

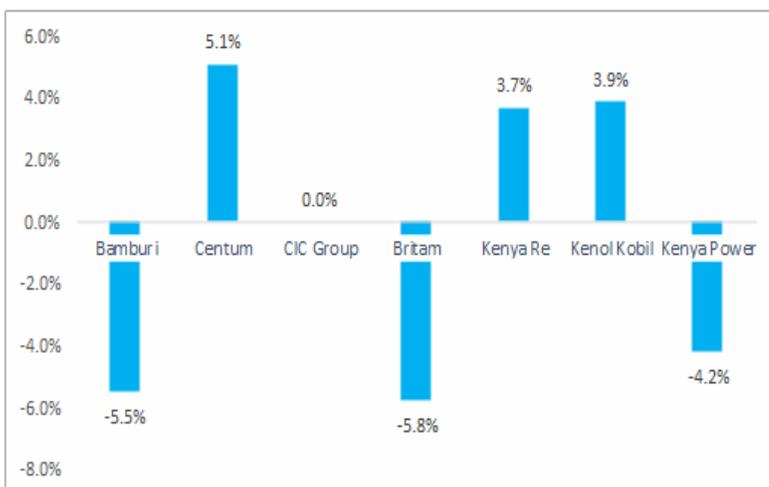
Equities:

We note that the market activity in the first month was good with the NASI (+6.1%) and the NSE-20 (+1.3%) indices both starting off on the front foot. We especially highlight that only c.46% of the stocks fell while the rest of the stocks either gained or held steady thereby indicating that the sentiment is broadly positive. We hold that there was generally a mixture of local and foreign demand which underpinned a rise in the prices on the NSE especially of the top counters. We provide a summary below of the counters and their respective performances.

Stocks	Intra-month change (%)	31/01 Closing Price (KES)	Valuation metric (P/E or P/B*)	5 Year Average of Valuation Metric	Reason for Activity
TPS Eastern Africa (TPSEA)	+13.7%	37.25	0.79x*	0.65x*	Local Demand
Barclays Bank	+10.4%	10.60	1.35x*	2.06x*	Foreign Demand
Safaricom	+10.3%	29.50	23.77x	19.23x	Local Institutional Demand
Total	+9.6%	25.75	25.00x	21.10x	Local Retail Demand
Olympia Capital	+8.2%	3.30	5.25x	14.74x	Local Retail Demand
Kakuzi	+7.9%	355.00	11.40x	18.67x	Local Retail Demand
Equity Group	+7.5%	43.00	1.84x*	2.35x*	Foreign & Local Demand
Diamond Trust Bank	+6.8%	205.00	1.21x*	1.65x*	Local Retail Demand
Kapchorua Tea	+6.7%	72.00	2.65x*	5.07*	Local Retail Demand
NIC Group	+6.6%	36.25	0.69x*	1.31x*	Local Retail & Institutional Demand

Source: Bloomberg and NICS Research

Performances of the stock picks



Source: Bloomberg

We especially note that the performances of our stock picks was in line with the performance of the broader index. We especially note that Centum (+5.1%), Kenya Re (+3.7%) and Kenol Kobil (+3.9%) gained the most on a month-on-month basis. We believe that this share price performance vindicates our strong views of the attractiveness of their investment cases. We still see more value in their investment cases as will be discussed in the subsequent pages. We hold that the weak performances of Bamburi (-5.5%), Britam (-5.8%) and Kenya Power (-4.2%) are just temporary blips that we believe will correct in the medium-term.

Catalysts and Risks Going Forward.



Political resolution key to resumption of strong risk appetite: We still hold that the resolution of the political situation is likely to act as a key boost to the equity upside story that began last year. We believe that the momentum generated by foreign investors in the first half of last year is unlikely to be replicated this year in the event that the current political tensions are sustained. We believe that the level of political risk is likely to be lower in 2018 than in 2017. We see the prospect of dialogue between the two main political factions being a possibility thus providing scope for a decrease in political risk in the year ahead.

Banks, insurance and cement companies' earnings results: We also see earnings reports of various companies such as banks, insurance and cement companies (to be released between now and end of March) to catalyze market activity. We generally expect banks to post lower earnings growth owing to the interest rate capping law. We expect further guidance on the implementation of the IFRS 9 accounting standard that is expected to affect industry profitability. We expect mixed results from insurance companies with some (such as Jubilee) expected to perform much better than others (such as Britam which issued a profit warning).

- ❏ **Foreign Exchange:** The currency was relatively well behaved (+0.88% to USD/KES 102.4) over the course of the previous month owing to foreign inflows that were driven by the infrastructure bond that the government issued last month. We are also informed that there was low demand for the dollar owing to low import activity. We believe that a resumption of economic normalcy over the course of the year would put more pressure on the currency owing to enhanced import demand. We believe, though, that the currency is likely to play within the USD 102-103 band for the remainder of the year.
- ❏ **Inflation:** In the first half of last year, there was widespread concern about the likely trajectory of food inflation owing to the fact that the significant expansion of food inflation (Jan'17-May'17: +898 bps to 21.52%) during that interval had shown little signs of slowing. The hope of a turnaround in the inflation story was hinged on the long rains (expected to fall between March-May) which were expected to ease drought that was being experienced at the time and hence put downward pressure on both the food and headline inflation. Since June, a material difference has been witnessed with the food inflation falling (from 15.81% in June) to 5.79% in November. The fall in the food inflation coincided with the drop of headline inflation to a 55-month low of 4.50% as of December. Last month, we note that the inflation rate marginally gained to 4.83% owing to a marginal increase in food and fuel prices. We expect the inflation rate to peak at 7% this year owing to favorable weather that is expected to put downward pressure on food prices.
- ❏ **Fixed Income and Treasury Bills:** Last month, we note that the CBK issued a KES 40bn infrastructure bond that realized a 38% over subscription. We believe that the bond's 12.5% interest-free coupon made the IFB very attractive. We were surprised to see the CBK accept only KES 5bn of the KES 55bn owing to the fact that the bids were deemed expensive by the CBK. The bank subsequently issued a tap sale whereby KES 37bn was accepted thereby surpassing their KES 40bn target. The T-bills have remained fairly static with yields ranging between 8% and 11% for the 91 and 164-day papers respectively. We expect minimal deviations in the yields going forward.

STOCK PICKS

Bamburi Cement: BUY at TP of KES 242, Current Price KES 178.00

- ❏ Despite Bamburi Cement issuing a profit warning for FY17F, We still rate it as a BUY given that it is near to medium term outlook. 2017 was always going to be a challenging year for cement companies with empirical evidence showing a deceleration in cement consumption in election years due to a slower investment rate. Furthermore, a significantly slower private sector credit growth limited credit access to the construction sector. Going forward, the company is banking on growing its capacity (+1.8 million tonnes) which should be ready for commissioning in mid-2018 which will enable BMBC maintain/grow its market share thus growing its topline. We also see stable cement prices as commodity prices begin to recover.
- ❏ BCL's Kenya grinding capacity has not increased significantly in the past 10 years, only growing by 13% in that period, while all around it, new entrants and existing players (ARM Cement) ramped up. A few investors questioned BCL's ambition as its capacity utilization crept up to the 80-90% band in the past 5 years limiting sales, resulting in its volume market share contracting. This is finally being addressed with 0.9mtpa to be introduced at the Nairobi Grinding Plant (NGP) while 0.8mtpa will be introduced in Eastern Uganda, meaning Hima Cement will operate from either side of Kampala. We see this as timely given the high utilization in both Kenya and Uganda at 96% and 92% respectively as at 2016. This works out to a combined capacity utilization of 95% as intimated by management.



☐ We maintain our TP on a better outlook for cement prices and increased sales volumes, underpinned by a rising utilization rate and a rebound in private sector credit growth respectively. Furthermore, the planned commissioning of new capacity is timely given BCL's current capacity constraints. We like the strategic shift to have two plants in Uganda. We see this saving freight costs and making Hima Cement more competitive in Uganda. On the flip side, both plants are purely grinding plants meaning BCL will have to use imported clinker in the interim, increasing production costs. They are however currently prospecting for additional limestone reserves to boost their clinker capacity in what they are referring to as 'phase 2' of their expansion. BCL trades at a trailing PE of 9.73x. Our TP implies the counter re-rates to 16.7x.

Centum (Unrated). Current Price: KES 46.00.

- ❏ **PBT falls by 21% on underperformance of financial services subsidiaries:** Centum Group posted a drop in its half-year PBT (-21% y/y to KES 2.2bn) largely driven by a material contraction (-35% y/y to KES 1.6bn) in income from financial services. Management attributes the dip in income to reduced fee management income and interest income witnessed in its asset management (GenAfrica and Nabo) and banking (Sidian) subsidiaries respectively. The financial services division subsequently realized a loss (KES 111.5m) thus reversing last year's profit (KES 571.3m). The company's trading business, however, was immune to the tough operating environment (between March and September) with a solid (+9.4% y/y) jump in trading profit (to KES 548.9m) being the evidence of the division's resilience. We also note that investment and other income also grew (+15.4% y/y to KES 2.2bn) which we attribute to unrealized and realized gains made in its real estate portfolio.
- ❏ **Beverages business underpins solid trading profit growth:** We note that the trading business (beverages, agribusiness, utilities and publishing) posted a stronger growth in sales (+15.8% y/y to KES 4.8bn) owing to improved performance (+8% y/y to KES 4.0bn) in the beverages business (c.86% of trading sales). The publishing business (c.11% of trading sales) also performed materially better (+41%) on a year-on-year basis. Direct and other operating costs, however, increased materially (+16.7% y/y to KES 4.2bn) predominantly driven by the beverage business.
- ❏ **Focus turns to turning around financial laggards:** As has been mentioned in the first paragraph, we note that the financial services division reversed its profit in 1H17 to post an operating loss in 1H18. Nevertheless, the group is keen on turning around the division's performance with plans afoot to improve Sidian's contribution of non-funded income to the total income (c.20% as of 1H17) of the bank (to 50% by FY18) for instance. We also believe that efforts to improve its sour loan book (NPL Ratio: c.18% as of 1H18) are underway in order to usher the bank back into profitability. We believe that the asset management divisions' turnaround is based on a resumption in risk appetite in the financial markets as a whole which the business expects to happen from the beginning of CY18.
- ❏ **Strategy ticks all the boxes; execution is key:** We are quite constructive on the group's outlook. Our view is informed by their focus on squeezing more profits from the trading business (through revenue acceleration and cost containment) and aggressively rolling out plans to execute their rich project pipeline (real estate, education and health sector projects in particular). Moreover, we like their efforts to deliver (Debt-to-Equity Ratio: FY17: 33% vs. 1H18: 28%) by retiring their Equity-Linked Bond (KES 4.3bn). However, we believe that execution of the projects is likely to be key risk to the group's rosy outlook. We note that failure, for instance, to aggressively sell construction ready sites as well as quickly turning around the financial services subsidiaries would taint (at least temporarily) the solid business momentum that the group has had for the last 6 years (c.26% CAGR growth in NAV). That said, we note that the company's stock is trading (KES 46.00) at a lower point than the latest NAV (KES 62.50) would suggest therefore implying that now would be a good time for investors to buy.

CIC Insurance Group (Not rated): Current Price KES 5.60

- ❏ CIC posted a solid rise (+28% y/y) in its 1H17 PBT (to KES 429.51m) primarily driven by an increase in the net earned premiums (+16.7% y/y to KES 5.88bn) and in investments and other income (+54% y/y to KES 1.98bn). The CEO is on the record as saying that the gross written premiums (+20% y/y to KES 7.59bn) which underpinned the rise in the net earned premiums, can be attributed to an increase in the distribution channels. The improvement in fortunes at the NSE is responsible for the widening of the investments and other income.
- ❏ Total expenditure also grew significantly (+25.5% y/y to KES 7.09bn) buoyed by the rise in operating and other



expenses (+25% y/y to KES2.92bn) and net claims and policyholder benefits (+27.2% y/y to KES 4.07bn). Finance costs marginally slipped (-0.5% y/y to KES 323.2m) while the share of loss of associate amazingly shrank to KES 1.895m (from KES 10.77m) in the previous year.

- ☐ Going forward, CIC plans on continuing to leverage of investment in technology to make their business processes more efficient, and offer convenience to the customer. In addition, CIC hopes to tap into the micro-insurance segments (Cooperative and Mutual Micro insurance) through new micro insurance products cutting across life, medical and property insurance. This same model will be replicated across its regional offices in Malawi and Uganda which have a developing cooperative sector. Additionally, new guidelines from the government indicate that the government will disburse KES 600 for every boarding and day school student for their insurance needs. This is expected to aid schools in meeting the insurance premiums as this expense has been the biggest impediment to schools getting covers.
- ☐ Similar to other insurance companies, we expect the recovery in the stock market to be a positive for CIC. In addition, the elimination of one-off expenses (provisions and reserves) will likely boost FY17 performance. While CIC is currently trades at a very high valuation (trailing P/E 80x), we believe that the cost efficiency and product rationalization efforts are poised to restore earnings growth and thus justify the high valuation.

Safaricom. HOLD at TP: KES 25.85; Current Price: KES 29.75.

Safaricom's reported 1H18 EPS increased by 10% to KES 0.65, marking the slowest first half growth since a 47% y/y contraction reported in 1H12A. The run-rate EPS is 3% behind our FY estimate of KES 1.34. The key non-voice revenue streams of MPESA and data reported slower than expected growths due to a tough macroeconomic environment and lower prices on increased competition. The second half looks set to be affected by the boycott of Safaricom services called by the main opposition party NASA over the telco's alleged dalliance with the ruling party in the nullified August 8th election.

- MPESA revenues (26% of service revenues) decelerated from 34% y/y to 16% in 1H18, the first deceleration in four years (1H14). Management allude to reducing 'bank to MPESA' transfer charges by c.33%, while person to person (P2P) transfers charges declined by 27%. These reductions are likely in response to increased competition from both Equitel and PesaLink. The former now accounts for 25% of the total value of mobile money transactions, according to the CA's latest quarterly statistics achieved in less than three years of service. Additional cuts were effected on Lipa Na MPESA (LNM) tariffs by 50% in the same period. Average transactions per user per month however increased by 13.6% to 11.
- Mobile data (15% of service revenues) continued to decelerate, growing by 31% in 1H18 versus the 46% growth reported in the corresponding period last year. This points to a likely FY18F deceleration, akin to what we have observed in the three preceding financial years (FY15A; +59%, FY16A; +43%, FY17A; +38%). Safaricom reports increased usage per user in those years (FY15A; +38%, FY16A; +77%, FY17A; +52%, 1H18A; +66% to 382MBs) implying either that a slower accretion in subscriber numbers or lower data charges are culpable for the deceleration. The former is ruled out because the absolute subscriber net-adds have risen y/y in that period. The deceleration in data revenues is therefore due to lower prices, which declined by 29% y/y in 1H18 (1H17; -16%). Data consumption is price elastic and Safaricom is responding to increased competition from its cheaper rivals especially in the youth segment.
- Voice revenues (41% of service revenues) accelerated y/y to grow at 3.6% from 1.1% the year before. With both ARPU and Minutes of Use (MoU) declining by 7.8% and 7% (NICS estimate) respectively, the acceleration can be ascribed to a more robust increase in subscriber numbers. The net-adds in the twelve months to September 2017 were 2.9m subscribers compared to 1.5m in the corresponding period last year. In that period, Safaricom reported an average tariff decline of 1%. The ability to grow subscribers by this quantum will be tested in 2H18 by the boycott call by the opposition. The churn rate is likely to rise from 24.6% reported as at 1H18.
- **Maintain HOLD at TP of KES 25.85 (Previously HOLD at KES 22.58):** Management maintained EBIT and Capex guidance for FY18F at KES 71-75bn and KES 35-38bn respectively. We however increase our EBIT estimate to KES 76.5bn from KES 73.9bn previously, largely on lower costs. But because we also moderate our service revenue growth to 9% from 16% previously, our EPS

remains flat at KES 1.34. This implies Safaricom's seasonality trend of having a stronger 2H is maintained. This is notwithstanding the impact of the boycott of Safaricom services called by the opposition coalition, which at present is difficult to quantify. Upcoming CA's quarterly statistics will help shed some light on this. Nonetheless, the reducing effects of drought should support disposable incomes of a section of subscribers. In summation, We see Safaricom facing a period of slower earnings growth (FY18F; +11%, FY19F; +10% vs. FY17A; +27%, FY16A; +20%, FY15A; +38%). A higher exit PE derived from the average 12 month trailing PE of 22x results in a higher blended TP of KES 25.85. **HOLD.**

BRITAM (Not rated): Current Price KES 13.15

- 1H Gross premium earned and fund management fees increased (+6.2% to KES 11.69bn) while net insurance benefits increased by KES 3.1bn (to KES 6.7bn) driven predominantly by an alteration of the valuation methodology from the net premium valuation to gross premium valuation methodology which was effected last year.
- The group's asset base rose (+8% to KES 90.6bn) as of June 2017 relative to December 2016. Assets under management have grown significantly (+14% to KES 124.5bn) relative to December 2016.
- Going forward, we expect maritime insurance to drive further growth for the industry following recent regulatory changes that requires commercial importers to take insurance exclusively with local underwriters. We believe that Britam, being a market leader with a reputable brand and significant financial capacity, will be a key beneficiary. The insurer launched a self-service online portal late last year in a bid to tap into the KES 23bn marine business. According to the Association of Kenya Insurers (AKI) 2016 industry report, Britam is currently the largest marine insurance underwriter in Kenya, with a market share of 11%.
- We also believe that the counter warrants investor confidence considering that two institutional investors (IFC and AfricInvest) have pumped in (or are planning to pump in) in KES 9.25bn in the company to acquire 10.37% and 14.3% stakes respectively.
- Currently Britam trades at a trailing P/E of c.10x.

Kenya Re (Not rated): Current Price KES 19.50

- 1H17 PAT increased by 4% to KES 1.6bn. Total income grew by 7% boosted by a 9% growth in net earned premium to KES 7bn.
- Total outgo was outpaced by total income, growing at 8% to KES 6.5bn. This was due to a marginal increase in net claims and policyholder benefits of 2% to KES 3.6bn.
- Kenya Re opened its Zambia regional office in November 2016, in line with its regional expansion strategy as it seeks to increase reinsurance capacity for insurance companies in Africa. The regional office is expected to serve Namibia, Zambia, Zimbabwe, Botswana, Mozambique, Lesotho, Swaziland Malawi and Angola. While boosting good risk management and innovative insurance practices in the region. The reinsurer expects to benefit from the new Zambian government trade strategy for local and international investment as the country tries to diversify away from copper mining.
- With mandatory cessations by insurers to Kenya-Re still in effect till 2020, we anticipate the reinsurer to reap from underwriting maritime insurers. Experts anticipate local insurers will increase their reinsurance cover in order to increase their capacity to underwrite large shipments.
- Management are optimistic of an improvement in the insurance sector given the absence of political violence in the aftermath of the August 2017 General elections. This should result in less claims, boosting earnings and the re-insurer too. We also note that Investment income declined by 3% y/y in 1H17. We expect the continued improvement in the equities market to help rebound this.
- Currently KNRE trades at a P/E 4.1x.

EABL BUY at TP of KES 328; Current Price KES 252.00

The performance was below our expectations with the EPS declining by 17% to KES 5.21. Net sales were flat, weighed down by a poor performance in main market Kenya.

- ☐ Kenya reported a 4% decline in net sales, weighed down by a 22% dip in Senator sales. This was occasioned by an increase in tax on Senator as the duty remission was reduced to 80% from 90% in April 2017. Consumption of the value brand was also affected by the protracted electioneering period and drought earlier in the year, resulting in reduced disposable incomes. EABL management additionally attributed the poor Senator Keg performance to a temporary shutdown of the plant in order to effect a capacity upgrade. Elsewhere, mainstream and premium beer products re-reported growths as the effects of the punitive 2015 excise tax continue to gradually wear off. Interestingly, reserve and imported spirit brands recorded a significant decline of 21%. Kenya's performance with Senator excluded was an NSV growth of 5%.
- ☐ While Kenya underperformed, Tanzania was a star performer as its revenues re-bounded to grow at 28%, a turnaround from the 12% decline reported as at FY17A. This was attributed to innovation, price mix and the sponsorship of the Tanzania soccer team. On innovation, the introduction of Serengeti Lite proved hugely successful, according to management while the Soccer team's sponsorship resonated well with the population. Uganda, EABL's second largest market reported a 4% growth in NSV. .
- ☐ Work on the Kisumu brewery commenced in June 2017 and is set for completion in July 2019. The Senator Keg plant will cost KES 15bn, of which KES 12.5bn will be debt and the remainder from internally generated cash. Already KES 2bn has been spent on the project since breaking ground. In 1H18, EABL also spent KES 800m on Spirit line and KES 900m on a short term Senator Keg investment where they purchased kegs and racking.
- ☐ Net borrowings increased by 4% to KES 25.9bn owing to the increased capital investments. There was a notable increase in interest expenses as EABL restructured some of its short term debt to long term.

We will follow up this summary with a more comprehensive note. We currently have a BUY rating on EABL at a TP of KES 328.

KENOL KOBIL (Not rated): Current Price KES 14.80

- ☐ KenolKobil continues its stellar recovery under CEO David Ohana, with the share price continuing to rally underpinned by an improved performance. KenolKobil was the best performing counter on the NSE in 2016, gaining 67% in 2016 and continues to edge upwards in 2017. The doubling of the interim DPS to KES 0.30 is another catalyst for the recent rally, since the 1H17 results were released in early August. Revenues doubled buoyed by increased service stations and increased Open tender system (OTS) wins. Higher y/y oil prices also underpinned the 96% increase in revenues to KES 73bn. These same factors however also led to a 104% increase in COGS to KES 68bn resulting in a Gross profit growth of 17% to KES 4bn.
- ☐ PBT increased by 20% as the business continues to streamline its middle line. Finance costs, which had impacted severely on the financial performance a few years back, continues to be reined in with finance costs declining by 16% as total debt declined by 33% to KES 4.8bn. Currency losses have also been tamed with the conversion of hard currency debt to KES over the years. The business plans to add 29 service stations to its downstream business while still remaining active in the OTS. This should continue to support revenue growth. Also, the business has now fully impaired the KPRL receivable, further improving the middle line performance.
- ☐ The counter now trades at a trailing PE of 8.97x. When we annualize its 1H17 EPS of KES 0.97, its forward PE is still



relatively attractive at 7.6x.

KCB Group: SELL at TP of KES 31.41, Current Price KES 45.75

KCB has emerged from this challenging period relatively well, judging by it posting the lowest decline in 1H17 PBT of 2.3% amongst listed banks. This was on the back of the most effective margin management and aggressive loan growth amongst peers. Capital adequacy has surprisingly improved despite a 50% increase in FY16A's dividend payout and declining profits in 2017. Buoyed by how comfortable their capital position is, they even went further to issue a surprise interim DPS as at 1H17. We however see asset growth being curtailed by IFRS 9 in 2018, with the initial hit on capital significant for KCB given an LLR of KES 12.5bn as at 1H17.

Cutting deposits and lending aggressively helps NIMs considerably

KCB's interest expenses on deposits declined by 22%, the most amongst its peers with both savings and term deposits proportionately declining by 100bps y/y. COOP had a similar strategy only that their savings accounts increased modestly, resulting in funding costs declining by 20%. The decision to ramp up lending, registering the highest growth amongst listed banks at 17% also resulted in KCB posting the lowest decline in interest income from L&A of 7%, perhaps exemplifying the notion that increased volumes actually helped compensate for the lower lending rates y/y. COOP with a similar strategy posted a decline of 9% from a loan growth of 14%. As noted earlier, KCB as a result posted the best NII performance of a 0.4% growth while all other banks posted declines. NIMs contracted by only 110bps y/y to 8.6% versus EQB's 320bps decline.

Asset quality improves in a difficult operating environment

KCB's NPL ratio improved by 100bps y/y to 7.9% as at 1H17, with peers reporting contrasting fortunes. Both EQB's and COOP's deteriorated by 270bps and 40bps respectively in the same period. The Cost of Risk (CoR) equally improved, declining by 40bps y/y to 1%. This is also the lowest amongst its peers with COOP's at 1.3% and EQB's at 1.4%, marking a reversal where previously KCB perennially had the higher CoR. The subsidiary book has improved with cessation of lending in South Sudan with Kenya in fact culpable for the jump in Group NPLs as is the case with its peers. But perhaps a read across from EQB which saw its Kenya's gross NPLs increase by 65% (despite not lending) compared to KCB's and COOP's 9% and 19% respectively, is that KCB's proportionately higher corporate book is faring better in the rate cap environment.

Dividend hike a pleasant surprise but further hikes unsustainable

The capital position as at 1H17 is healthy with buffers of 6.9% and 4.2% for both Tier 1 and 2 Capital ratios respectively. It was a surprise when KCB increased its FY16A DPS by 50% to KES 3.00, given that we had correctly anticipated profits would decline after the enactment of the rate cap law thus necessitating the preservation of capital. They have gone a step further to issue an uncharacteristic interim DPS of KES 1.00 as at 1H17, something they haven't done in the 12 years of data available to us. This is the same bank that had intended to conduct a rights issue last year instead settling for a USD 200m subordinate debt. With profits likely to be under more pressure on the implementation of IFRS 9, it is unlikely KCB can maintain a hike going forward.

SELL at TP of KES 31.41 (Previously HOLD at TP of KES 32.52)

KCB's loan loss reserves (LLR) are significantly higher than its peers at KES 12bn versus EQB and COOP's



KES 2.3bn and 700m respectively. This implies KCB has consistently under provisioned relative to CBK guidelines. It is to our understanding that the entire LLR must be appropriated from retained earnings. The hit on capital will force KCB to reconsider asset growth and possibly raise tier 1 capital. Additionally, its historically higher NPL ratio means it could carry higher impairment charges from the higher expected losses unless it quits lending to its riskier clientele. We estimate RoAE of 22% in FY18F, a figure boosted by the expected hit on capital.

Equity Group: SELL at TP of KES 34.59, Current Price KES 43.75

EQB will have to reconsider its strategy in light of the relatively poor performance reported in 2017. A resumption in customer lending would be the tonic, as well as shedding expensive deposits as exemplified by peers COOP and KCB. Meanwhile, as a way to mitigate the impact of IFRS 9, EQB intends avoid the microenterprises and unsecured lending segments.

The strong margin management of yore is missing

Kenya's NIMs contracted by 440bps to 8.1% while the Group's declined by 320bps to 8.5%. The blame was put on the interest rate caps in Kenya but a look at peers KCB and COOP, shows they fared better with Group NIMs contracting by smaller quantum's of 110bps and 160bps to 8.6% and 8.1% respectively. While the increase in government securities' income was robust at 115% y/y, the fact that government papers are a proportionately smaller part of total assets vis a' vis loans, total interest income declined by the most among its peers at -12% versus KCB's and COOP's -4% and -10% respectively. But where EQB really underperformed was in the management of their funding costs, which increased by 8%, a huge contrast to KCB and COOP who reported 22% and 20% declines respectively.

Continued deterioration of asset quality puzzling

EQB's NPL ratio has progressively worsened from 3.3% in FY15A to 7.3% as at 1H17. In that period, KCB's has only increased by 130bps to 7.9%, though this masks a 12 month improvement of 100bps y/y. COOP enjoys best in industry/coverage asset quality at 4.5%, having increased by 110bps over the same 18 month period. Every segment of EQB's loan book has deteriorated with large enterprises the most affected with an NPL ratio of 6% as at 1H17 from nil 12 months ago. Normally when lending rates (begin to) normalize, repayments improve, which could explain KCB's marginal improvement. The spike in NPLs also impacted provisions with FY16A's impairment charge increasing by 173% y/y pushing the Cost of Risk (CoR) then to an uncharacteristically sector/coverage high for EQB of 2.5%. We are aware of enhanced CBK surveillance in the course of 2016 on loan book management quality and reporting. The CoR has since eased to 1.4% as at 1H17.

Spot-on when it comes to non-funded income growth

Growing NIR is a focus area in EQB's strategy and they continue to set the standard. NII/Rev ratio is the lowest in the banking sector at 56.5% as at 1H17, with COOP the closest at 65.4%. This revenue diversification is built on the introduction of novel products this remains the main avenue for banks to grow fees and commission income given that hiking existing fees is precluded. Mobile banking commission grew by 337% y/y to USD 6.5m, on the back of transaction fees charged on Equitel (telco services and money transfers) and EazzyAPP, available to smartphone users to access banking services like accessing loans and paying bills.

SELL at TP of KES 34.59 (Previously HOLD at TP of KES 34.15)

EQB was the only bank to cut staff costs in 1H17, declining by 16%. We think EQB will likely resume customer lending in FY18F but shun risker cadres as intimated, which will help grow profits. The hit on capital is not too significant with KES 3.4bn (1H17; KES 2.3bn) to be appropriated from retained earnings on implementation of IFRS 9 thus not overly affecting their capital position. We model a CoR of 2% for FY18F as the bank cannot wish away their existing risky book and the now impairing of their normal book. We work out an FY18F RoAE of 22.2% based on these factors.

Co-op Bank: SELL at TP of KES 16.76, Current Price KES 16.70

COOP Bank's 1H17 PBT declined by 11.3%, the highest dip amongst its peers (EQB & KCB). Its good margin management, only second to KCB, where NIMs contracted by only 160bps was undone by a relatively weaker growth in non-funded income (NIR) and an increase in impairments vis-a-vis the contractions posted by its peers. COOP is now the bank with the best asset quality in the sector after EQB's recent rise in loan delinquencies.

Management expects only a c.15% increase in impairment charge

When announcing 1H17 results, management intimated that they were now at an advanced stage in their engagements with consultants to work out the impact of IFRS 9 on COOPs earnings. A full report/study will be ready by the time they announce their 9M16 numbers in early November. They nonetheless stated that early tests point to only a 15% y/y increase in impairment charge for FY18F. In our view, this is too low an increase, even when we focus on normal loans only, which previously were not or were negligibly impaired under IAS 39. They will now carry a 12 month expected loss under IFRS 9. COOP's normal/performing loans were KES 214bn as at 1H17. Assuming an arbitrary charge of 1% on normal loans (as is according to CBK guidelines), 1H17's loan loss provision of KES 1.5bn would go up by 58%.

Loan growth and cutting expensive deposits helps manage margins

COOP grew its loan book by 14% as at 1H17, keeping the decline in interest income from loans low at -7% (EQB; -15%). They also managed to reduce funding costs by 20% (EQB; +8%) in what can be ascribed to cutting term deposits by 8% to KES 79bn and also decelerating the mobilization of deposits to 3% (EQB; +14%). The bank's capital position is healthy with tier 1 and 2 buffers of 540bps and 830bps respectively. This should continue to underpin loan growth in 2017 though this will likely be tempered in 2018 with the implementation of IFRS 9. This will be due to possibly lower profits (on higher impairment charges) hence the need to preserve capital or an aversion to lending to riskier sectors to manage the expected losses.

Best in sector asset quality commendable

COOP's NPL ratio has remained at sub-5% throughout which is laudable considering that the likes of StanChart, EQB and BBK, which were once in the same band have since slipped. This is even after the CBK enhanced surveillance in the course of 2016 on loan book management quality and reporting, in the aftermath of the challenges at Chase Bank and Imperial Bank. The CoR was flat at a low 1.3%.

We downgrade to SELL at a new TP of KES 16.76 (prev. BUY at KES 16.78)

Even after briefly adjusting for the 1 for 5 bonus issue in July, the share price reverted to its pre ex-bonus price within a short period, gifting investors a trough to peak share price return for 2017 of 74%. The bonus issue coupled by the share price rally has improved COOP's market capitalization to USD 861m. While the size criteria for re-admission to the MSCI Frontier Market Index is not very clear (COOP was deleted from the Index in May 2016), getting close the USD 1bn mark will enhance the share's appeal. Management guides at an FY17F RoAE of 20%, a decline from the 21.7% re-reported at 1H17. We expect a higher CoR (FY18F; 1.6% vs. FY17F; 1.2%) and cautious lending, both effects of IFRS 9 to result in RoAE of 19.5% in FY18F.

Kenya Power (Unrated): Current Price: KES 8.70.

- ☐ Kenya Power posted a marginal drop in its FY17 profit before tax (-9.7% y/y to KES 10.912bn) mainly attributable to an increase in transmission and distribution costs (+1.6% to KES 33.4bn). Total income strongly gained (+11.4% y/y to KES 120.7bn) on the back of an expansion in electricity sales (KES 87.1bn from KES 92.0bn). The increase in electricity sales was driven by domestic consumers (+13.1%) with the street lighting (+43.2%) revenue also contributing strongly to the topline growth. Total power purchase costs however declined marginally to KES 50.5bn (-KES 784m) on the back of reduced non-fuel costs.
- ☐ Total operating expenses similarly rose (+12.7% to KES 118.006bn) driven by an increase in network management (+KES 1.7bn to 11.2bn), commercial services (+KES 0.4bn to KES 4.7bn), administration costs (+KES 2.8bn to KES 17.5bn). We do believe that the operating expenses will keep on increasing steadily owing to the company's focus on achieving universal access by FY20F.
- ☐ Going forward, Kenya Power aims to implement the Last Mile Connectivity Project aimed at achieving universal electricity access by FY20E at the same time enhancing the efficiency of the power transmission and distribution networks. We do believe the move to enhance the connectivity rate (among retail and commercial clientele) is likely to boost top-line growth and thus should catalyze profit momentum going forward. We also are very constructive about the positive effects of measures aimed at reducing power losses on the grid.
- ☐ We note that over the past few years, Kenya Power has been heavily discounted as evidenced by its very low trailing P/E ratio (2.35x). We believe that the current entry level is attractive for the any investor owing to the fact that the valuation is unjustified.