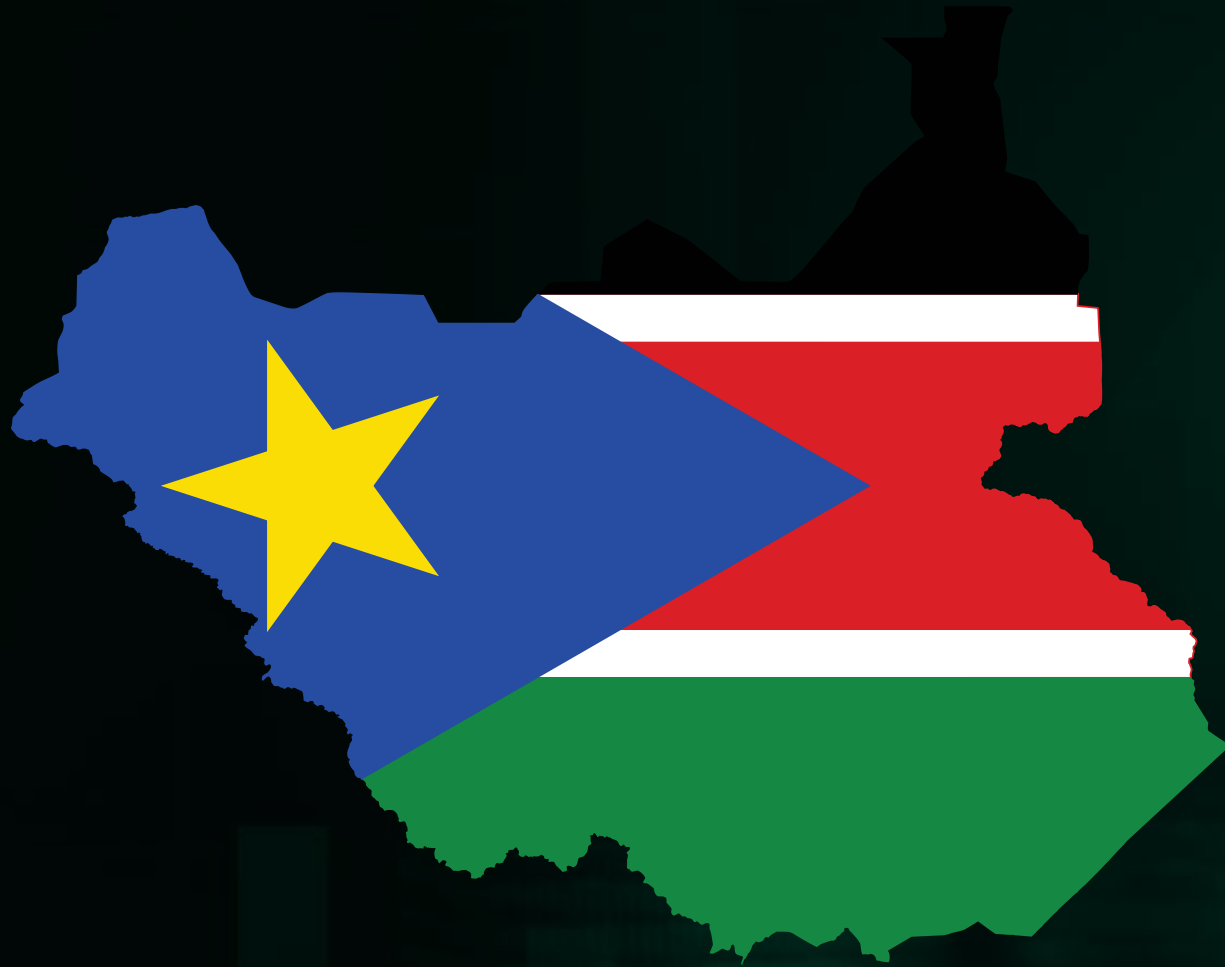


CIO 100 Awards 2023
CIO of the year Award



AFRICAN BANKER AWARDS 2023
African Banker of the year Award

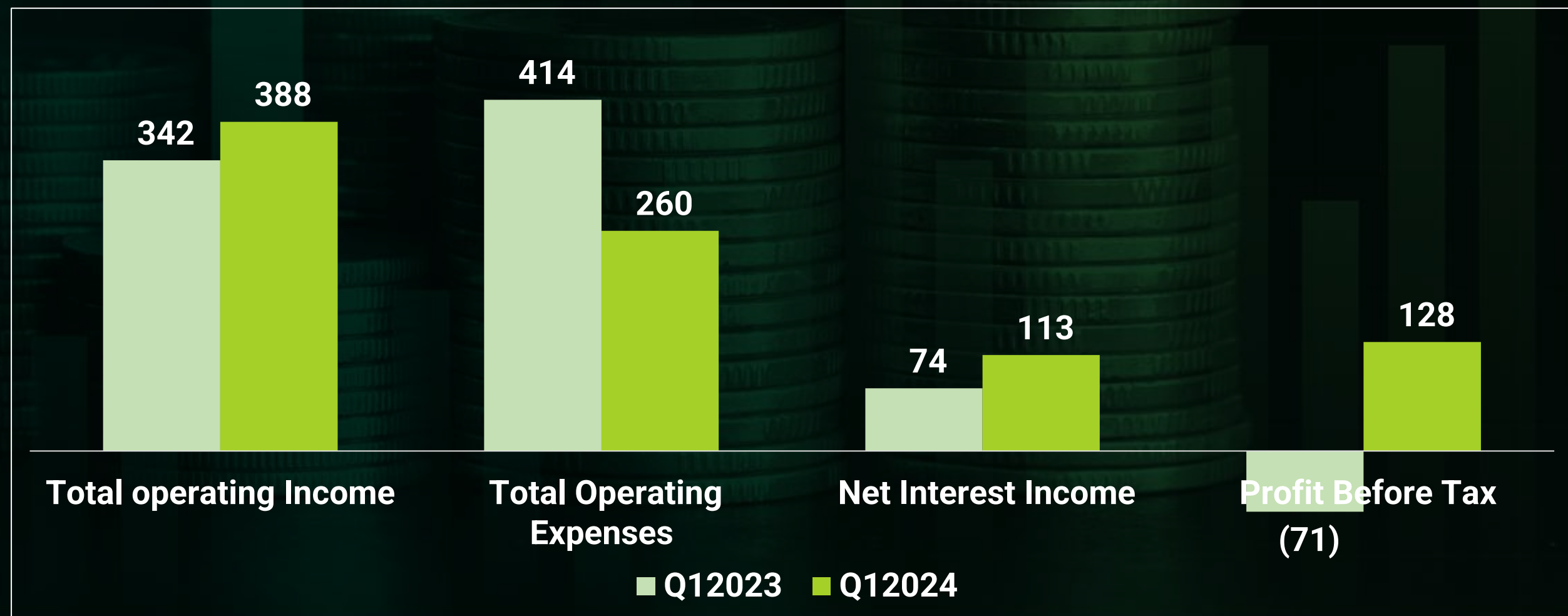
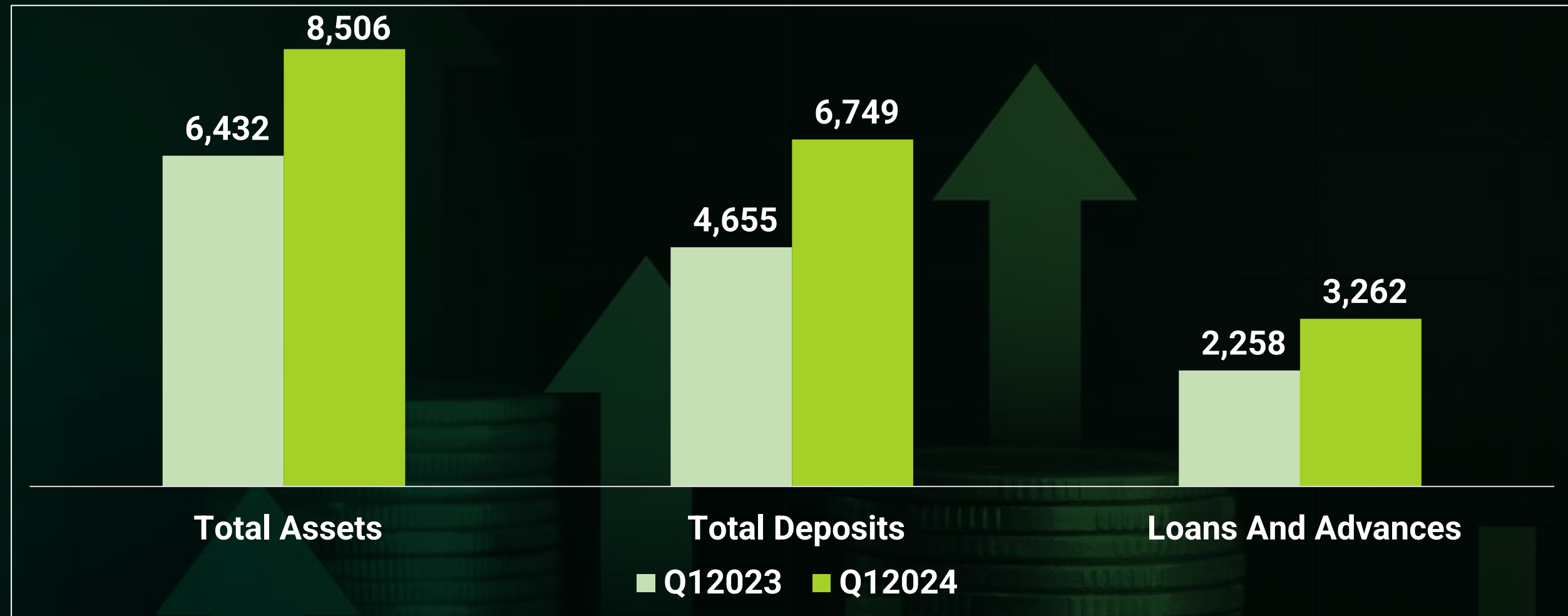
Regional Business, Kshs. Millions



4 Branches in Juba

5 Non-oil collection centers

Owns 31% of CIC Africa Ltd- South Sudan



Channel Performance

Growing Digital Channels

93%

of our Transactions are on alternative Channels providing opportunities for efficiency.



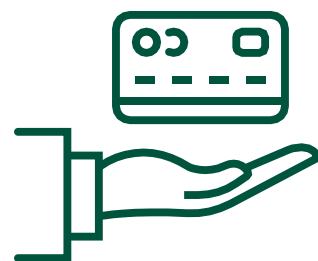
Mobile



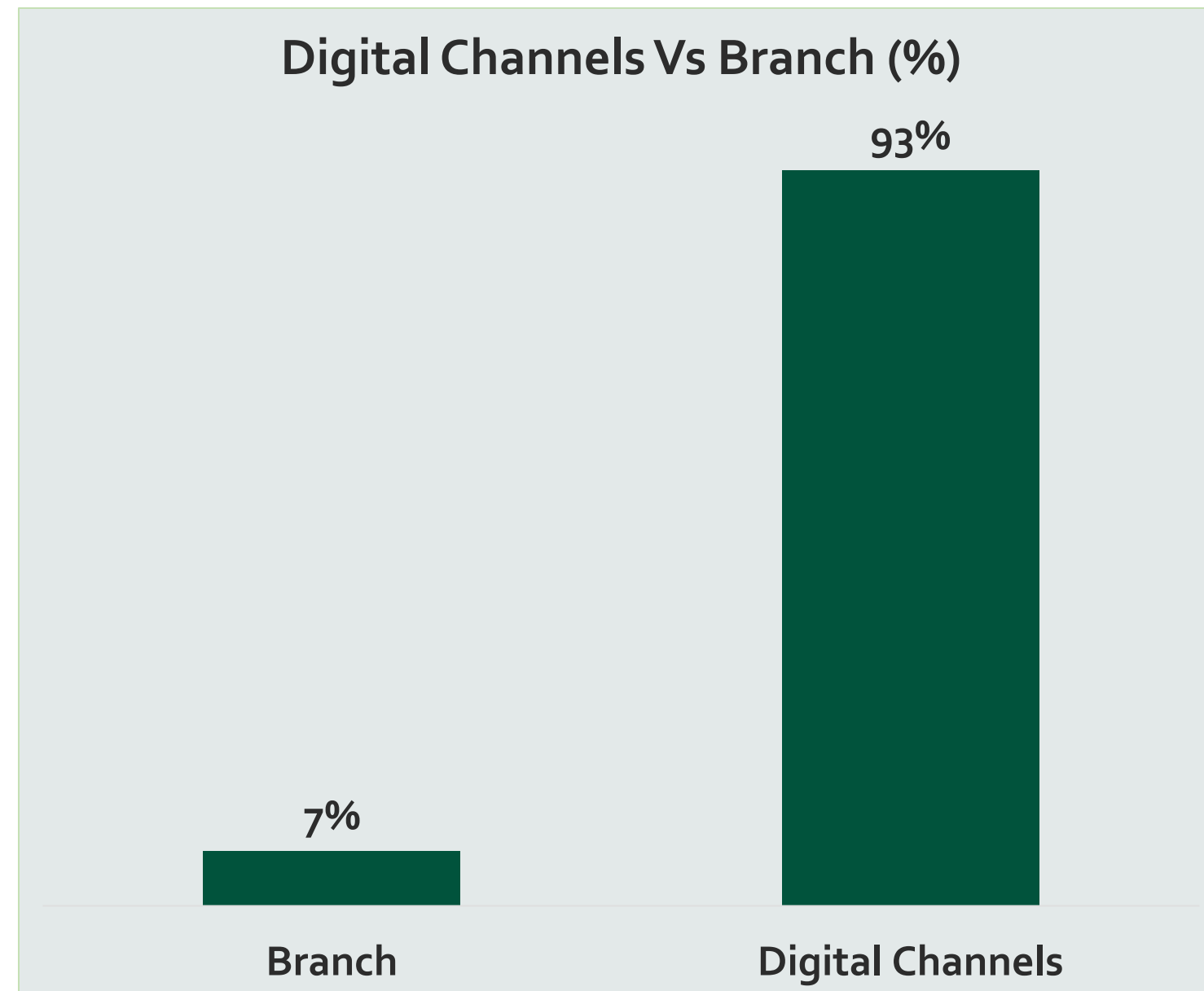
Internet



ATM &
CDM



Agency



**MCo-op
Cash**
Kwa mikono yako... unaweza

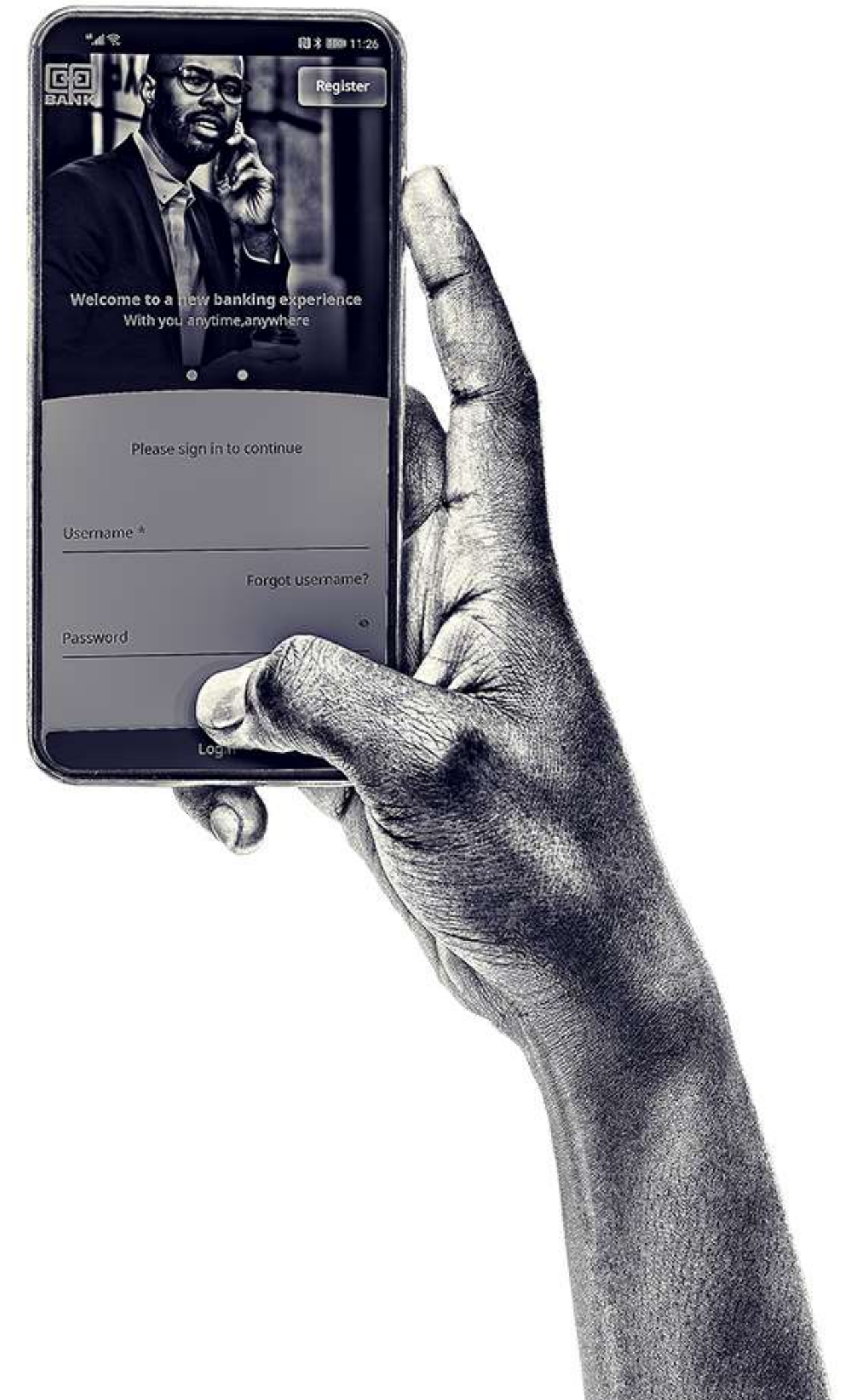
**MCo-op Cash
Mobile Wallet
A unique Offering**

MCo-op Cash Mobile Wallet A unique Offering

MCo-op Cash is an all-telco, all products mobile banking service that enables customers to enjoy access to a variety of banking services, money transfer and payment services. It's a virtual account with a simple menu where the customers mobile number acts as the account number and can be opened and operated end-to-end from the phone without having to visit the branch. MCo-op cash has continued to reach many customers who would have remained unbanked and underbanked.

Mco-opcash main features includes;

- Full access to other wallets in the market
- Affordable pricing compared to Brick & Mortar
- Payment of goods and services directly to Telco Paybill/Till number
- Cardless withdrawal at the bank's agent and ATM network
- External and Internal funds transfer
- E-Credit - Access to the mobile-based loans offered by the bank.



Omnichannel Banking

We have successfully migrated our customers to the **Omni-channel** integrating accessibility and user experience.

Our omnichannel interfaces online banking through personal computers, mobile phones, and USSD availing our services to all customers through their preferred channel yet retain the same experience from wherever they are.

2.9B

Successful offering continues to scale:

Income of Kshs. 2.9 Billion in Q12024



Personal Internet Banking



Corporate Internet Banking

Welcome to the new Internet Banking

Your banking team is at your fingertips

Digital lending focus E-credit

A superior product for our customers that continues to scale and is a key revenue source

- A key focus area, Kshs. 370.3B disbursed to Date.
- Kshs. 6.0 Billion disbursed per month on average.
- Consumer based salary checkoff hence lower credit risk.
- Short term tenure



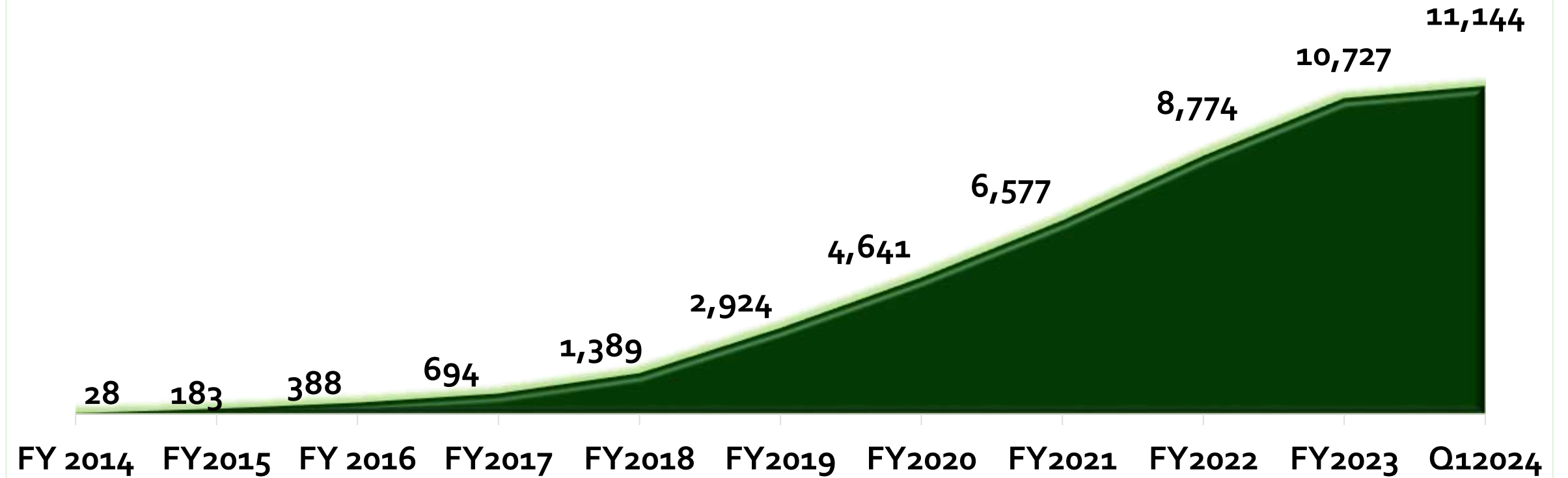


A superior product for our customers that continues to scale and is a key revenue source

Kshs. 18.1B Disbursed YTD

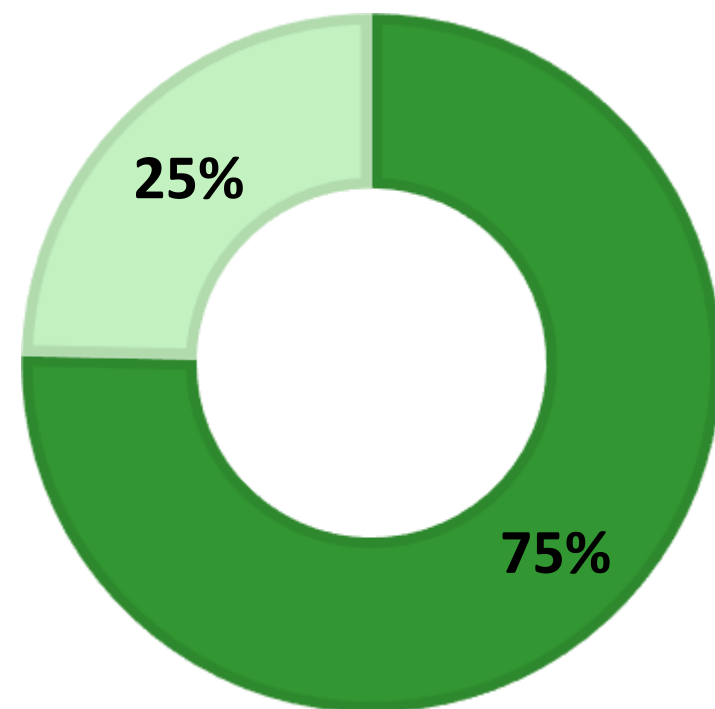
Kshs 370.3B Disbursed since inception.

Cumulative Mcoop Cash Loan Customer Numbers (In 'ooo')

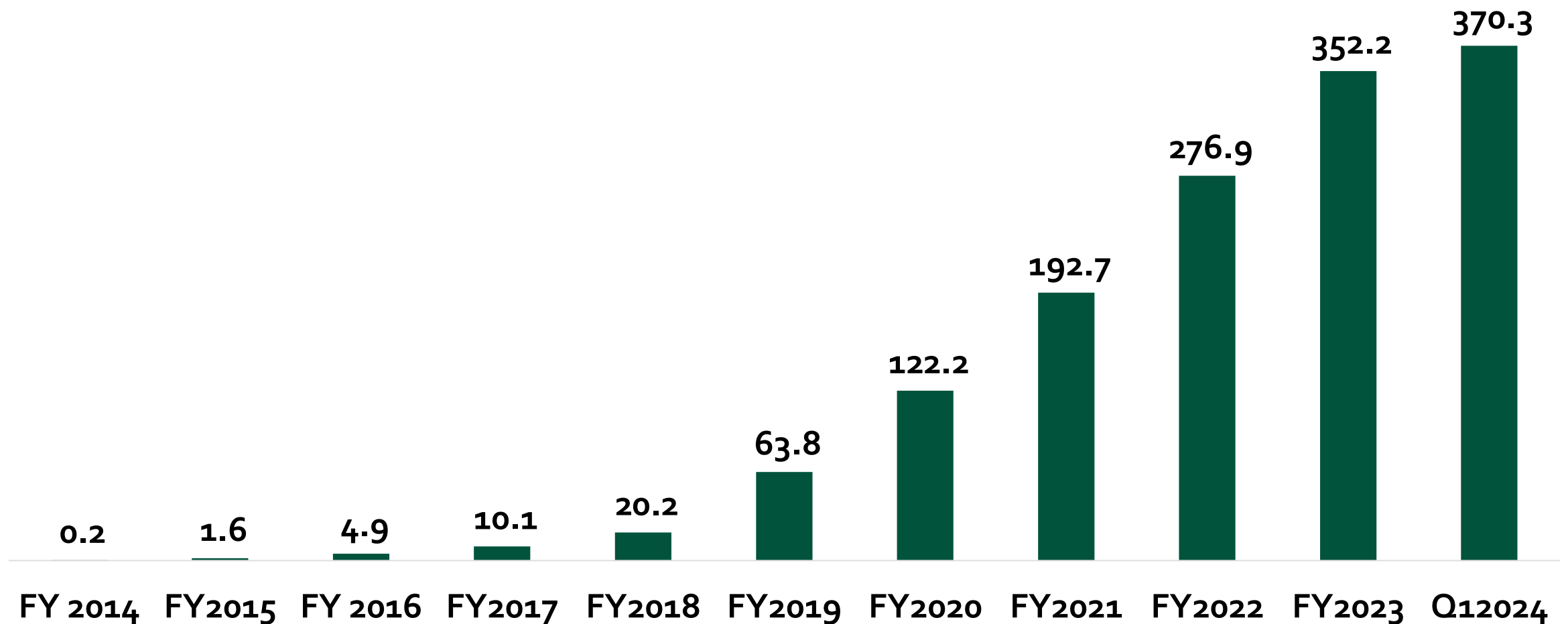


E-CREDIT – KEY GROWTH FOCUS

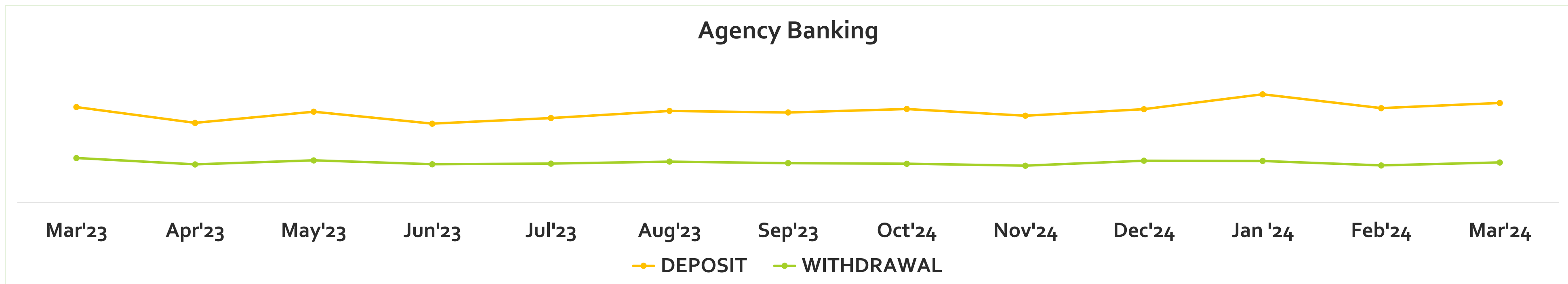
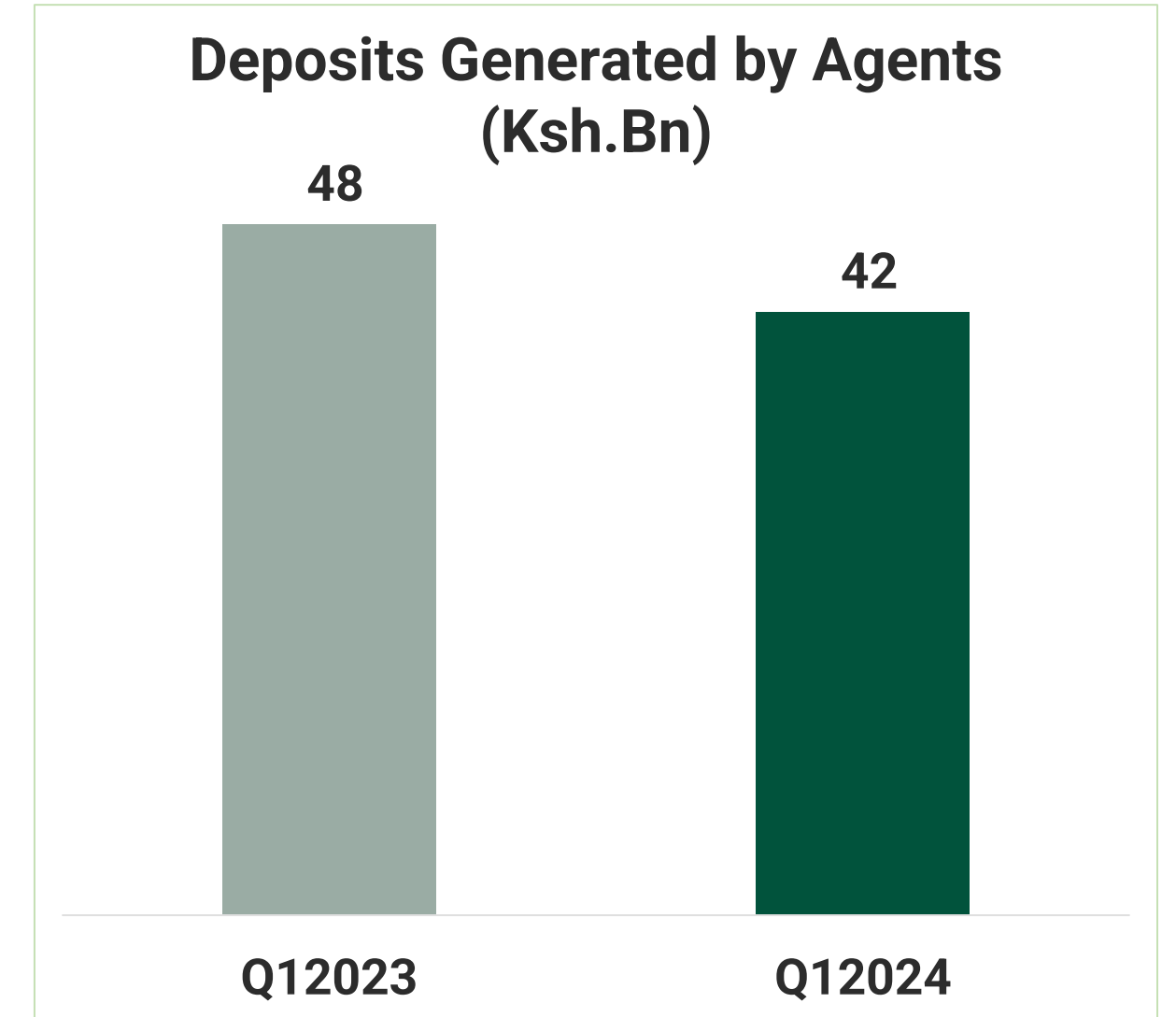
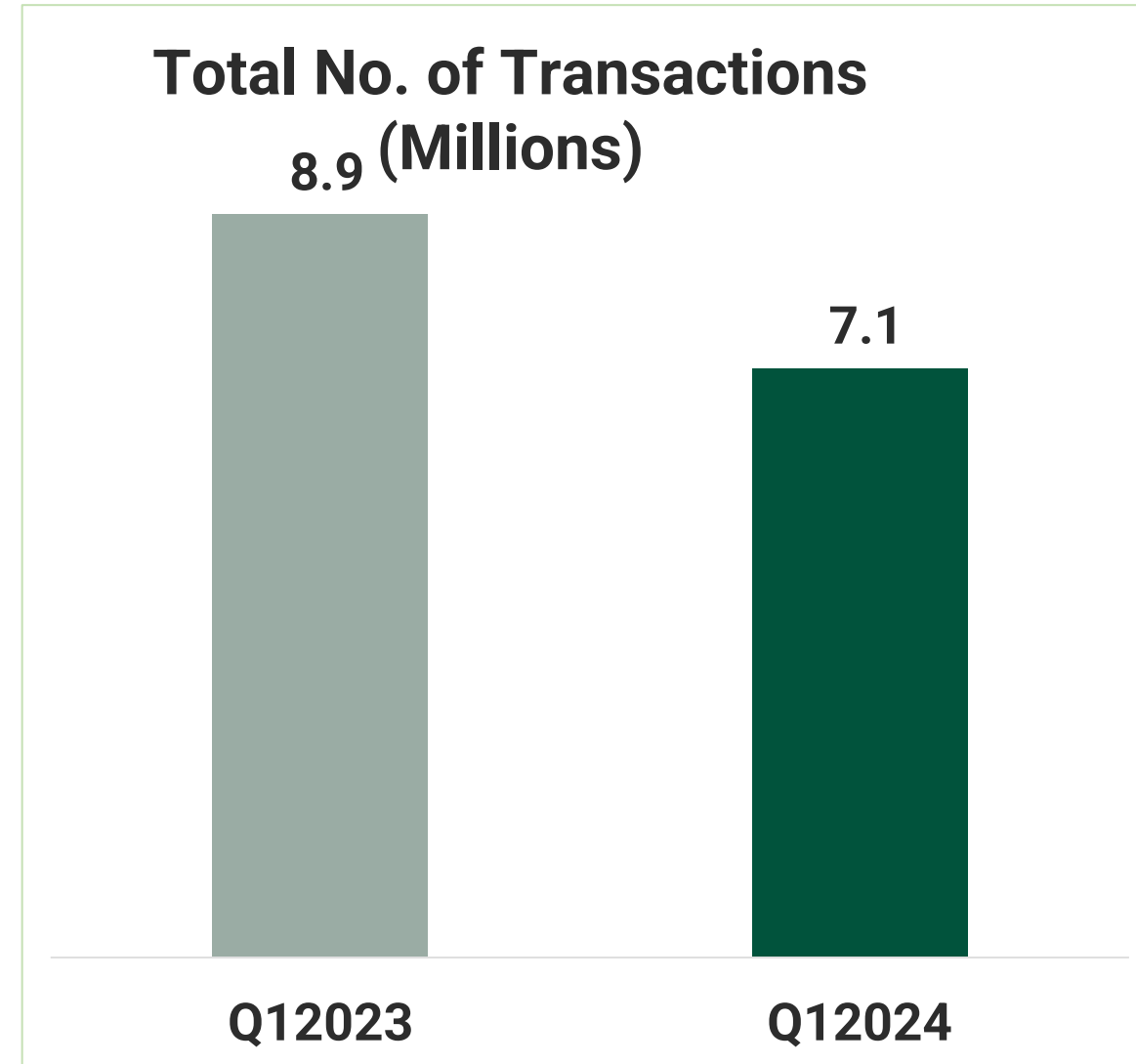
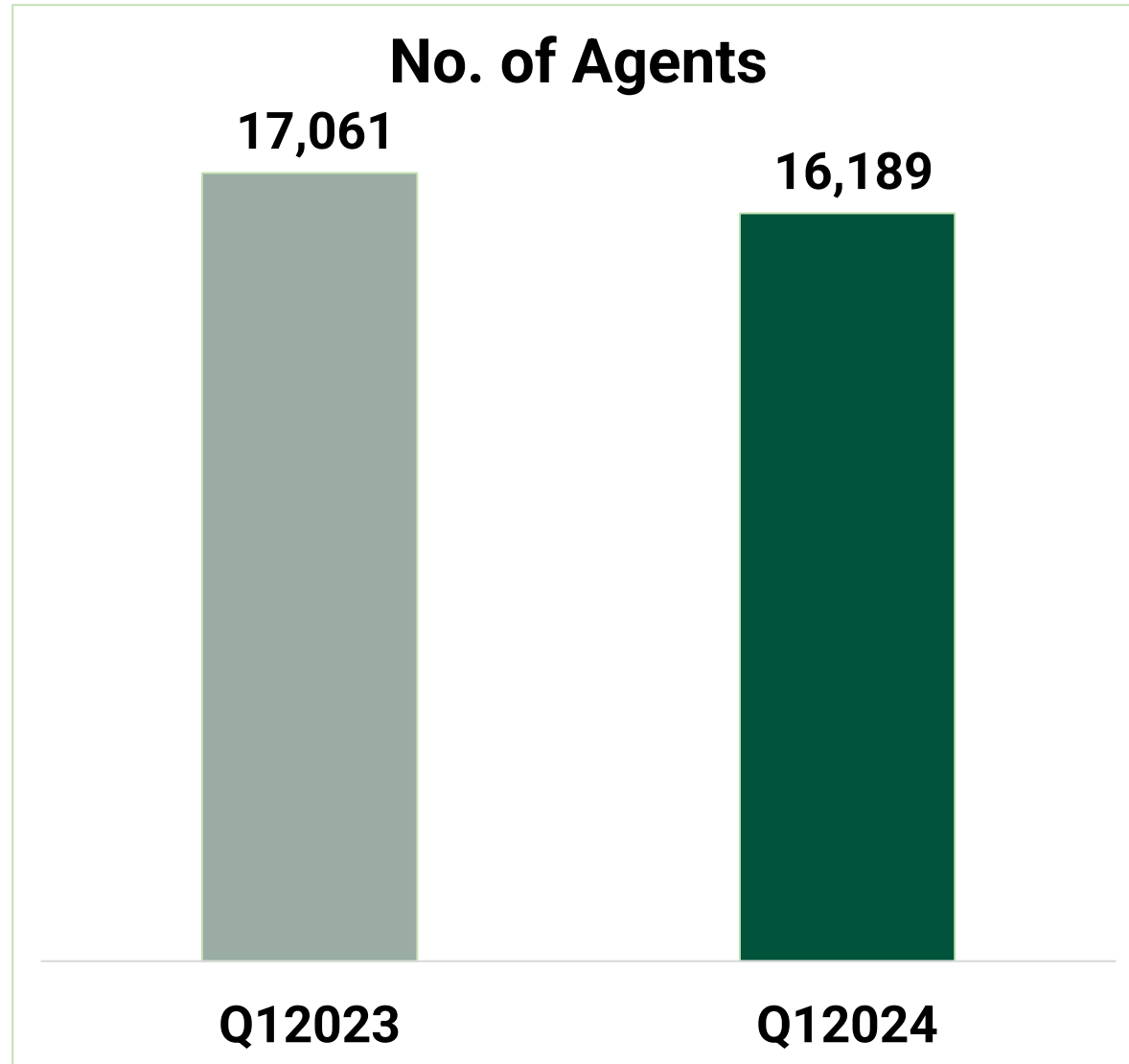
■ E- Flexi ■ Unsecured Business Plus



Cummulative Mcoopcash Loan Book - In Billions



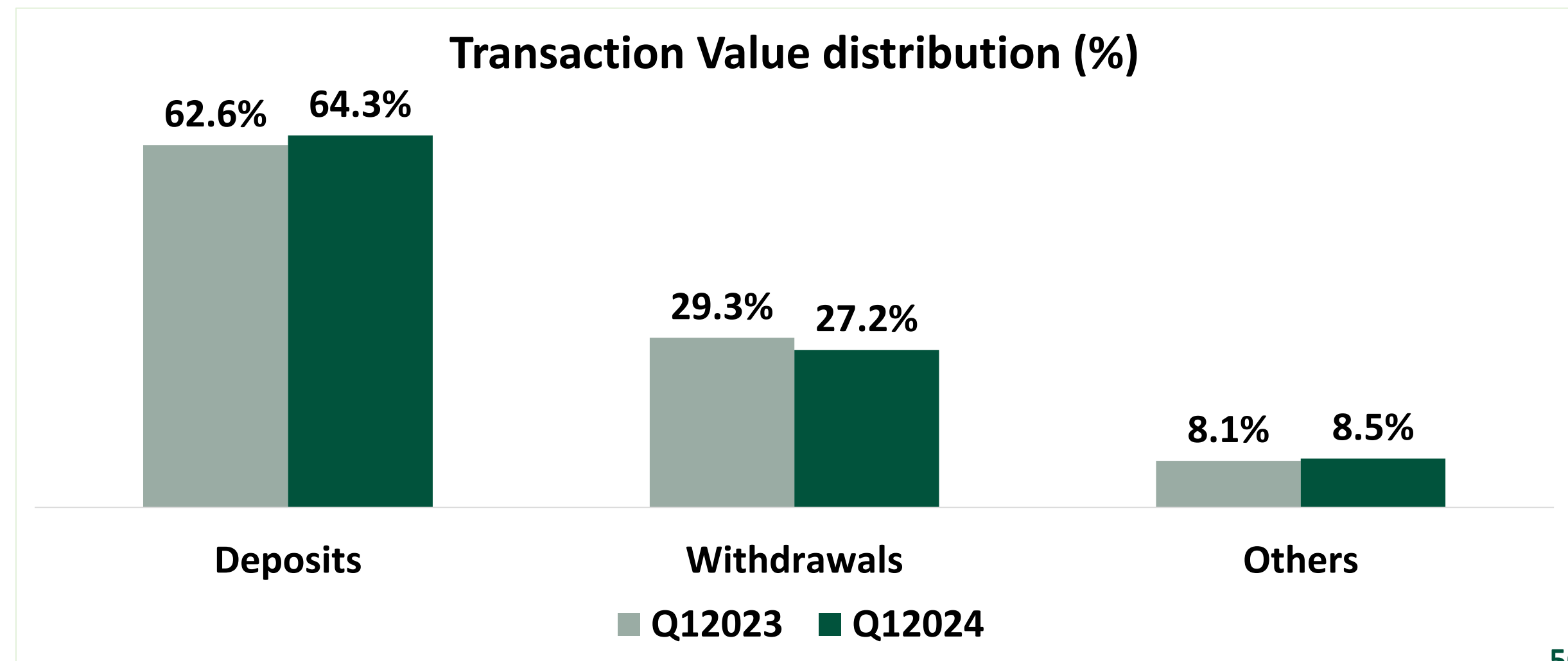
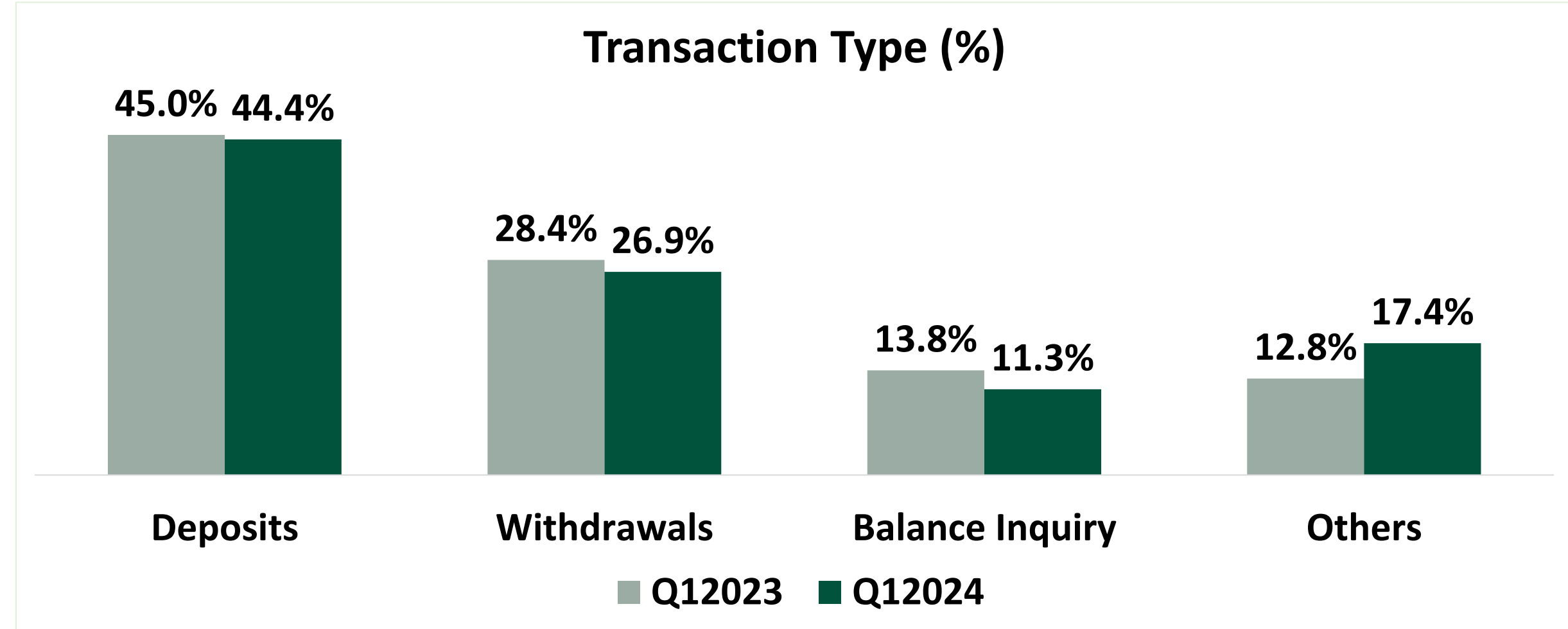
Growing Co-op Kwa Jirani Agency Banking



Agency Banking

Growing Co-op Kwa Jirani Agency Banking

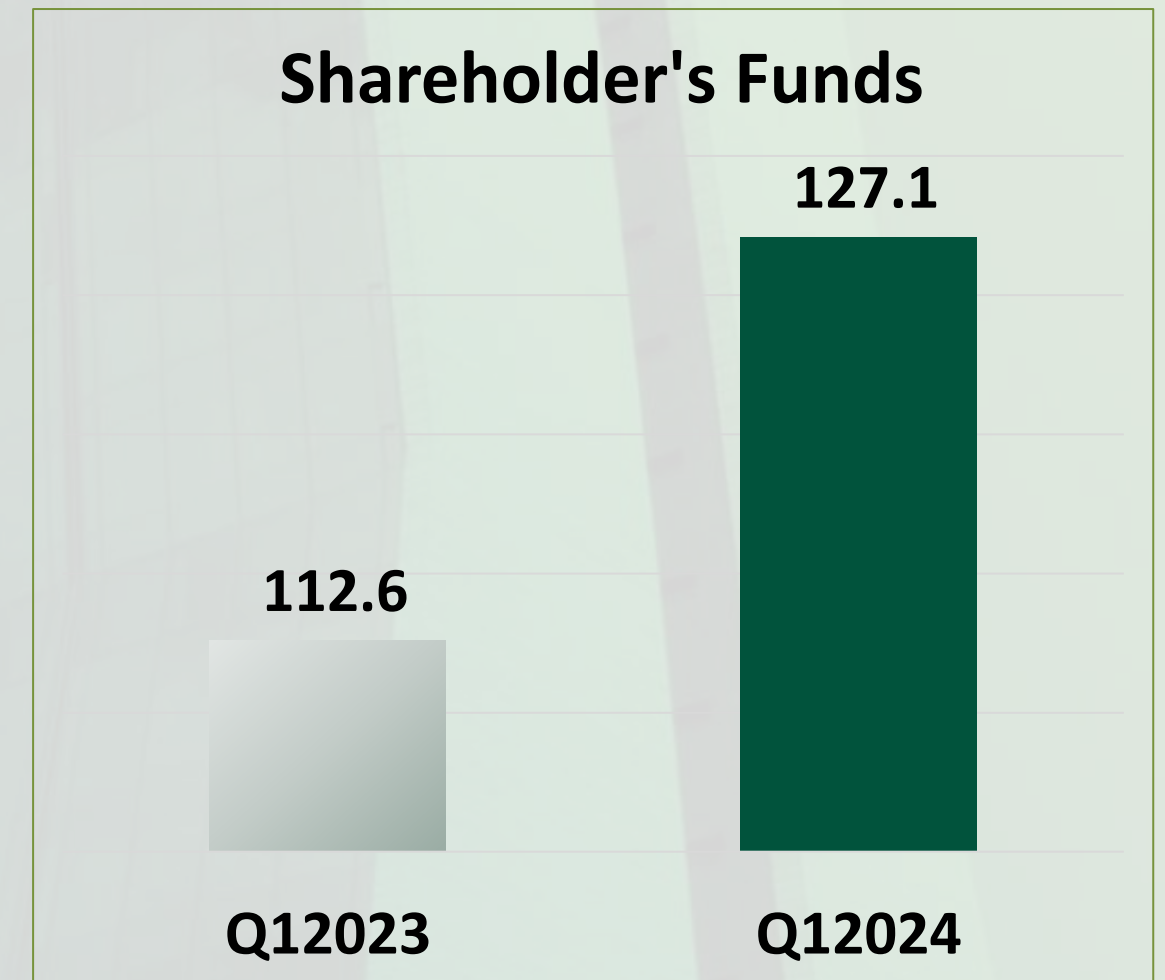
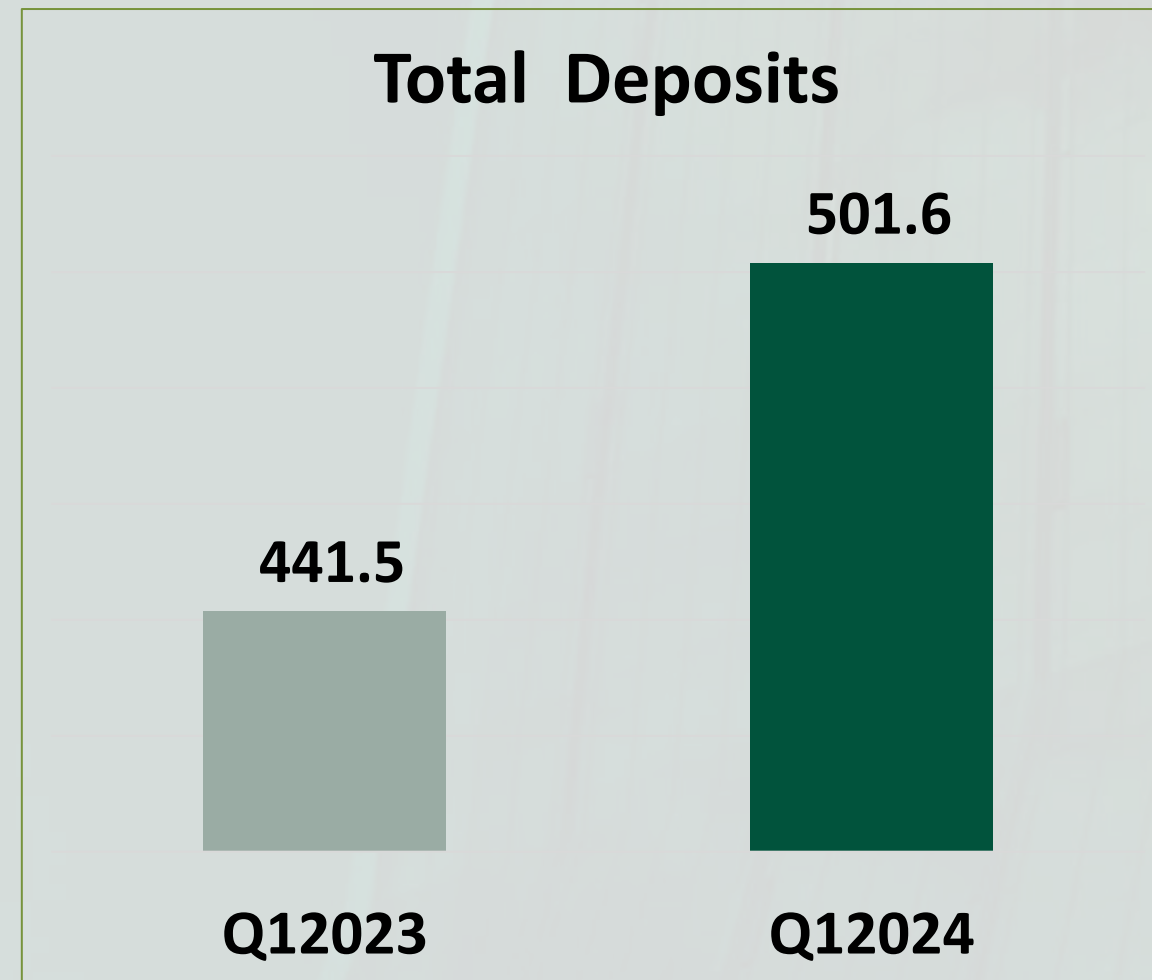
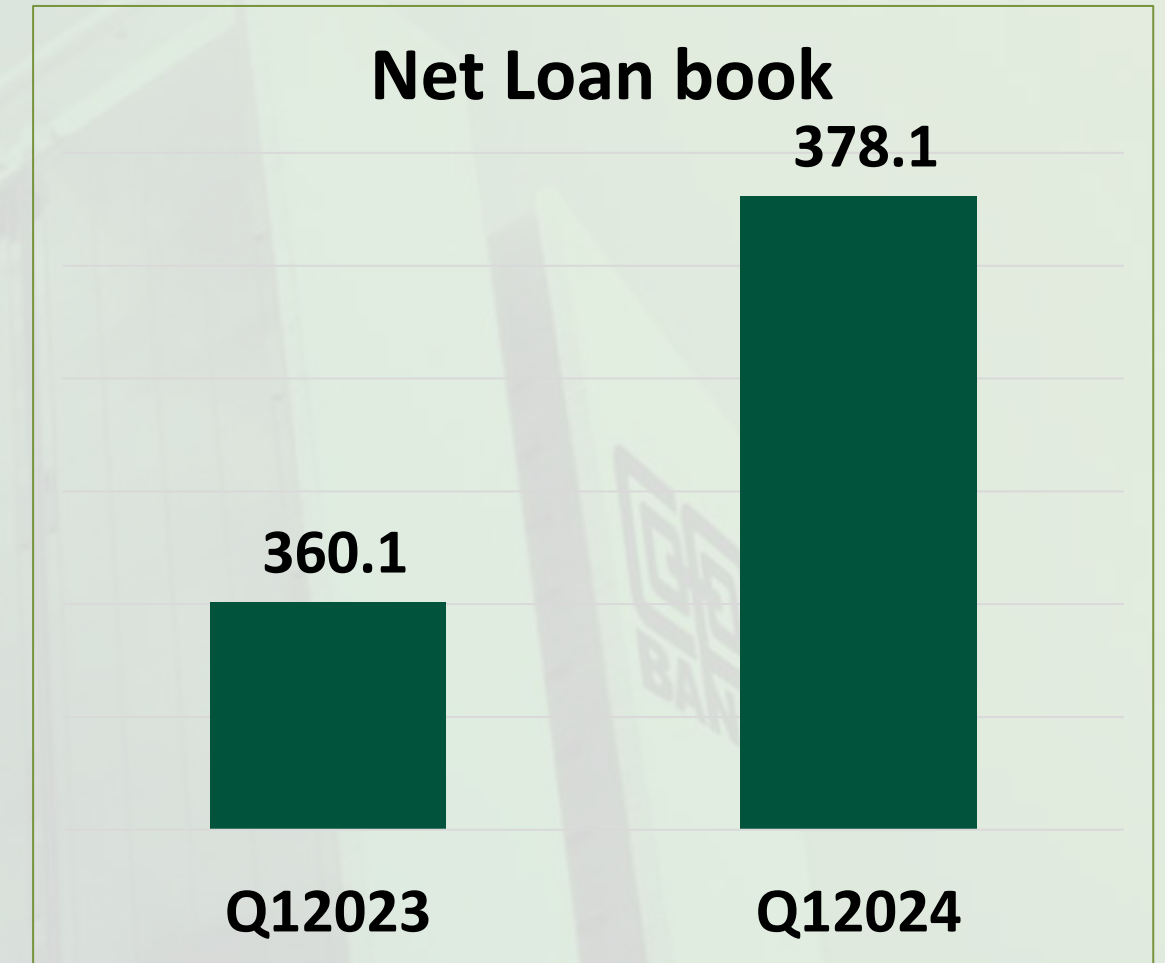
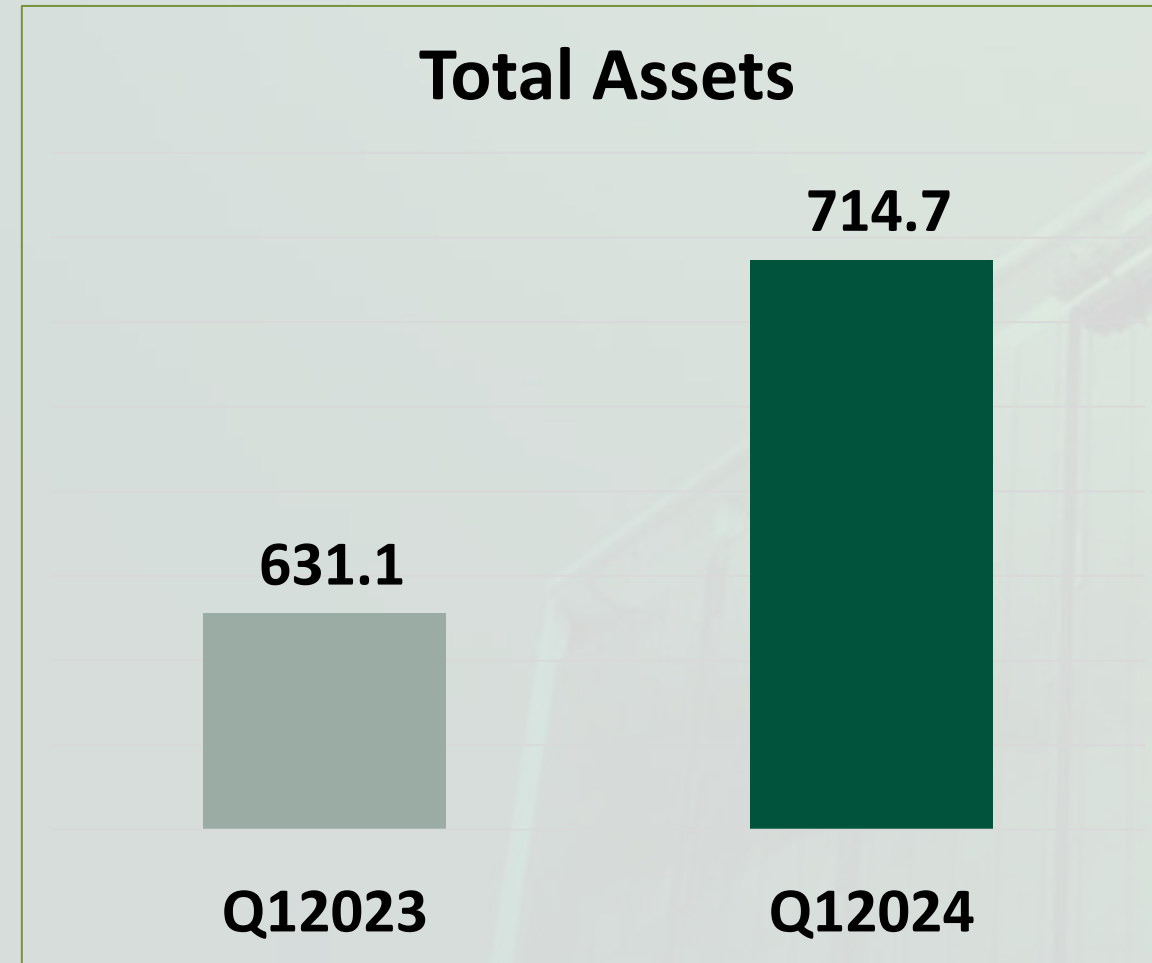
- ✓ Key deposit mobilization channel
- ✓ Higher deposit than withdrawal











Financial Highlights

Strong Financial Position (Kshs. Billions)



**Strong Financial Position
(Kshs. Billions)**

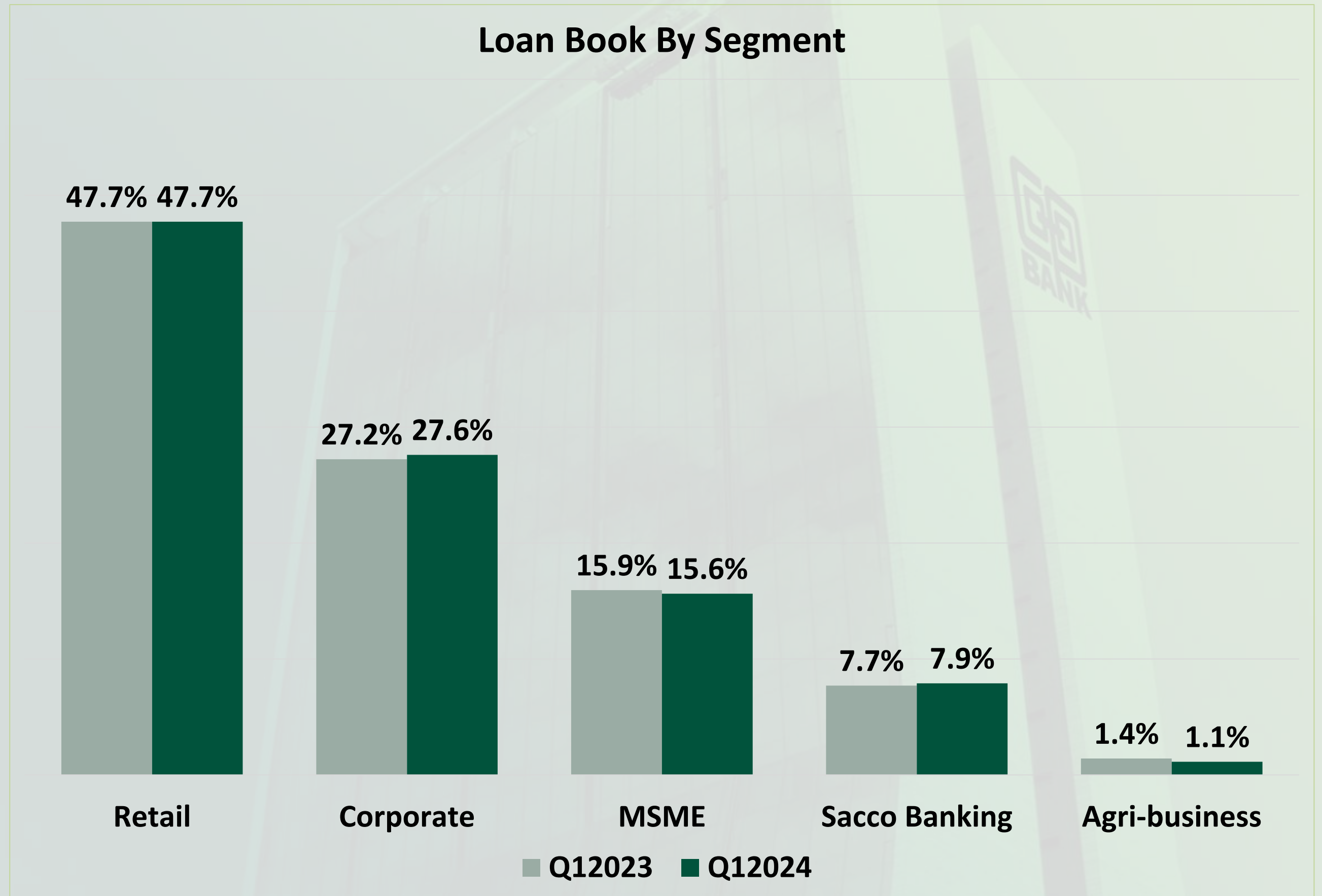
BALANCE SHEET Ksh. Billions	Q12024	Q12023	% Growth	
Total Assets	714.7	631.1	13.2%	
Net Loan book	378.1	360.1	5.0%	
Government Securities	200.2	179.2	11.7%	
Total Deposits	501.6	441.5	13.6%	
Borrowed Funds	60.1	48.4	24.1%	
Shareholder's Funds	127.1	112.6	12.9%	

Sustainable Profitability Growth

Kshs. Billions	Q12024	Q12023	YoY Change	
Total Interest Income	19.4	15.6	24.7%	↑
Total Interest Expenses	7.7	4.8	60.8%	↑
Net Interest Income	11.7	10.8	8.6%	↑
Fees and commissions on loans and advances	2.9	3.4	-14.7%	↓
Other Fees and commissions	2.6	2.5	2.7%	↑
Foreign exchange trading income	1.4	1.1	30.8%	↑
Other income	0.2	0.1	54.4%	↑
Total Operating Income	18.8	17.9	5.1%	↑
Loan loss provision	1.6	1.5	3.9%	↑
Staff costs	4.5	4.0	12.6%	↑
Other operating expenses	2.6	3.2	-18.8%	↓
Total Operating expenses	9.9	9.8	0.5%	↑
Profit before tax and exceptional items	8.9	8.1	10.6%	↑
Exceptional items-Share of profit of associate	0.10	0.09	7.5%	↑
Profit Before Tax	9.0	8.1	10.6%	↑
Income tax	2.4	2.0	19.3%	↑
Profit After Tax	6.6	6.1	7.7%	↑

Diversified loan book

- Diversified across segments.
- Highest book is in Personal Banking;
 - Check off; deductions are done at source.
 - Diversified across various Government/quasi-government employees.
 - Appraisal of both employer and employee for optimal risk-return.

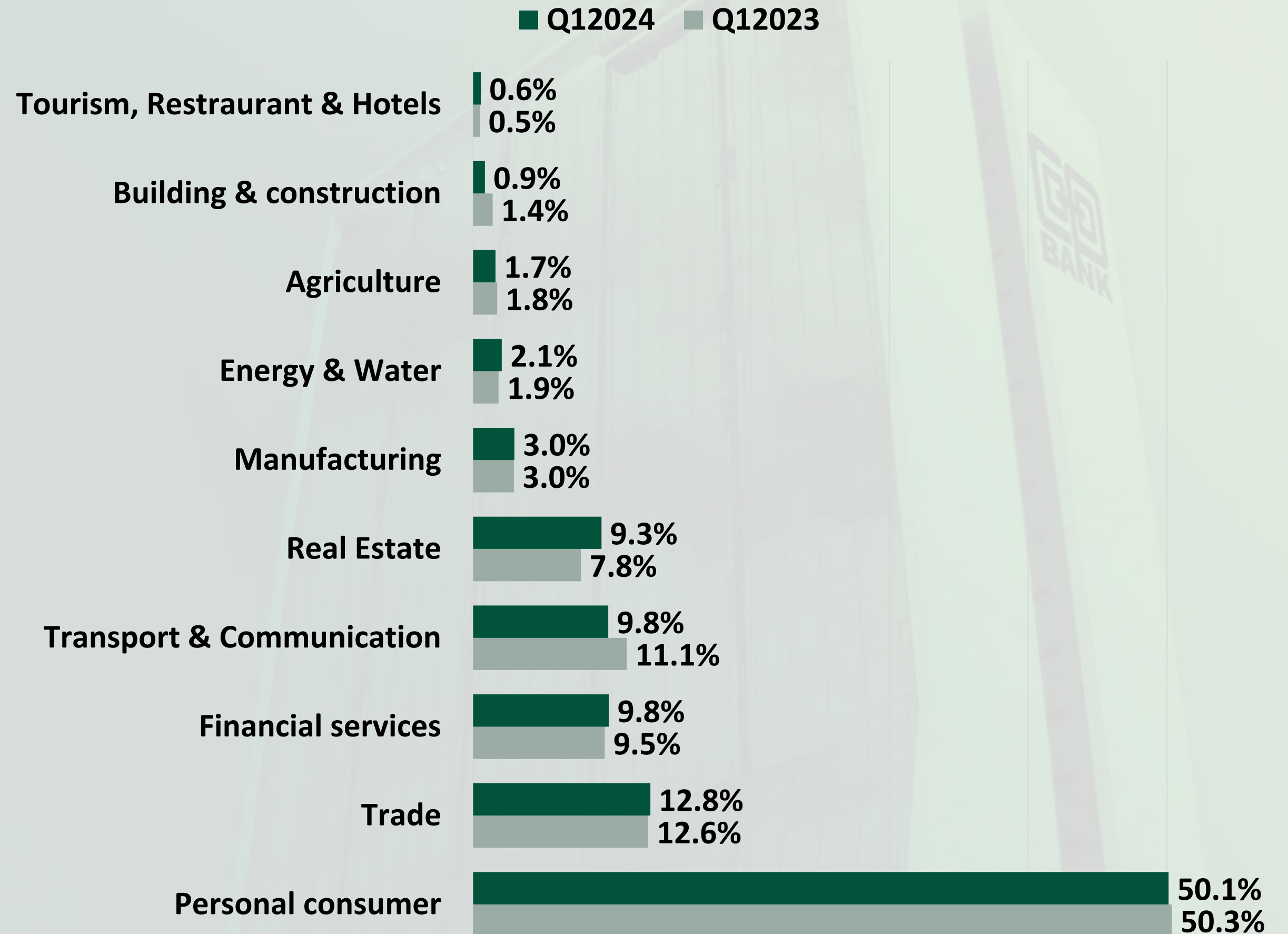


Diversified loan book across sectors

50.1% in Personal consumer which is performing well

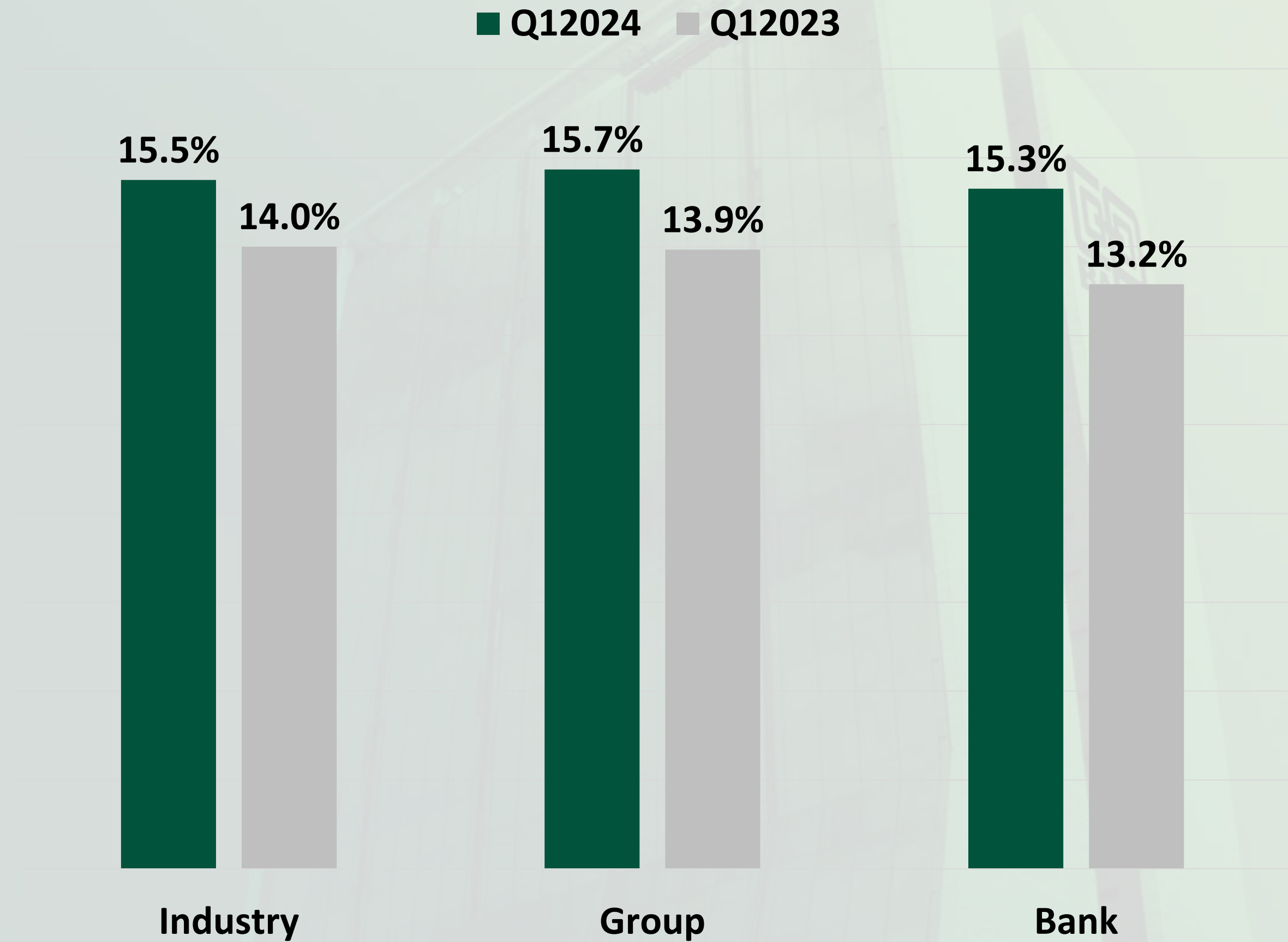
Low relative exposure in high-risk sectors

- Tourism and Hotels <1%
- Manufacturing 3.0%.

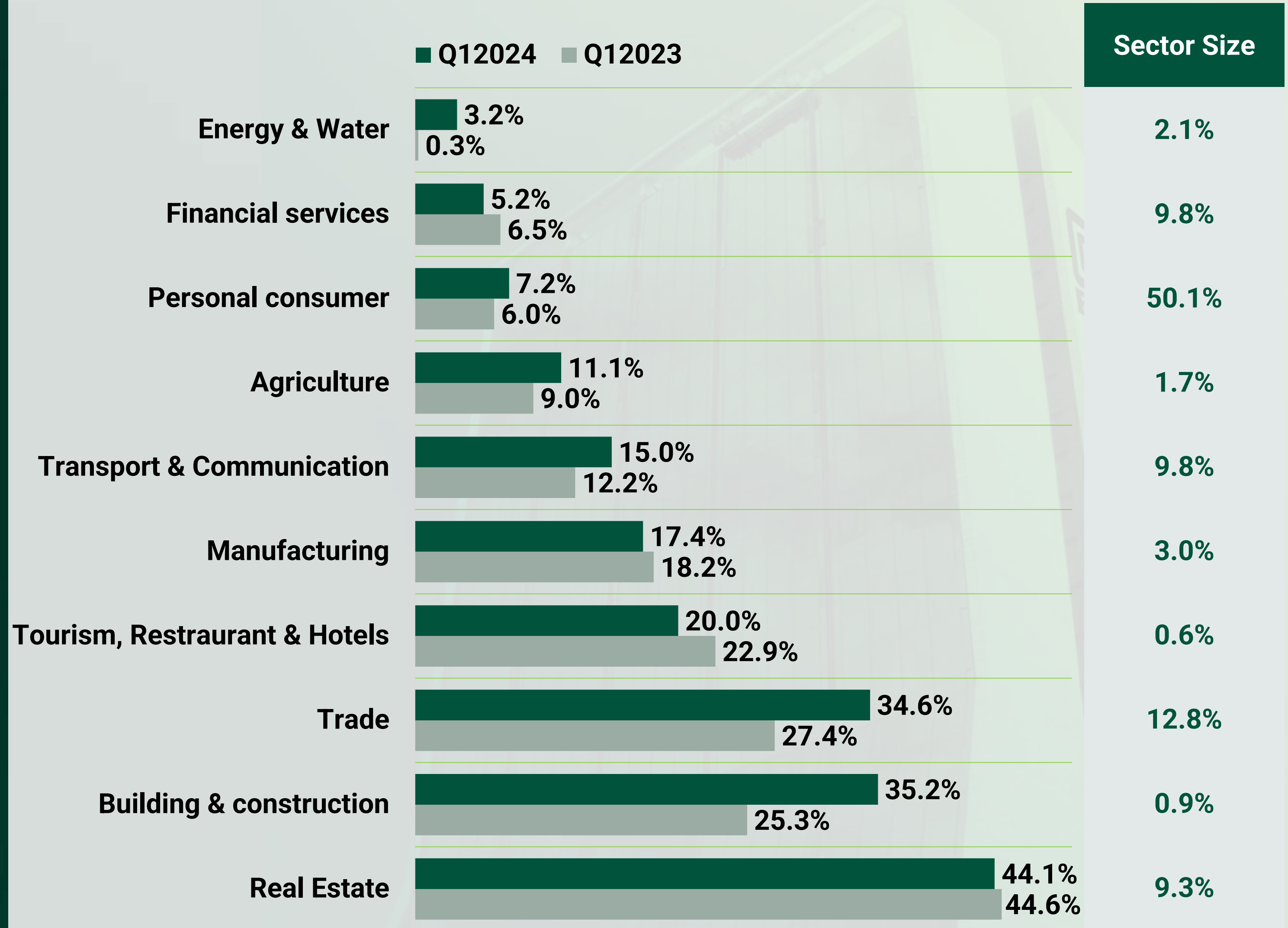


Supporting NPL Management;

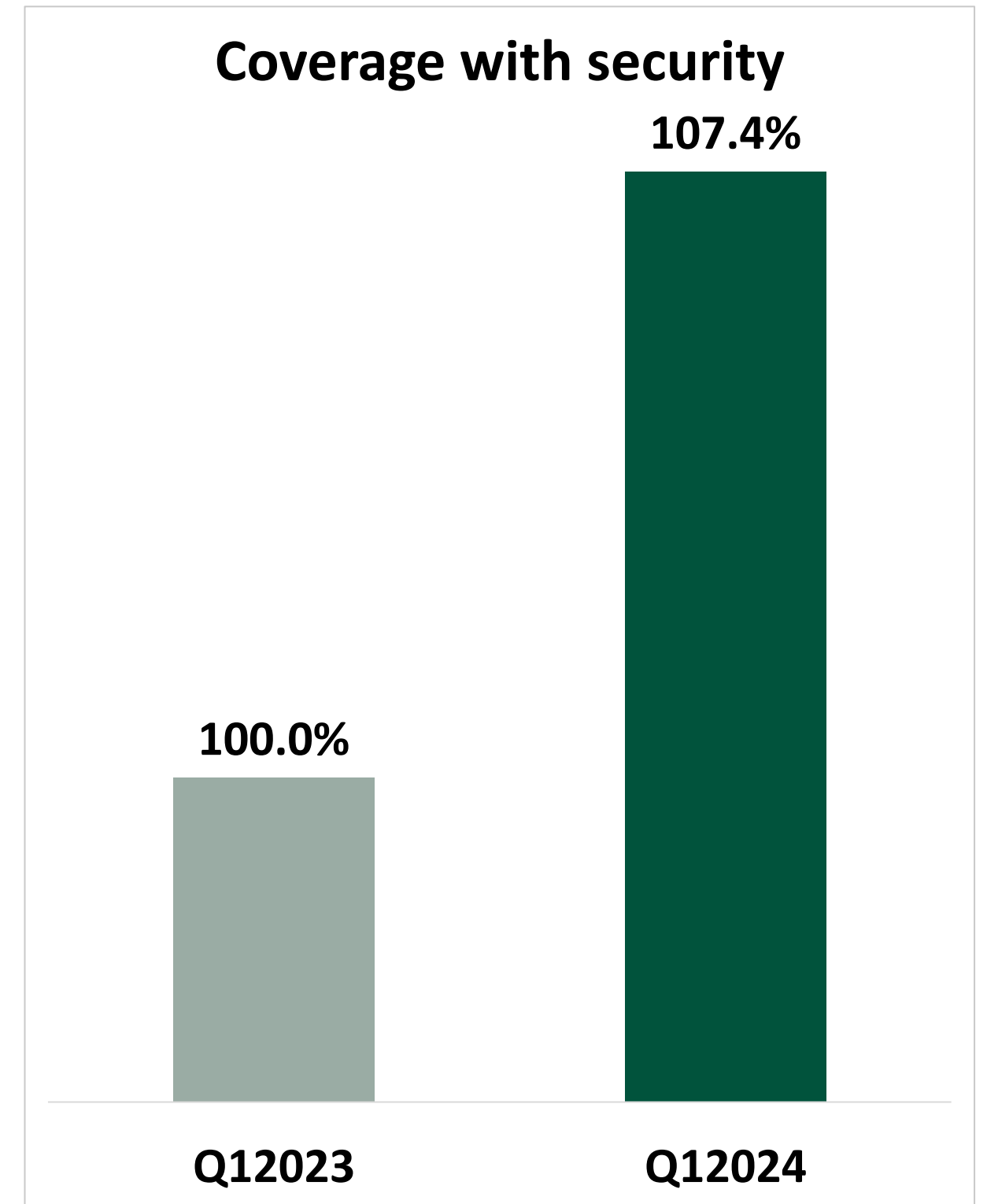
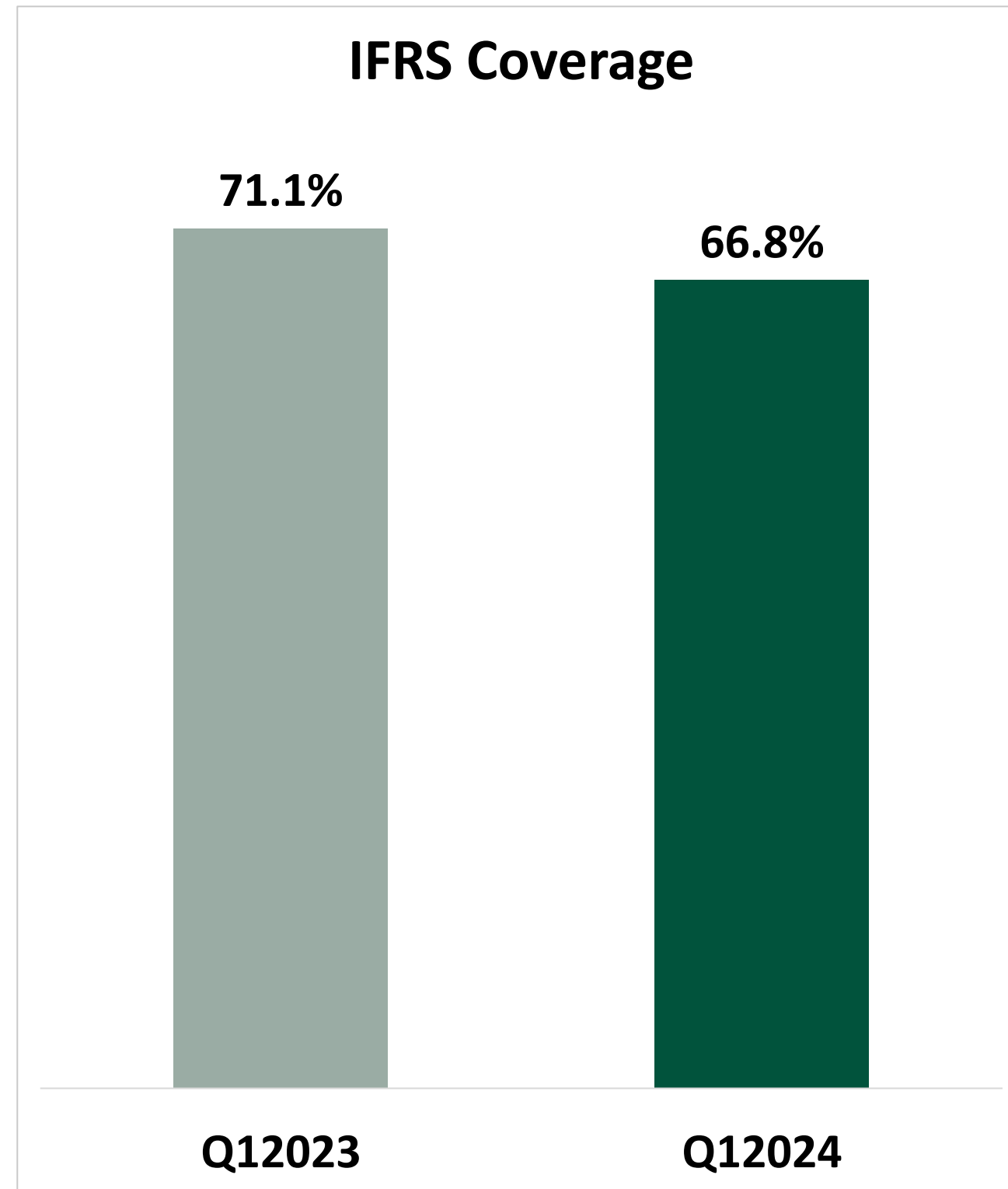
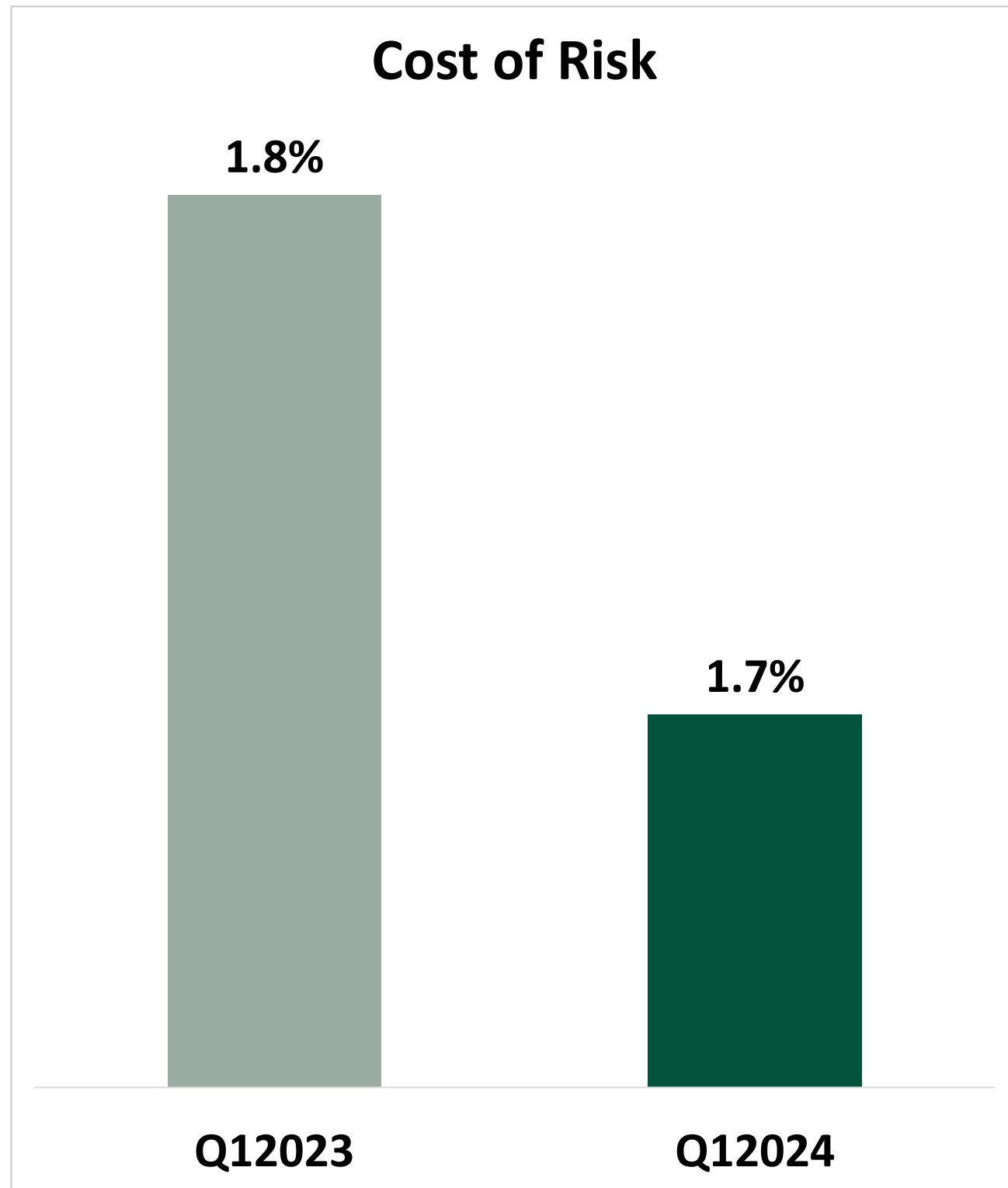
- Proactive Credit Management Strategies.
- Business Growth.
- Consumers and Businesses resilience amid tight economic environment.



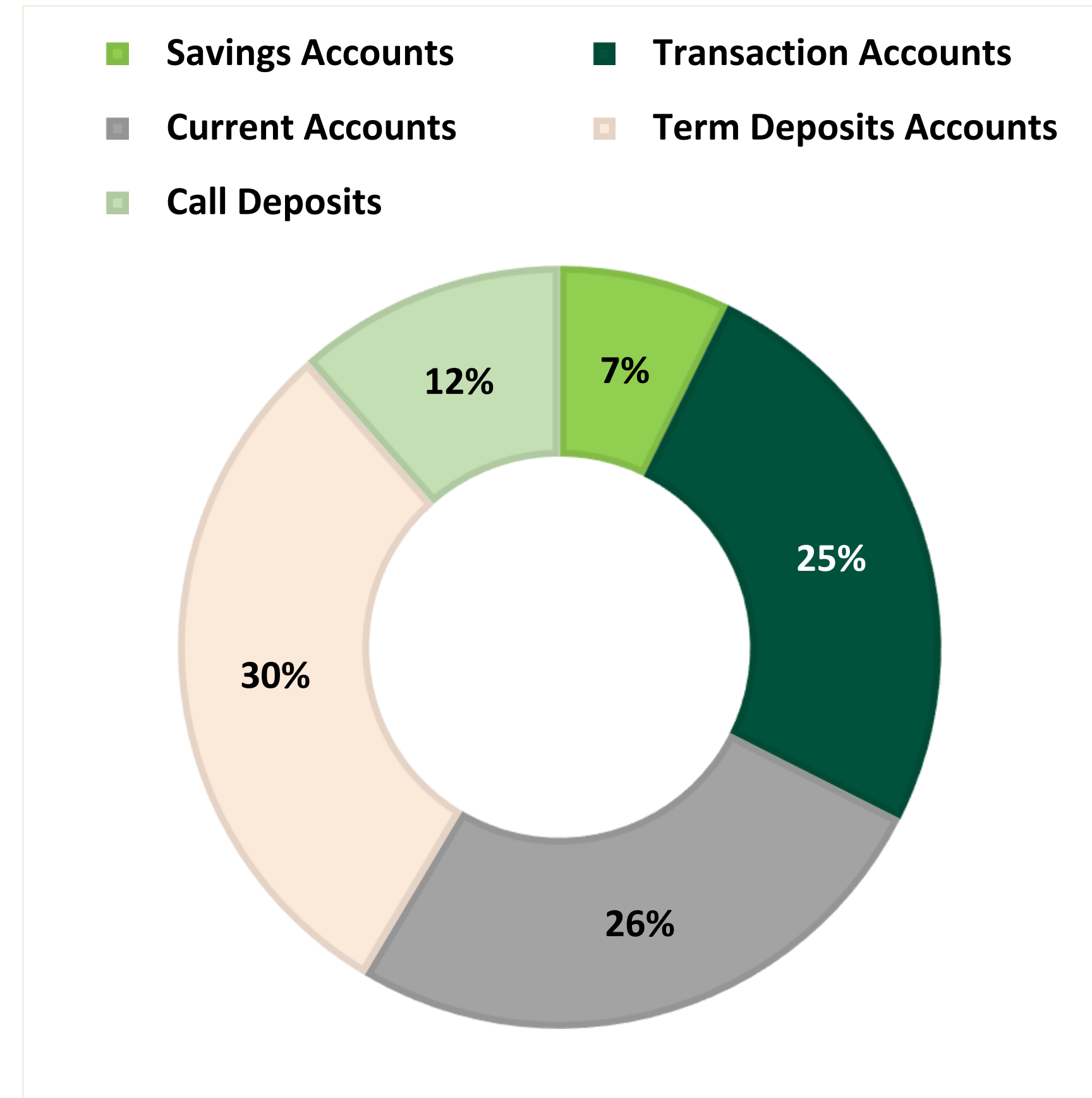
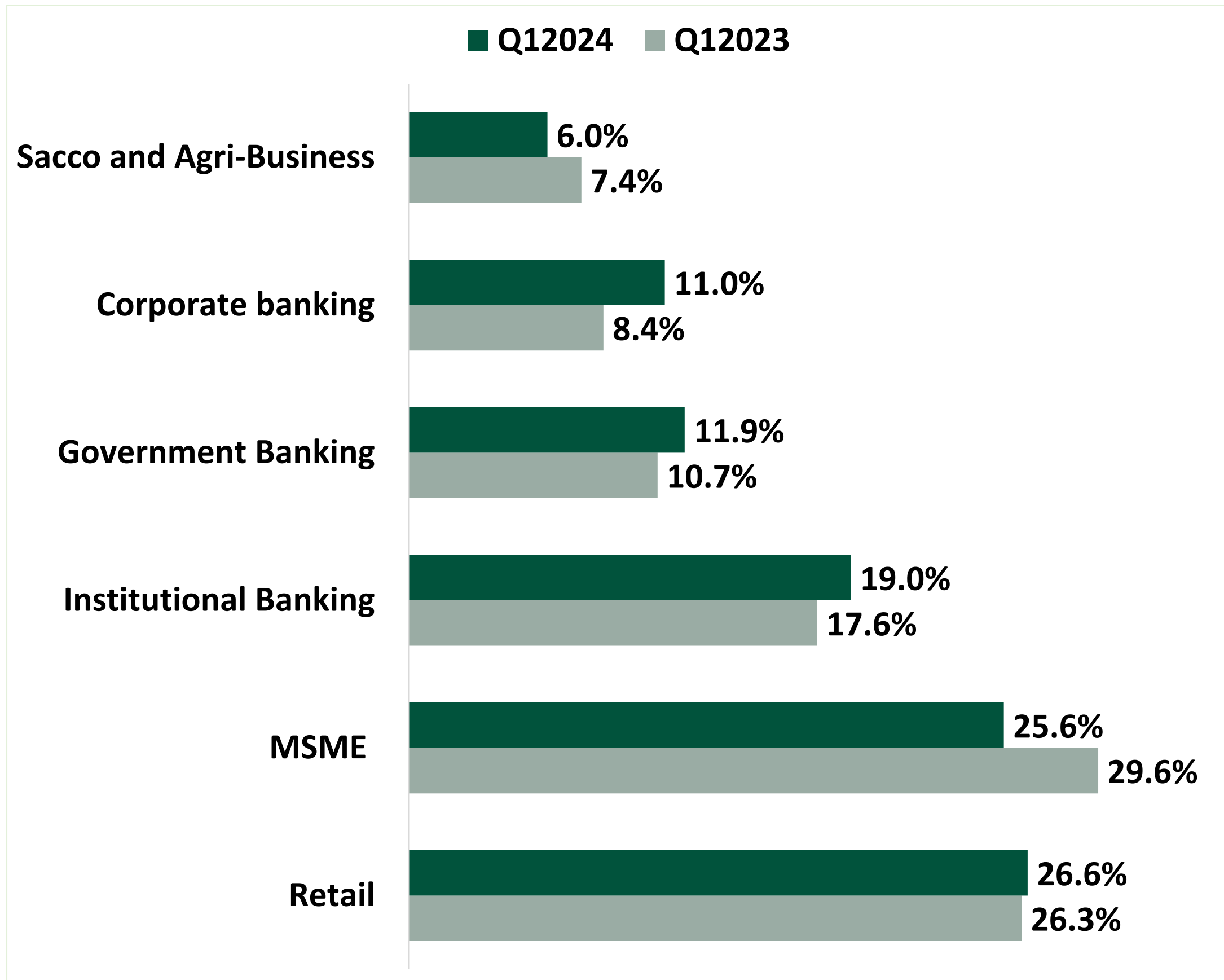
Portfolio Trends – Sector NPL



Cost of risk has improved to 1.7% in Q12024 compared to 1.8% in Q12023.

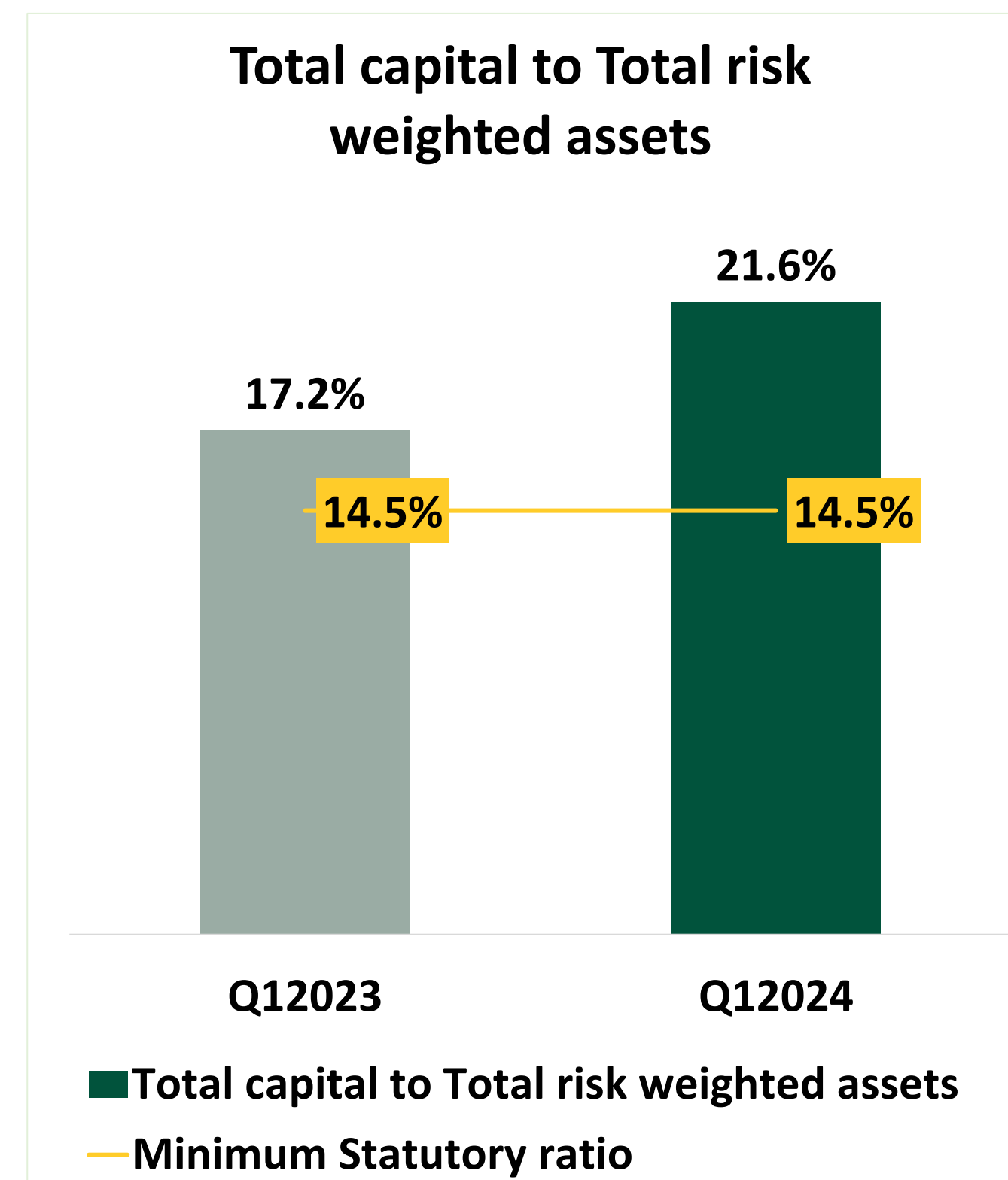
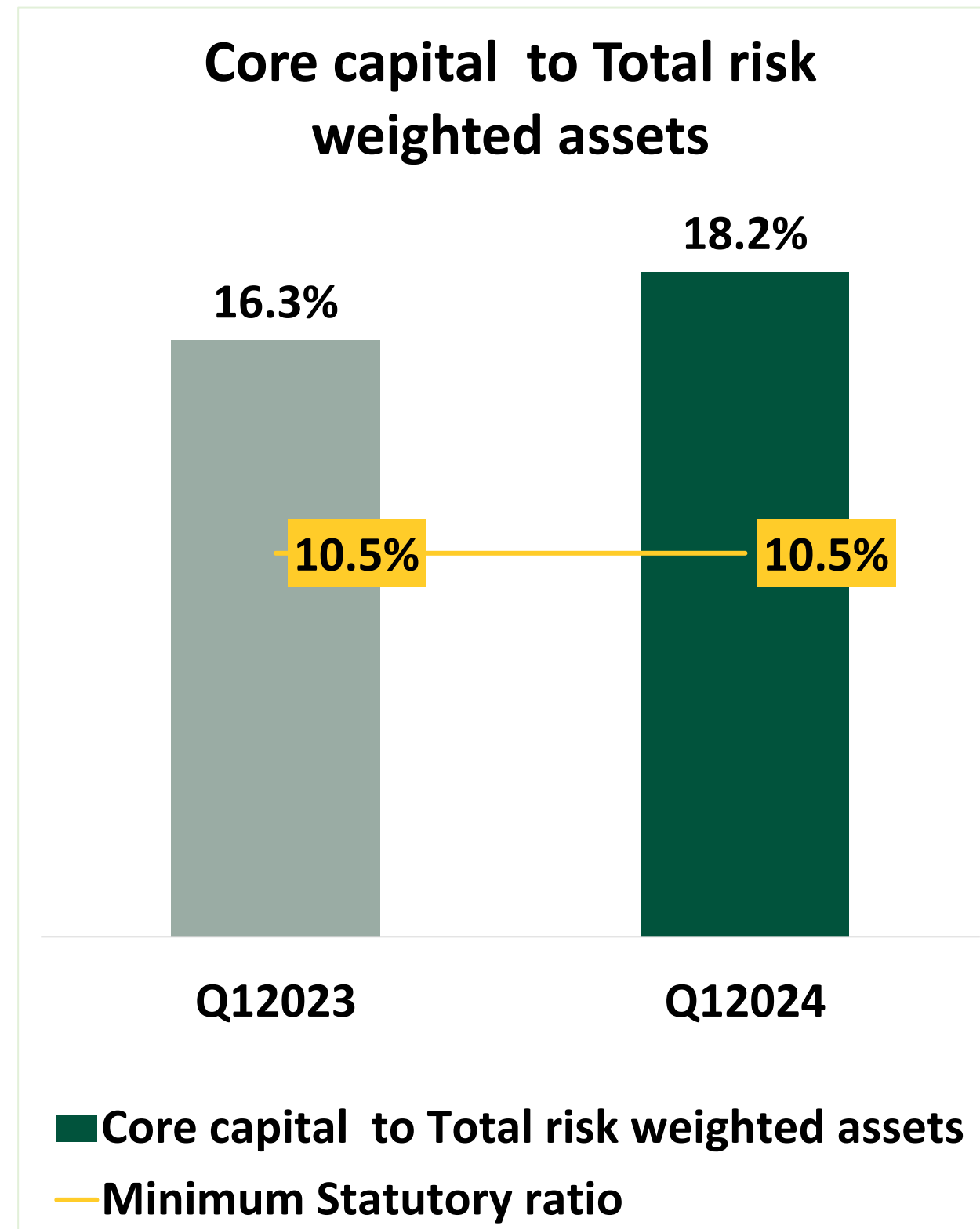
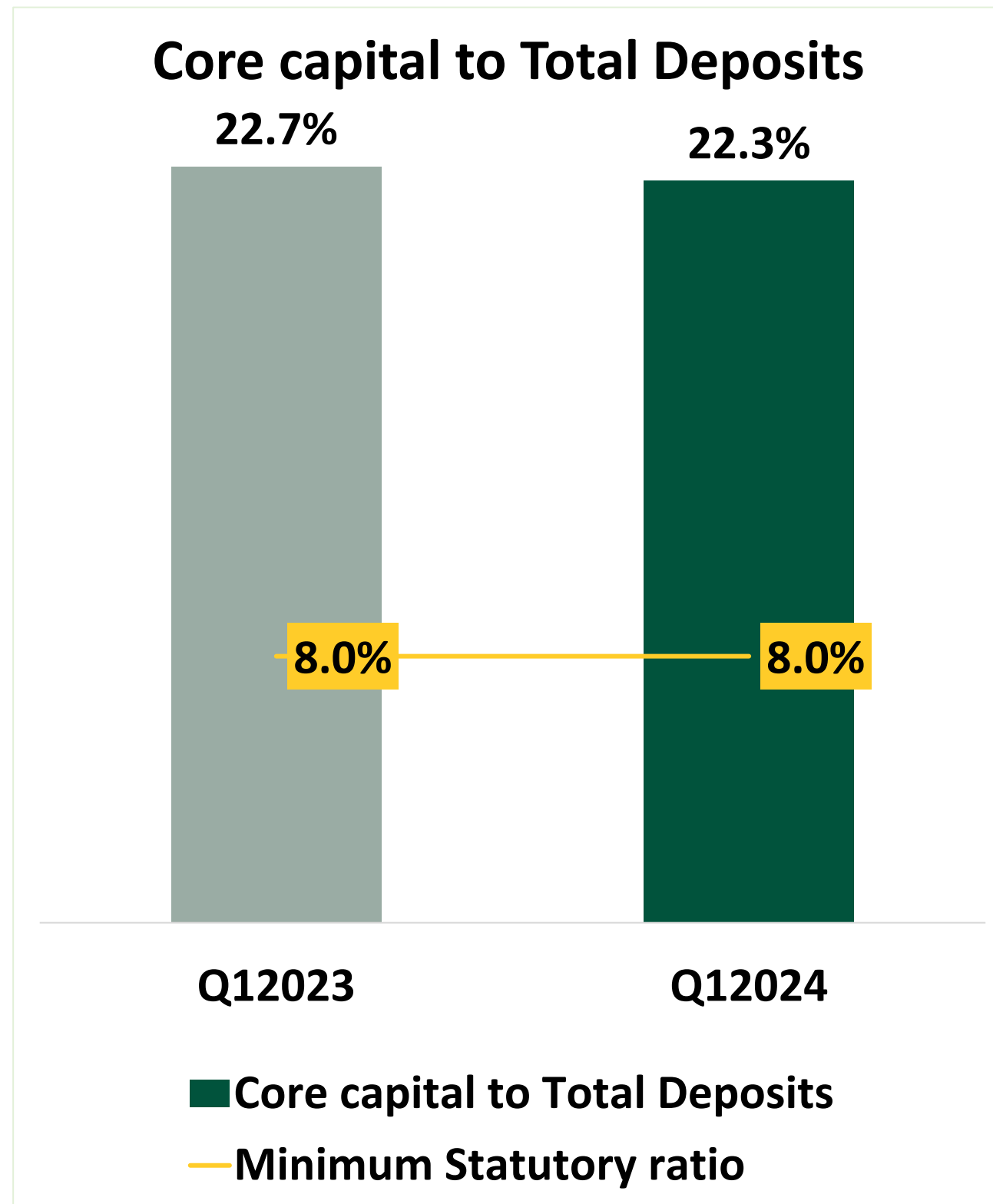


Well-diversified Liability Portfolio



Strong capital to support future growth

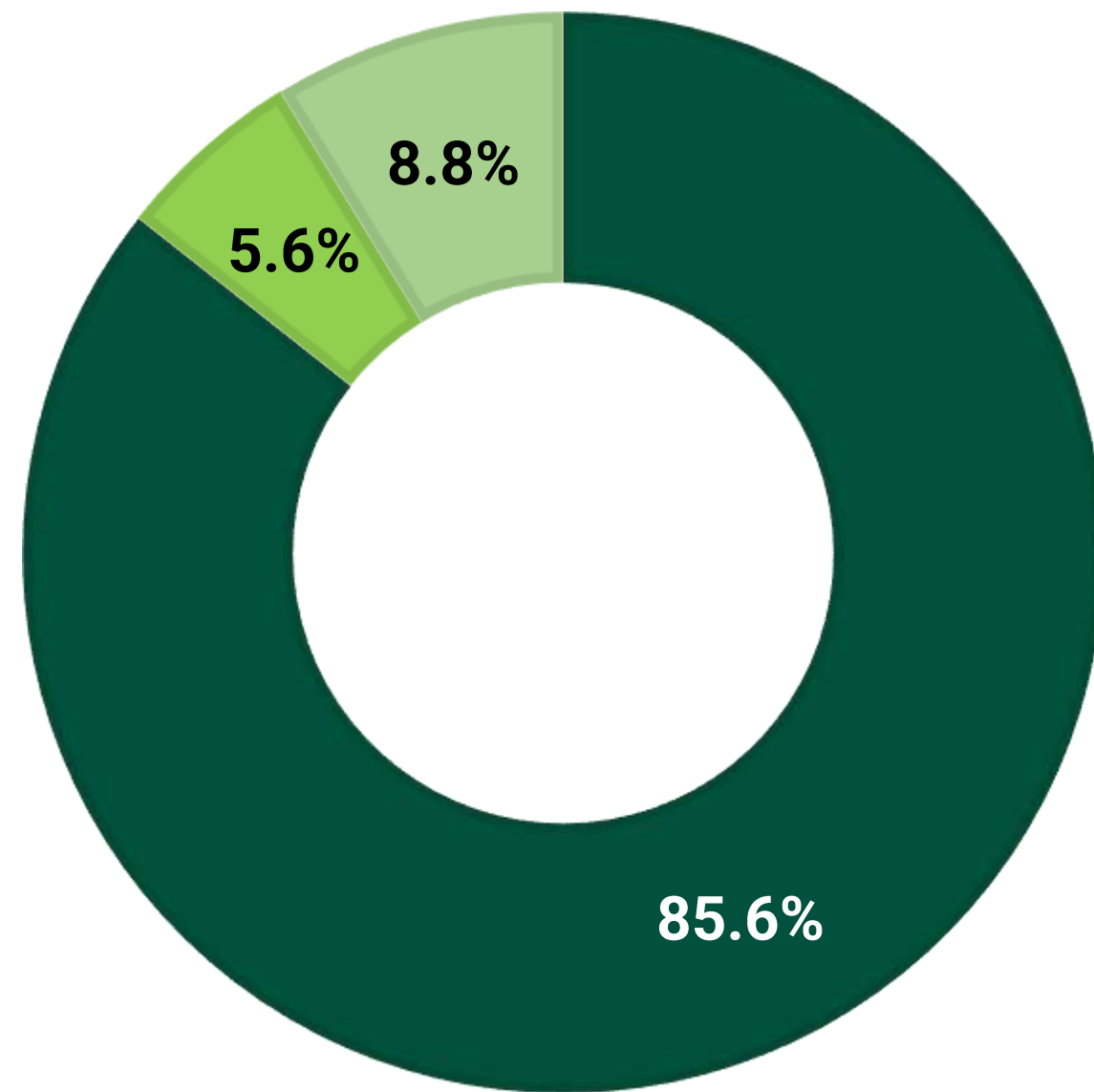
Capital buffers for sustainable growth



An Optimally balanced Kenya Shilling Asset & Funding book

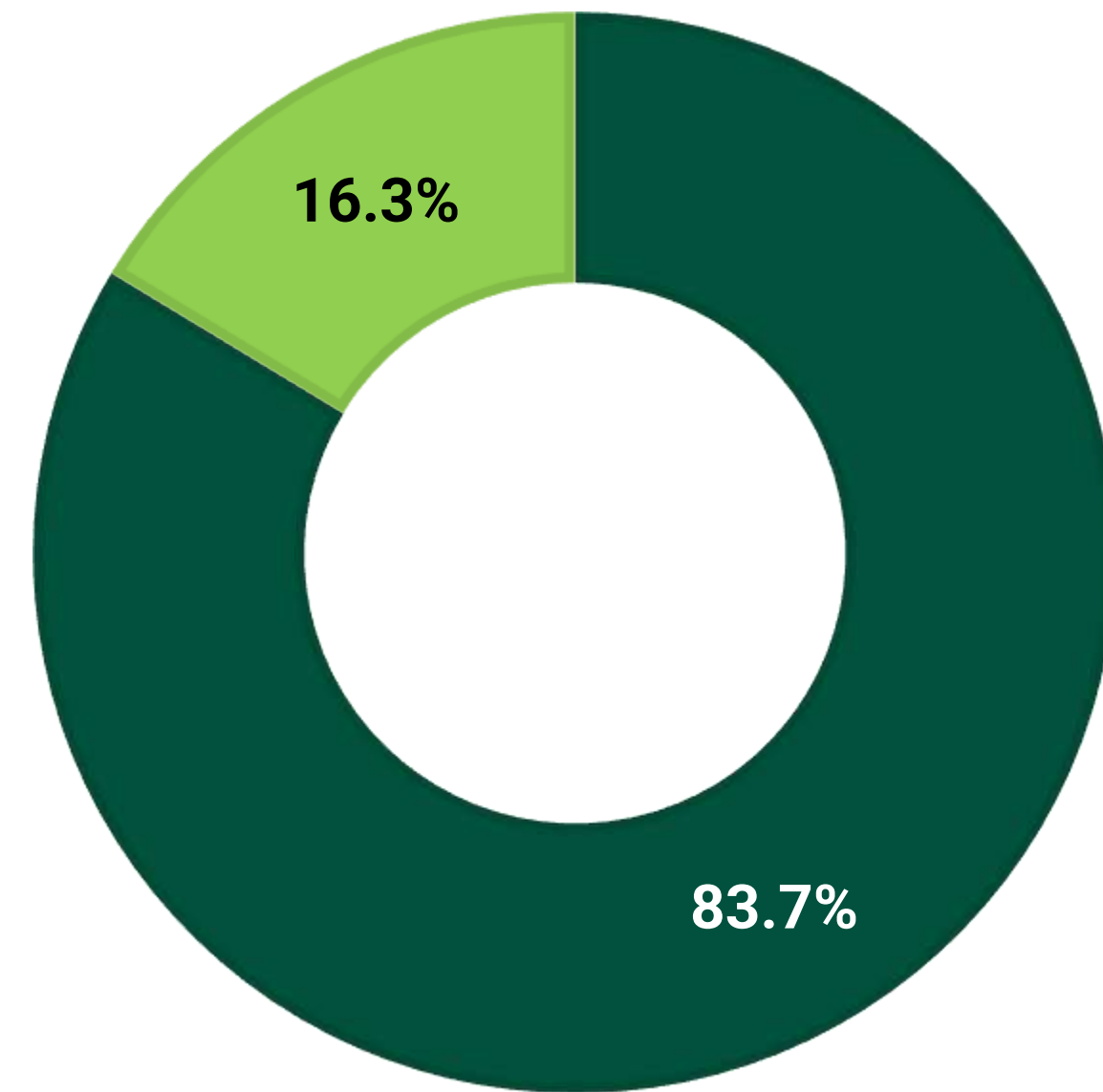
**FUNDING BOOK:
LOCAL VS. FOREIGN CURRENCY**

■ LCY deposits ■ FCY dorrowing ■ FCY deposits



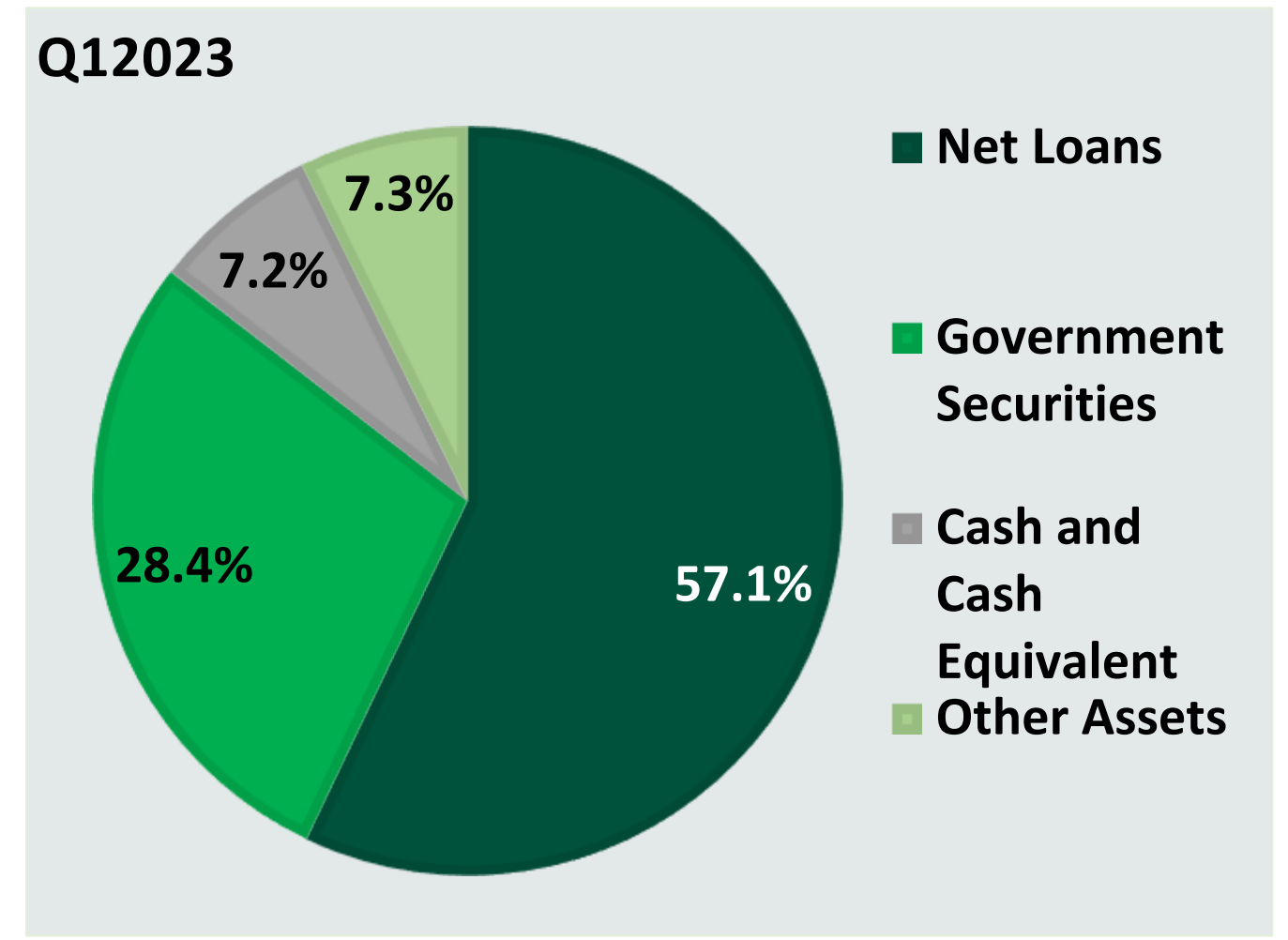
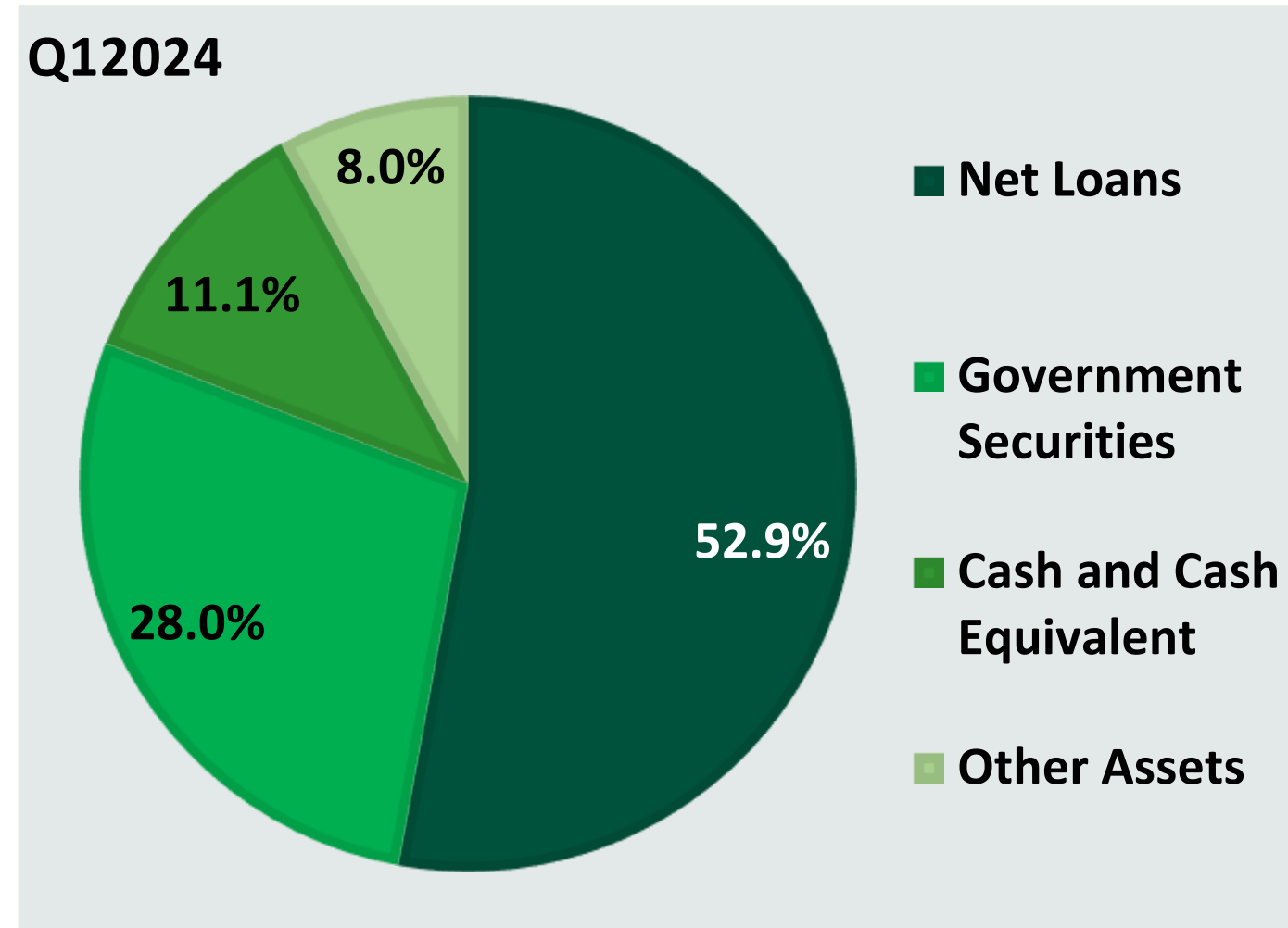
**LOAN BOOK:
LOCAL VS. FOREIGN CURRENCY**

■ Local Currency ■ Foreign Curenecy

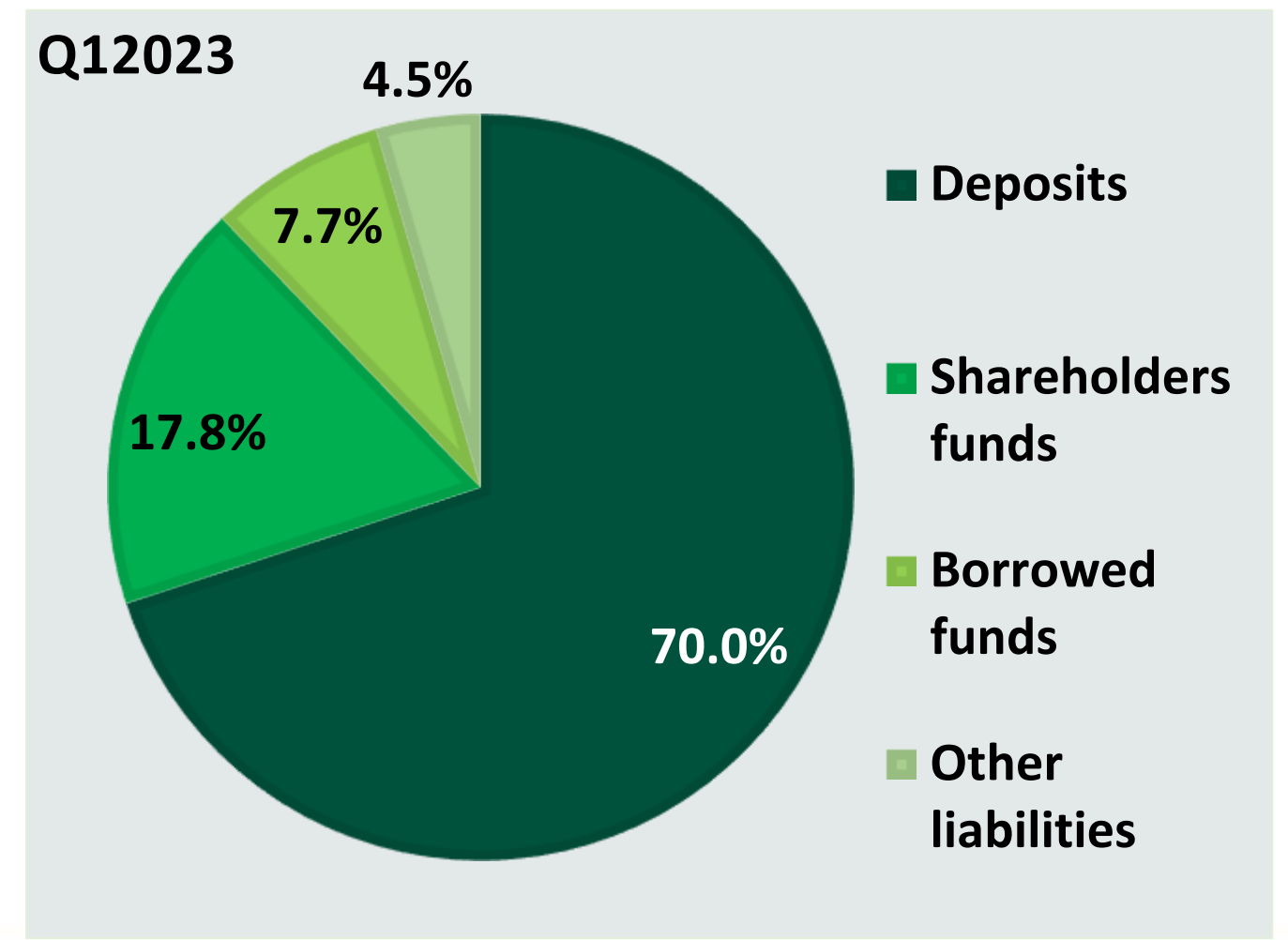
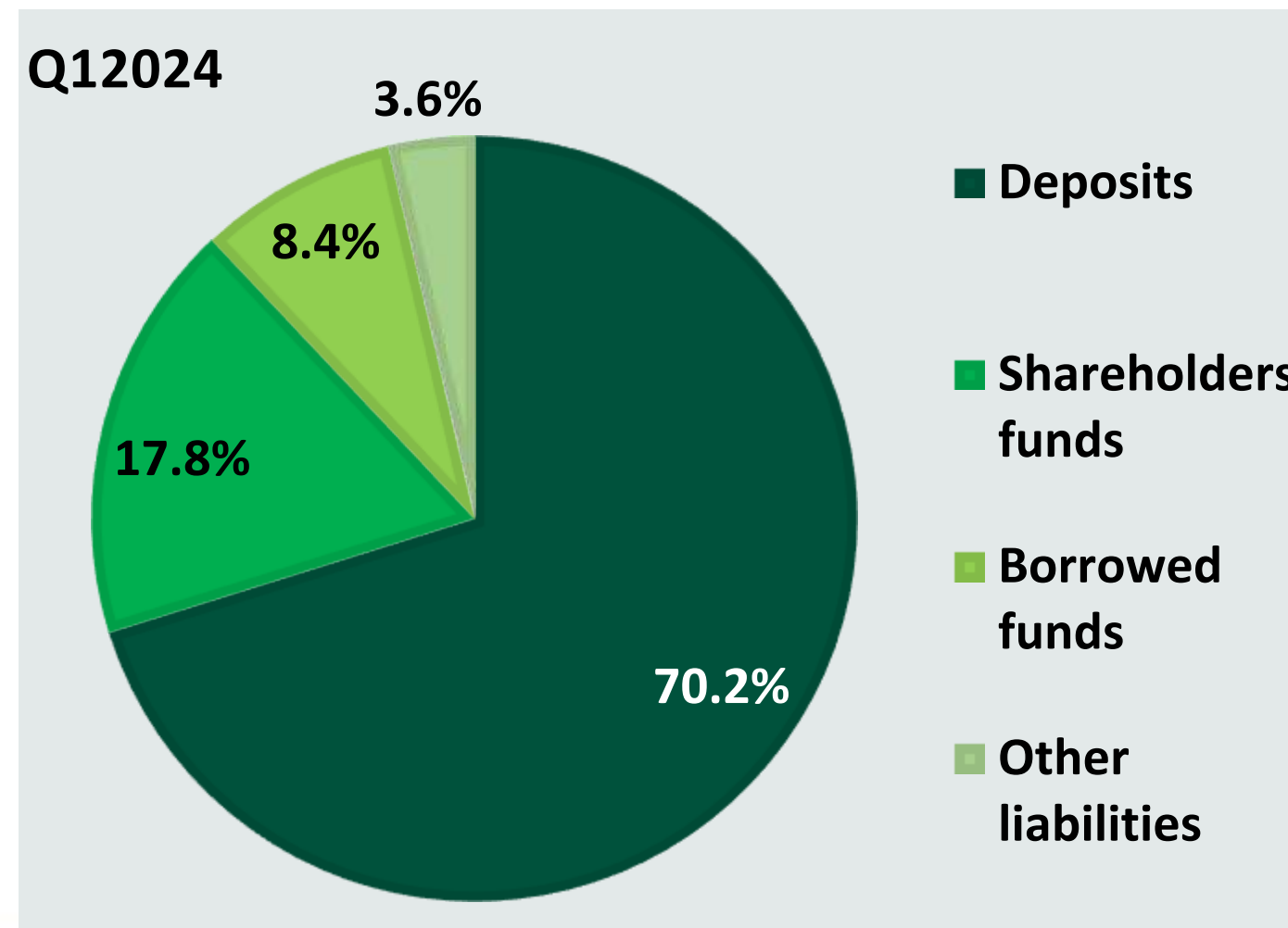


Optimal Asset and Funding Mix

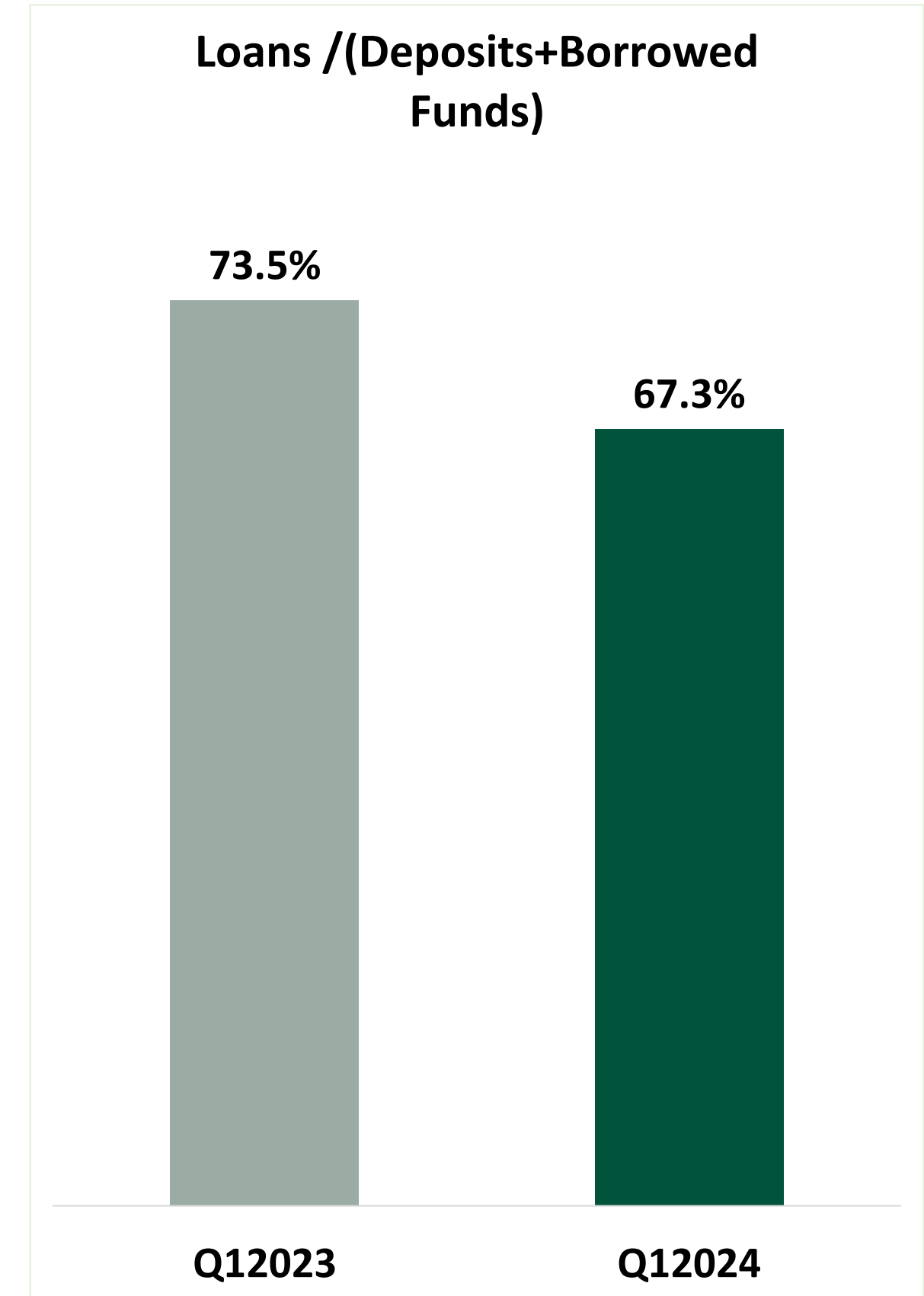
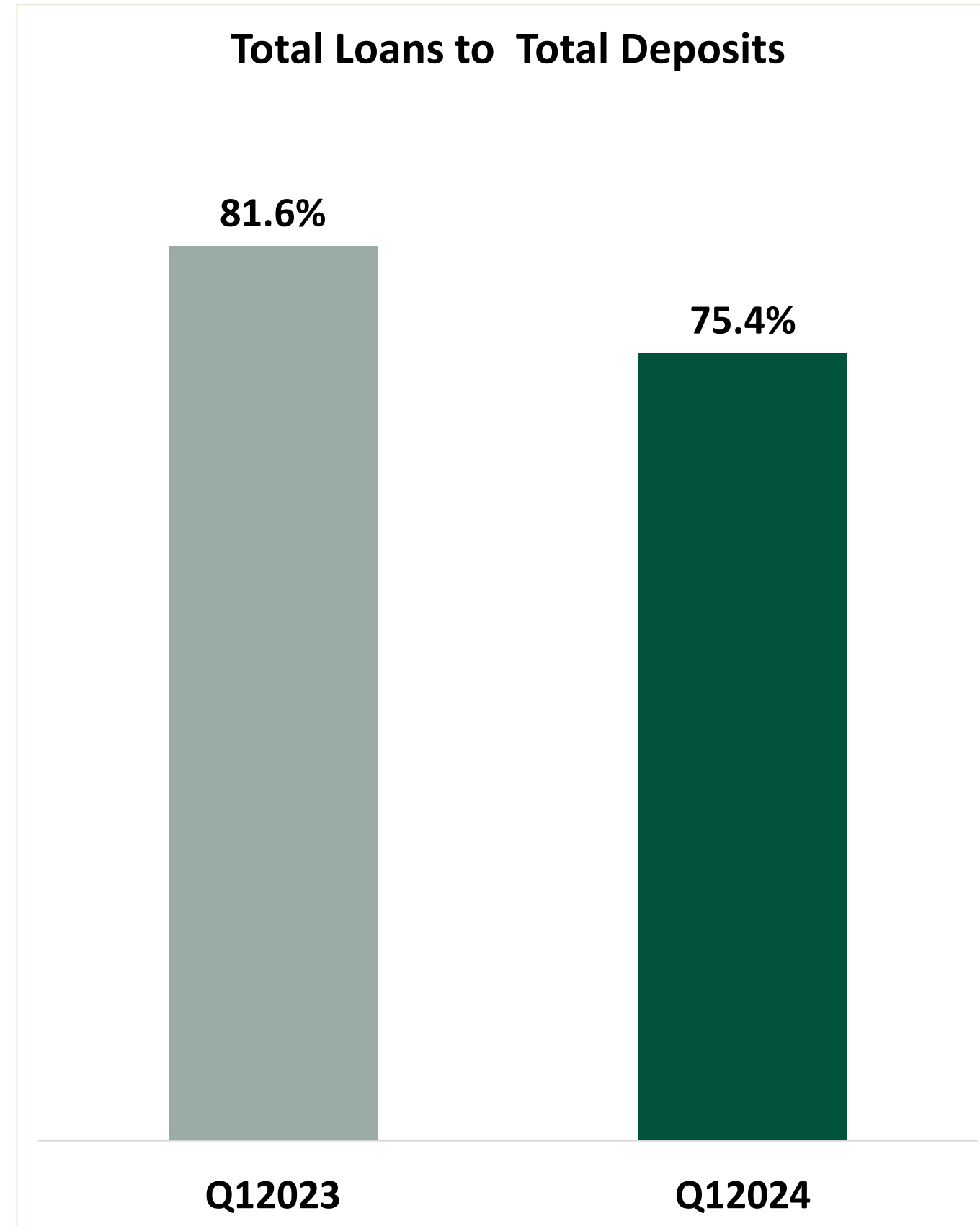
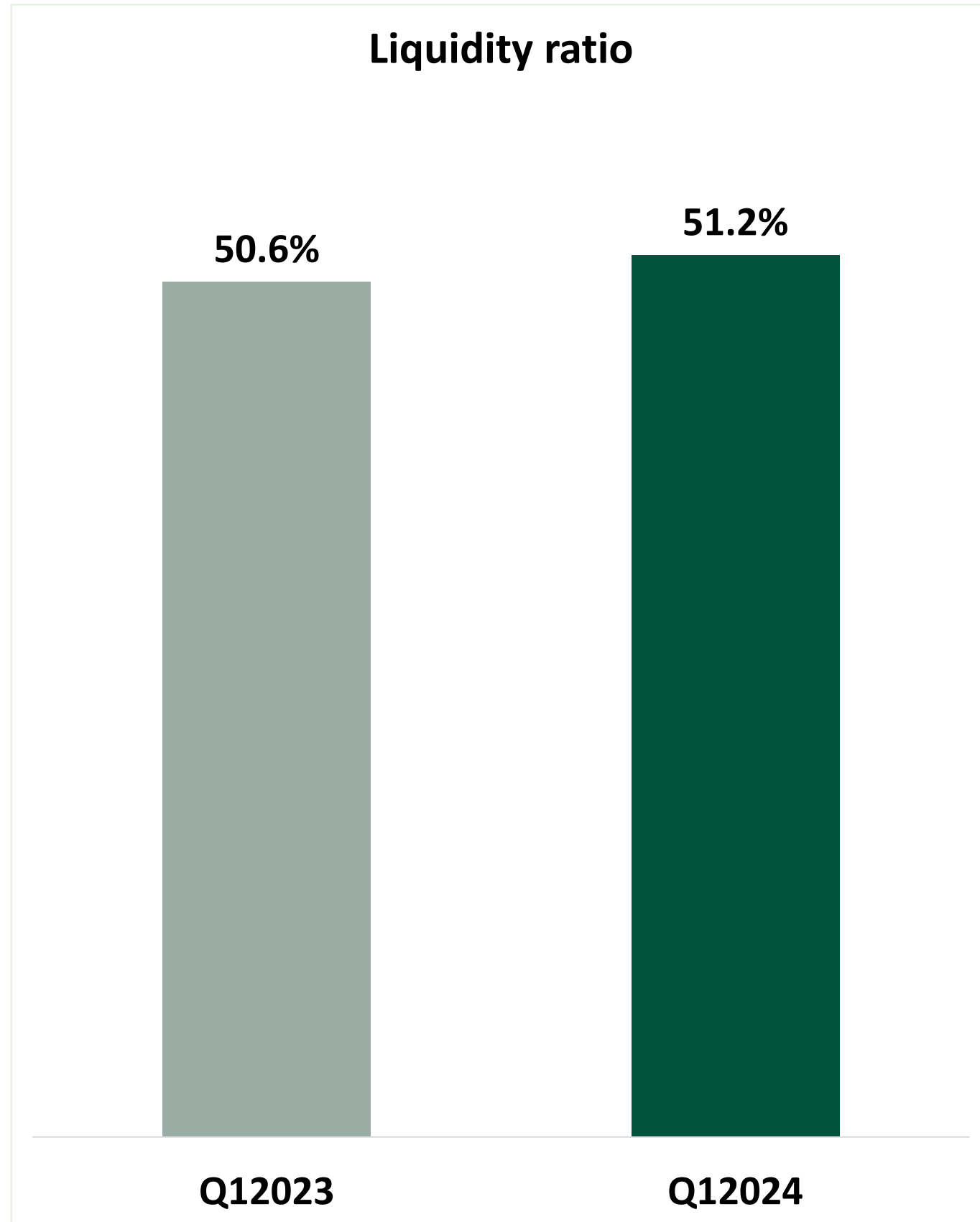
Asset Categories



Funding Categories



Strong Liquidity to Support Investments

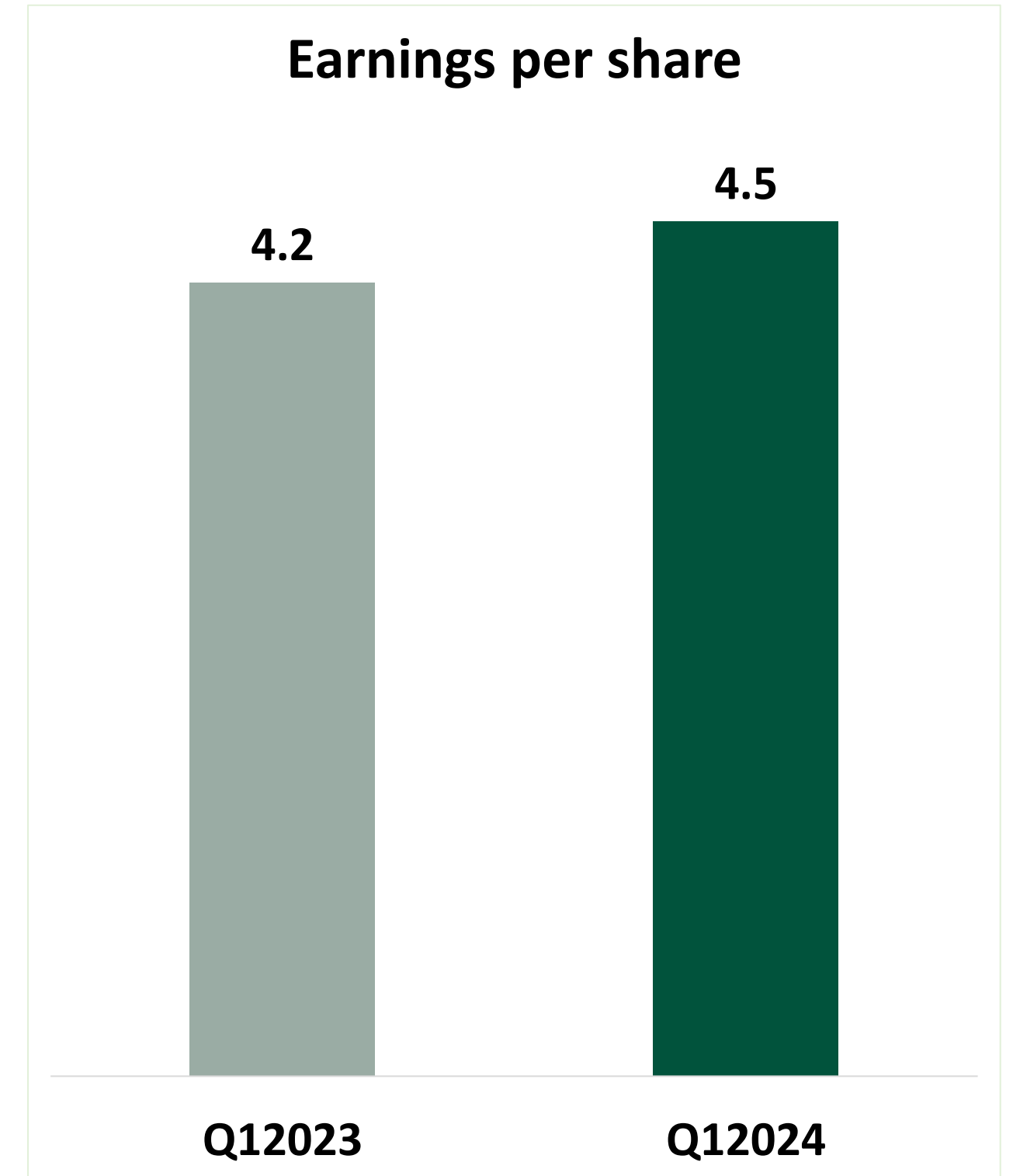
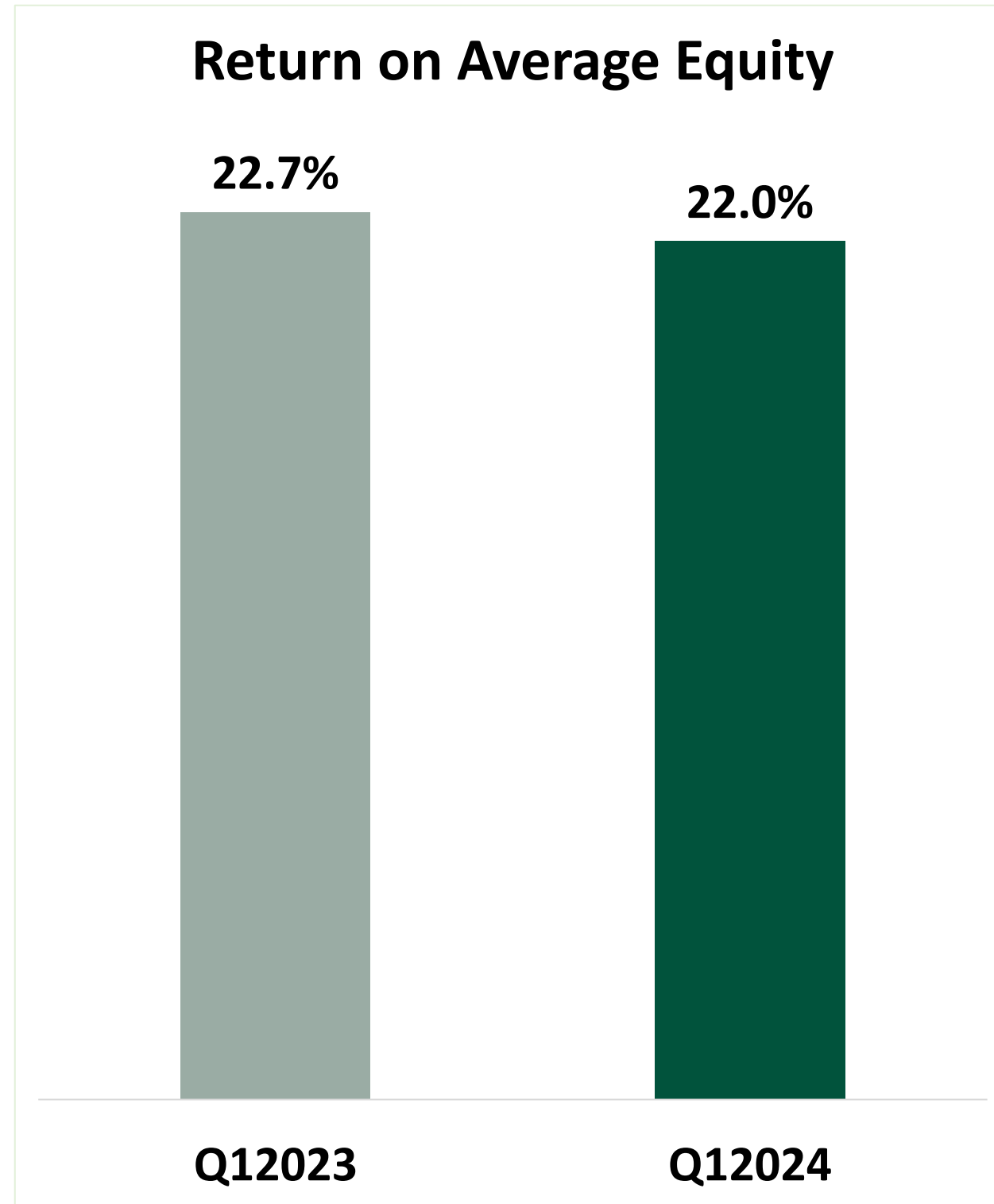
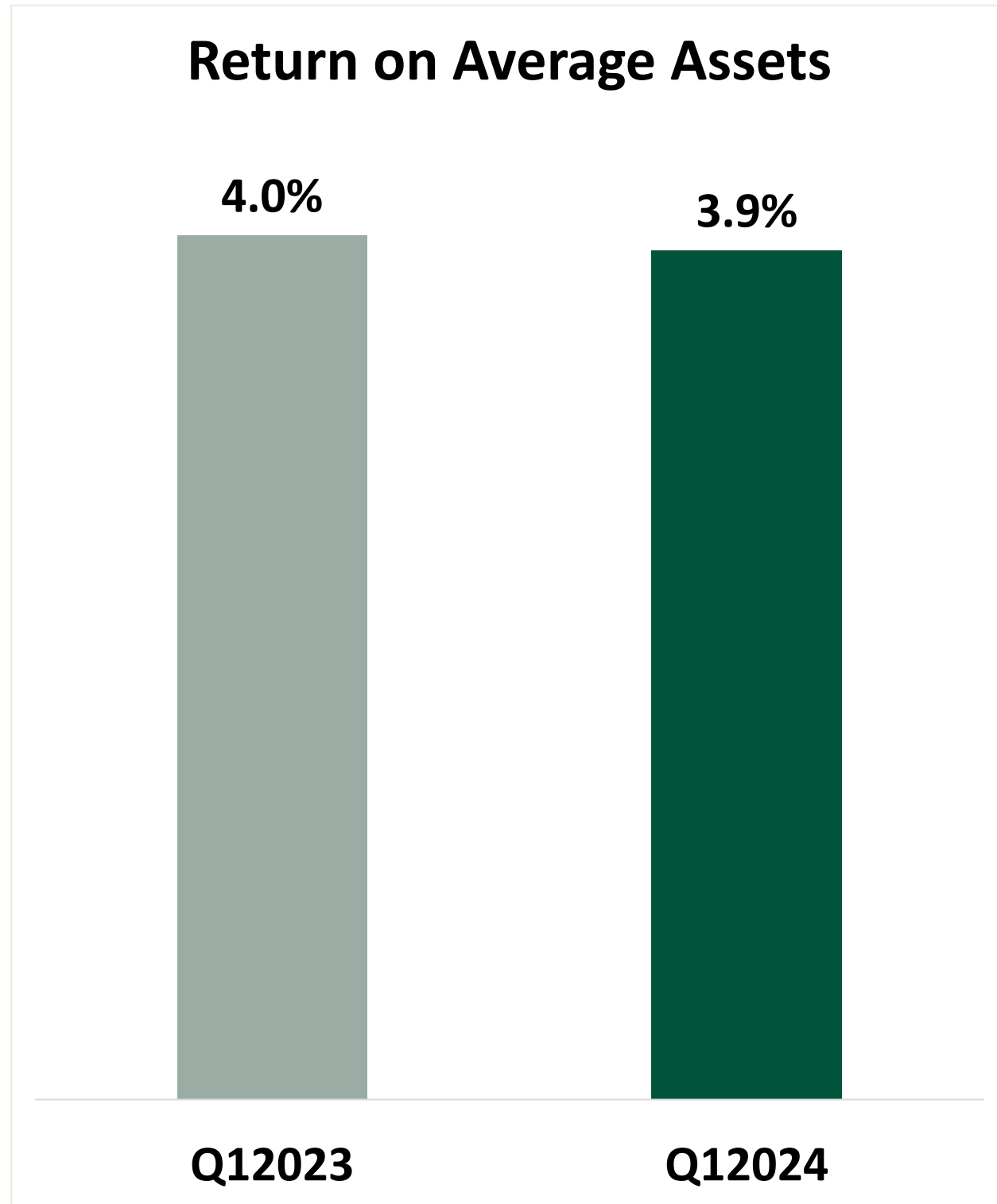


Sustainable Profitability Growth

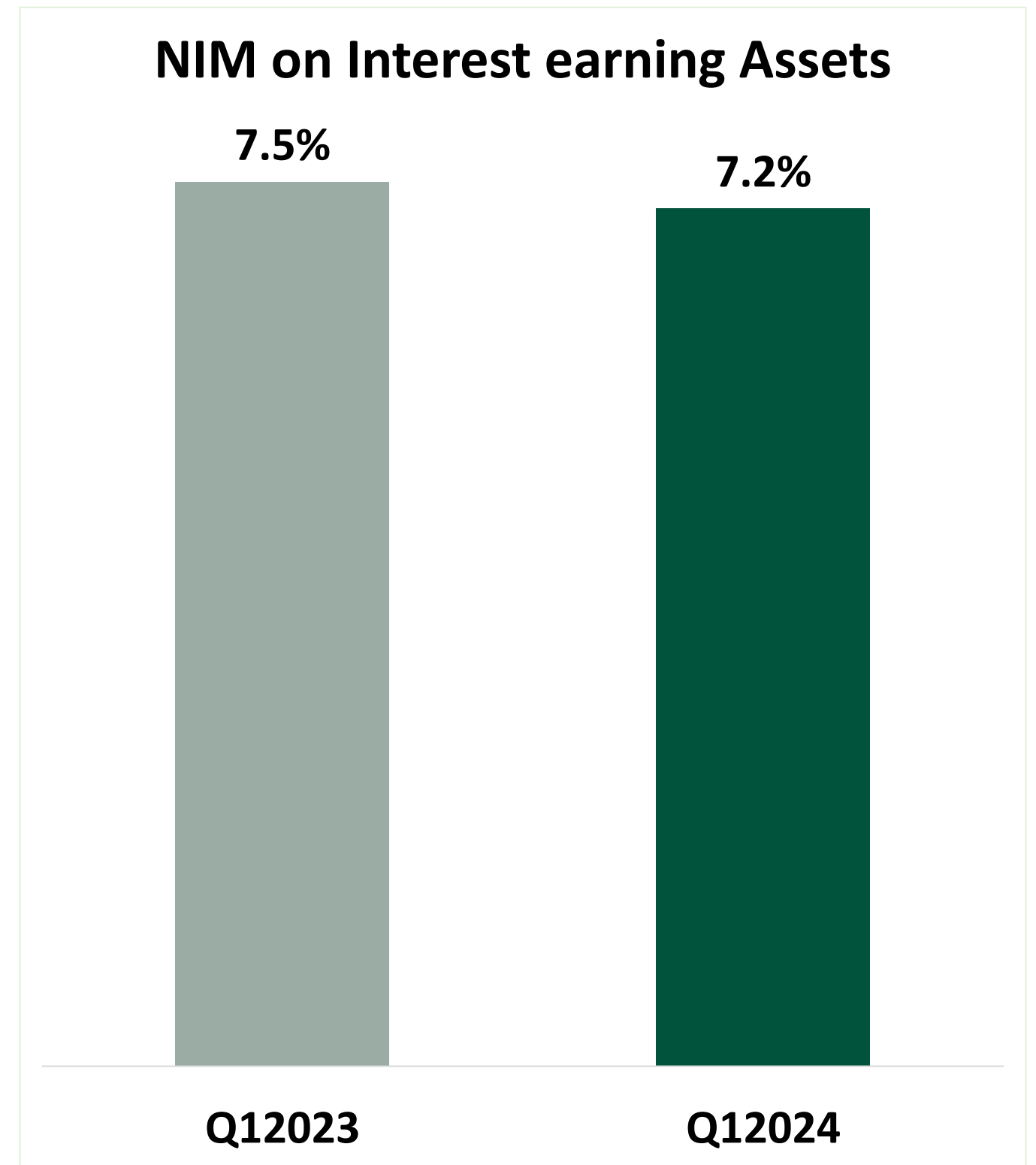
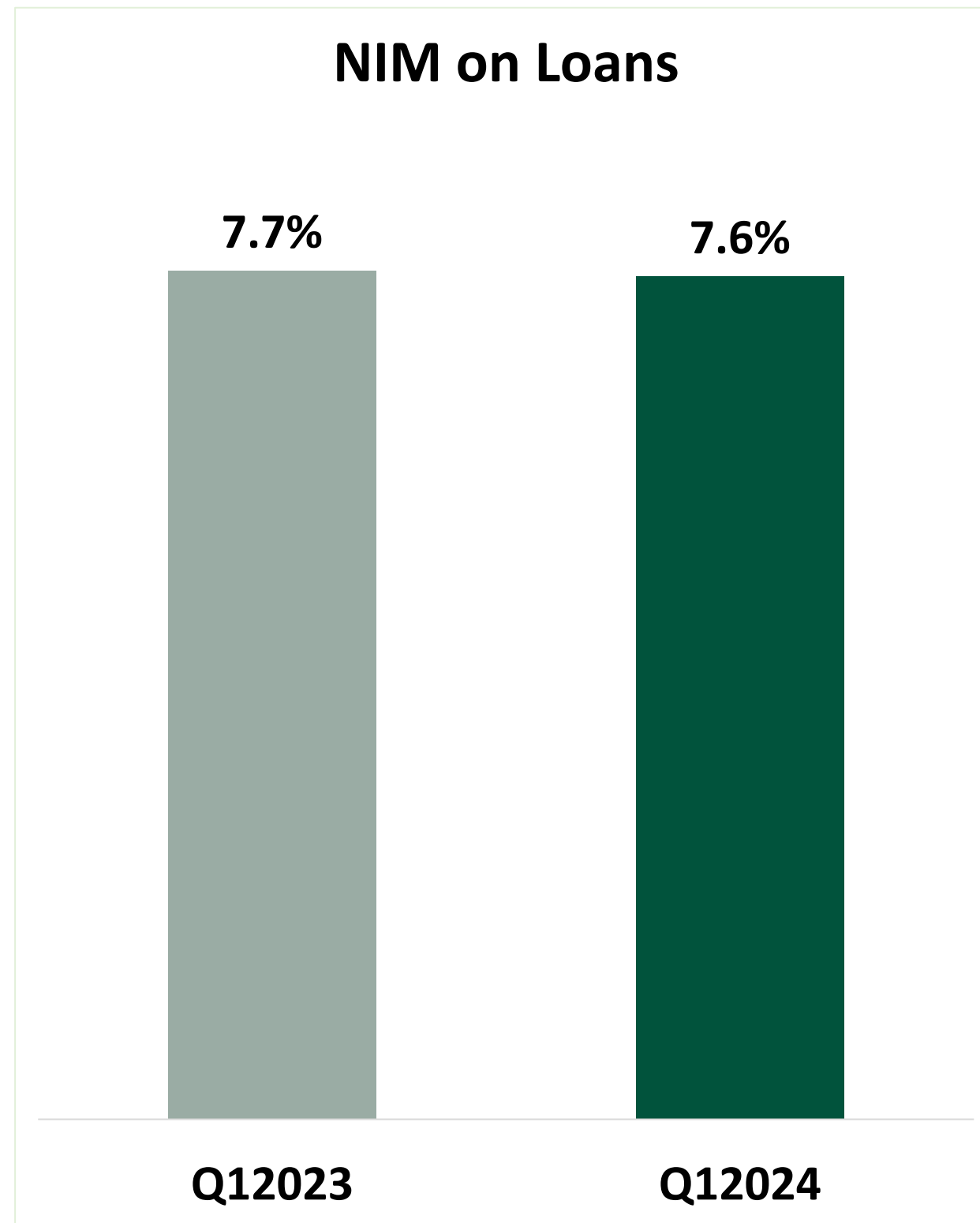
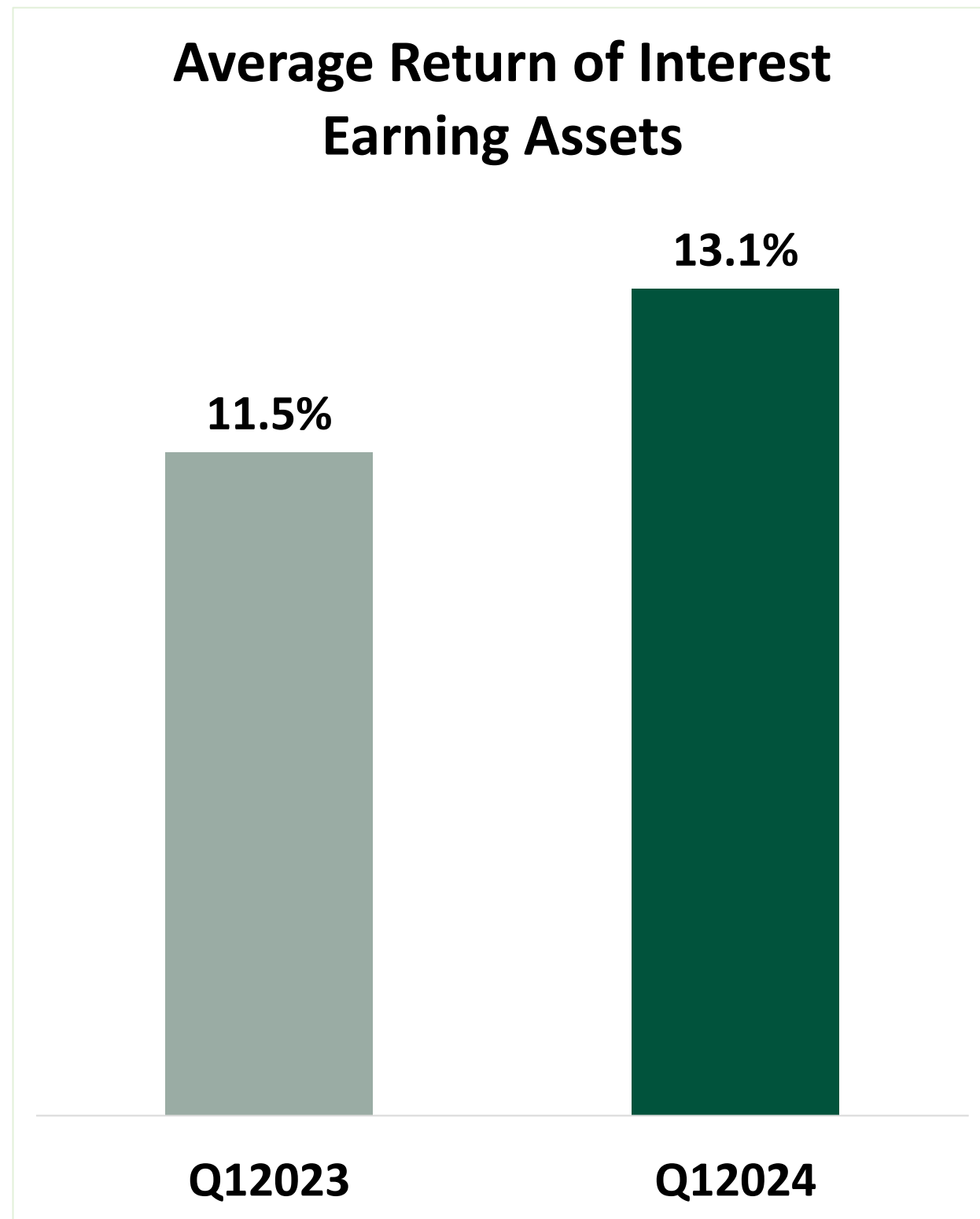
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	Q12024	Q12023	Growth	Growth
	KShs '000'	KShs '000'	KShs '000'	%
Co-operative Bank of Kenya Ltd	8,038,686	7,478,370	560,315	7.5%
Co-operative Bank of South Sudan	128,461	(71,346)	199,807	280.1%
Co-opTrust Investment Services Ltd	75,509	51,145	24,365	47.6%
Co-op Bancassurance Intermediary Ltd	304,971	336,401	(31,430)	-9.3%
Kingdom Securities Ltd	13,947	(20)	13,967	69056.3%
Kingdom Bank Ltd	350,294	261,520	88,774	33.9%
Co-op Bank and Subsidiaries Total	8,911,868	8,056,070	855,799	10.6%
Associates share of profit	100,069	93,082	6,987	7.5%
Group Profit before Tax	9,011,938	8,149,152	862,785	10.6%
Income Tax Expense	2,431,880	2,038,396	393,484	19.3%
Group Profit after Tax	6,580,056	6,110,756	469,300	7.7%

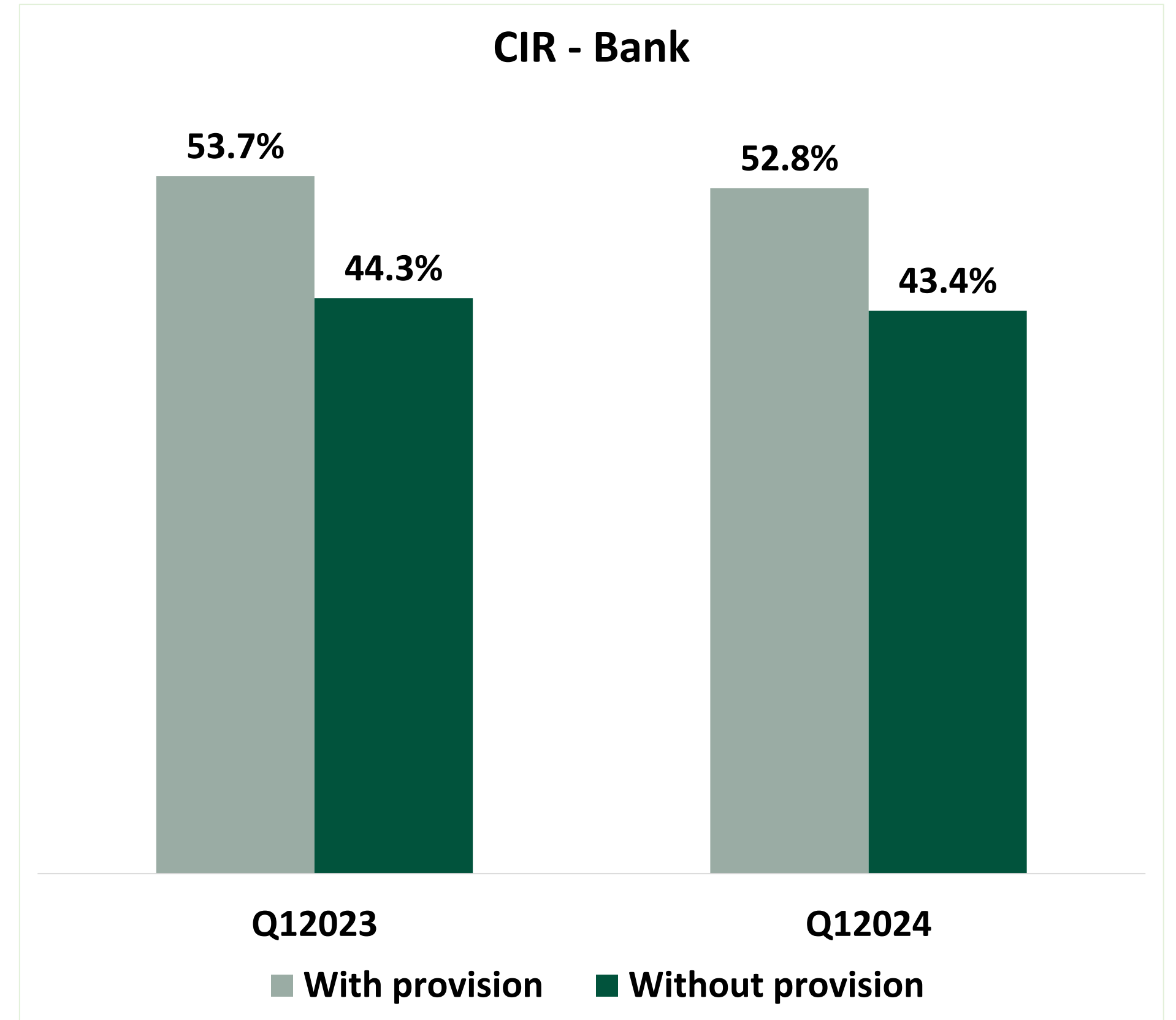
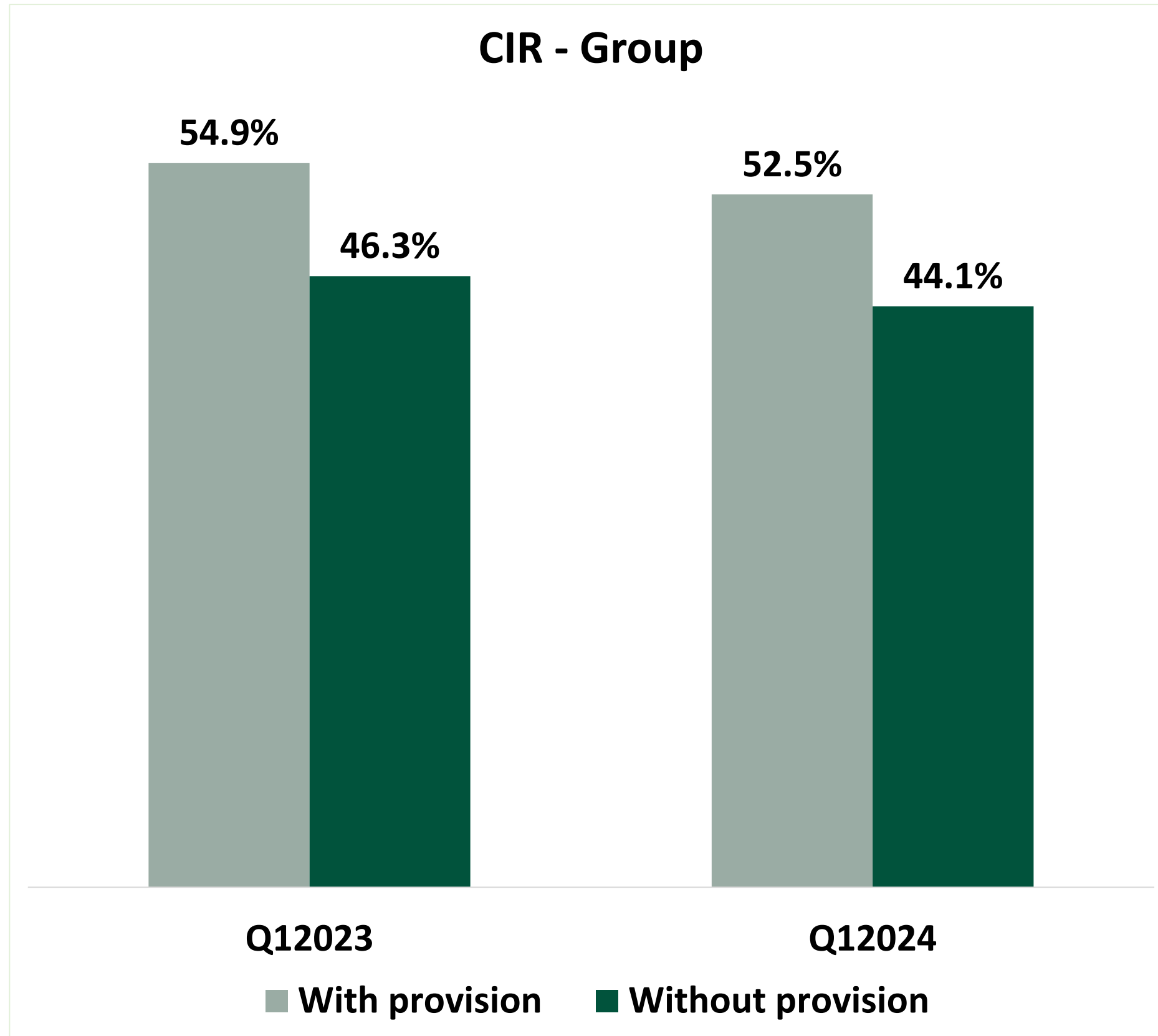
Key Ratios



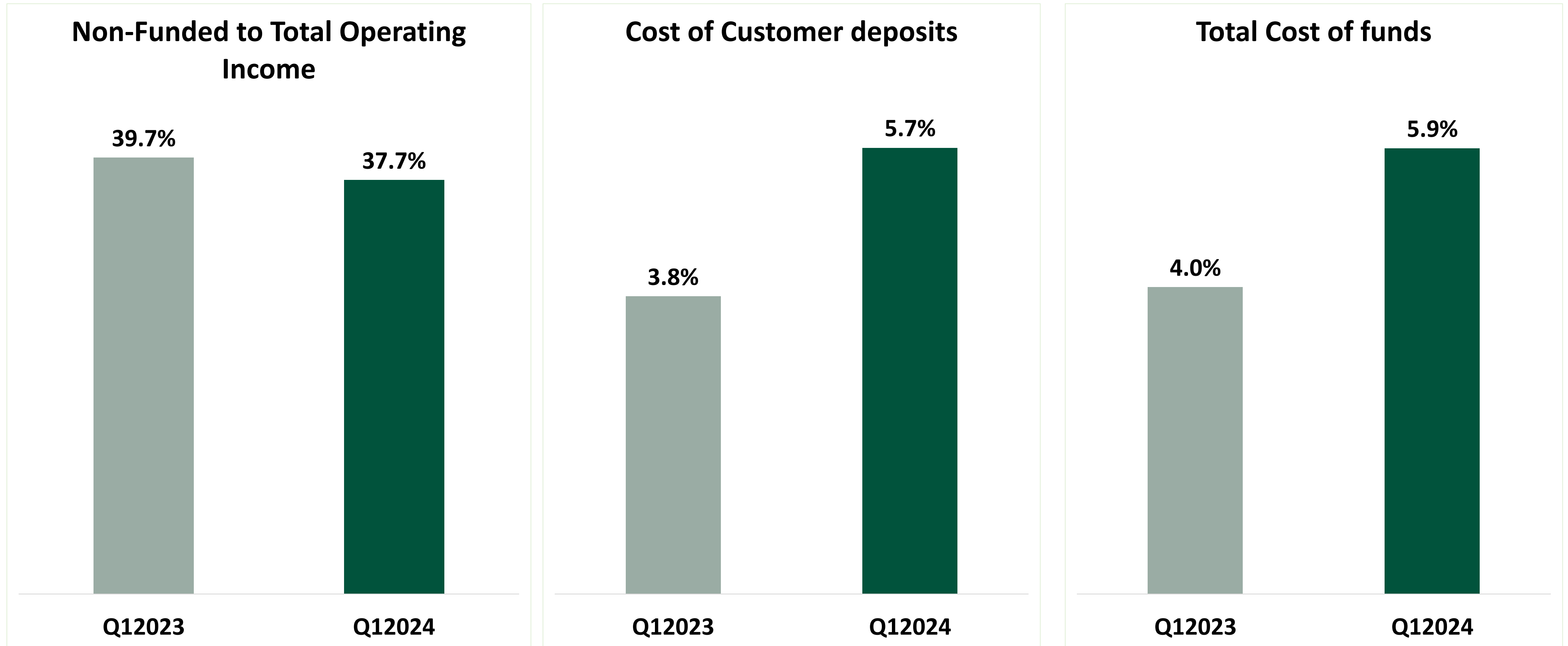
Key Ratios



Key Ratios



Key Ratios





THANK YOU

 **CO-OPERATIVE BANK**
We are you