

# DYER & BLAIR INVESTMENT BANK

## MARKET TRADING MULTIPLES

Founder Member of the Nairobi Securities Exchange

24<sup>TH</sup> MARCH 2023



DYER & BLAIR  
INVESTMENT BANK

WE KNOW. YOU KNOW.

|                                  | Year | Market  | Weighting   | 12 M  | 12 M  | Current | YTD          | Daily trading   | EPS*         | DPS**      | NAV          | P/E          | P/B        | Div         | Payout      | ROE*          | ROA*         |
|----------------------------------|------|---------|-------------|-------|-------|---------|--------------|-----------------|--------------|------------|--------------|--------------|------------|-------------|-------------|---------------|--------------|
|                                  | end  | Cap***  | (%)         | High  | Low   | Price   | %            | val (USD)***    | (KES)        | (KES)      | (KES)        | ratio (x)    | ratio (x)  | yld %       | %           | %             | %            |
| <b>NSE Market Multiples*****</b> |      |         |             |       |       |         |              |                 |              |            |              | <b>8.8</b>   | <b>3.9</b> | <b>8.9</b>  | <b>-</b>    | <b>8.4</b>    | <b>2.3</b>   |
| <b>AGRICULTURAL</b>              |      |         |             |       |       |         |              |                 |              |            |              |              |            |             |             |               |              |
| Eaagads Ltd                      | Mar  | 2.8     | 0.0         | 13.8  | 10.0  | 11.6    | 10.0         | 50.1            | 1.4          | -          | 37.6         | 8.1          | 0.3        | -           | -           | 3.8           | 3.5          |
| Kakuzi Ltd                       | Dec  | 35.8    | 0.3         | 441.3 | 240.0 | 240.0   | (37.7)       | 724.3           | 42.9         | 24.0       | 303.5        | 5.6          | 0.8        | 10.0        | 56.0        | 14.1          | 11.2         |
| Kapchorua Tea                    | Mar  | 7.7     | 0.1         | 137.0 | 81.0  | 130.0   | 14.8         | 188.8           | 38.9         | 10.0       | 212.4        | 3.3          | 0.6        | 7.7         | 25.7        | 18.3          | 13.5         |
| The Limuru Tea                   | Dec  | 7.3     | 0.1         | 510.0 | 320.0 | 400.0   | (4.8)        | 635.8           | 2.1          | -          | 78.4         | 193.6        | 5.1        | -           | -           | 2.6           | 2.2          |
| Sasini Ltd                       | Sept | 44.5    | 0.3         | 27.0  | 18.4  | 25.6    | 14.0         | 782.0           | 5.1          | 1.0        | 62.4         | 5.0          | 0.4        | 3.9         | 19.5        | 8.2           | 7.1          |
| Williamson Tea                   | Mar  | 21.3    | 0.2         | 179.0 | 120.0 | 160.0   | -            | 873.3           | 44.8         | 20.0       | 354.3        | 3.6          | 0.5        | 12.5        | 44.6        | 12.6          | 9.6          |
| <b>Industry Median</b>           |      |         | <b>0.9</b>  |       |       |         | <b>5.0</b>   | <b>680.0</b>    | <b>22.0</b>  | <b>5.5</b> | <b>145.4</b> | <b>5.3</b>   | <b>0.5</b> | <b>5.8</b>  | <b>22.6</b> | <b>15.1</b>   | <b>8.4</b>   |
| <b>AUTO &amp; ACCESSORIES</b>    |      |         |             |       |       |         |              |                 |              |            |              |              |            |             |             |               |              |
| Car & General                    | Sept | 18.9    | 0.1         | 75.0  | 30.0  | 31.0    | (34.8)       | 786.2           | 8.5          | 0.8        | 69.9         | 3.7          | 0.4        | 2.6         | 9.4         | 12.1          | 3.6          |
| <b>BANKING</b>                   |      |         |             |       |       |         |              |                 |              |            |              |              |            |             |             |               |              |
| ABSA BNK (K)                     | Dec  | 492.4   | 3.7         | 12.7  | 9.7   | 11.90   | (3.3)        | 53,120.6        | 2.7          | 1.4        | 11.7         | 4.4          | 1.0        | 11.3        | 50.3        | 22.9          | 3.1          |
| BK Group Plc                     | Dec  | 204.9   | 1.6         | 32.8  | 27.0  | 30.00   | (4.8)        | 485.8           | 7.3          | 3.2        | 39.9         | 4.1          | 0.8        | 10.8        | 44.2        | 18.4          | 3.2          |
| Diamond Trust BNK                | Dec  | 101.7   | 0.8         | 59.0  | 44.0  | 47.75   | (4.5)        | 17,365.9        | 17.3         | 3.0        | 250.7        | 2.8          | 0.2        | 6.3         | 17.4        | 6.9           | 1.0          |
| Equity BNK                       | Dec  | 1,111.1 | 8.4         | 53.3  | 37.9  | 38.65   | (13.1)       | 398,385.4       | 12.2         | 3.0        | 39.1         | 3.2          | 1.0        | 7.8         | 24.5        | 31.3          | 3.4          |
| H.F.C.K BNK                      | Dec  | 10.0    | 0.1         | 3.8   | 2.9   | 3.42    | 7.2          | 1,639.5         | 0.1          | -          | 20.7         | 34.5         | 0.2        | -           | -           | 0.5           | 0.1          |
| I&M H. BNK                       | Dec  | 214.8   | 1.6         | 21.5  | 16.5  | 17.05   | 0.3          | 12,611.6        | 5.7          | 1.5        | 41.4         | 3.0          | 0.4        | 8.8         | 26.1        | 13.9          | 2.2          |
| KCB BNK                          | Dec  | 869.0   | 6.6         | 44.5  | 30.0  | 35.50   | (6.8)        | 155,358.0       | 12.6         | 2.0        | 62.3         | 2.8          | 0.6        | 5.6         | 15.8        | 20.3          | 2.6          |
| NCBA BNK                         | Dec  | 411.0   | 3.1         | 40.0  | 23.6  | 32.75   | (16.8)       | 27,910.0        | 10.0         | 4.3        | 49.1         | 3.3          | 0.7        | 13.0        | 42.4        | 20.4          | 2.8          |
| Stanbic BNK (K)                  | Dec  | 328.2   | 2.5         | 114.0 | 90.0  | 109.00  | 6.9          | 27,279.0        | 22.9         | 12.6       | 157.3        | 4.8          | 0.7        | 11.6        | 55.0        | 14.6          | 2.3          |
| StanChart BNK (K)                | Dec  | 482.9   | 3.7         | 169.8 | 123.8 | 167.75  | 17.5         | 69,190.7        | 31.9         | 22.0       | 148.6        | 5.3          | 1.1        | 13.1        | 68.9        | 21.5          | 3.2          |
| Co-op BNK                        | Dec  | 563.1   | 4.3         | 13.0  | 10.7  | 12.60   | 2.4          | 54,222.7        | 3.8          | 1.5        | 18.4         | 3.4          | 0.7        | 11.9        | 39.9        | 20.5          | 3.6          |
| <b>Industry Median</b>           |      |         | <b>36.4</b> |       |       |         | <b>(3.3)</b> | <b>27,910.0</b> | <b>10.0</b>  | <b>3.0</b> | <b>41.4</b>  | <b>3.4</b>   | <b>0.7</b> | <b>10.8</b> | <b>39.9</b> | <b>24.2</b>   | <b>2.8</b>   |
| <b>COMM. &amp; SERVICES</b>      |      |         |             |       |       |         |              |                 |              |            |              |              |            |             |             |               |              |
| Deacons                          | Dec  | 0.4     | 0.0         | 0.5   | 0.5   | 0.5     | -            | -               | (7.8)        | -          | 2.7          | (0.1)        | 0.2        | -           | -           | (293.7)       | (62.4)       |
| Eveready E.A.                    | Sept | 1.1     | 0.0         | 0.9   | 0.6   | 0.7     | (2.9)        | 27.6            | (0.1)        | -          | (0.0)        | (8.2)        | (65.8)     | -           | -           | N/A           | (11.3)       |
| Express K.                       | Dec  | 1.9     | 0.0         | 5.2   | 2.7   | 5.2     | 10.4         | 238.2           | (1.7)        | -          | 11.0         | (3.0)        | 0.5        | -           | -           | (15.8)        | (6.8)        |
| Homeboyz Entert.                 | Dec  | 2.2     | 0.0         | 4.7   | 4.7   | 4.7     | -            | -               | (0.1)        | -          | 0.5          | (51.1)       | 9.6        | -           | -           | (18.8)        | (4.7)        |
| Kenya Airways                    | Dec  | 165.8   | 1.3         | 3.8   | 3.8   | 3.8     | -            | -               | (2.5)        | -          | (17.3)       | (1.5)        | (0.2)      | -           | -           | N/A           | (8.7)        |
| Longhorn Kenya                   | Jun  | 5.8     | 0.0         | 4.1   | 2.5   | 2.8     | (7.0)        | 146.0           | (0.3)        | -          | 2.5          | (10.3)       | 1.1        | -           | -           | (10.7)        | (2.8)        |
| <b>Industry Median</b>           |      |         | <b>2.1</b>  |       |       |         | <b>(2.6)</b> | <b>168.1</b>    | <b>(0.3)</b> | <b>-</b>   | <b>2.5</b>   | <b>(2.6)</b> | <b>0.3</b> | <b>-</b>    | <b>-</b>    | <b>(10.7)</b> | <b>(2.0)</b> |

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|---------------------------------------|------|----------|------------|-------|-------|---------|---------------|----------------|--------------|------------|-------------|--------------|------------|------------|-------------|---------------|--------------|
|                                       | end  | Cap*** * | (%)        | High  | Low   | Price   | %             | val (USD)***   | (KES)        | (KES)      | (KES)       | ratio (x)    | ratio (x)  | yld %      | %           | %             | %            |
| <b>COMM. &amp; SERVICES</b>           |      |          |            |       |       |         |               |                |              |            |             |              |            |            |             |               |              |
| NBV Ltd                               | Mar  | 35.2     | 0.3        | 5.0   | 2.7   | 3.4     | (9.5)         | 1,651.9        | 0.0          | -          | 0.5         | 91.1         | 7.2        | -          | -           | 7.9           | 7.6          |
| Nation Media                          | Dec  | 21.6     | 0.2        | 23.2  | 14.2  | 14.9    | (6.6)         | 1,073.6        | 2.4          | 1.5        | 43.7        | 6.2          | 0.3        | 10.1       | 62.6        | 5.5           | 3.6          |
| Sameer                                | Dec  | 4.5      | 0.0        | 4.4   | 2.1   | 2.1     | 1.4           | 168.1          | 1.1          | -          | 1.4         | 1.9          | 1.5        | -          | -           | 75.5          | 28.1         |
| Standard Group                        | Dec  | 6.1      | 0.0        | 14.8  | 8.7   | 9.8     | (6.2)         | 31.6           | (3.8)        | -          | 9.1         | (2.6)        | 1.1        | -          | -           | (41.8)        | (6.9)        |
| TPSEA Serena                          | Dec  | 18.0     | 0.1        | 17.5  | 10.9  | 13.0    | (2.6)         | 2,495.3        | (0.5)        | -          | 50.1        | (23.9)       | 0.3        | -          | -           | (1.1)         | (0.6)        |
| Uchumi Supermarket                    | Jun  | 0.6      | 0.0        | 0.3   | 0.2   | 0.2     | (8.7)         | 51.6           | (5.6)        | -          | (11.7)      | (0.0)        | (0.0)      | -          | -           | N/A           | (49.1)       |
| WPP Scangroup                         | Dec  | 9.8      | 0.1        | 4.3   | 2.8   | 3.0     | (1.3)         | 672.9          | (0.3)        | -          | 11.8        | (11.0)       | 0.3        | -          | -           | (2.3)         | (1.3)        |
| <b>Industry Median</b>                |      |          | <b>2.1</b> |       |       |         | <b>(2.6)</b>  | <b>168.1</b>   | <b>(0.3)</b> | <b>-</b>   | <b>2.5</b>  | <b>(2.6)</b> | <b>0.3</b> | <b>-</b>   | <b>-</b>    | <b>(10.7)</b> | <b>(2.0)</b> |
| <b>CEMENT/CONSTRUCTION</b>            |      |          |            |       |       |         |               |                |              |            |             |              |            |            |             |               |              |
| ARM Cement                            | Dec  | 40.6     | -          | 5.6   | 5.6   | 5.6     | -             | -              | (7.8)        | -          | 19.8        | (0.7)        | 0.3        | -          | -           | (39.2)        | (18.3)       |
| Bamburi Cement                        | Dec  | 77.4     | 0.6        | 38.4  | 26.8  | 28.0    | (11.1)        | 12,080.6       | 1.9          | 3.6        | 93.0        | 14.5         | 0.3        | 12.8       | 185.9       | 2.1           | 1.3          |
| Crown Paints                          | Dec  | 41.2     | 0.3        | 44.0  | 32.3  | 38.0    | (9.2)         | 254.7          | 4.8          | -          | 26.1        | 8.0          | 1.5        | -          | -           | 18.3          | 8.2          |
| E.A.Cables                            | Dec  | 1.6      | 0.0        | 1.3   | 0.8   | 0.8     | -             | 116.1          | (1.0)        | -          | 4.7         | (0.8)        | 0.2        | -          | -           | (21.7)        | (4.6)        |
| E.A.P.C Cement                        | Jun  | 4.4      | 0.1        | 8.8   | 6.0   | 6.4     | (6.5)         | 17.6           | 7.2          | -          | 230.9       | 0.9          | 0.0        | -          | -           | 3.1           | 1.8          |
| <b>Industry Median</b>                |      |          | <b>1.0</b> |       |       |         | <b>(7.8)</b>  | <b>116.1</b>   | <b>1.9</b>   | <b>-</b>   | <b>26.1</b> | <b>0.9</b>   | <b>0.3</b> | <b>-</b>   | <b>-</b>    | <b>7.4</b>    | <b>1.3</b>   |
| <b>UTILITIES &amp; DOWNSTREAM OIL</b> |      |          |            |       |       |         |               |                |              |            |             |              |            |            |             |               |              |
| KenGen                                | Jun  | 111.0    | 0.8        | 3.8   | 2.2   | 2.2     | (31.4)        | 4,123.0        | 0.7          | 0.2        | 42.0        | 3.2          | 0.1        | 9.0        | 28.6        | 1.7           | 0.9          |
| Kenya Power                           | Jun  | 20.8     | 0.2        | 2.1   | 1.3   | 1.4     | (10.3)        | 8,340.1        | (0.7)        | -          | 30.2        | (1.9)        | 0.05       | -          | -           | (2.5)         | (0.4)        |
| Total Kenya                           | Dec  | 27.3     | 0.2        | 25.9  | 18.3  | 20.5    | (14.3)        | 678.4          | 10.5         | 1.3        | 163.3       | 2.0          | 0.1        | 6.4        | 12.5        | 6.4           | 3.6          |
| Umeme Ltd                             | Dec  | 123.2    | 0.9        | 10.1  | 6.5   | 10.0    | 34.2          | 933.7          | 3.0          | 1.7        | 18.3        | 3.3          | 0.5        | 17.2       | 57.2        | 16.3          | 5.8          |
| <b>Industry Median</b>                |      |          | <b>2.1</b> |       |       |         | <b>(12.3)</b> | <b>2,528.3</b> | <b>1.8</b>   | <b>0.8</b> | <b>36.1</b> | <b>2.6</b>   | <b>0.1</b> | <b>7.7</b> | <b>20.6</b> | <b>5.1</b>    | <b>2.3</b>   |
| <b>INSURANCE</b>                      |      |          |            |       |       |         |               |                |              |            |             |              |            |            |             |               |              |
| Britam INS                            | Dec  | 89.8     | 0.7        | 6.9   | 4.5   | 4.7     | (10.2)        | 1,068.4        | 0.1          | -          | 7.9         | 32.4         | 0.6        | -          | -           | 1.8           | 0.24         |
| CIC INS                               | Dec  | 39.3     | 0.3        | 2.2   | 1.7   | 2.0     | 1.0           | 1,158.6        | 0.4          | 0.1        | 3.3         | 4.7          | 0.6        | 6.6        | 31.1        | 12.8          | 2.3          |
| Jubilee H. INS                        | Dec  | 82.8     | 0.6        | 274.8 | 148.3 | 150.0   | (24.5)        | 7,859.9        | 78.5         | 14.0       | 618.5       | 1.9          | 0.2        | 9.3        | 17.8        | 12.7          | 3.5          |
| Kenya Re INS                          | Dec  | 38.8     | 0.3        | 2.3   | 1.5   | 1.8     | (0.5)         | 1,182.7        | 1.2          | 0.1        | 13.4        | 1.6          | 0.1        | 5.5        | 8.6         | 8.7           | 5.7          |
| Liberty (K) INS                       | Dec  | 19.4     | 0.1        | 7.5   | 4.3   | 4.8     | (15.0)        | 190.9          | 0.6          | -          | 16.6        | 7.6          | 0.3        | -          | -           | 3.8           | 0.8          |
| Sanlam INS                            | Dec  | 10.0     | 0.1        | 14.9  | 7.9   | 9.1     | (4.8)         | 55.0           | (2.8)        | -          | 2.1         | (3.2)        | 4.3        | -          | -           | (133.0)       | (1.1)        |
| <b>Industry Median</b>                |      |          | <b>2.1</b> |       |       |         | <b>(7.5)</b>  | <b>1,113.5</b> | <b>0.5</b>   | <b>0.1</b> | <b>10.7</b> | <b>3.3</b>   | <b>0.4</b> | <b>2.7</b> | <b>4.3</b>  | <b>4.9</b>    | <b>1.6</b>   |

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|-----------------------------------|------|---------|-------------|---------|---------|---------|------------|---------------|--------------|------------|-------------|--------------|------------|------------|-------------|--------------|--------------|
|                                   | end  | Cap***  | (%)         | High    | Low     | Price   | %          | val (USD)***  | (KES)        | (KES)      | (KES)       | ratio (x)    | ratio (x)  | yld %      | %           | %            | %            |
| <b>INVESTMENT</b>                 |      |         |             |         |         |         |            |               |              |            |             |              |            |            |             |              |              |
| Centum Investment                 | Mar  | 44.3    | 0.3         | 12.3    | 7.9     | 8.7     | 4.5        | 7,775.6       | (1.7)        | 0.6        | 68.2        | (5.2)        | 0.1        | 6.7        | (35.2)      | (2.4)        | (0.9)        |
| Home Afrika                       | Dec  | 0.9     | 0.0         | 0.4     | 0.3     | 0.3     | (12.5)     | 134.4         | (0.4)        | -          | (5.2)       | (0.6)        | (0.1)      | -          | -           | N/A          | (3.9)        |
| Kurwitu Ventures                  | Dec  | 1.2     | 0.0         | 1,500.0 | 1,500.0 | 1,500.0 | -          | -             | (19.2)       | -          | 502.6       | (78.1)       | 3.0        | -          | -           | (3.8)        | (0.4)        |
| Olympia Capital                   | Feb  | 0.8     | 0.0         | 3.1     | 2.0     | 2.8     | (7.1)      | 46.0          | 0.4          | -          | 20.8        | 6.3          | 0.1        | -          | -           | 2.1          | 1.2          |
| Trans-Century Ltd                 | Dec  | 2.9     | 0.0         | 1.3     | 0.8     | 1.0     | 7.5        | 1,098.7       | (2.6)        | -          | (25.8)      | (0.4)        | (0.0)      | -          | -           | N/A          | (7.9)        |
| <b>Industry Median</b>            |      |         | <b>0.4</b>  |         |         |         | <b>-</b>   | <b>134.4</b>  | <b>(1.7)</b> | <b>-</b>   | <b>20.8</b> | <b>(0.6)</b> | <b>0.1</b> | <b>-</b>   | <b>-</b>    | <b>(8.0)</b> | <b>(0.9)</b> |
| <b>INVESTMENT SERVICES</b>        |      |         |             |         |         |         |            |               |              |            |             |              |            |            |             |              |              |
| NSE                               | Dec  | 12.1    | 0.1         | 8.4     | 6.0     | 6.1     | (9.7)      | 1,411.4       | 0.4          | 1.4        | 7.4         | 16.7         | 0.8        | 22.9       | 380.9       | 5.0          | 4.1          |
| <b>MANUFACTURING &amp; ALLIED</b> |      |         |             |         |         |         |            |               |              |            |             |              |            |            |             |              |              |
| B.O.C K. Gases                    | Dec  | 10.4    | 0.1         | 85.0    | 65.0    | 70.0    | (1.1)      | 166.2         | 5.6          | 4.5        | 83.3        | 12.5         | 0.8        | 6.4        | 80.5        | 6.7          | 5.2          |
| BAT Kenya                         | Dec  | 323.8   | 2.5         | 499.3   | 404.0   | 425.0   | (7.6)      | 111,877.6     | 68.9         | 57.0       | 163.8       | 6.2          | 2.6        | 13.4       | 82.7        | 42.1         | 28.8         |
| Carbacid                          | July | 24.1    | 0.2         | 14.2    | 10.6    | 12.4    | 3.3        | 5,065.5       | 3.0          | 1.7        | 14.8        | 4.2          | 0.8        | 13.7       | 57.1        | 20.1         | 16.5         |
| E.A. Breweries                    | Jun  | 1,028.6 | 7.8         | 187.0   | 110.0   | 170.8   | 1.9        | 2,509,528.7   | 19.7         | 11.3       | 23.3        | 8.7          | 7.3        | 6.6        | 57.2        | 84.3         | 12.4         |
| Flame Tree                        | Dec  | 1.7     | 0.0         | 1.4     | 0.9     | 1.3     | 15.7       | 538.2         | (0.1)        | -          | 7.4         | (24.2)       | 0.2        | -          | -           | (0.7)        | (0.3)        |
| Kenya Orchards                    | Dec  | 1.5     | 0.0         | 15.0    | 10.4    | 15.0    | 44.2       | -             | 0.6          | -          | 1.9         | 25.2         | 8.1        | -          | -           | 32.0         | 5.5          |
| Mumias Sugar                      | Jun  | 3.1     | 0.0         | 0.3     | 0.3     | 0.3     | -          | -             | (9.6)        | -          | (10.4)      | (0.0)        | (0.0)      | -          | -           | N/A          | (95.4)       |
| Unga Group                        | Jun  | 9.2     | 0.1         | 34.8    | 15.0    | 16.0    | (50.2)     | 316.8         | (11.4)       | -          | 57.3        | (1.4)        | 0.3        | -          | -           | (19.8)       | (6.7)        |
| <b>Industry Median</b>            |      |         | <b>10.7</b> |         |         |         | <b>1.0</b> | <b>427.5</b>  | <b>1.8</b>   | <b>0.9</b> | <b>19.0</b> | <b>5.2</b>   | <b>0.8</b> | <b>3.2</b> | <b>28.6</b> | <b>9.4</b>   | <b>5.4</b>   |
| <b>TELECO</b>                     |      |         |             |         |         |         |            |               |              |            |             |              |            |            |             |              |              |
| Safaricom                         | Mar  | 5,768.4 | 43.8        | 36.0    | 16.4    | 18.9    | (21.7)     | 1,511,301.9   | 1.6          | 1.3        | 3.6         | 11.5         | 5.3        | 7.0        | 80.8        | 45.9         | 17.4         |
| <b>REIT</b>                       |      |         |             |         |         |         |            |               |              |            |             |              |            |            |             |              |              |
| Fahari I-REIT                     | Dec  | 8.7     | 0.1         | 7.2     | 5.3     | 6.3     | (3.1)      | 789.1         | (0.4)        | 0.5        | 19.6        | (14.3)       | 0.3        | 7.9        | (113.1)     | (2.3)        | (2.4)        |
| LAPTRUST I-REIT                   | -    | 52.7    | 0.2         | 20.0    | 20.0    | 20.0    | -          | 604.6         | -            | -          | -           | -            | -          | -          | -           | -            | -            |

### APPENDIX

N/A: Metric considered an outlier if: (150.0%>X>-150.0%)

\*Based on Trailing Earnings

\*\*Includes Interim and Final DPS declared

\*\*\*Based on a 3 month daily trading average

\*\*\*\*Market Capitalization recorded in USD MN

\*\*\*\*\*Market Trading Multiples are Weighted against respective counter Market Capitalization

# DYER & BLAIR INVESTMENT BANK

## MARKET TRADING MULTIPLES

*Founder Member of the Nairobi Securities Exchange*



### COMPANY INVESTMENT RATINGS

**Buy:** Share price may generate more than 15.0% upside over the next 12 months

**Overweight:** Share price may generate between 10.0% and 15.0% upside over the next 12 months

**Hold:** Share price may fall within the range of +/- 10% over the next 12 months

**Take Profit:** Target price has been attained. Look to accumulate at lower levels. Company fundamentals however remain strong

**Underweight:** Share price may generate between 10.0% and 15.0% downside over the next 12 months

**Sell:** Share price may generate more than 15.0% downside over the next 12 months, significant business and/or financial risks present, industry concerns

**Not Rated:** Counter is not within regular research coverage

### SECTOR INVESTMENT RATINGS

**Overweight:** Industry performance better than that of the whole market

**Equal weight:** Industry performance about the same as that of the whole market

**Underweight:** Industry performance worse than that of the whole market

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