



Group Financial Results

FY 2023

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. 671.1 Billion in Total Assets

5400 Skilled, Motivated Staff Members

1.

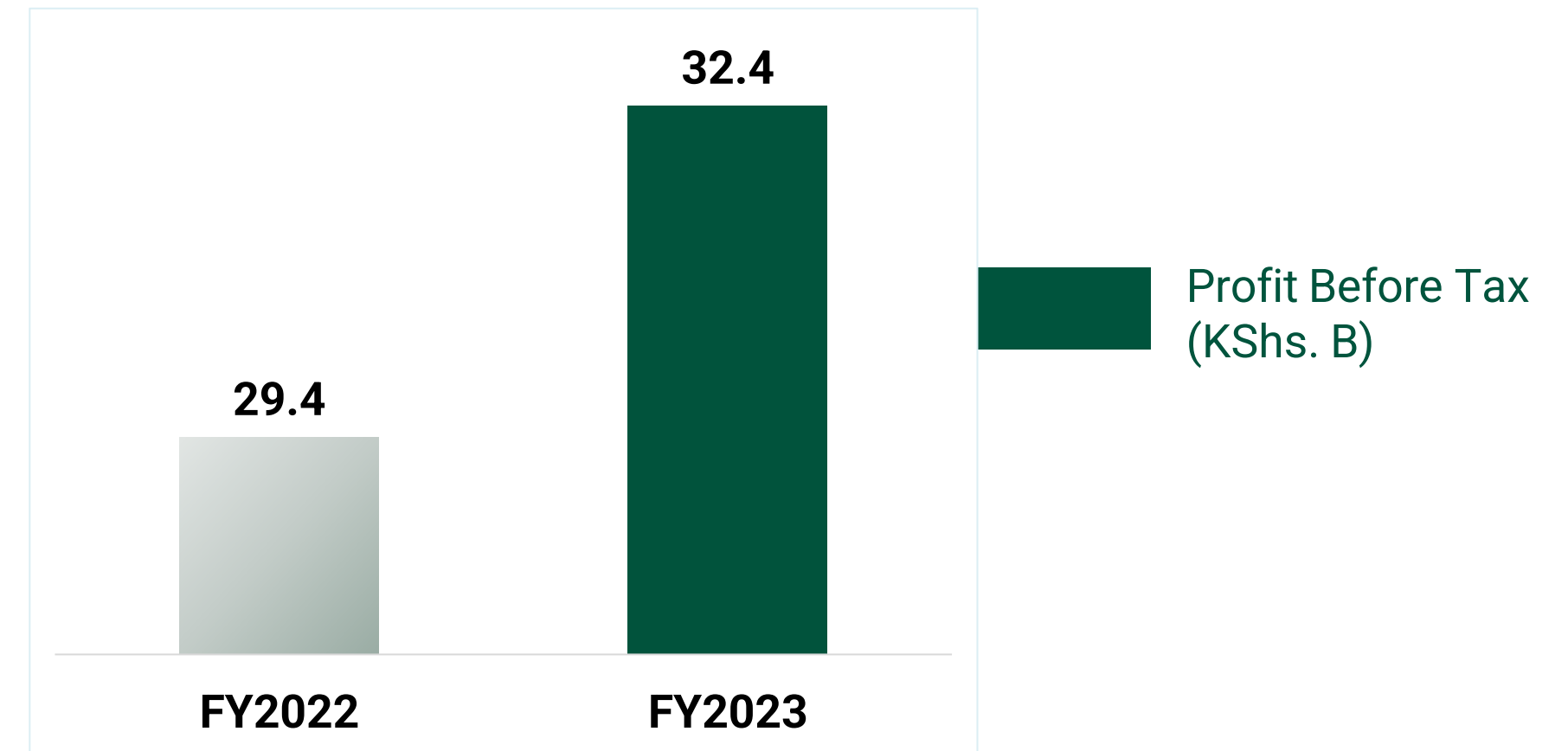
**We are Growing:
Creating Value**



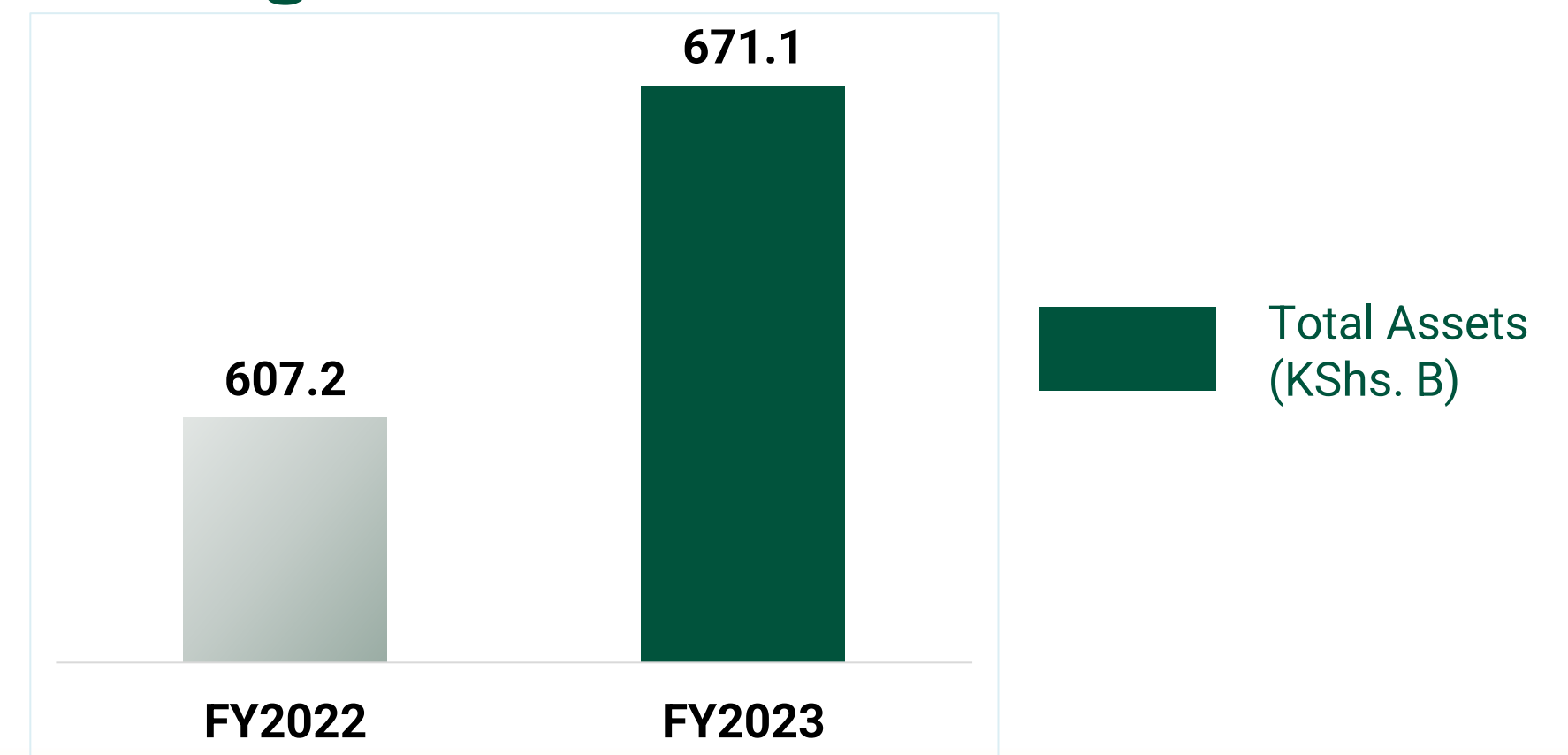
Continued focus on optimizing opportunities for growth through an innovative array of financial solutions.



Efficient, Profitable Business Model



Growing Asset Base

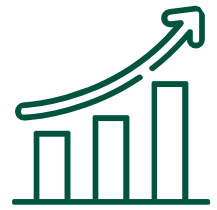


2 ■

We are Resilient:

Protecting Value





Profitable Bank **Kshs. 32.4 Billion**



Strong Capital Buffers: Total Capital to Risk Weighted Assets (RWA) 22.5% (Regulatory 14.5%)



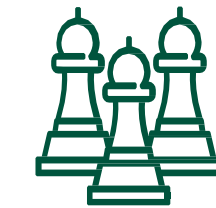
Proactive Enterprise Risk Management Framework.



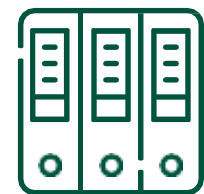
Continuous support to our customers, staff and all our other stakeholders.



Up to **49.4% of our loan Book** is in Consumer banking which is low risk and performing well.



Optimal risk spread with KShs. **189 Bn** in government securities.



Proactive Regulatory compliance



Dedicated ESG unit, ESG Champions in all Strategic Business Units.
Enhanced ESG Policy Framework



NPL Provisioning : Kshs. 30.7B in 4 Years.
NPL Coverage at 64%

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.

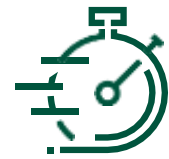


New Core Banking System



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

91%

of our transactions in alternative Channels

1. Successful migration to a New Core Banking System

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 Economic Resilience in a tight operating environment

SECTOR	2019	2020	2021	2022	2023					2024 Proj.
					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

- Globally, 2023 was characterized by persistent inflationary pressures, high interest rates, geopolitical tensions including the Russia-Ukraine conflict, the China –US trade disagreements and the attacks on ships in the Red Sea disrupting supply chains.
- Despite these challenges, the global economy performed on the upside with global growth estimated at 3.1% from a forecast of 2.8% in April 2023.
- In 2024, the biggest global election year in history with elections in over 50 countries, the global economy is projected to remain largely resilient with growth mirroring 2023 at 3.1%.
- This will largely be supported by the expected cautious monetary policy easing as inflation continue to moderate, fiscal support especially in China and the US and the generally improving sentiments.
- However, supply chain disruptions in the Red Sea, continued weakness in the Chinese property sector, stagnation in the Euro area & the continued feedthrough of the tight policy stance in 2023 are expected to weigh down overall economic activities.

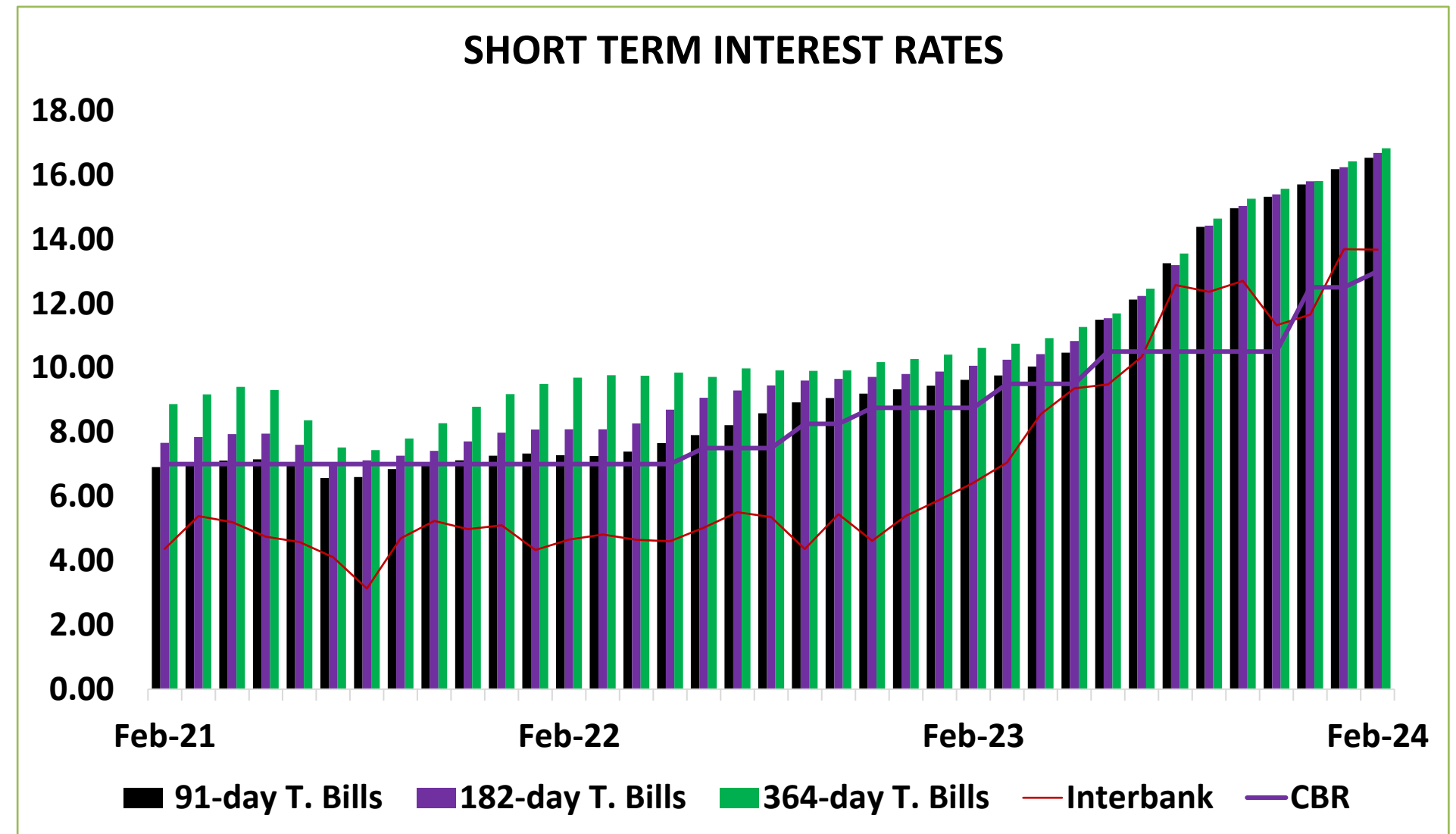
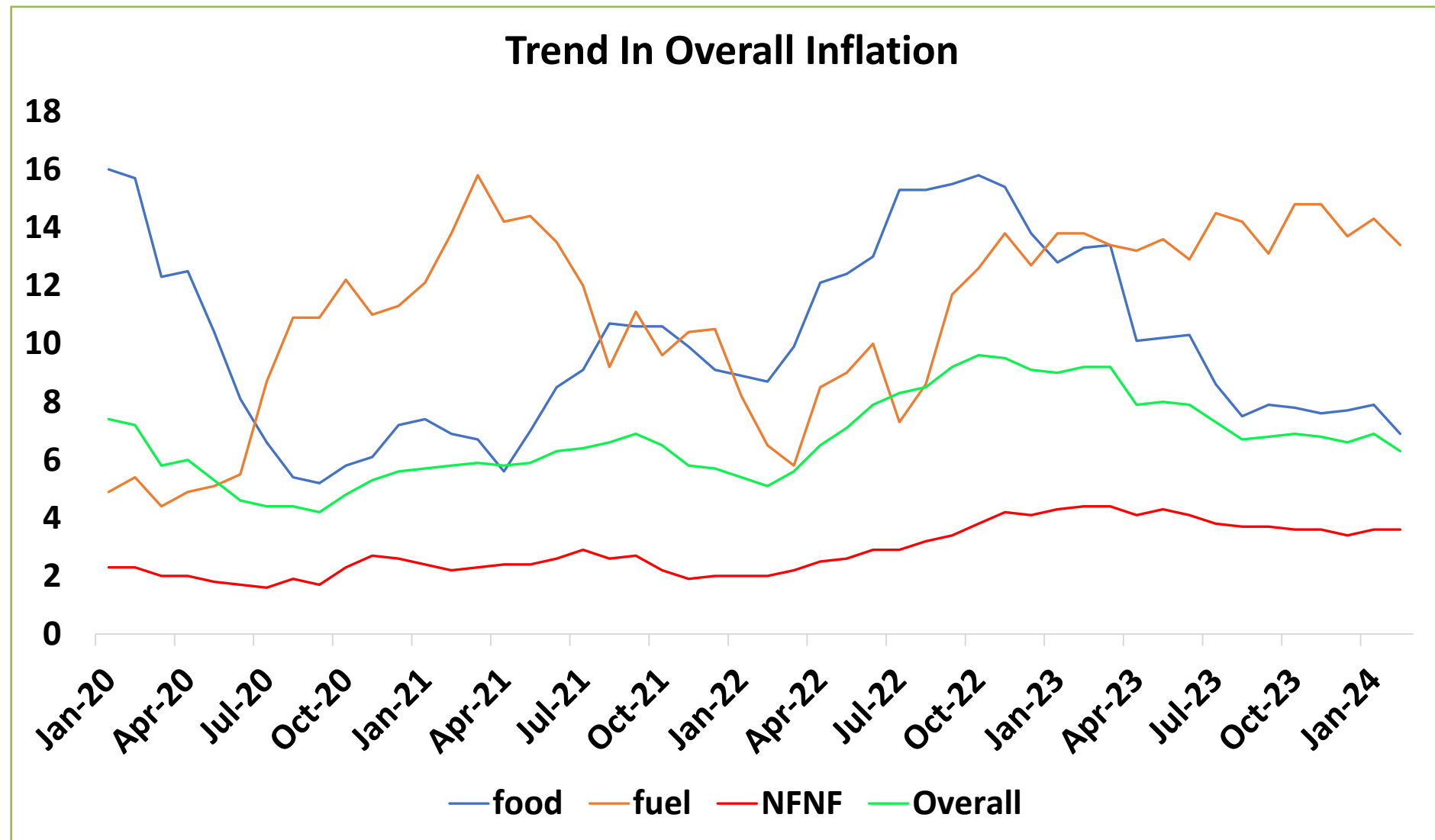
Strong Headline Growth Driven by Recovery in Agriculture, Public Sector Spending & Resiliency in the Services Sector

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Public Admin	8.4	7.0	6.0	4.5	6.6	3.8	4.2	4.3	4.7	5.6
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3. Real GDP Growth	5.1	-0.3	7.6	4.8	5.5	5.5	5.9	5.8	5.6	5.7

- Domestically, 2023 was characterized by weak demand because of high inflation, high interest rates, significant depreciation of the Kenyan shilling, increased taxation and deteriorating asset quality on a weak macro environment.
- Headline growth remained strong despite these challenges growing by 5.6% in the first three quarters of 2023.
- Growth was largely supported by recovery in the agricultural sector, public sector spending and resilience in the services sector.
- In 2024, high frequency data on the Kenyan economy remains positive for activity. Purchasing Manager's Index data for February 2024 indicates expansion in private sector activity especially within the agriculture, manufacturing and the services spaces with noted weaknesses in construction & wholesale and retail activities.
- Stability in foreign exchange market is seen reducing overall headline inflation thus supporting demand in 2024.
- Key concerns remains around persistent fiscal constraints, pressure in the FX market and the tight monetary policy affecting credit growth and asset quality.



Inflation Trending downwards, Projected Firmly Within CBK Target Band

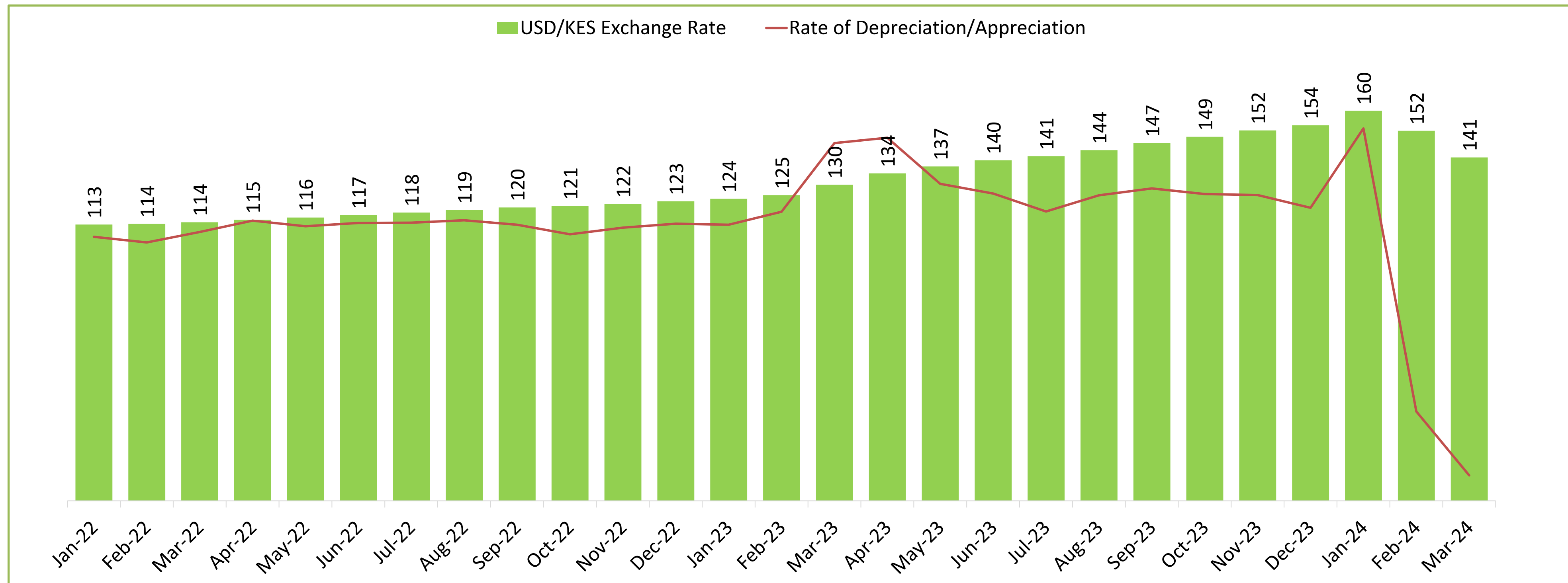


- Inflation to continue trending downwards in 2024 on account of strong base effects, stability in the foreign exchange market & stable global commodities market including the oil market.

- With stability in the FX market and inflation trending downwards, it appears we are approaching the peak in interest rates.
- The improved external inflows are reducing the reliance/pressure on domestic financing with yields expected to turn in 2H 2024.

Improved external flows & successful Eurobond buyback in February 2024 has resulted in positive sentiments for Kenya, reduced demand for foreign currency debt repayments & giving room for smoothening volatilities in the FX market.

Rates appear to have peaked in most markets, projected rate cuts in 2H 2024 in advanced markets expected to drive risk-on position for frontier markets.





2020 – 2024

Corporate Strategic Plan



PURPOSE

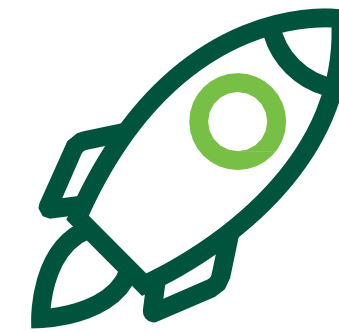
A financial institution predominantly owned by the Kenyan Co-operative movement,

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

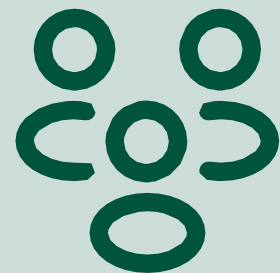
To offer a wide range of innovative financial solutions leveraging on our heavy investment in multi-channels, national and regional presence and with a focus on excellent customer experience by a highly motivated and talented team.

1



Aggressive deepening of our dominance in the Kenya Market

2



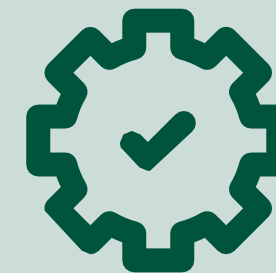
Dominant provider of financial services to the Co-operative Movement in Kenya and the region.

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

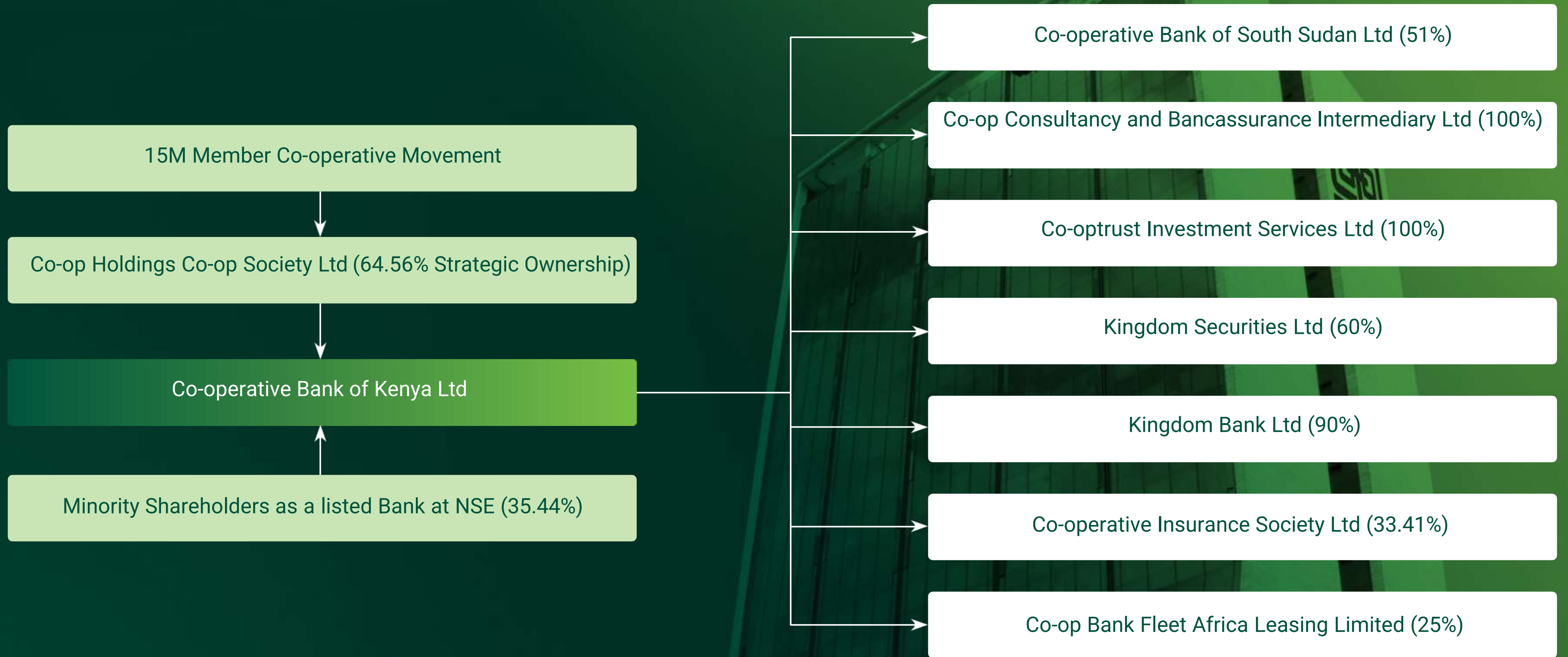
6



Positive impact on Economy, Society & Environment.



Co-operative Bank Group Structure



A Successful Universal Banking Model



Our Presence



194 Branches



17000+
Co-op Kwa Jirani
Agents



24hr Contact Centre



5M Omni Channel
Customers



21K Diaspora Banking
Customers



5,400 Staff



599 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.352.2B DISBURSED SO FAR

Short-term tenor

Average disbursement of Ksh.6.3B per month.

Consumer Based that is on salary checkoff deductions at source.

Low credit risk

91% of total transactions are on Alternative Channels.

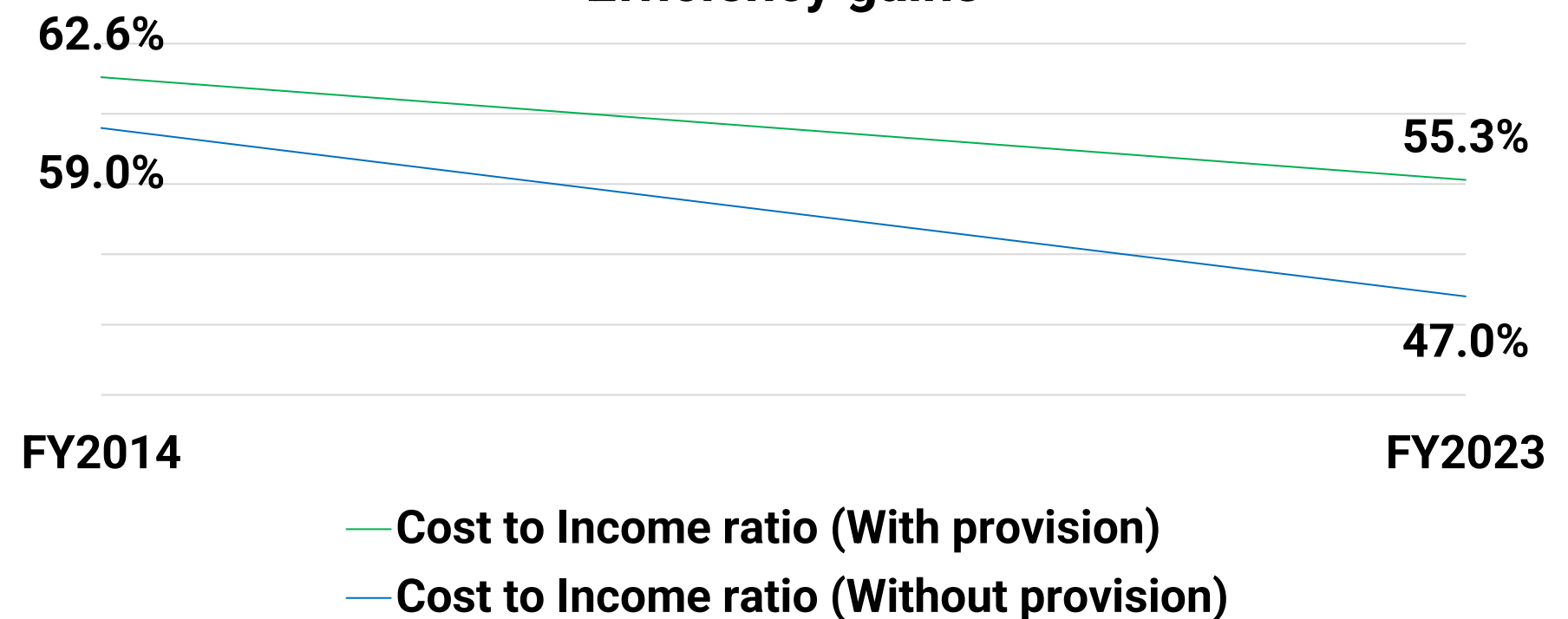
PROACTIVE CREDIT MANAGEMENT THROUGH;

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

58,850

Customers onboarded
(MSME Gold, Silver, Bronze)

208,000

Non-Financial Services

107 Webinars

160 Clinics

35 networking forums

5 International Business trips

Government of Kenya Credit
Guarantee Scheme



The graphic features the Co-operative Bank logo and MSME logo at the top. A central green speech bubble contains the text 'WEBINAR SERIES' with a play button icon. Below this, the text reads 'Innovative Financing Solution for Kenyan SMEs: Accessing Capital in a Changing Landscape'. At the bottom, it says 'Watch →' followed by the URL <https://msme.co-opbank.co.ke/knowledge-hub/webinars/>.

“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 successfully implemented

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.

A conceptual image showing a hand holding a small globe of the Earth, surrounded by green leaves, symbolizing environmental care and sustainability. The entire image has a green tint.

Environmental Social and Governance (ESG)

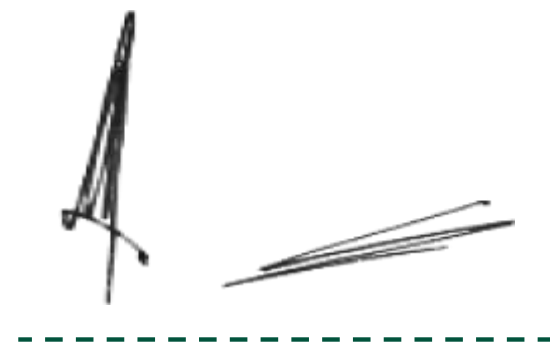
Environmental Social and Governance (ESG) Policy Statement

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

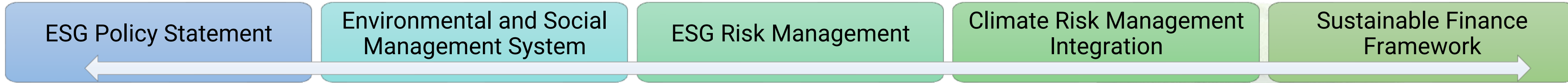
- To incorporate strong environmental, social, and corporate governance principles throughout all operations and business activities.
- To comply with relevant national laws, regulations and agreements on the environment, climate change, health, safety, and social issues to which the Group subscribes 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

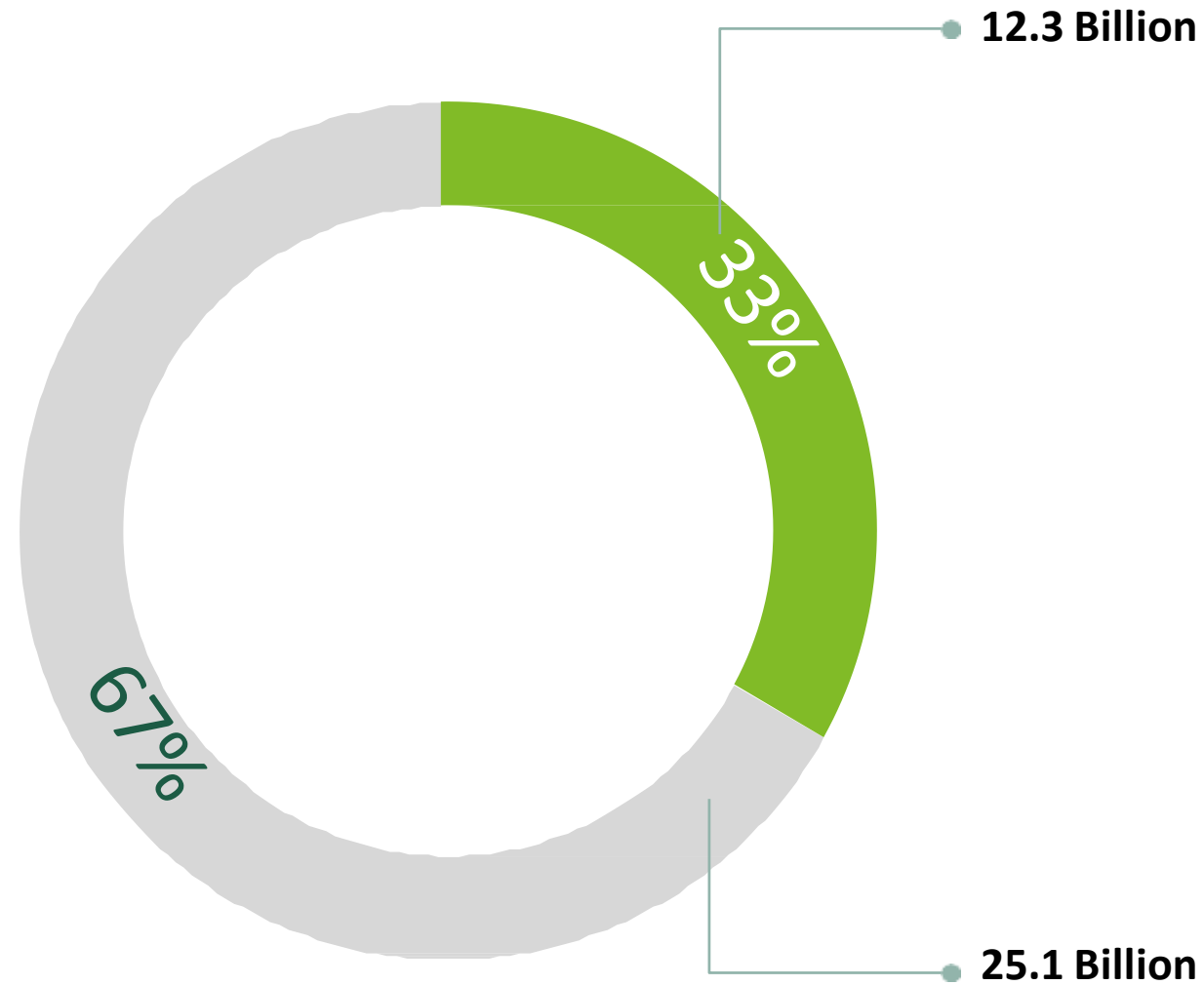
Build enterprise resilience through ESG integration



Groupwide ESG Integration

Incorporating ESG in all investment and operations decisions

ESG Impact



MSME Financing	Affordable Basic Infrastructure	Renewable Energy
Green Buildings	Food Security	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 to the Coffee. This will benefit all market players notably farmers.
- Co-opbank Soko - a digital marketplace that connects the agriculture value chain 1,034,000 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

3,381
Consultancies to the Co-operative Movement.

Local Suppliers

87.6%
of our sourcing is local

15.96B
paid to Suppliers in FY2023

MSME Focus

208,000
onboarded to MSME Gold, Silver and Bronze.

58,850
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\

AFRICAN BANKER AWARDS 2023

African Banker of the year Award



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

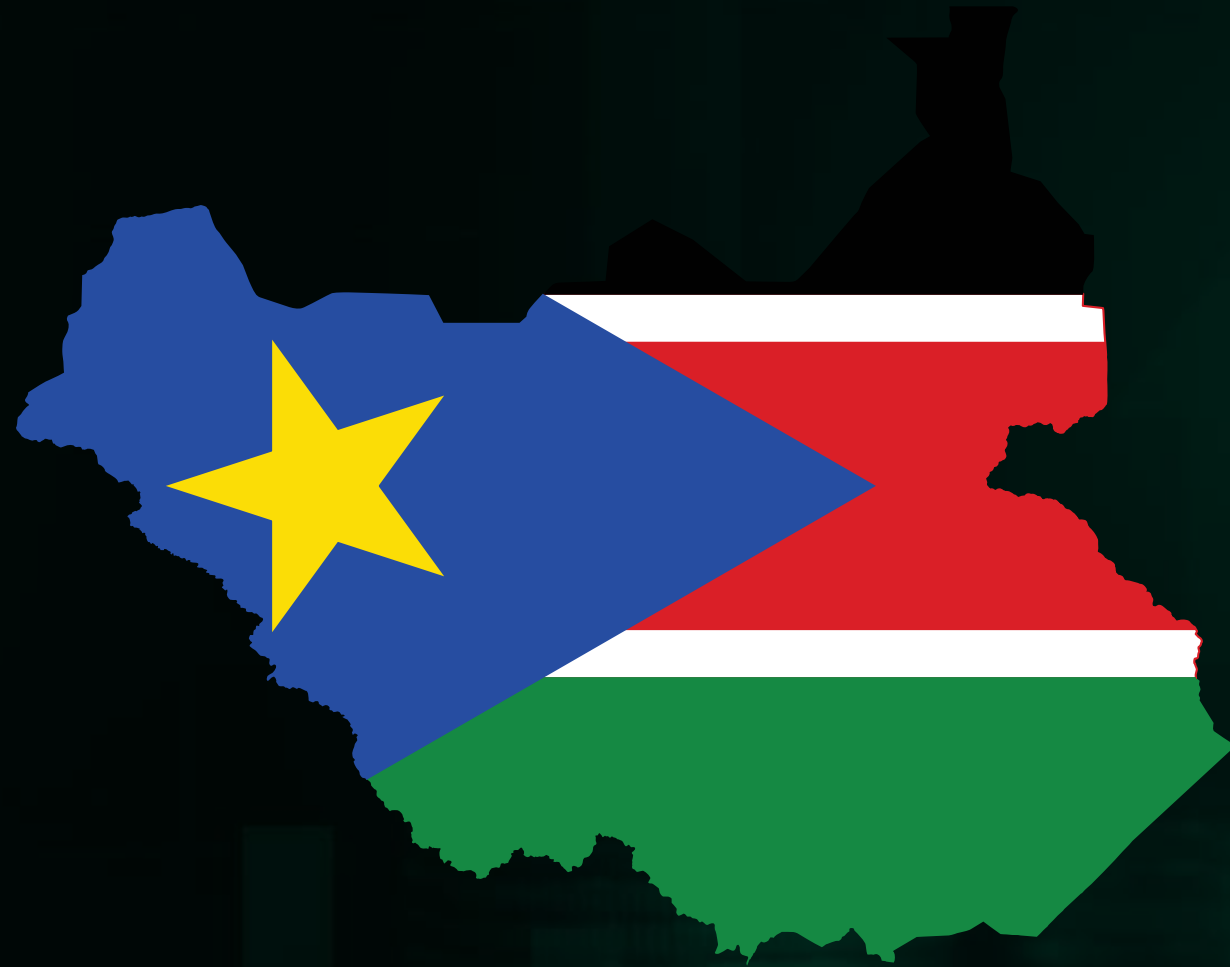
‘Best Omnichannel Technology Implementation’



CIO 100 Awards 2023

CIO the year Award

Regional Business, Kshs. Millions

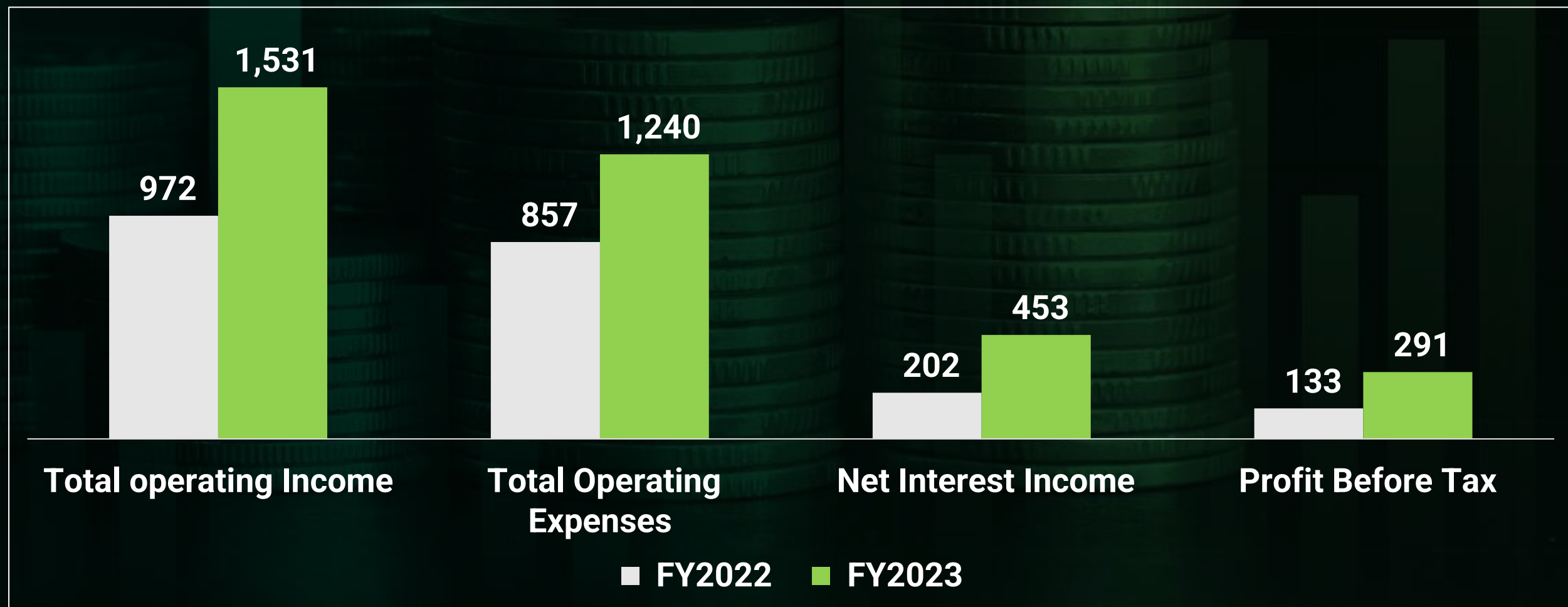
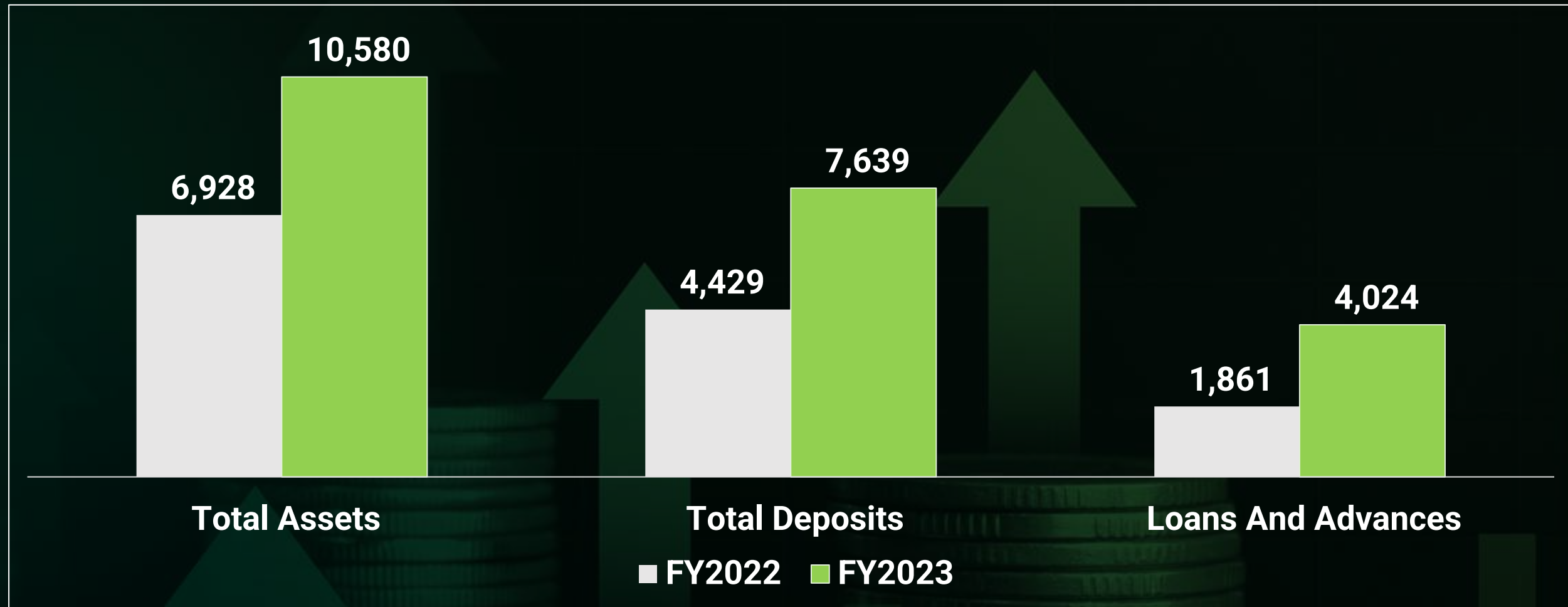


4 Branches in Juba

5 Non-oil collection centers



Owns 31% of CIC Africa Ltd- South Sudan



Channel Performance

Growing Digital Channels

91%

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



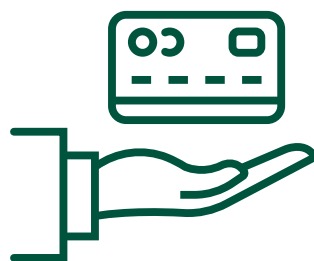
Mobile



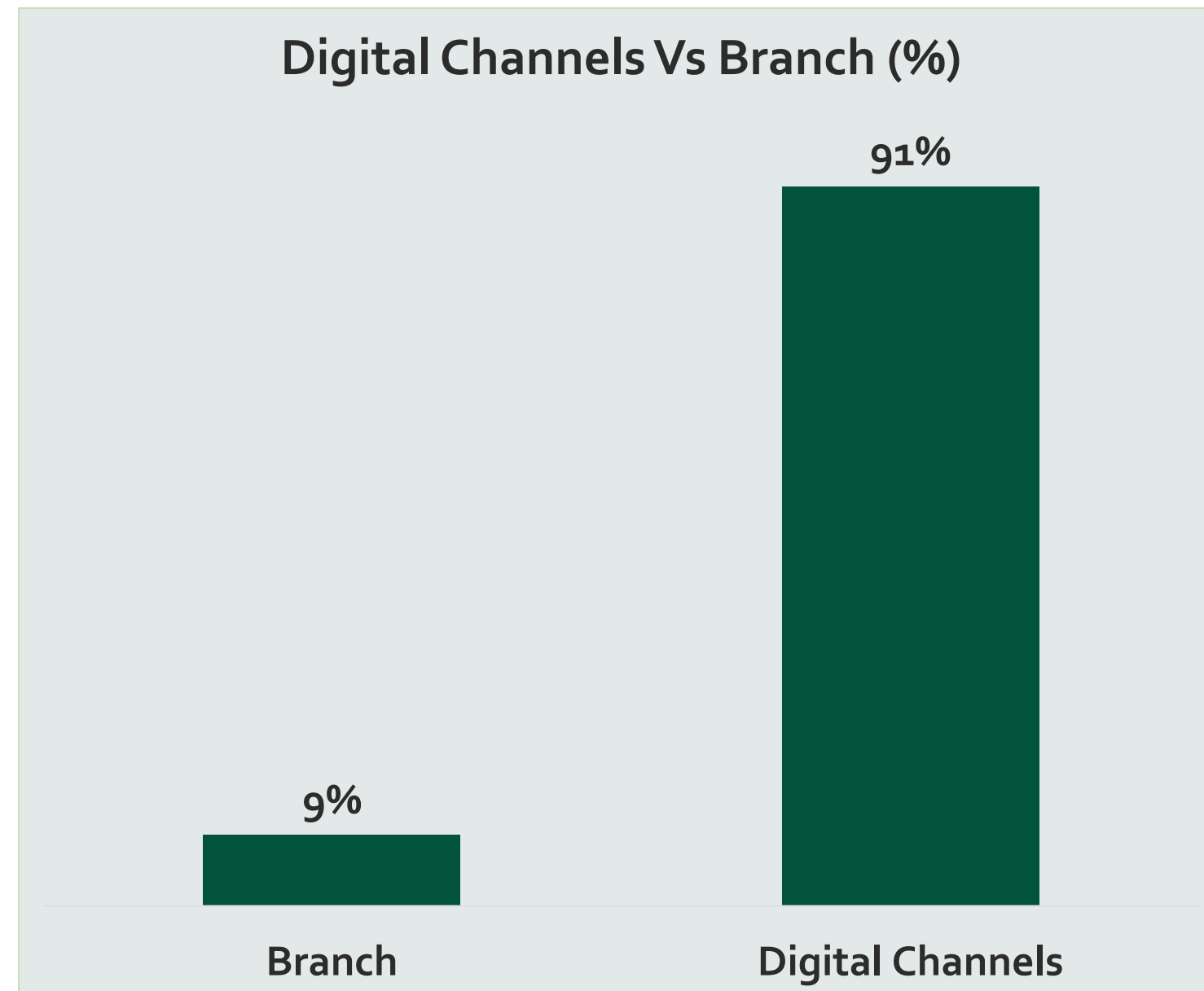
Internet



ATM &
CDM



Agency



MCo-op
Cash
Kwa mikono yako... unaweza

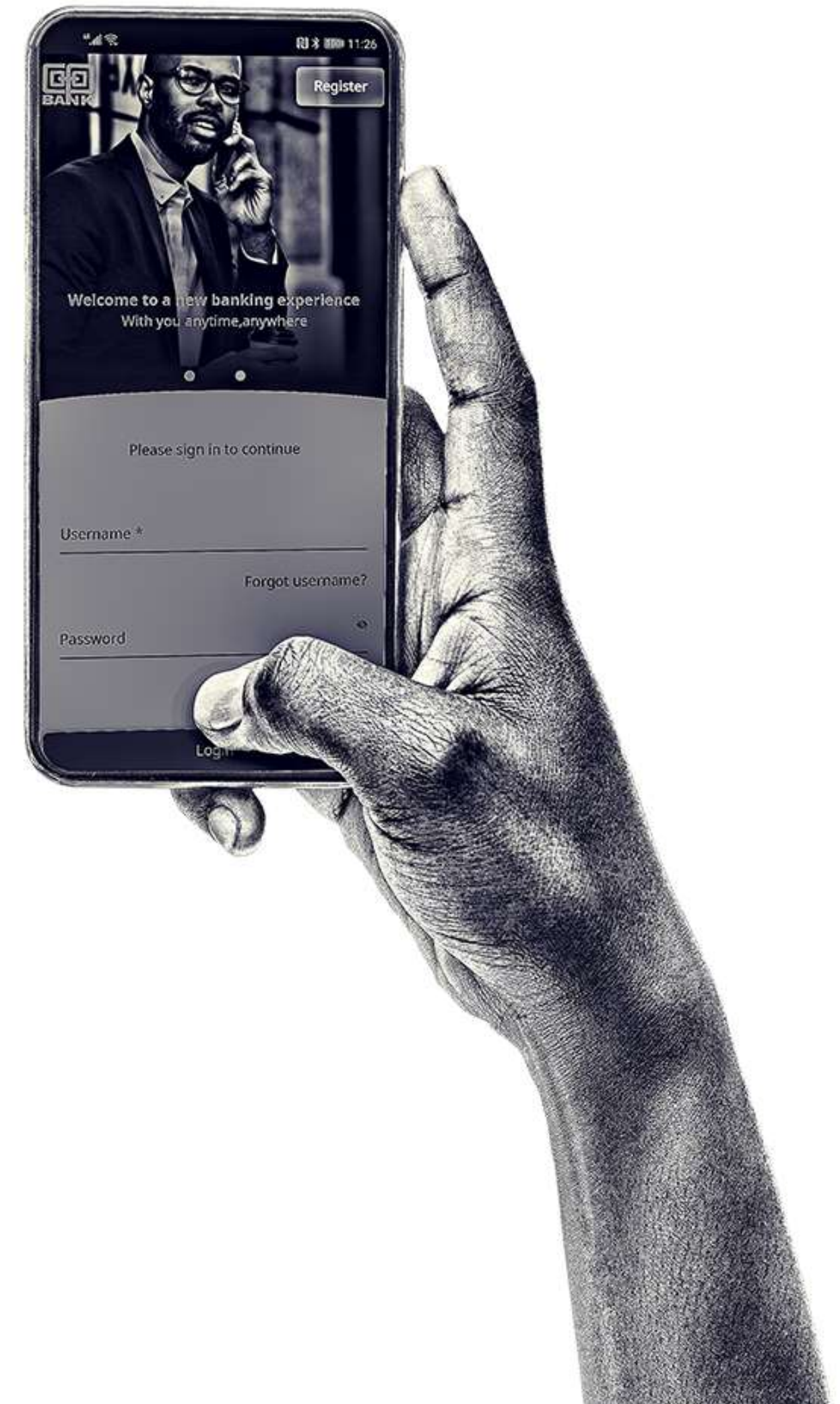
MCo-op Cash
Mobile Wallet
A unique Offering

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.

11.5B

Successful offering continues to scale:

Income of Kshs. 11.5 Billion in FY2023



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. 352.2B disbursed to Date.
- Kshs. 6.3 Billion disbursed per month on average.
- Consumer based salary checkoff hence lower credit risk.
- Short term tenure



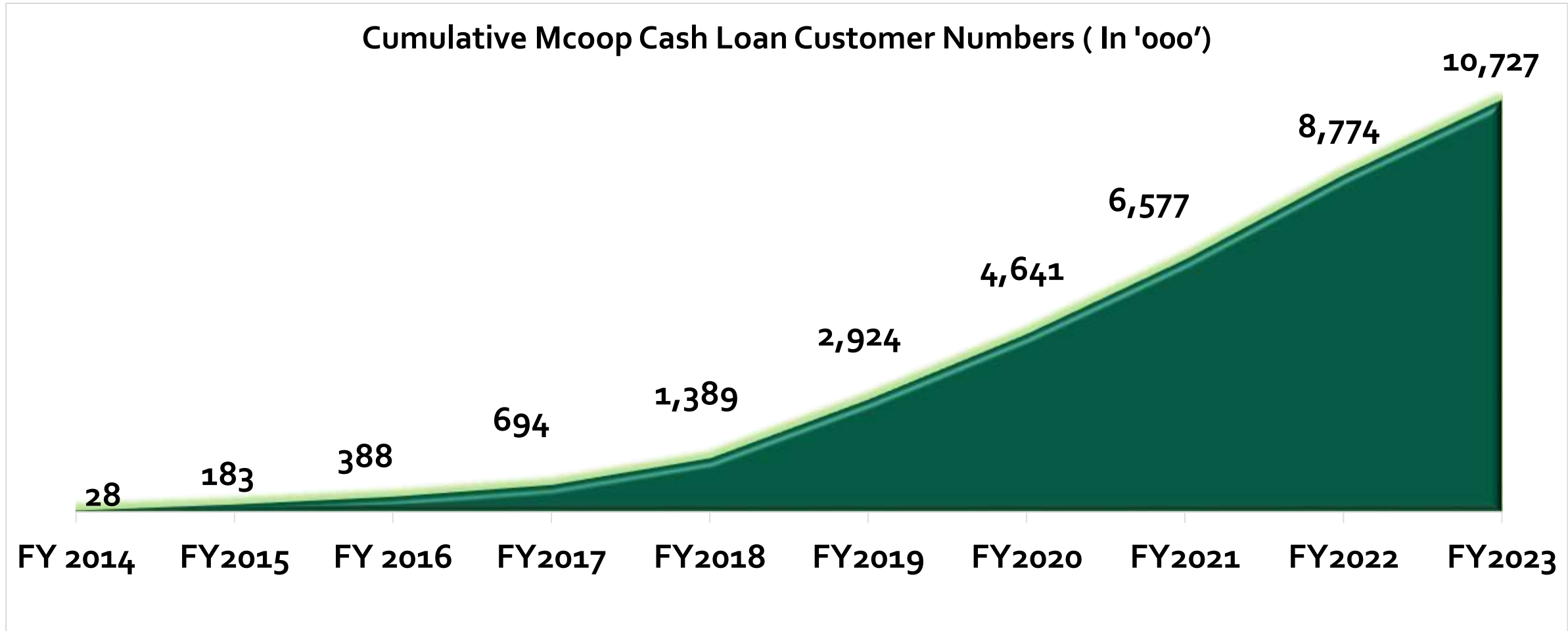


A superior product for our customers that continues to scale and is a key revenue source

Kshs 75.3B Disbursed YTD

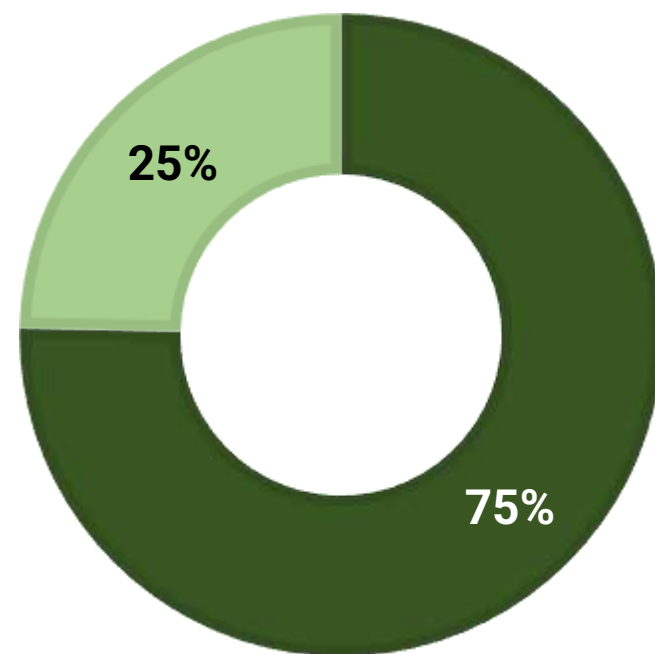
Kshs 352.2B Disbursed since inception.

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

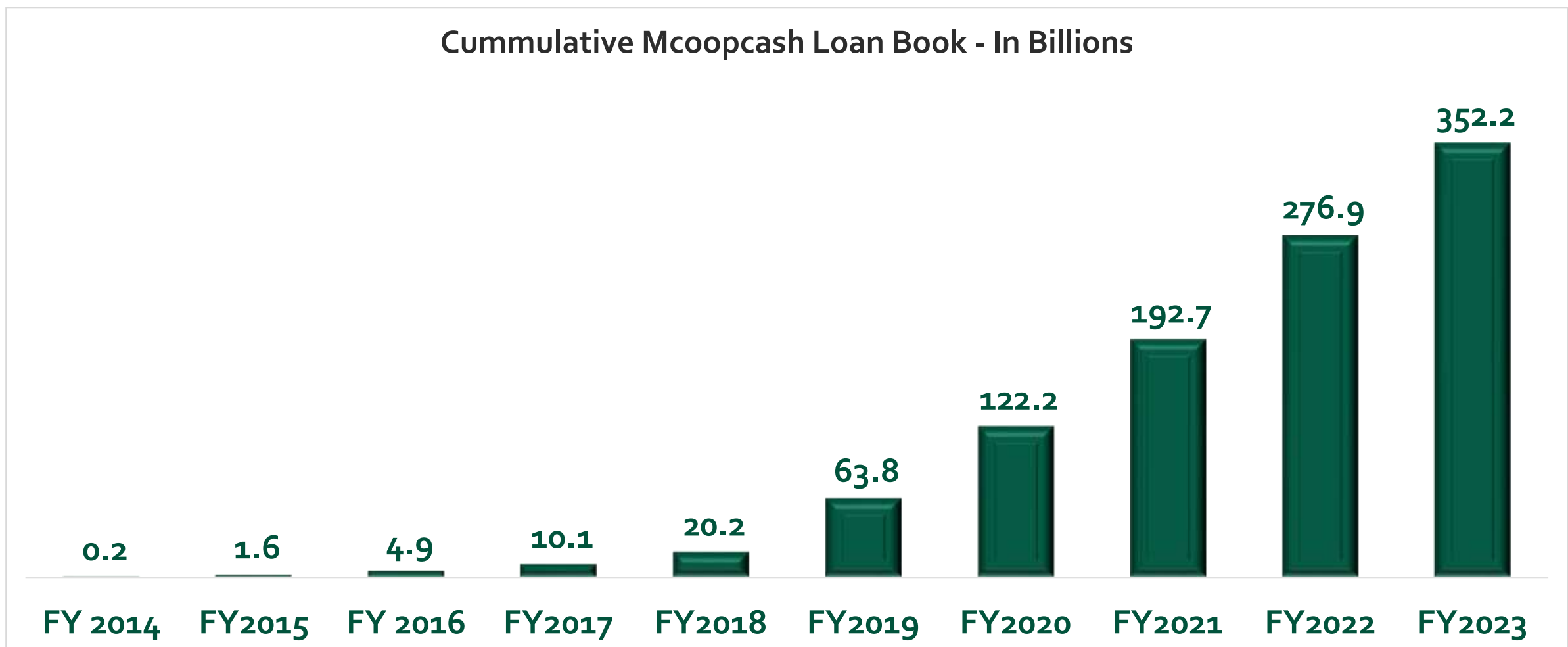


E-CREDIT – KEY GROWTH FOCUS

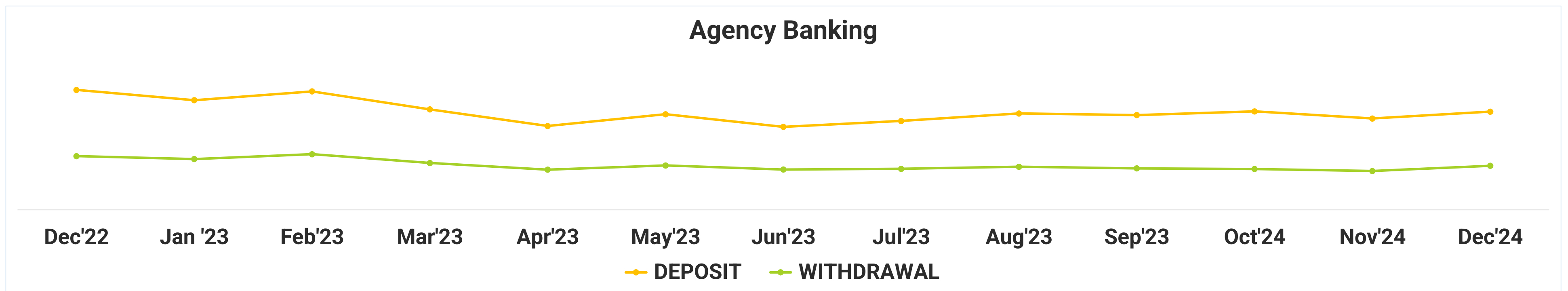
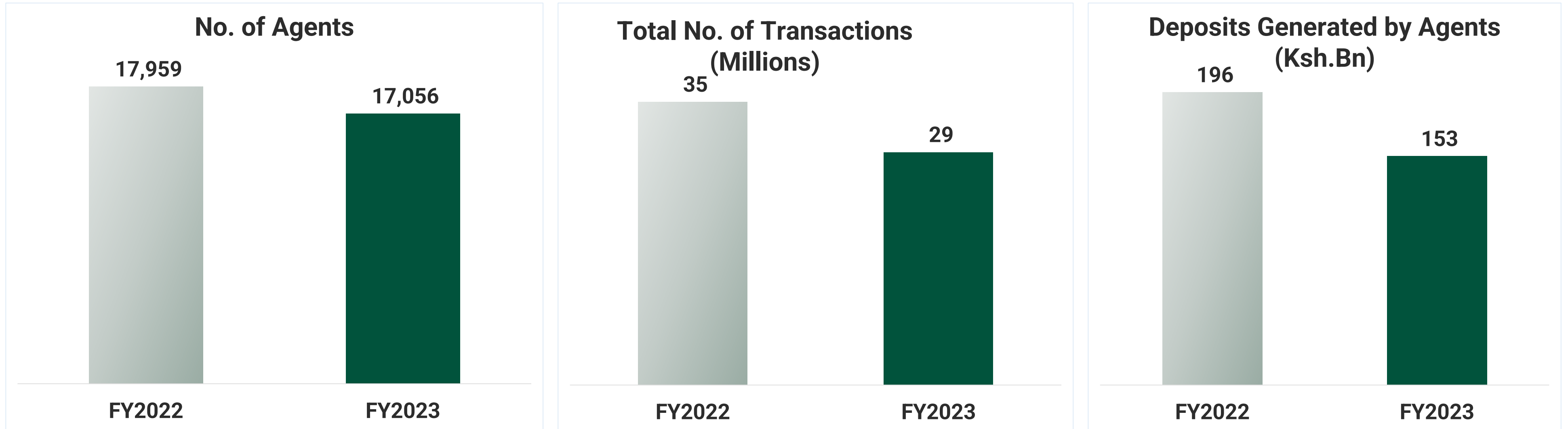
■ E- Flexi ■ Unsecured Business Plus



Cummulative Mcoopcash Loan Book - In Billions



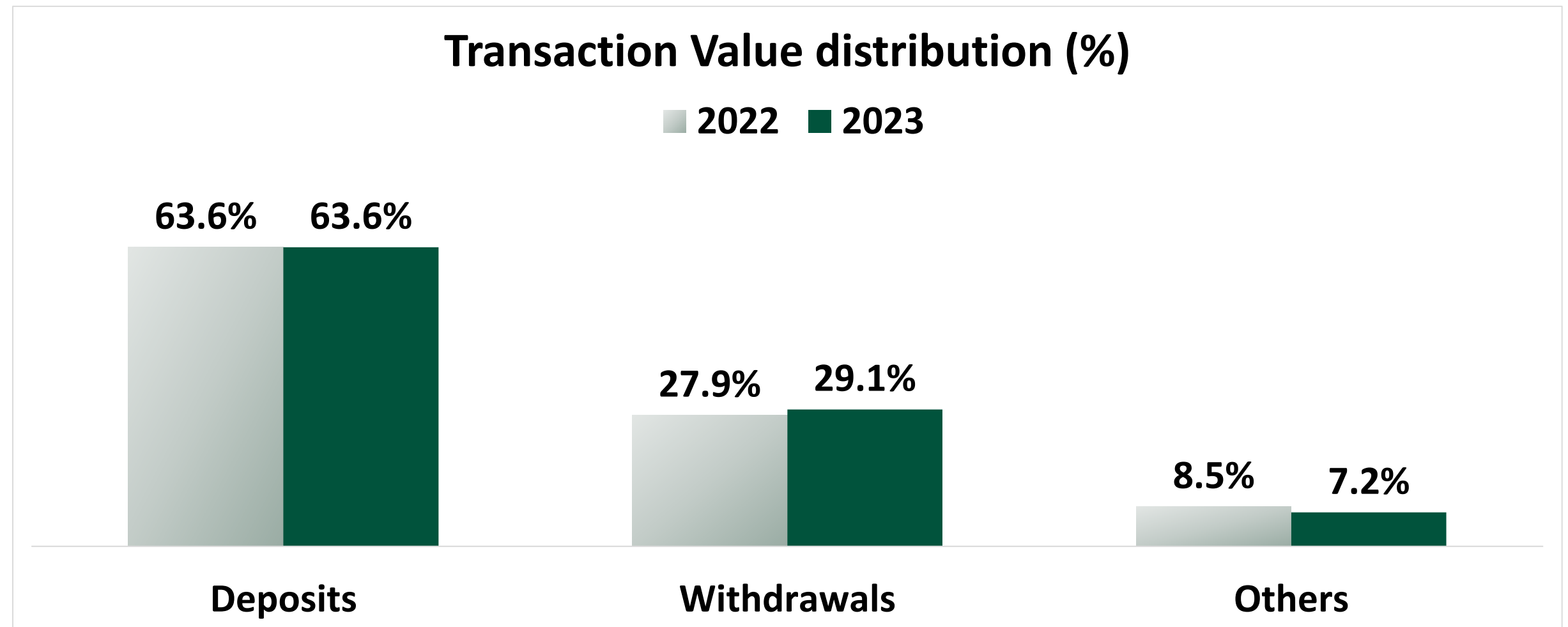
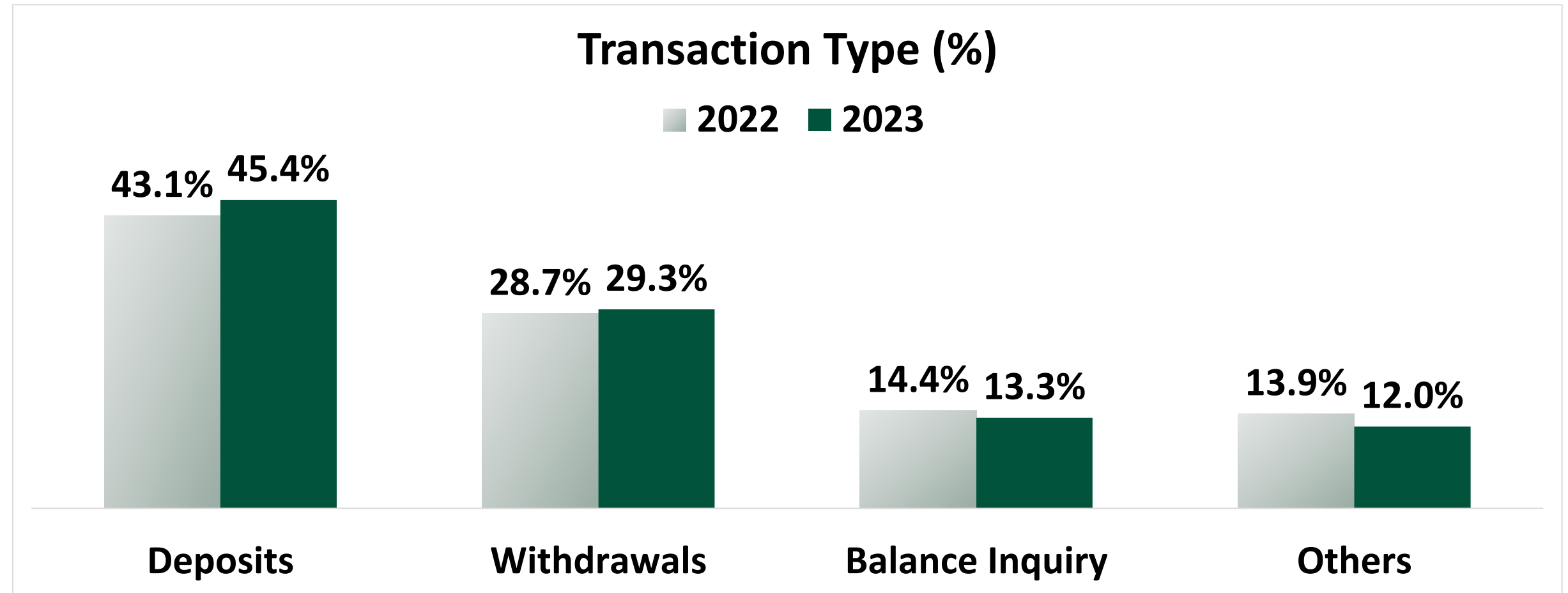
Growing Co-op Kwa Jirani Agency Banking



Agency Banking

Growing Co-op Kwa Jirani Agency Banking

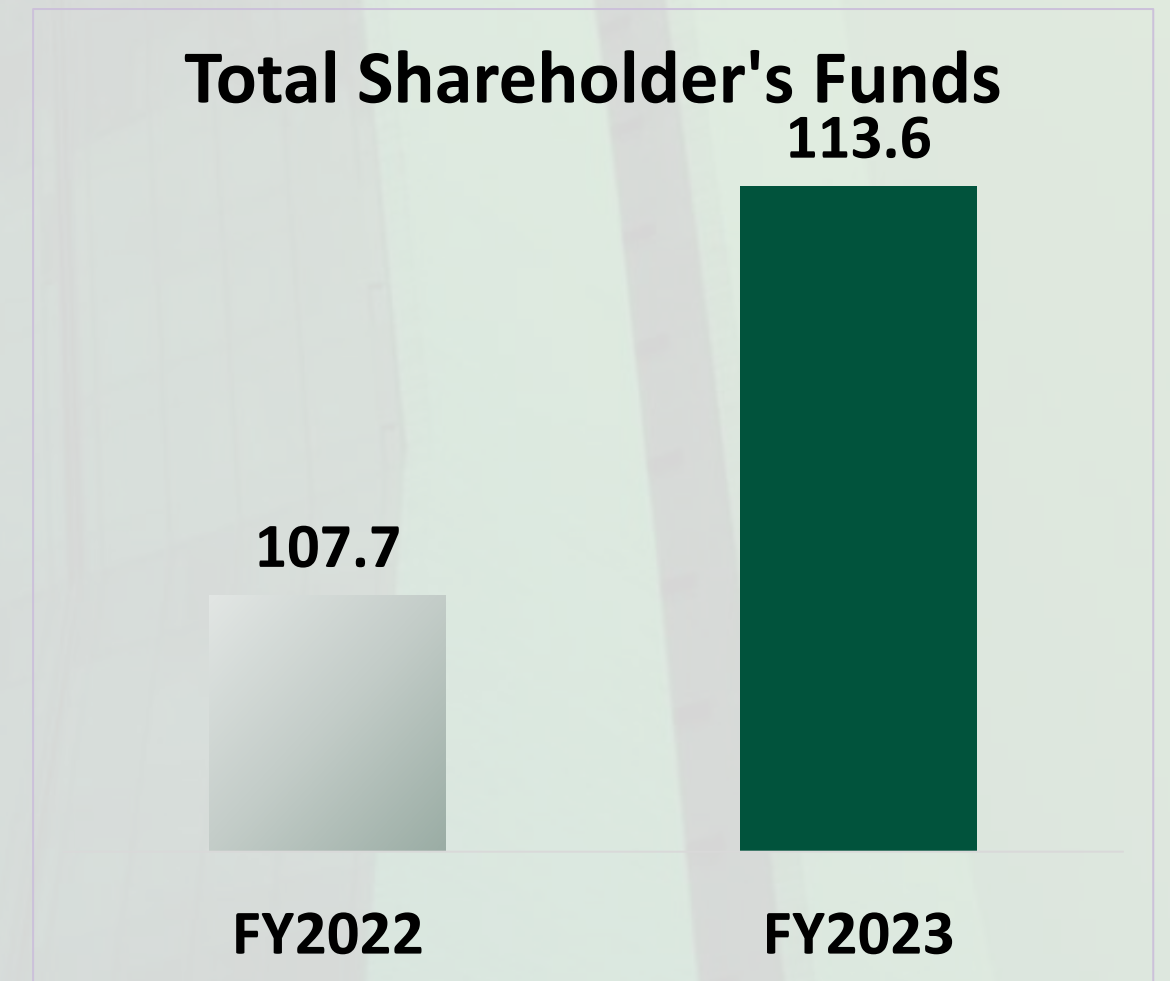
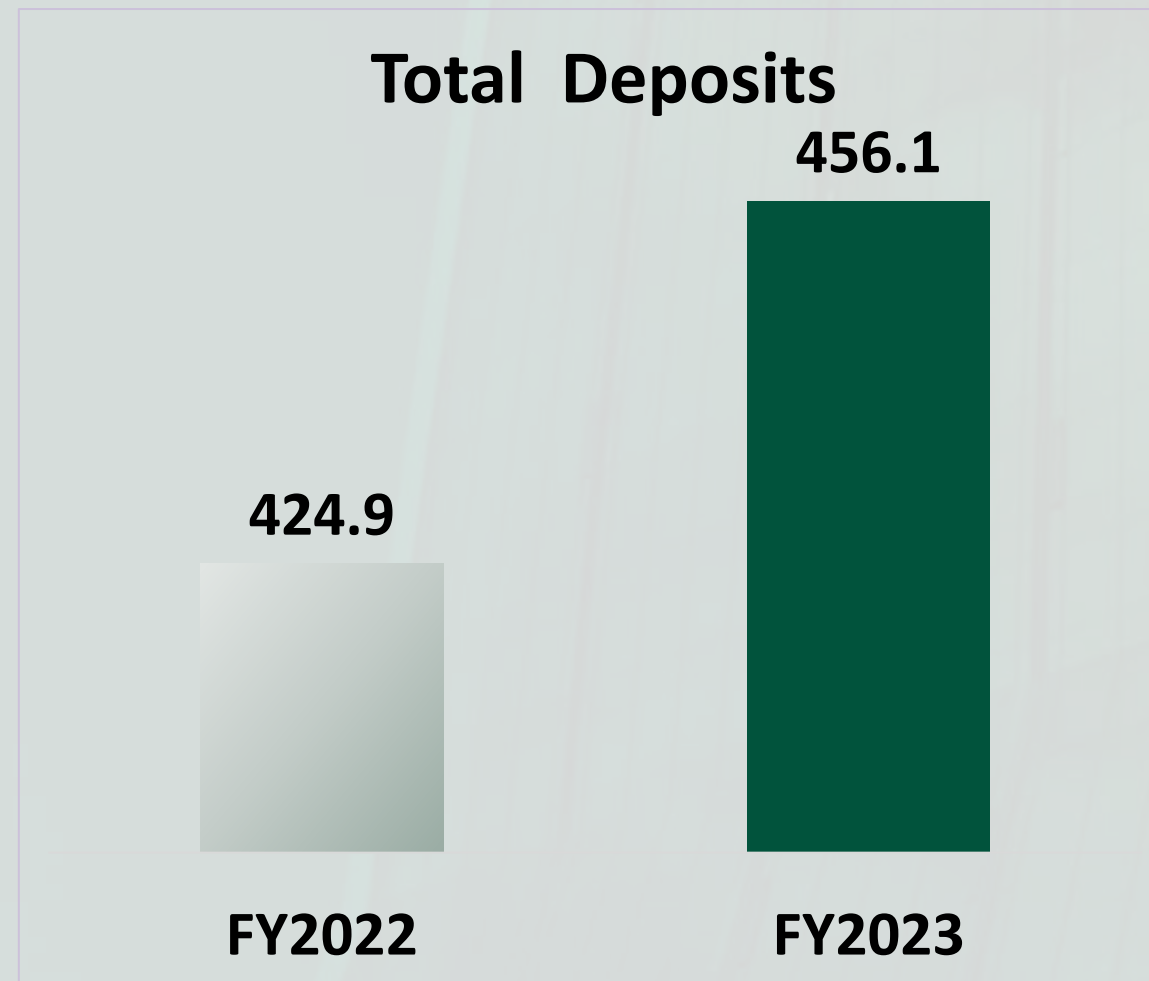
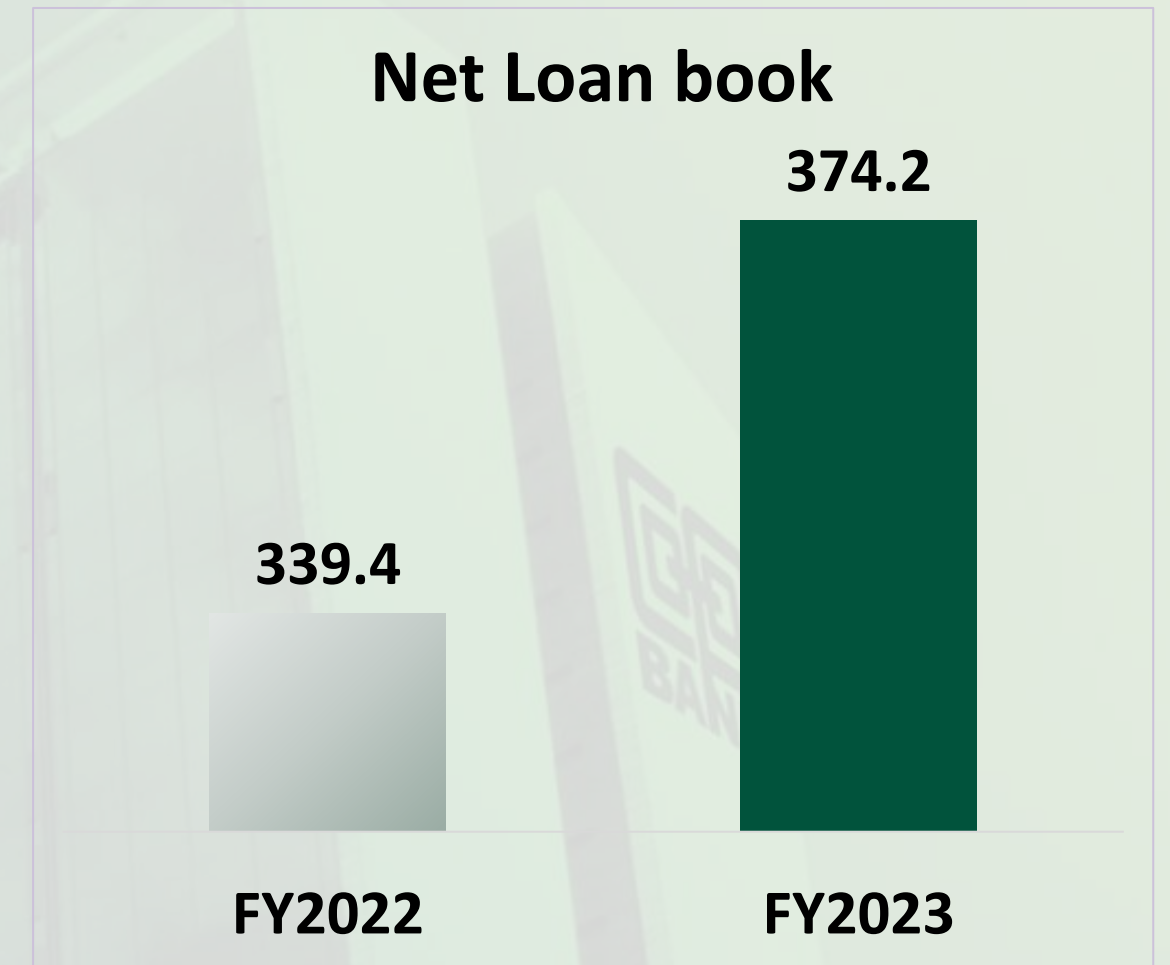
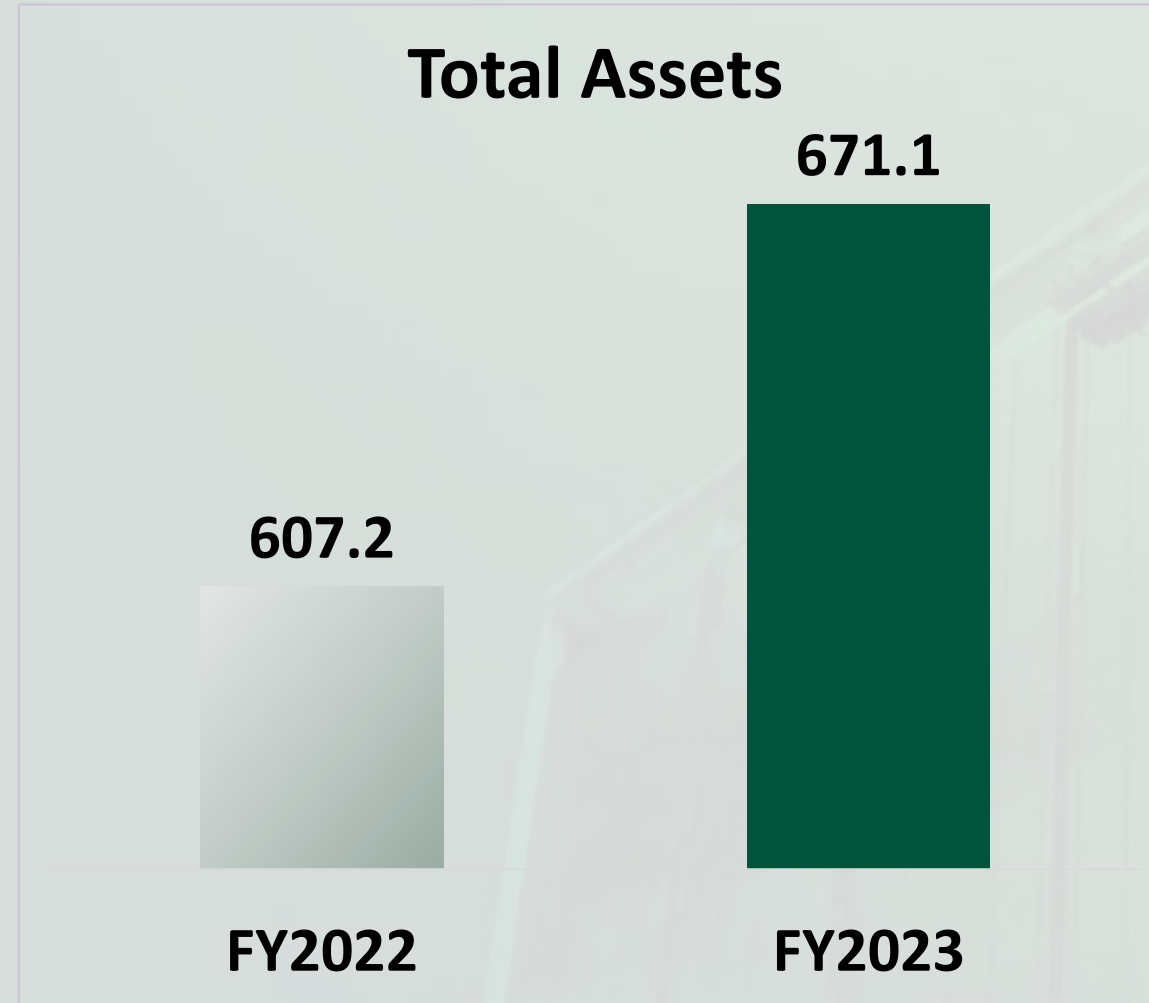
- ✓ Key deposit mobilization channel
- ✓ Higher deposit than withdrawal











Financial Highlights

Strong Financial Position (Kshs. Billions)

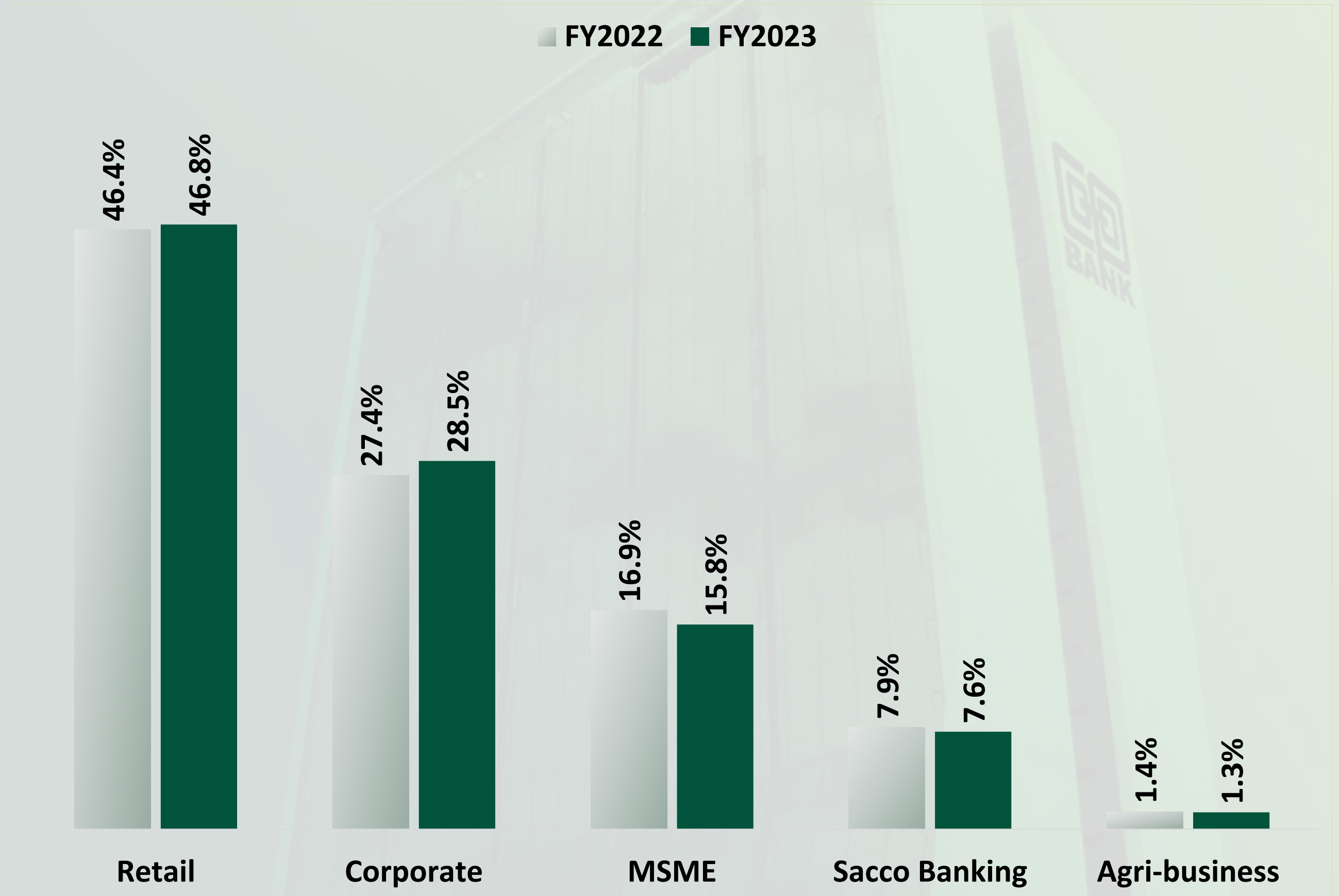


**Strong Financial Position
(Kshs. Billions)**

Balance Sheet Ksh. Billions	FY2023	FY2022	% Growth	
Total Assets	671.1	607.2	10.5%	
Net Loan book	374.2	339.4	10.3%	
Government Securities	189.0	173.3	9.1%	
Total Deposits	456.1	424.9	7.3%	
Borrowed Funds	67.3	48.1	40.0%	
Shareholder's Funds	113.6	107.7	5.5%	

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.

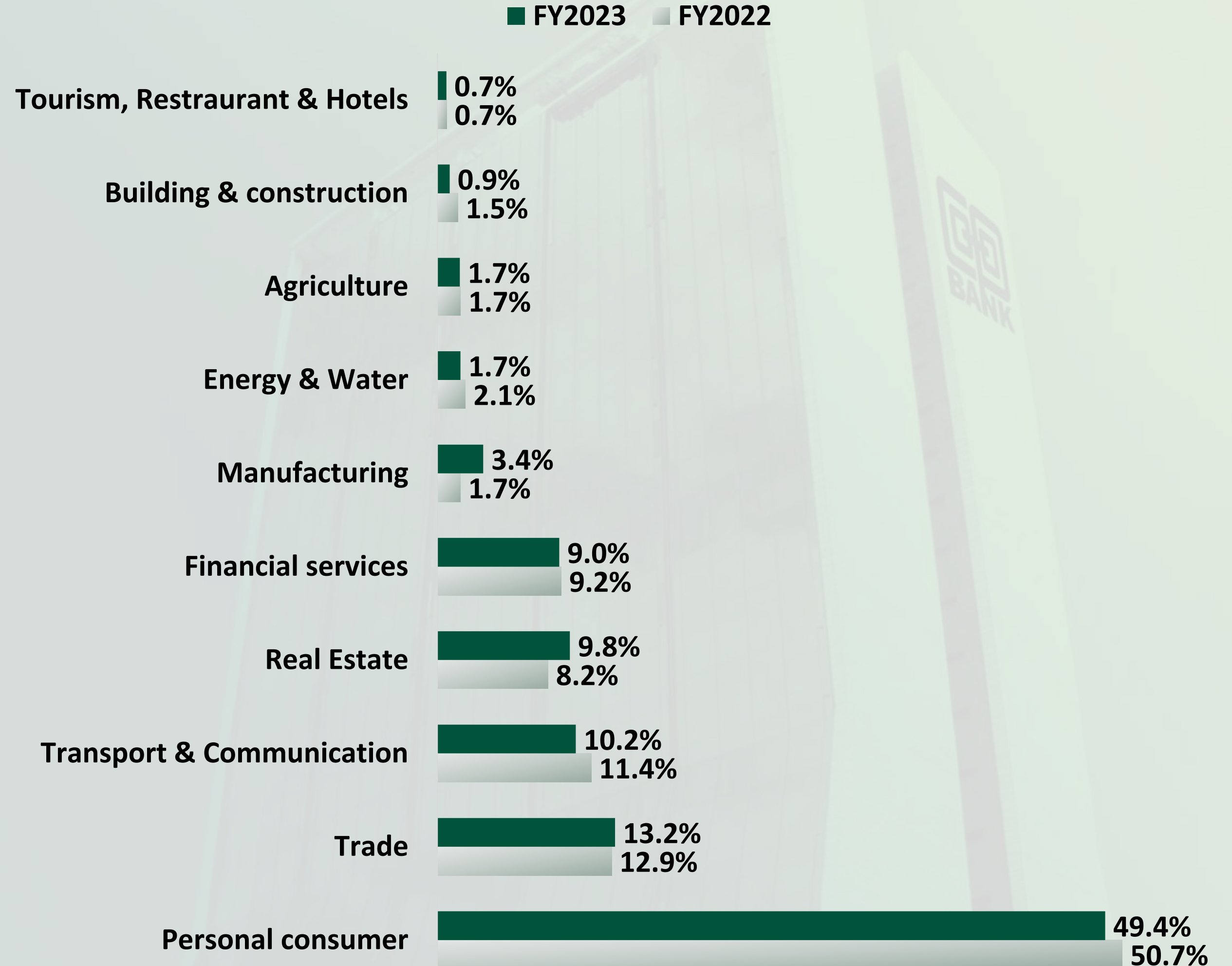


Diversified loan book across sectors

49.4% in Personal consumer which is performing well

Low relative exposure in high-risk sectors

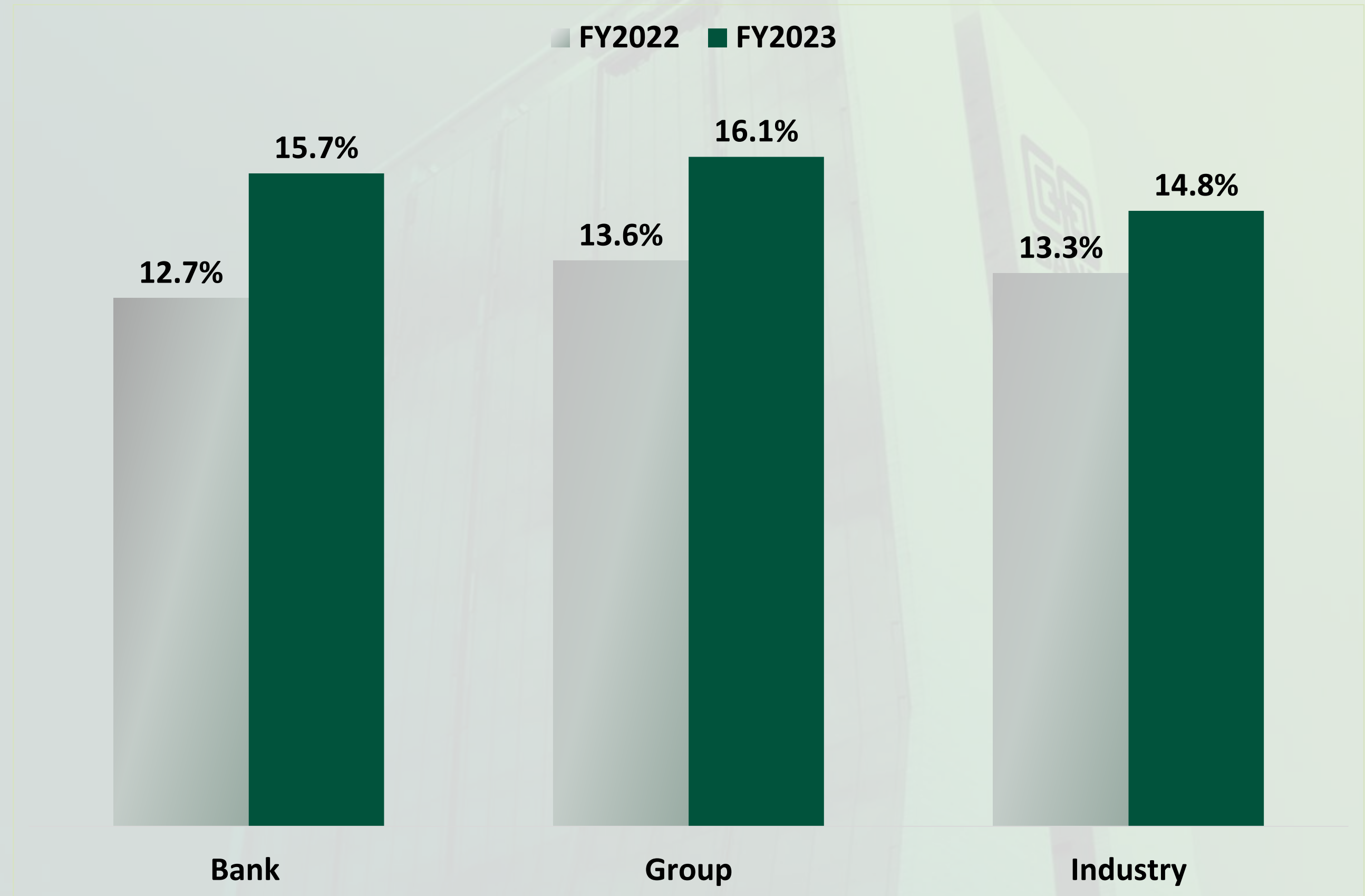
- Tourism and Hotels <1%
- Manufacturing 3.4%.



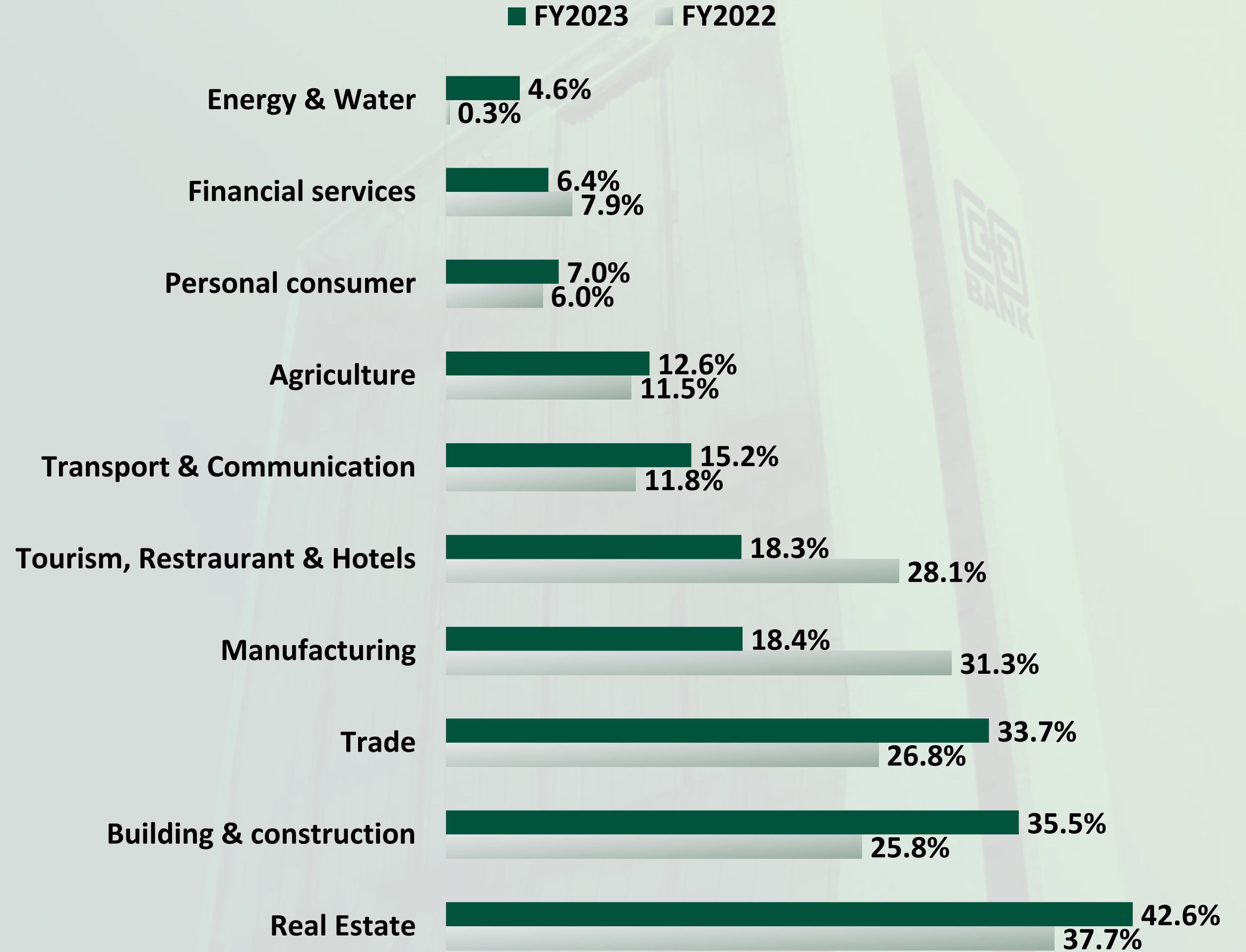
Portfolio Trends – Sector NPL

Supporting NPL Management;

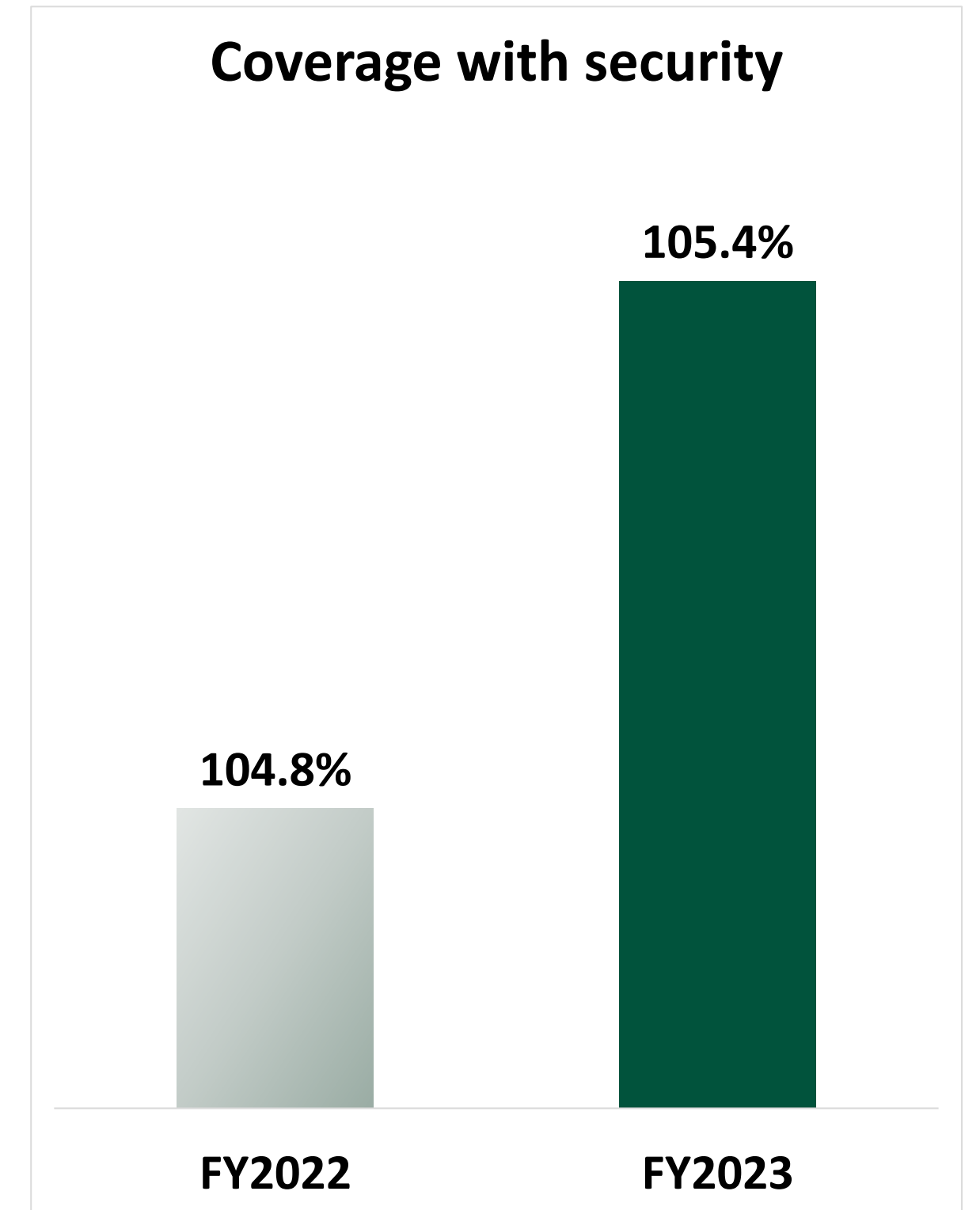
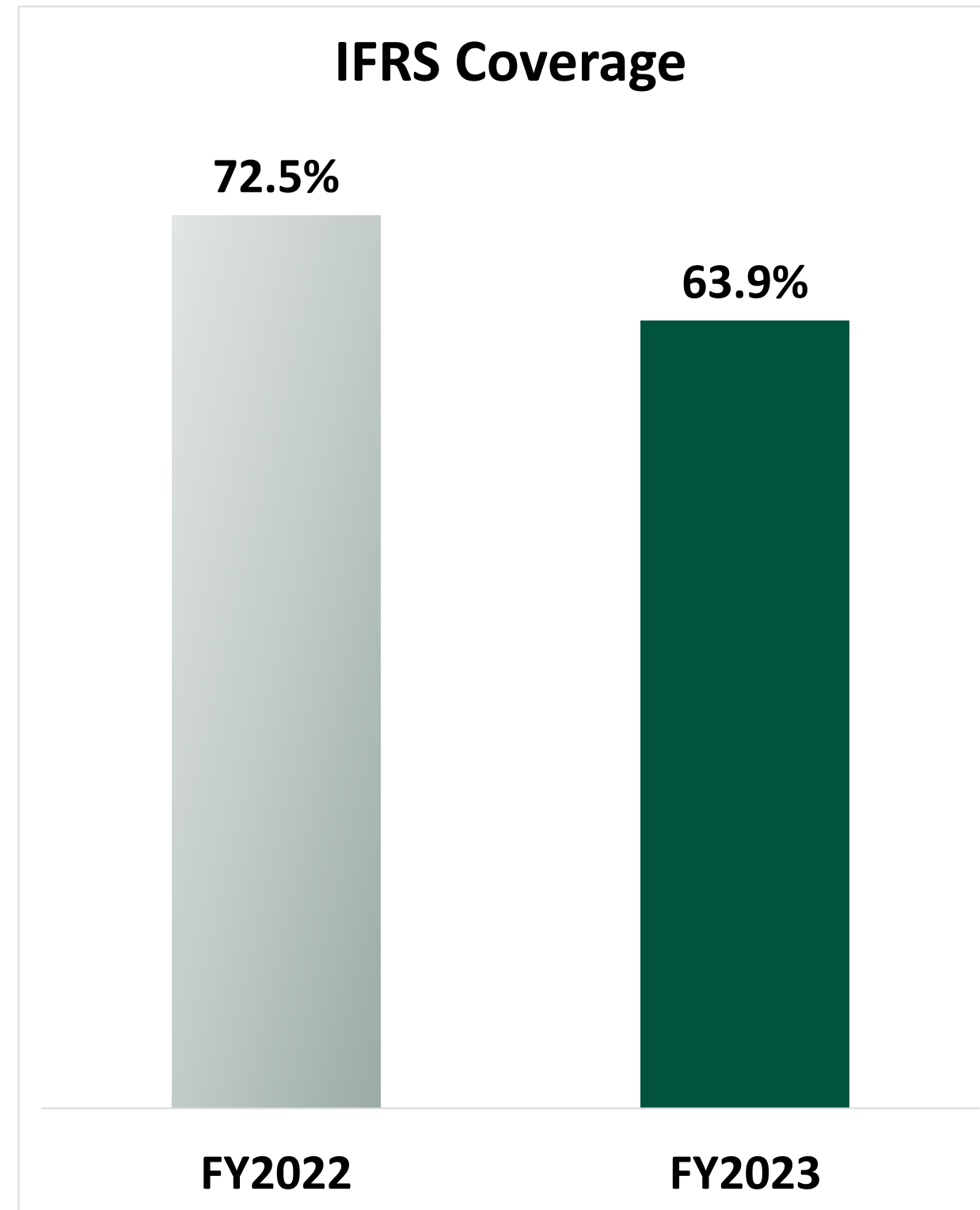
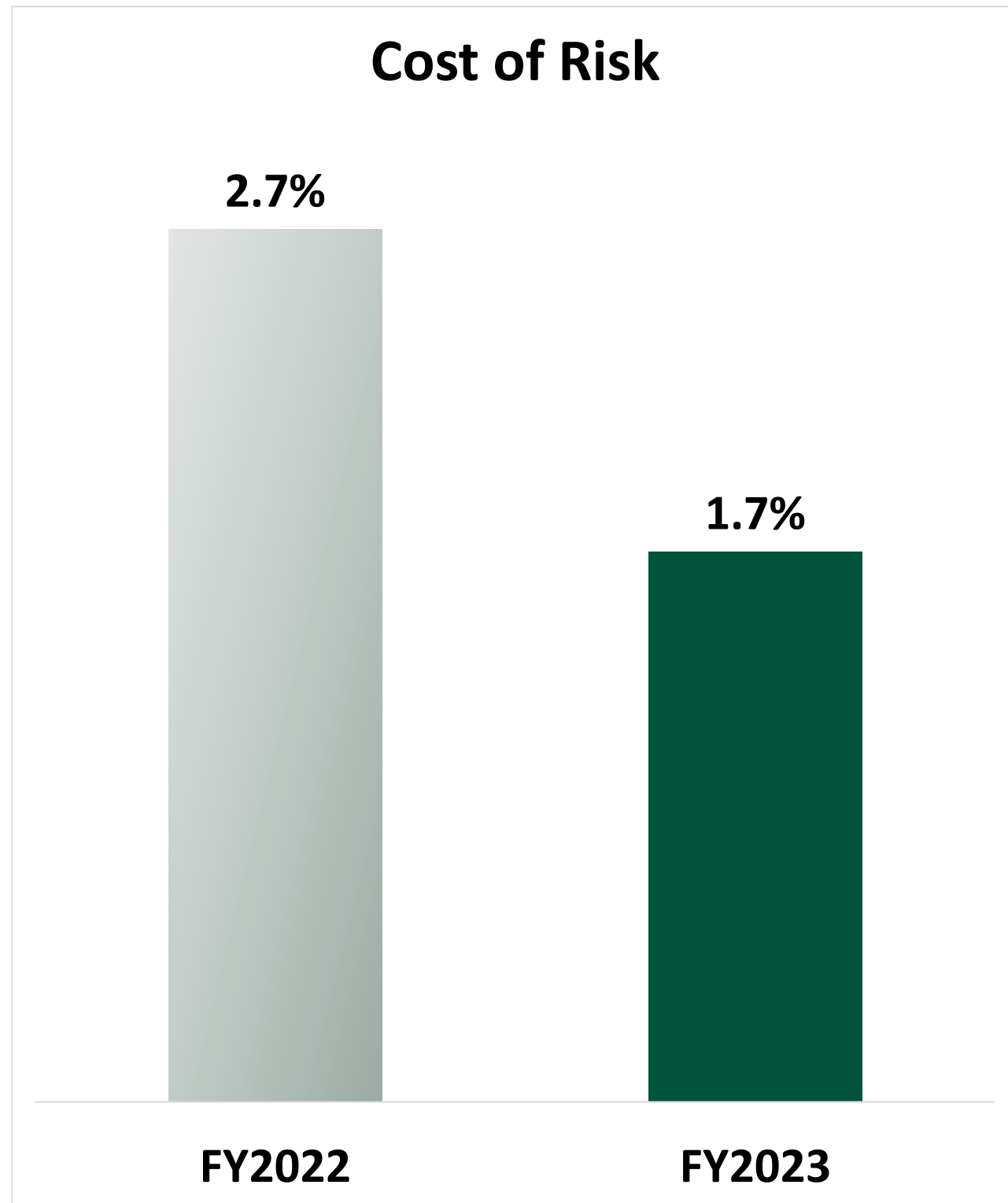
- Proactive Credit Management Strategies.
- Business Growth.
- Consumers and Businesses resilience amid tight economic environment.



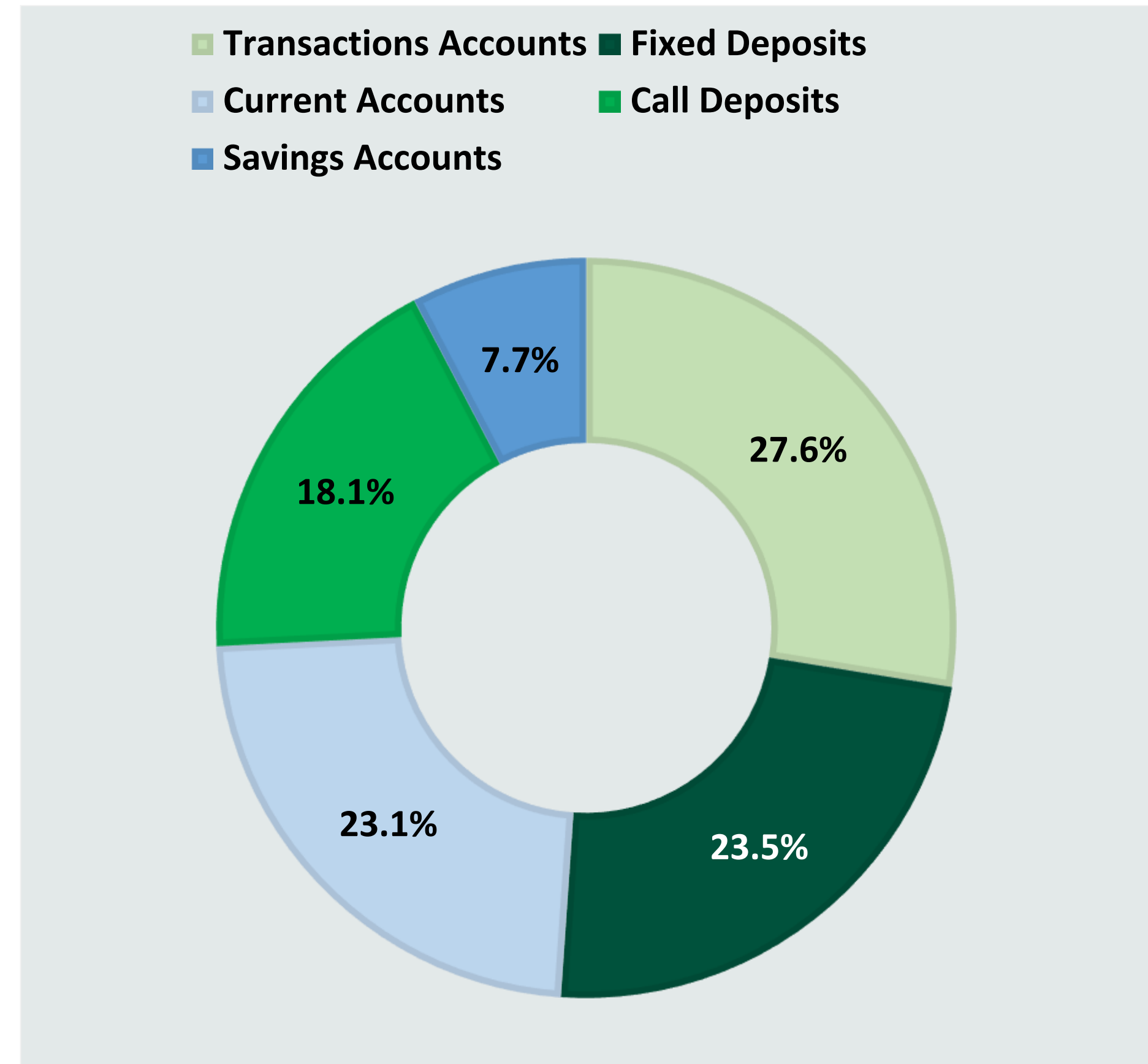
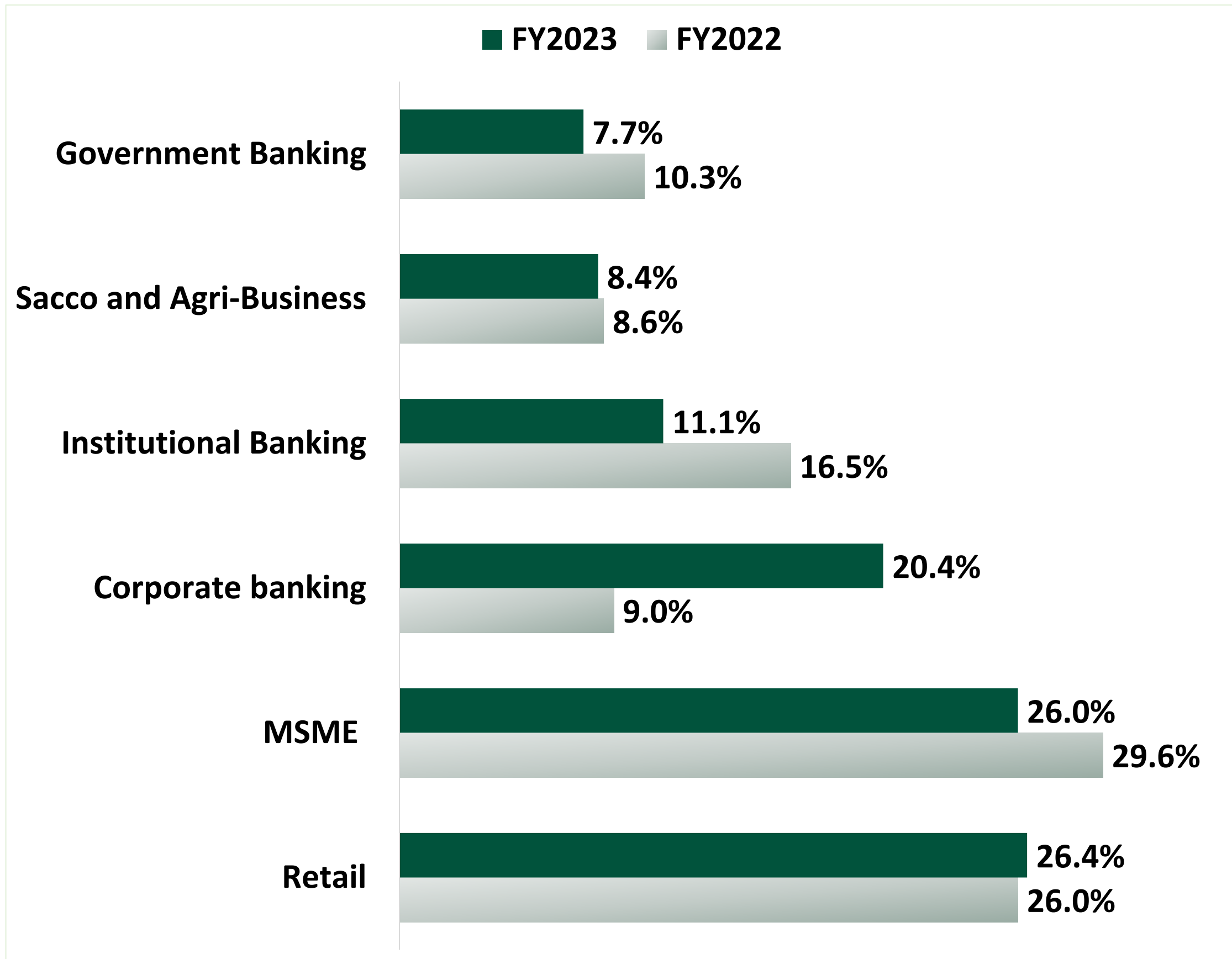
Portfolio Trends – Sector NPL



Cost of risk has improved to 1.7% in FY2023 compared to 2.7% in FY2022.

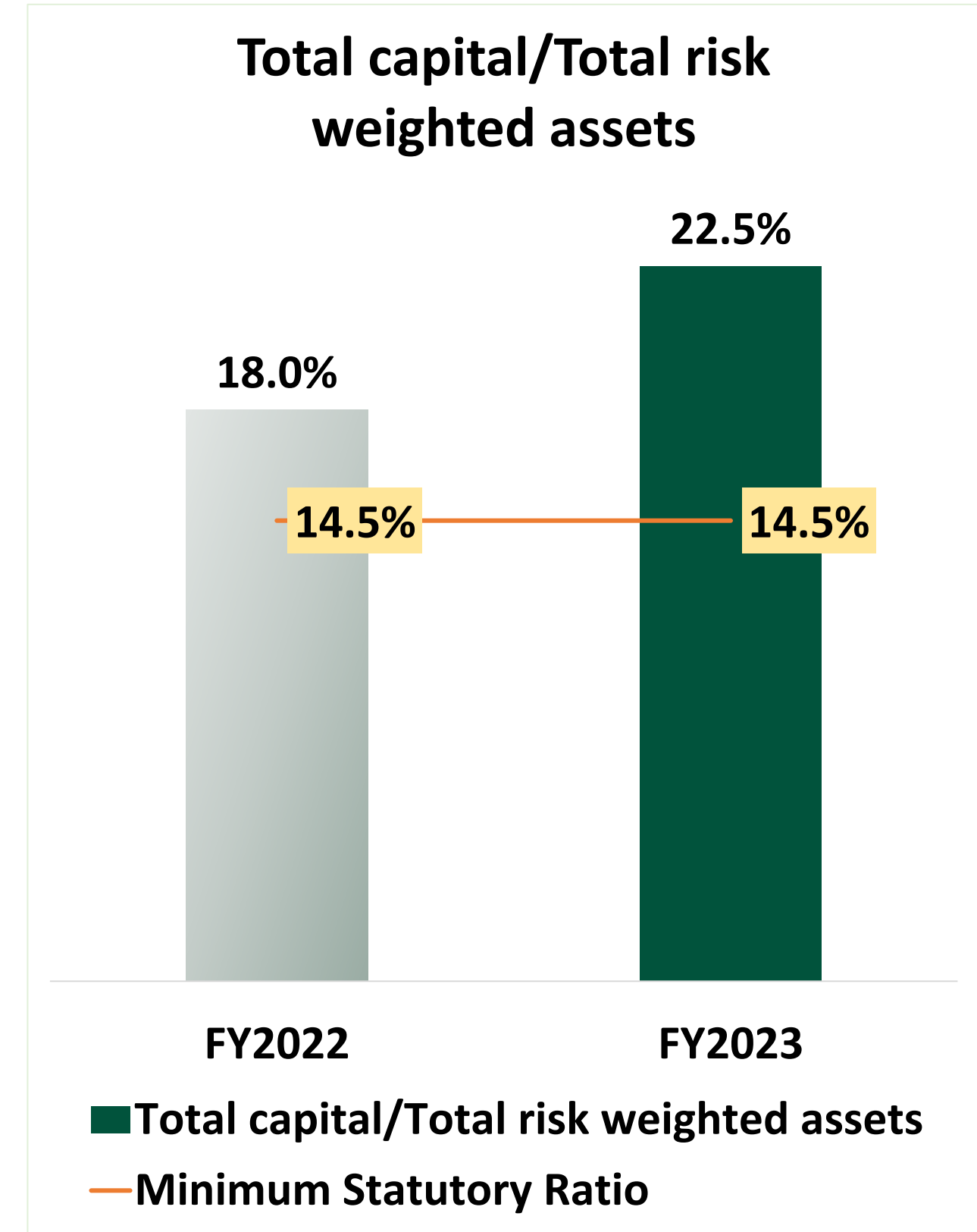
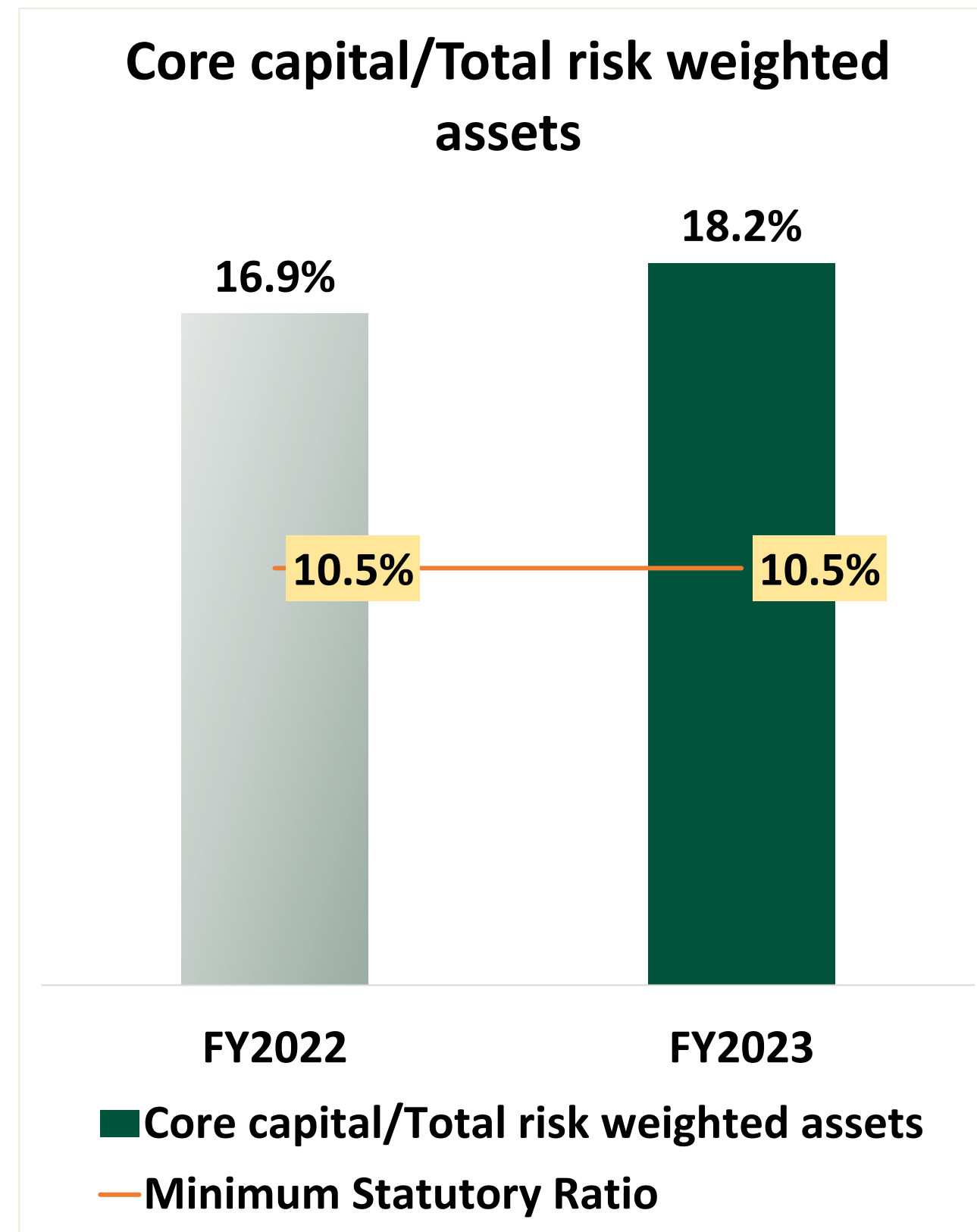
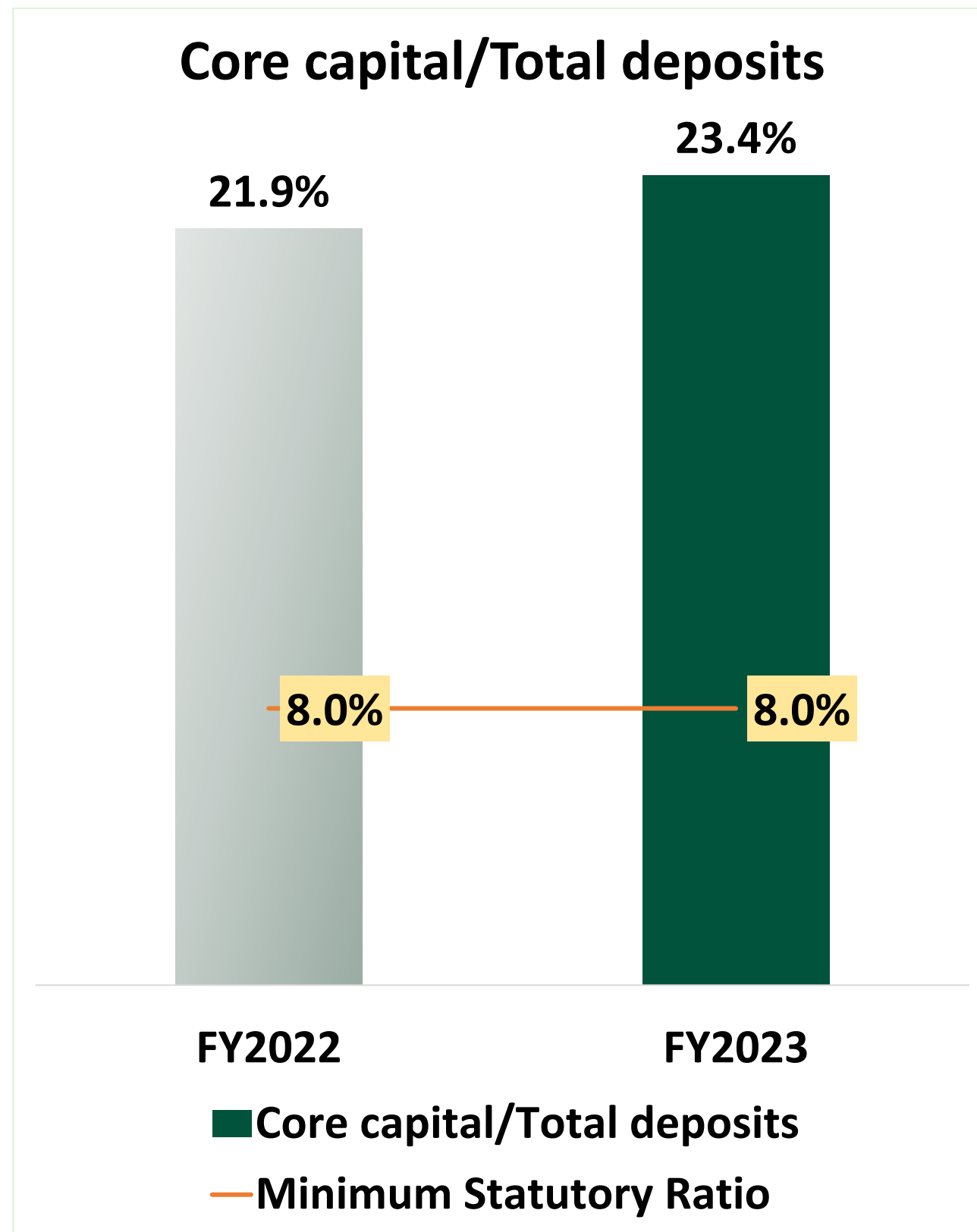


Well-diversified Liability Portfolio

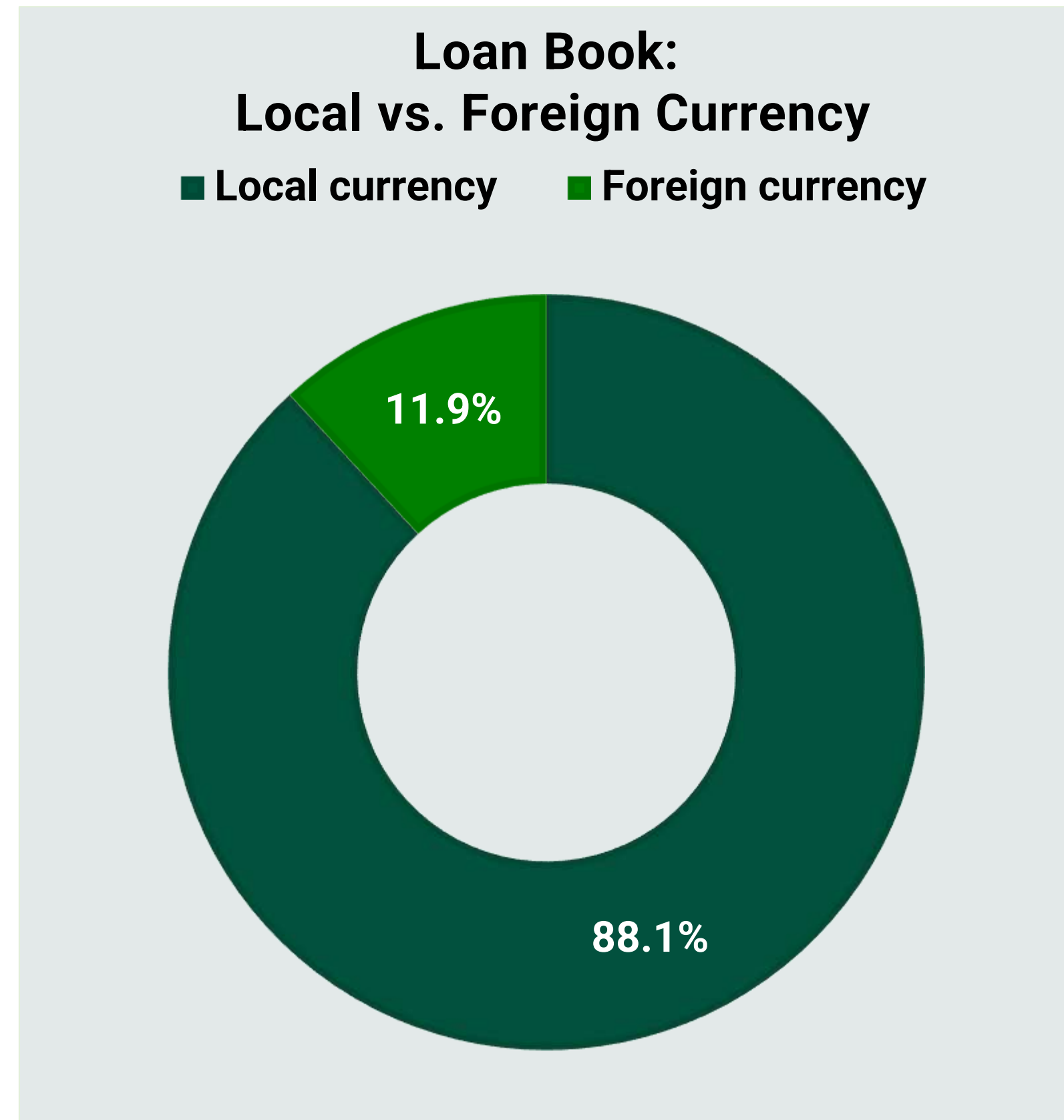
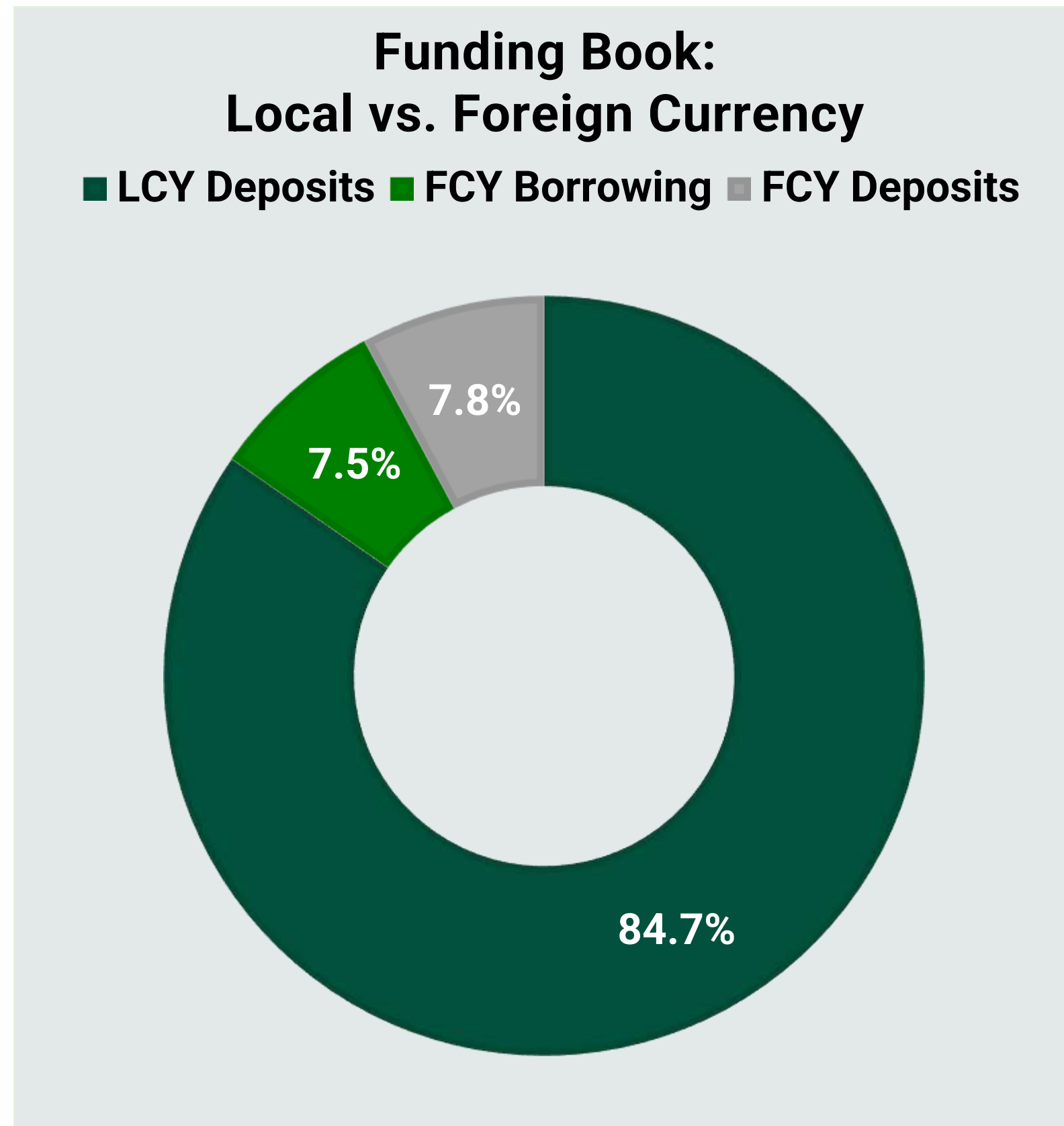


Strong capital to support future growth

Capital buffers for sustainable growth

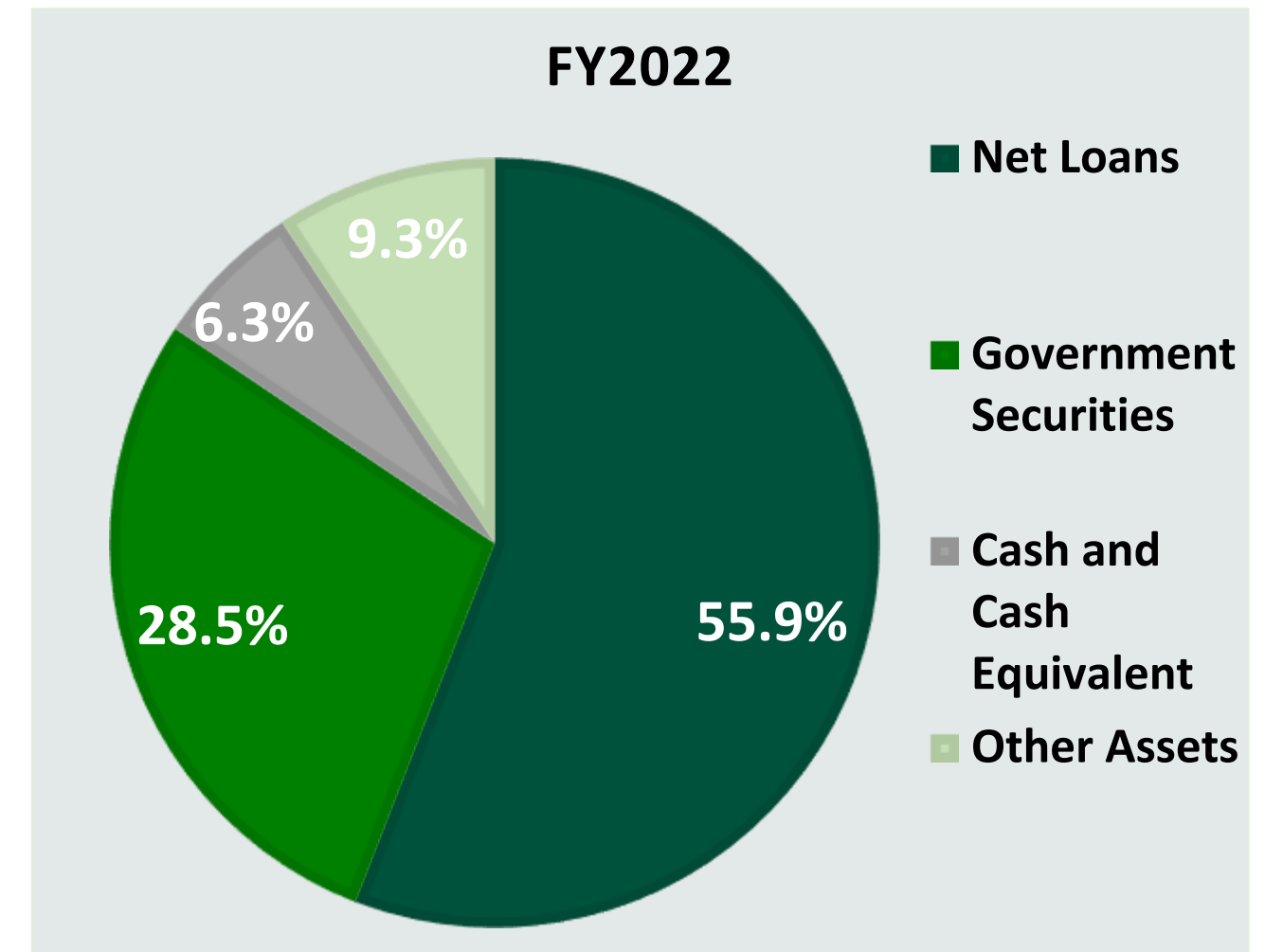
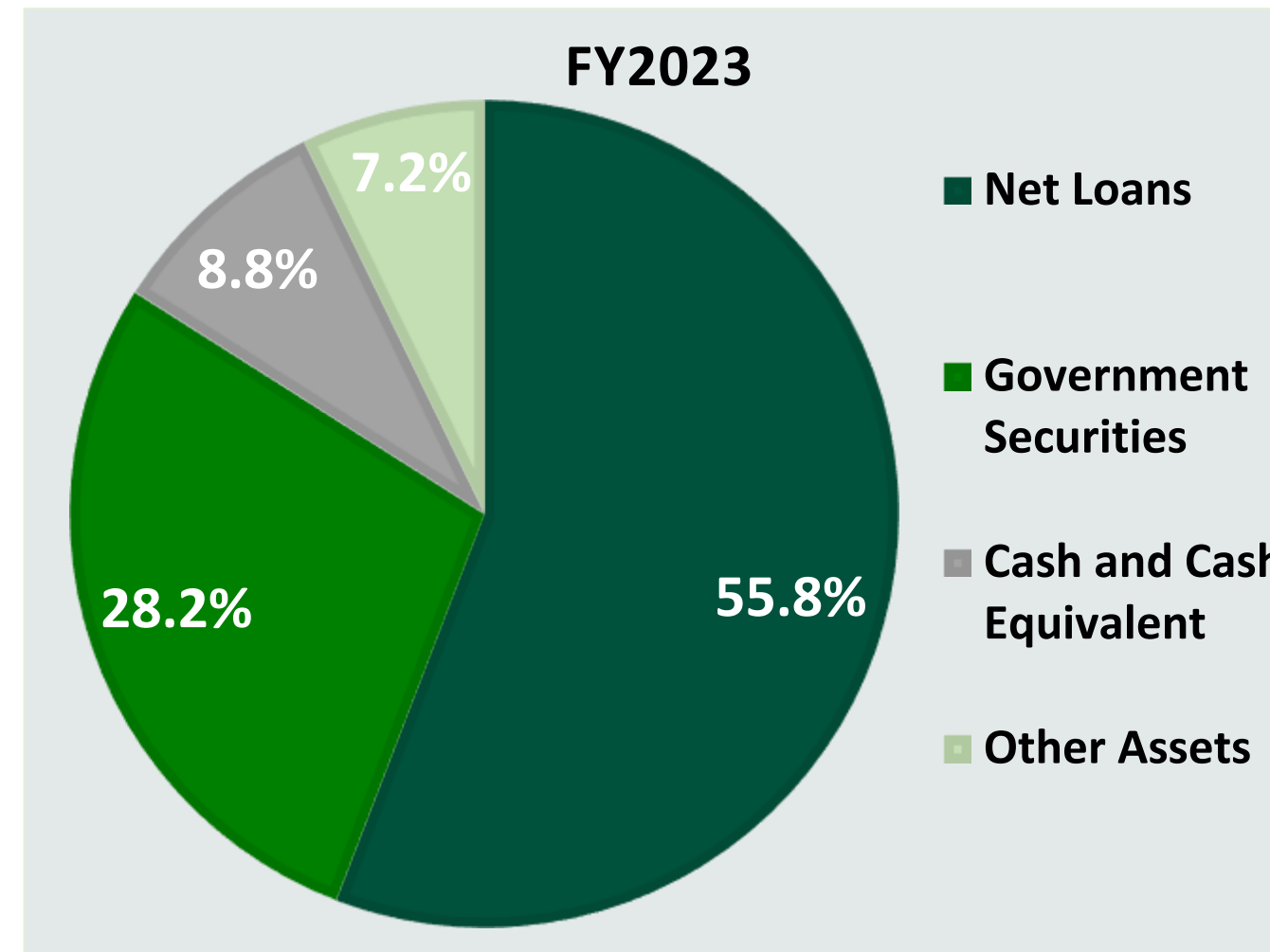


An Optimally balanced Kenya Shilling Asset & Funding book

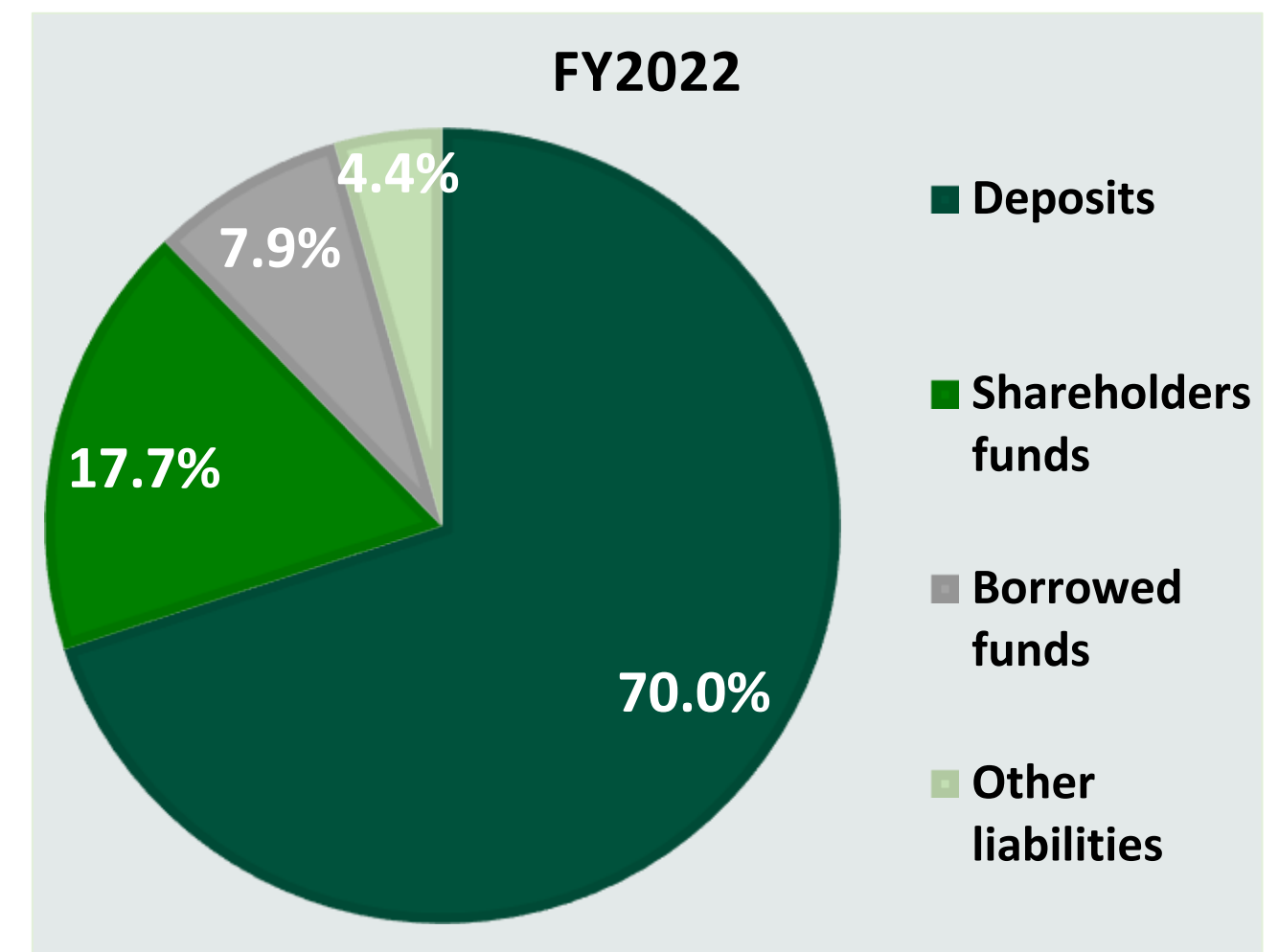
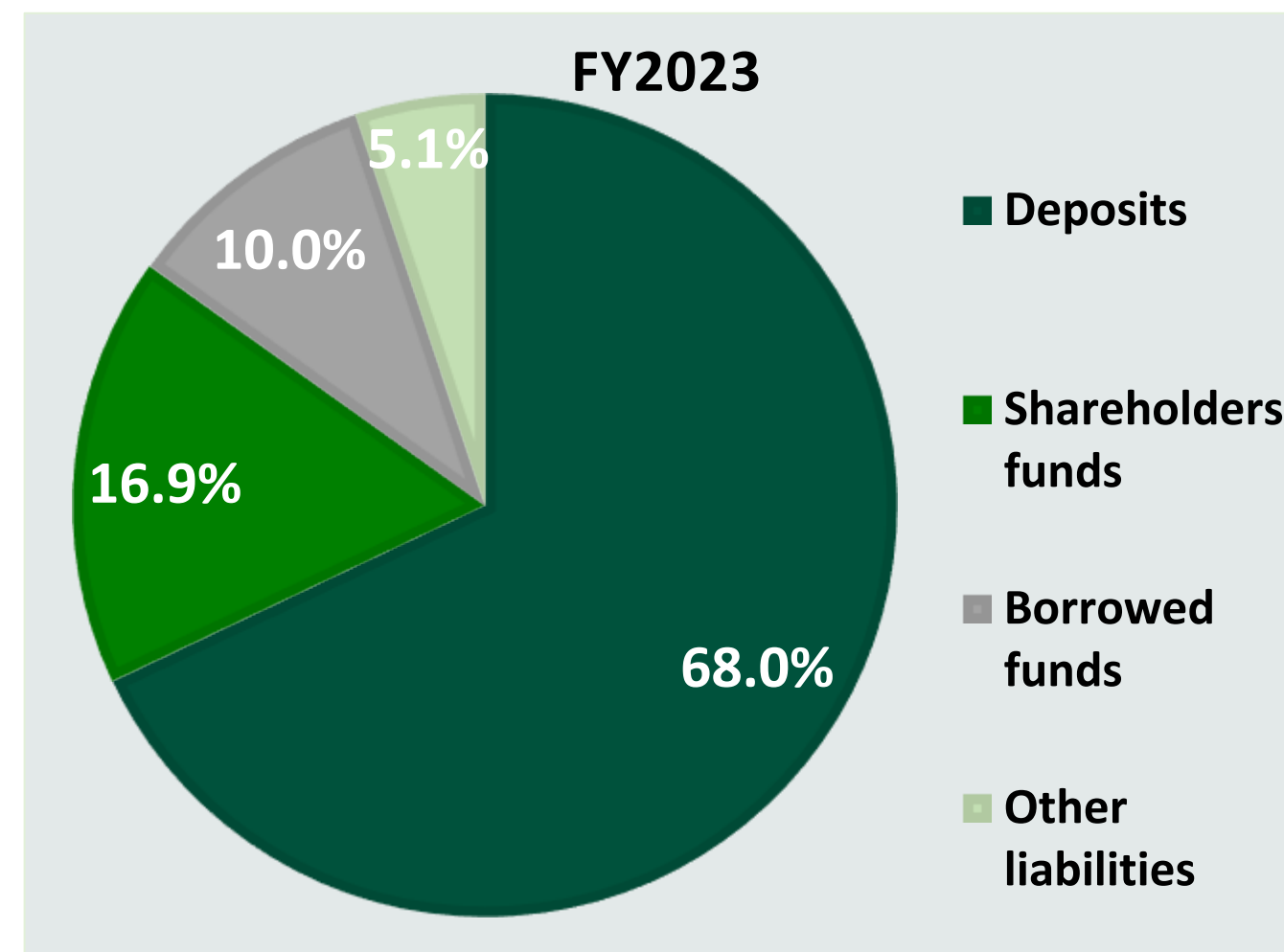


Optimal Asset and Funding Mix

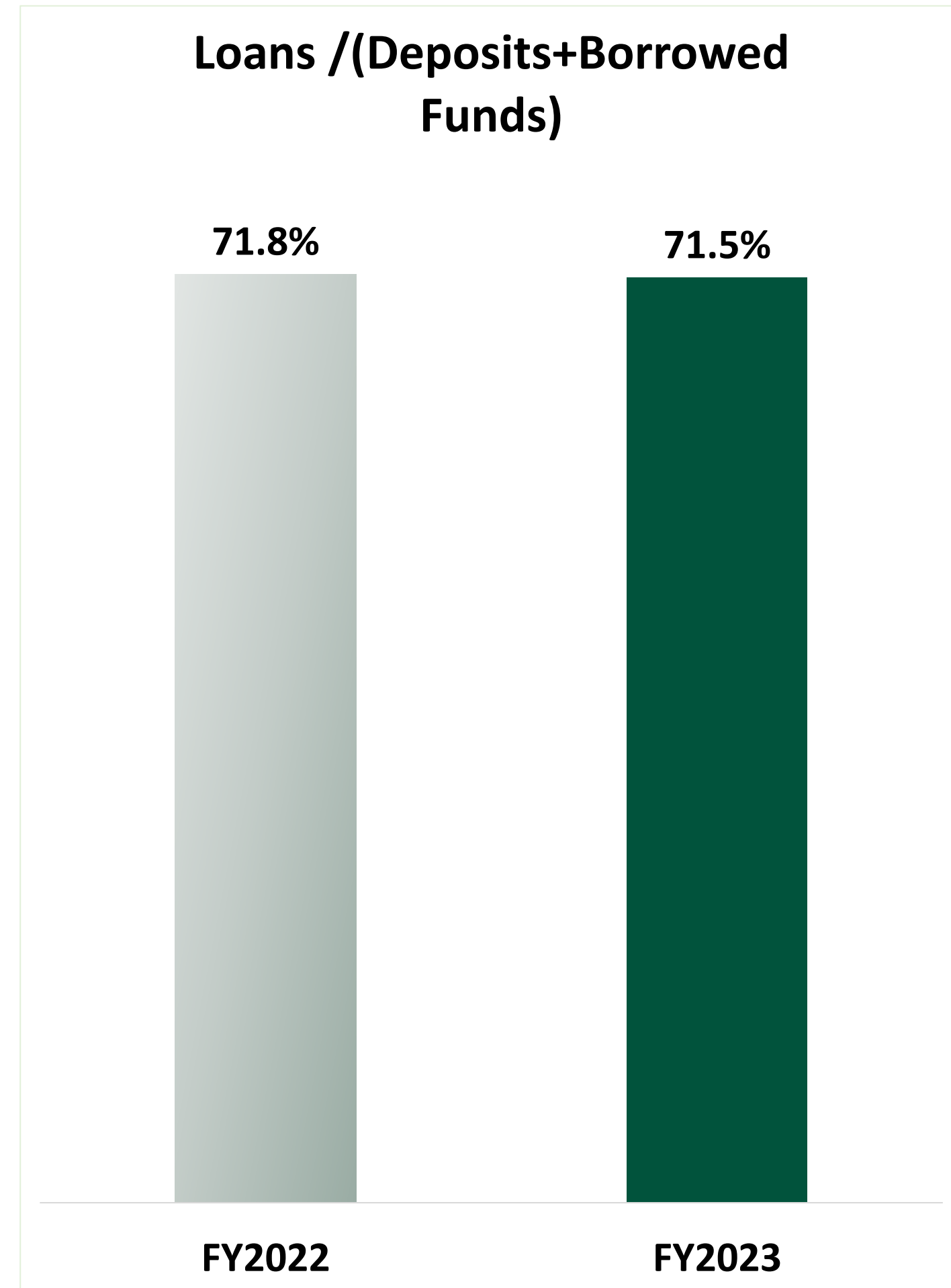
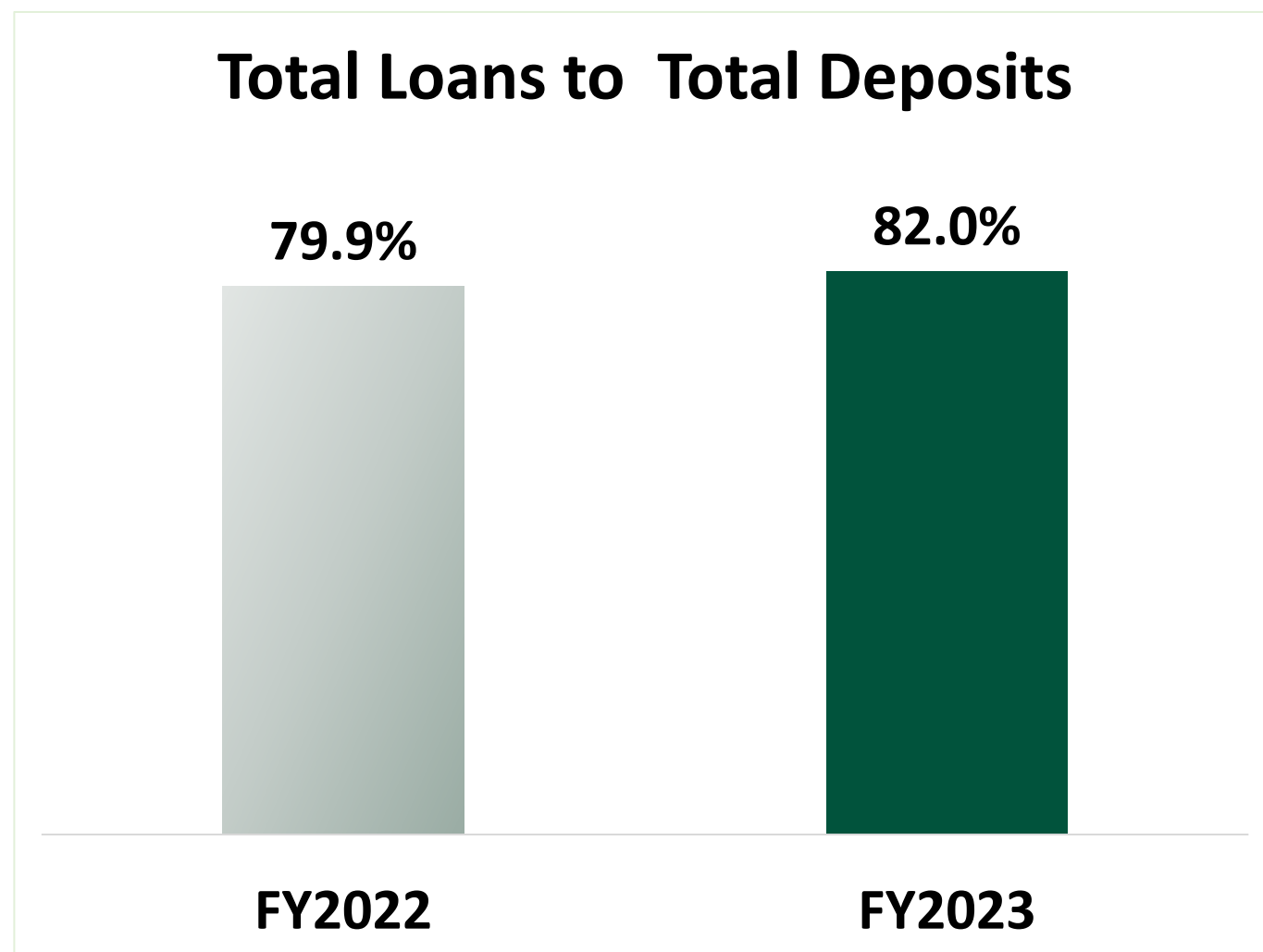
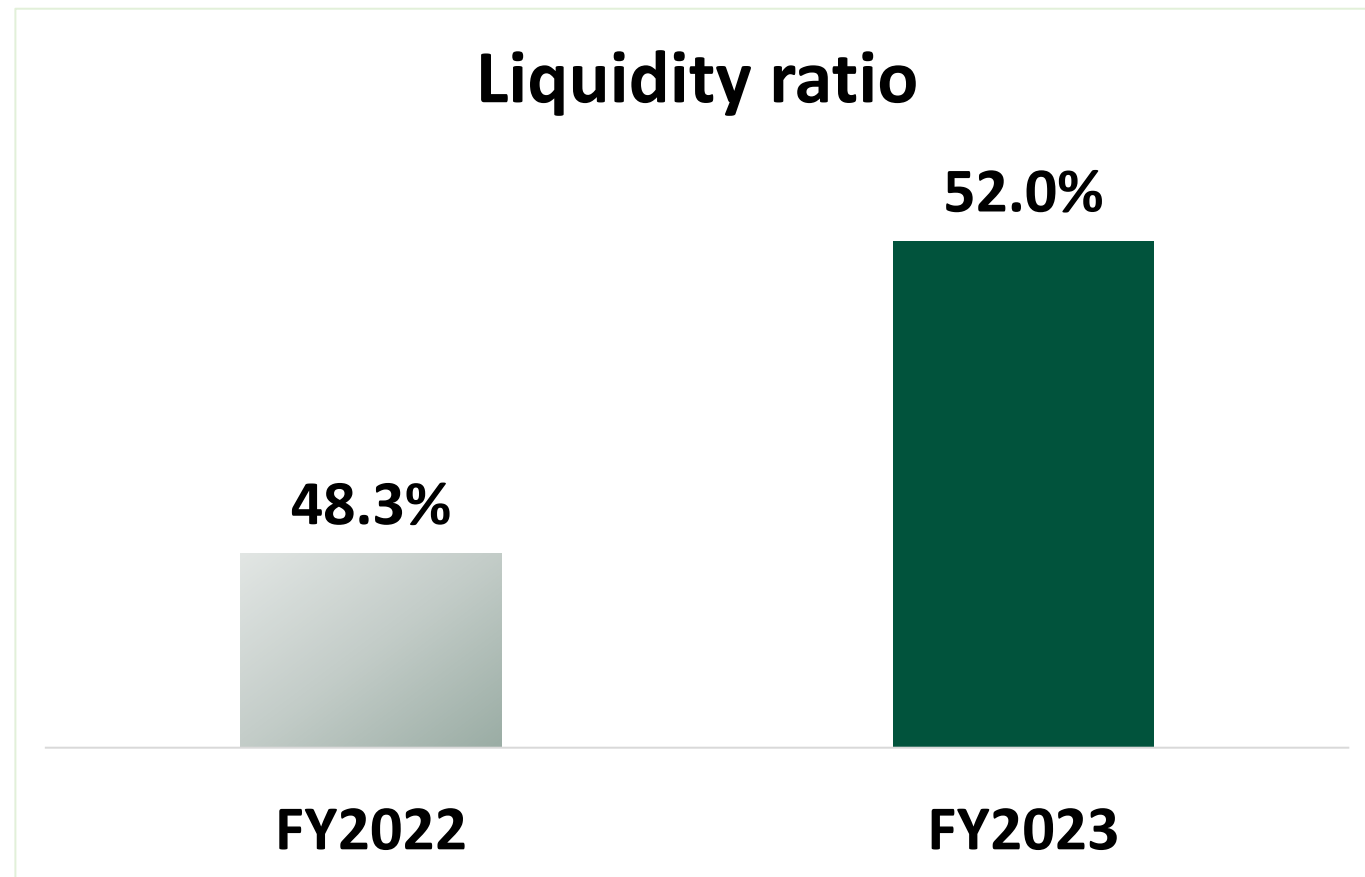
Asset Categories



Funding Categories



Strong Liquidity to Support Investments

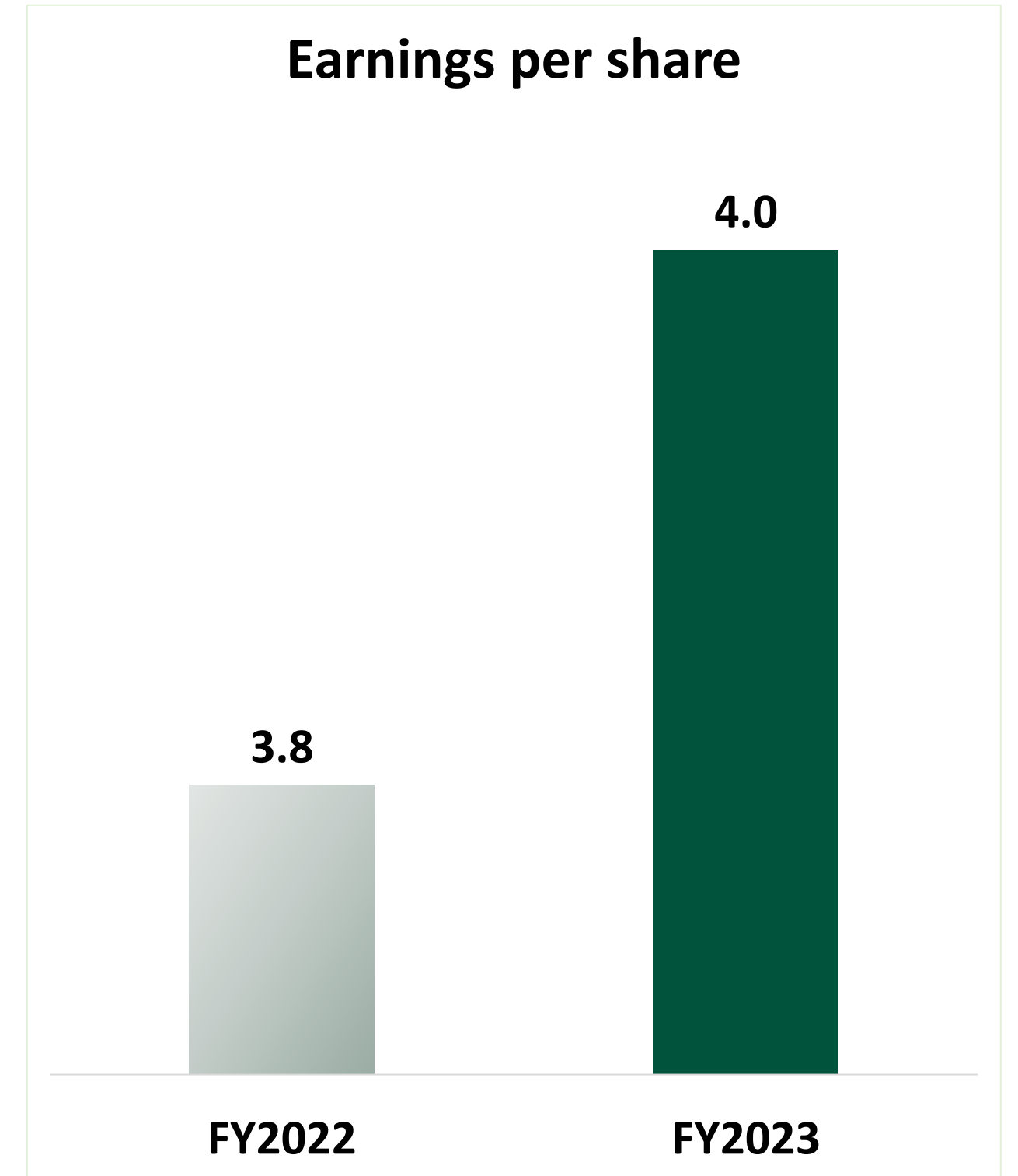
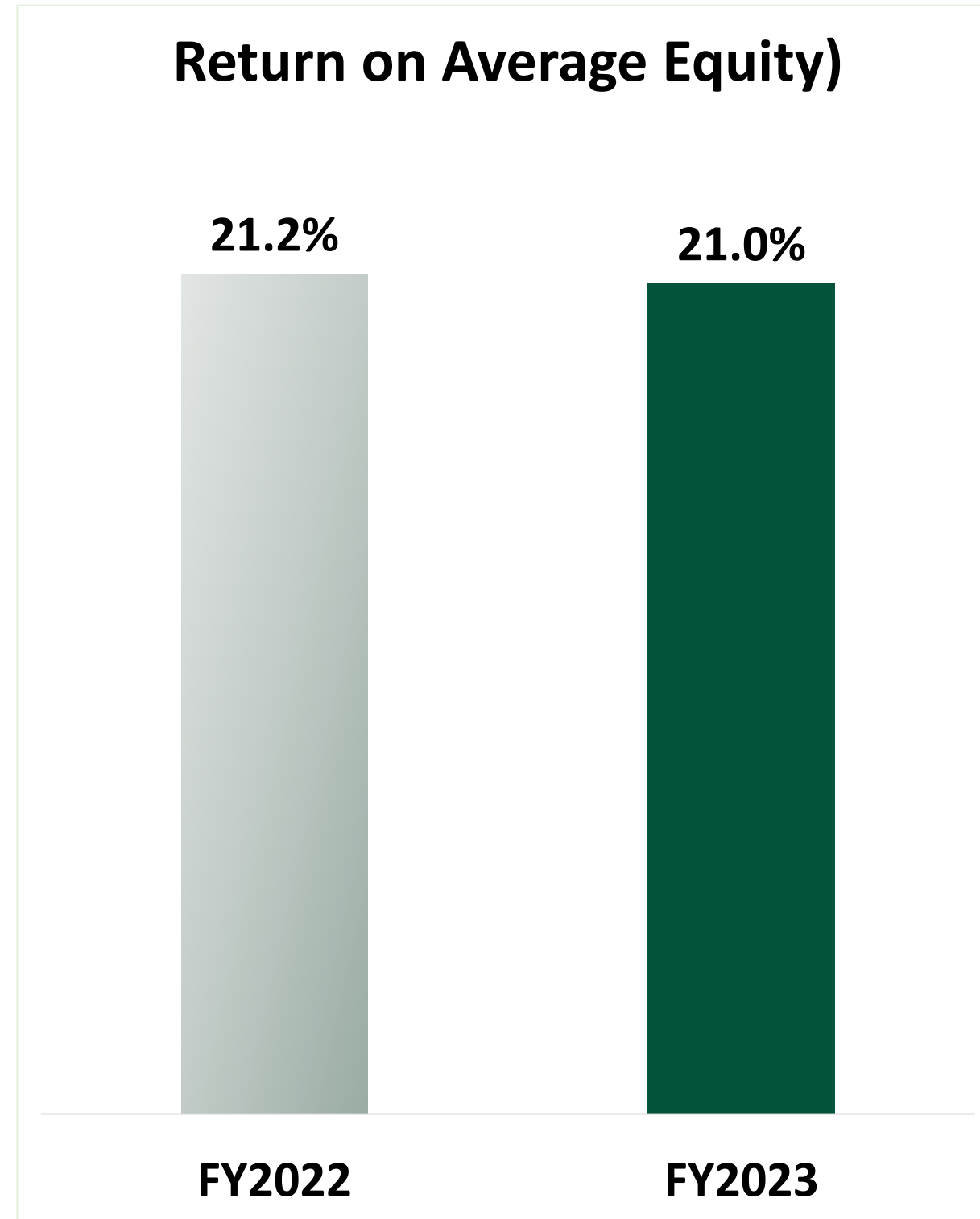
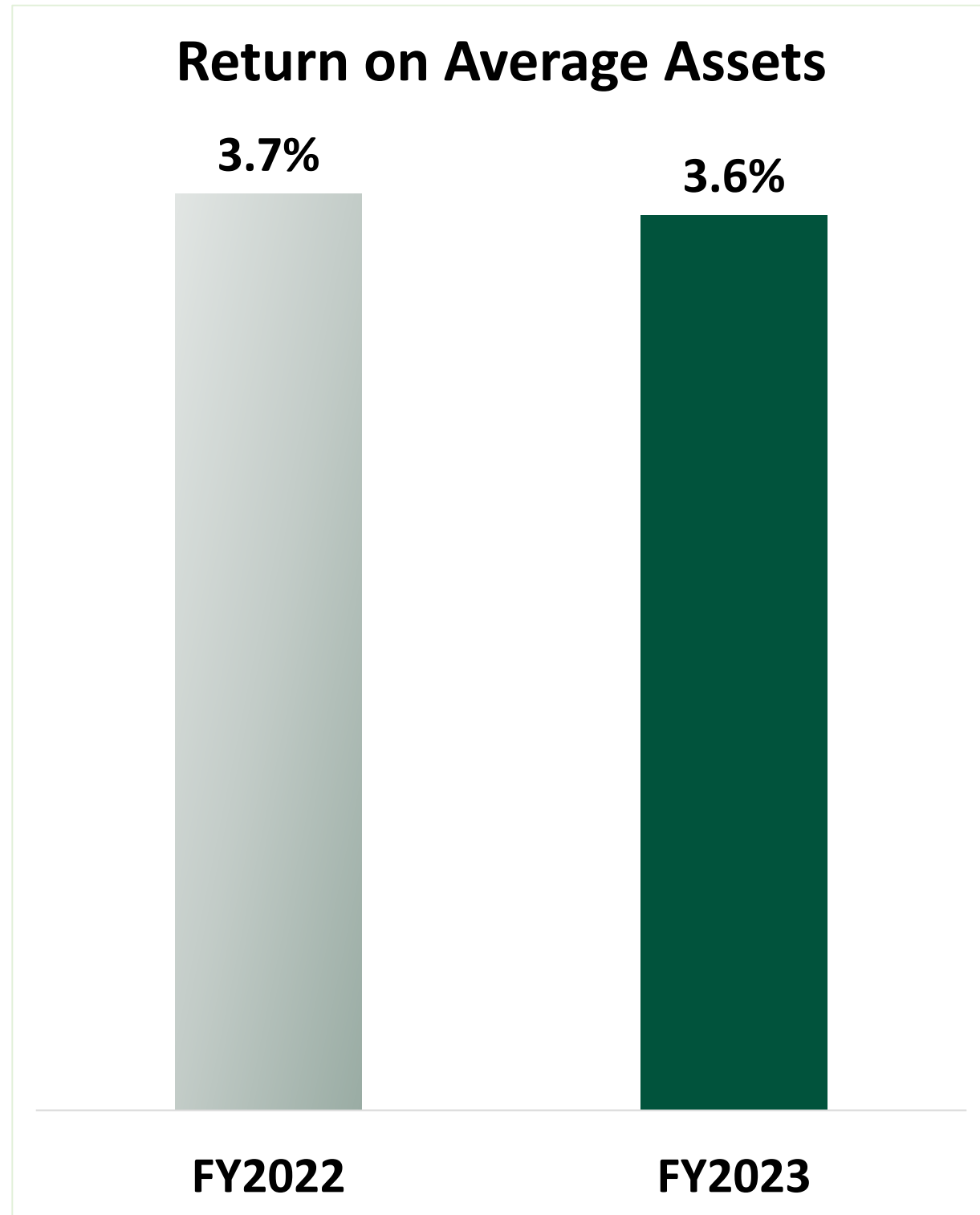


Sustainable Profitability Growth

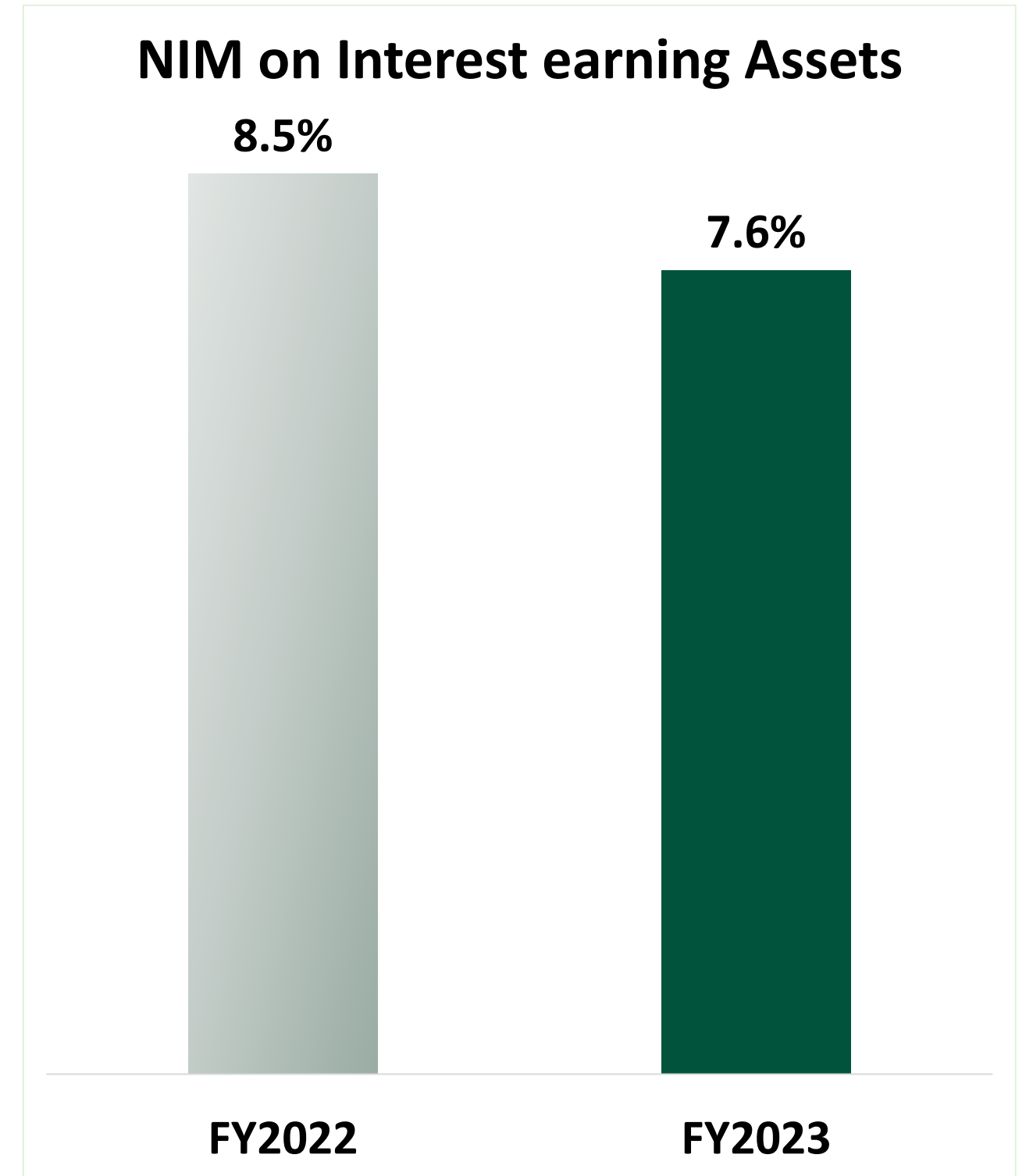
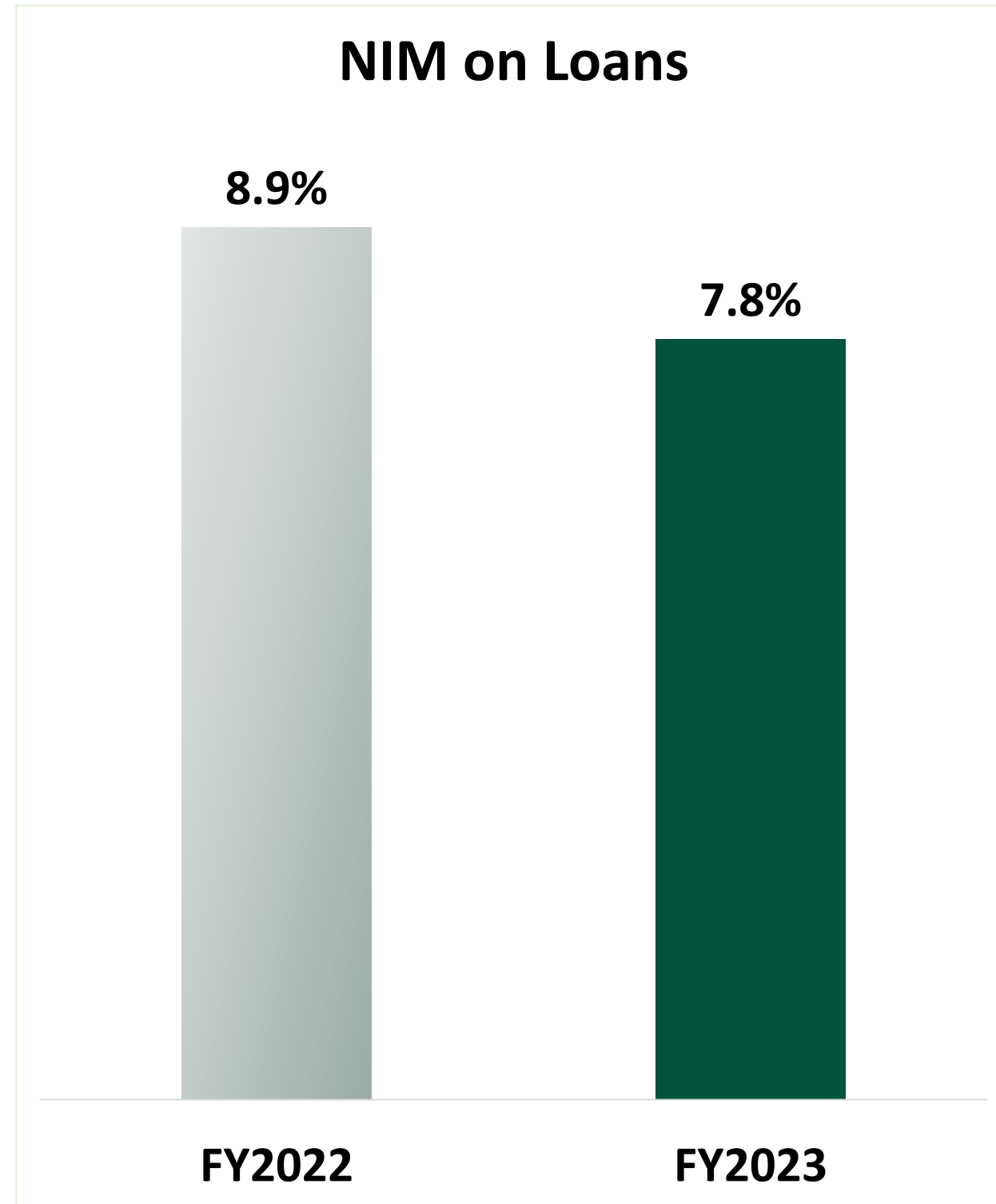
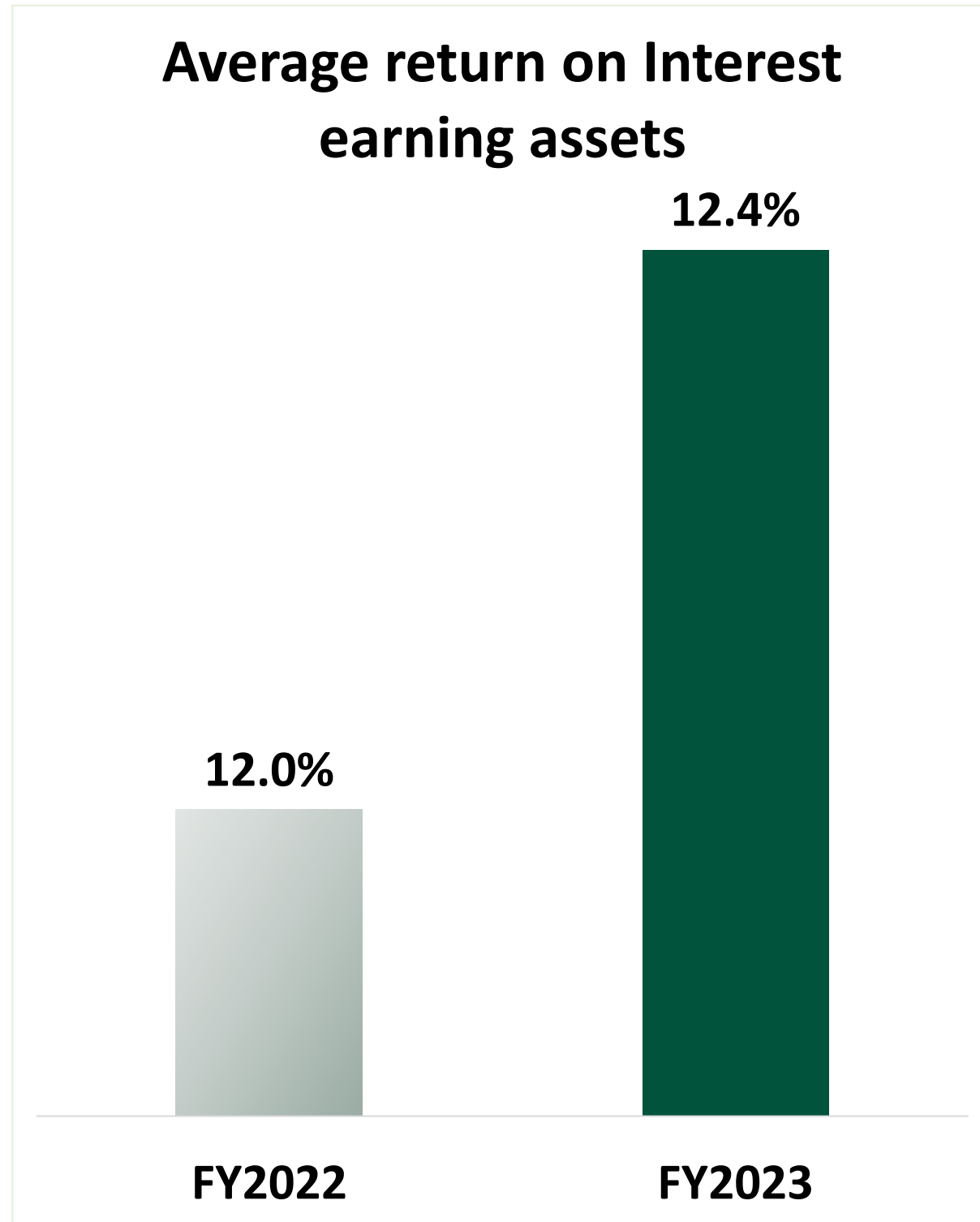
Kshs. Billions	FY2023	FY2022	YoY Change	
Total Interest Income	69.1	61.7	11.9%	↑
Total Interest Expenses	23.8	16.2	46.9%	↑
Net Interest Income	45.2	45.5	(0.6%)	↓
Fees and commissions on loans and advances	12.3	7.5	63.0%	↑
Other Fees and commissions	10.1	12.6	(19.4%)	↓
Foreign exchange trading income	3.2	4.7	(32.6%)	↓
Other income	0.90	0.93	(3.4%)	↓
Total Operating Income	71.7	71.3	0.6%	↑
Loan loss provision	6.0	8.7	(30.8%)	↓
Staff costs	16.7	14.8	12.9%	↑
Other operating expenses	17.0	18.8	(9.6%)	↓
Total Operating expenses	39.7	42.2	(6.1%)	↓
Profit before tax and exceptional items	32.0	29.0	10.4%	↑
Exceptional items-Share of profit of associate	0.3	0.4	(16.9%)	↓
Profit Before Tax	32.4	29.4	10.0%	↑
Income tax	9.2	7.4	24.2%	↑
Profit After Tax	23.2	22.0	5.2%	↑

	FY2023	FY2022	Growth	Growth
	KShs '000'	KShs '000'	KShs '000'	%
Co-operative Bank of Kenya Ltd	29,616,456	26,871,740	2,744,715	10.2%
Co-operative Bank of South Sudan	291,299	132,725	158,574	119.5%
Co-opTrust Investment Services Ltd	226,021	208,140	17,881	8.6%
Co-op Consultancy & Bancassurance Intermediary Ltd	877,137	1,013,159	(136,022)	(13.4%)
Kingdom Securities Ltd	13,191	10,658	2,533	23.8%
Kingdom Bank Ltd	1,080,687	792,556	288,131	36.4%
Co-op Bank and Subsidiaries Total	32,104,792	29,028,978	3,075,813	10.6%
Associates share of profit	259,058	398,245	(139,187)	(35.0%)
Group Profit Before Tax	32,363,849	29,427,223	2,936,626	10.0%
Income Tax Expense	9,175,482	7,389,055	1,786,427	24.2%
Group Profit After Tax	23,188,367	22,038,168	1,150,199	5.2%

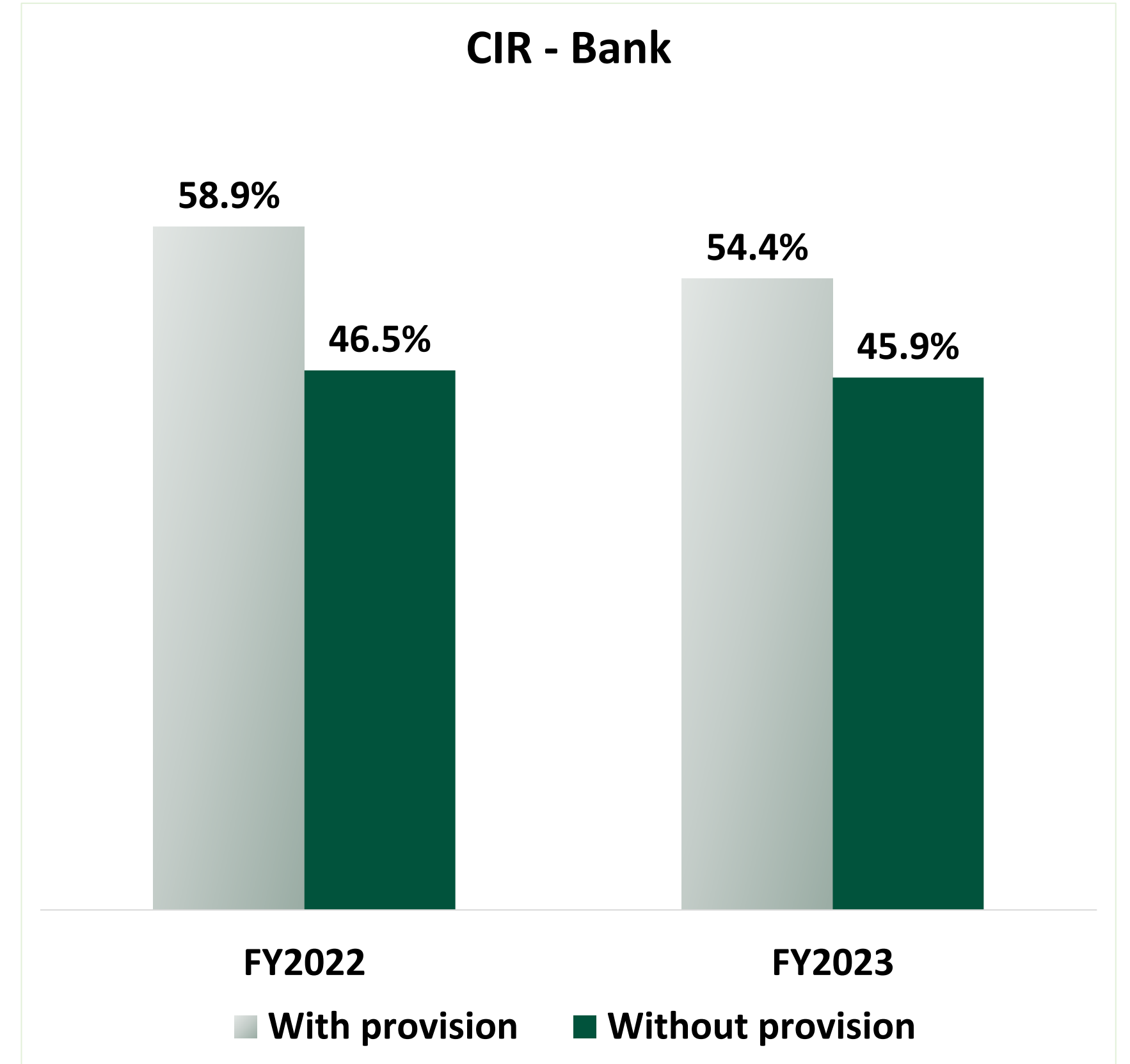
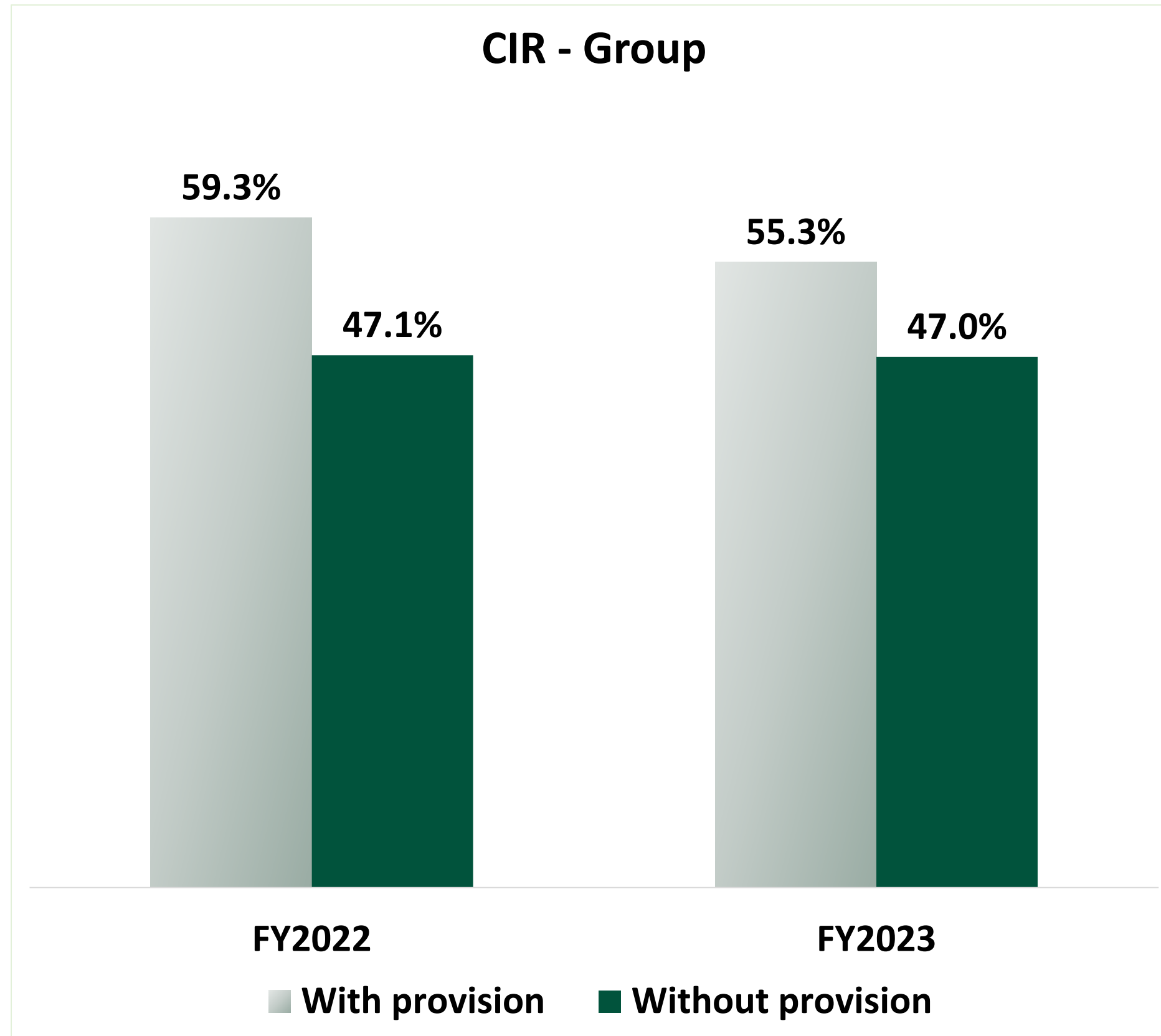
Sustainable Returns



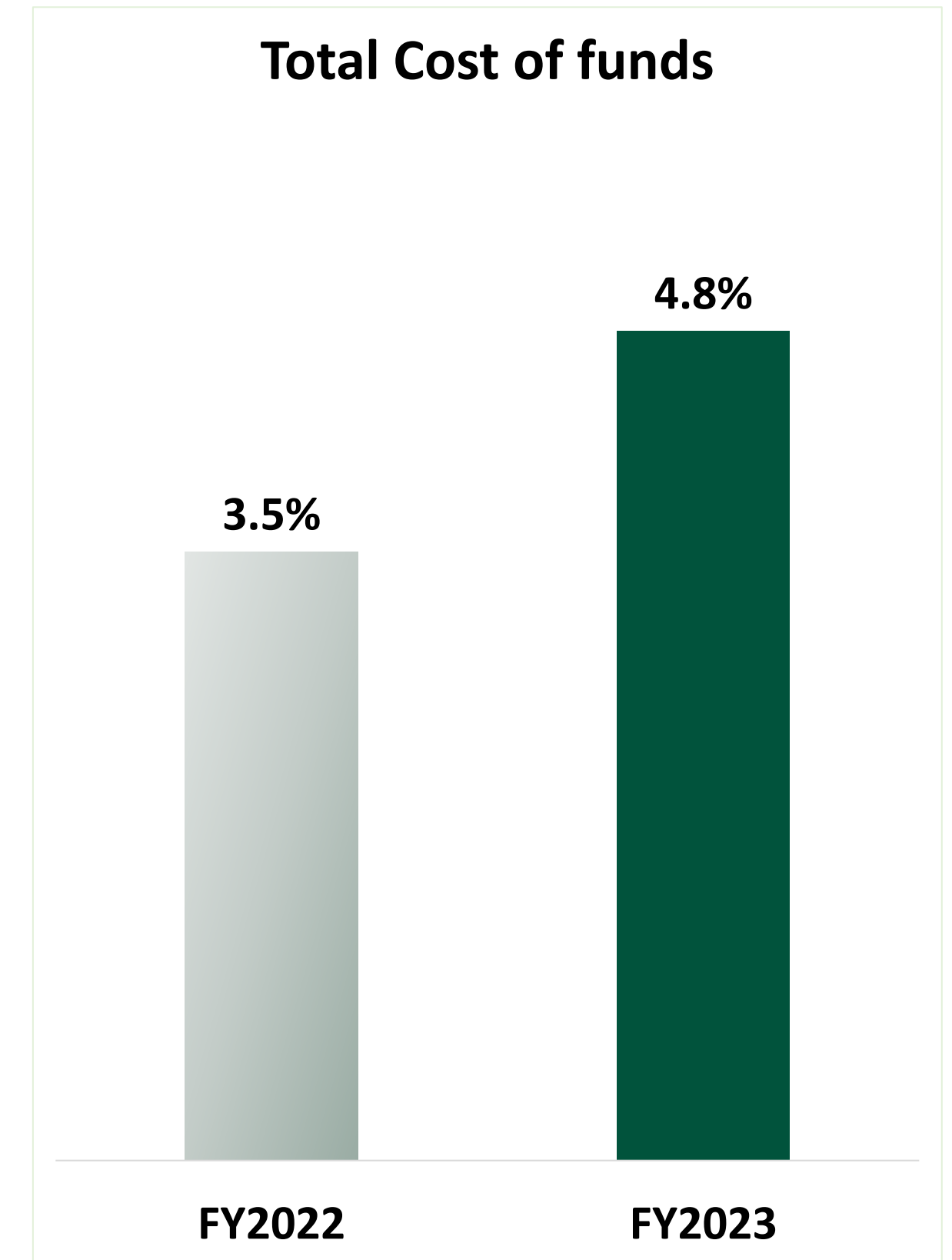
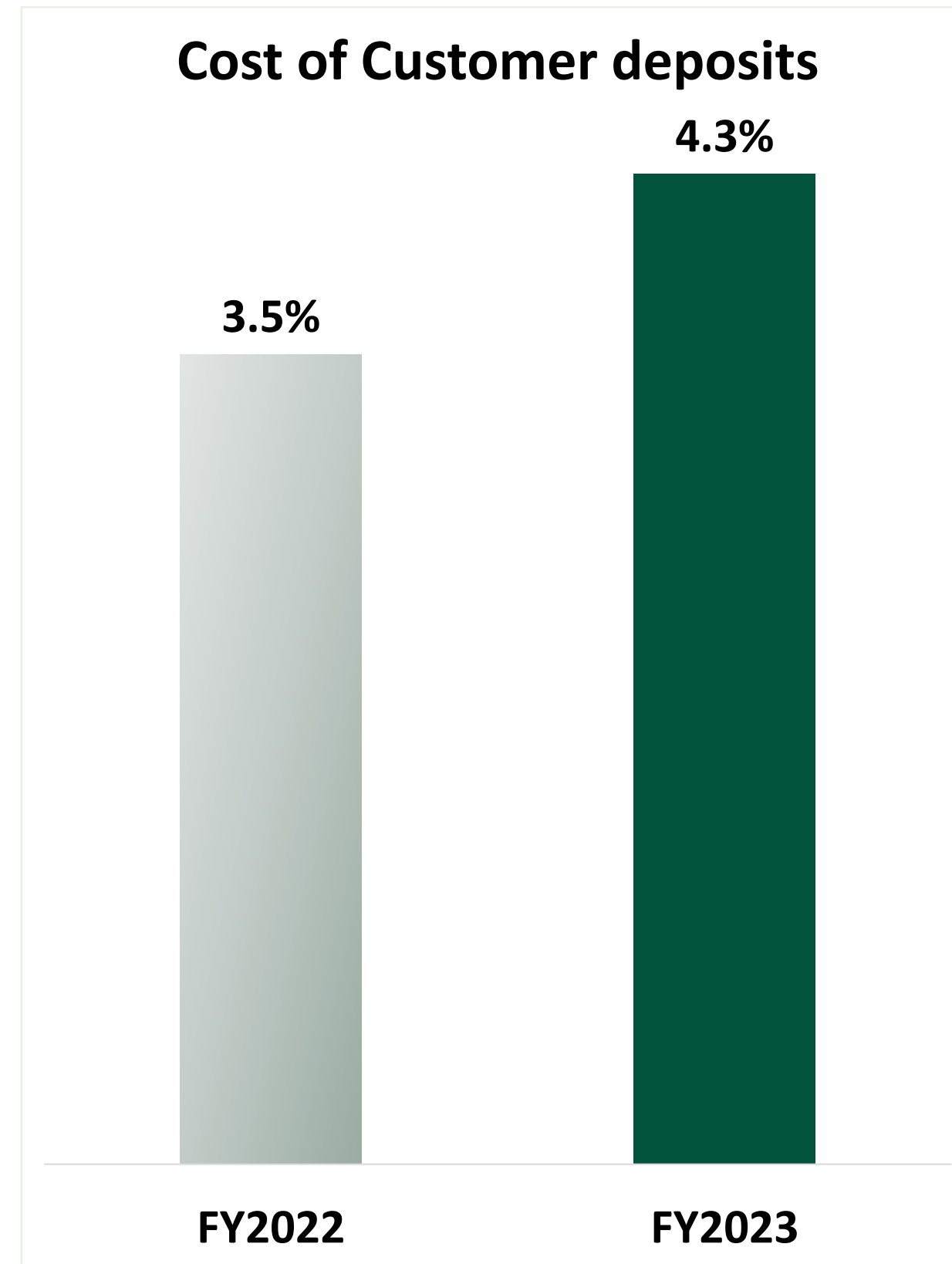
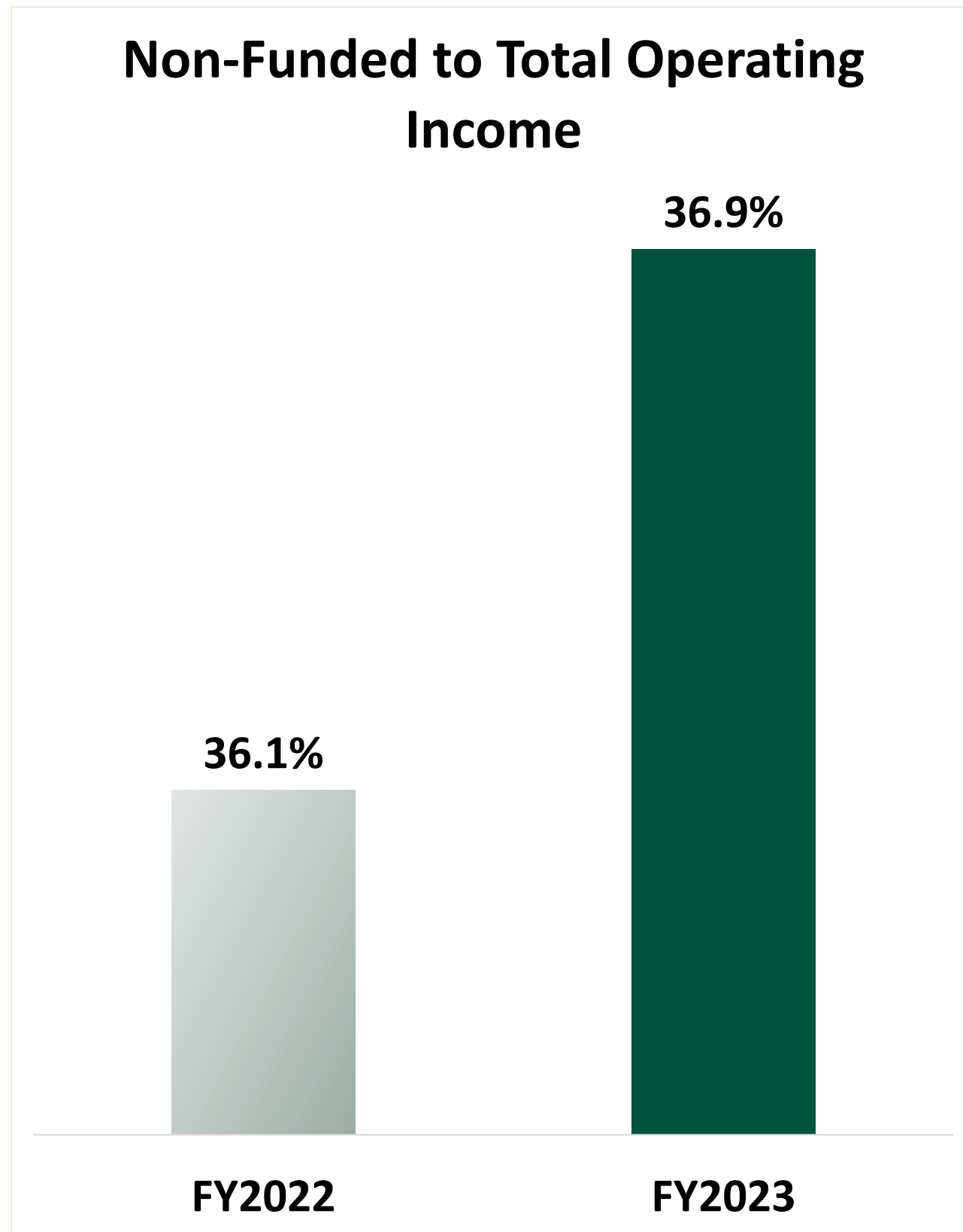
Key Ratios



Key Ratios



Key Ratios



Dividend Payment

The Co-operative Bank Group continues to execute a proactive growth strategy anchored on a strong enterprise risk management framework and deepening of our market dominance. We shall, riding on the unique synergies in the over 15-million-member co-operative movement, that is the largest in Africa, continue to pursue strategic initiatives that focus on resilience and growth in the various sectors of the economy.

The Board of Directors has recommended subject to shareholders approval at the next AGM to be held on 17th May 2024, a dividend payment of KShs. 1.50/= per share (Kshs. 8.8 Billion payment).



THANK YOU

 **CO-OPERATIVE BANK**
We are you