

# DYER & BLAIR INVESTMENT BANK

## MARKET TRADING MULTIPLES

Founder Member of the Nairobi Securities Exchange

06<sup>TH</sup> DECEMBER 2024



DYER & BLAIR  
INVESTMENT BANK

WE KNOW. YOU KNOW.

|                                  | Year<br>end | Market<br>Cap**** | Weighting<br>(%) | 12 M<br>High | 12 M<br>Low | Current<br>Price | YTD<br>%     | Daily trading<br>val (USD)*** | EPS*<br>(KES) | DPS**<br>(KES) | NAV<br>(KES) | P/E<br>ratio (x) | P/B<br>ratio (x) | Div<br>yld % | Payout<br>% | ROE*<br>%      | ROA*<br>%    |
|----------------------------------|-------------|-------------------|------------------|--------------|-------------|------------------|--------------|-------------------------------|---------------|----------------|--------------|------------------|------------------|--------------|-------------|----------------|--------------|
| <b>NSE Market Multiples*****</b> |             |                   |                  |              |             |                  |              |                               |               |                |              | <b>11.0</b>      | <b>2.4</b>       | <b>8.3</b>   | <b>-</b>    | <b>10.2</b>    | <b>1.5</b>   |
| <b>AGRICULTURAL</b>              |             |                   |                  |              |             |                  |              |                               |               |                |              |                  |                  |              |             |                |              |
| Eaagads Ltd                      | Mar         | 3.0               | 0.0              | 14.5         | 10.8        | 12.0             | (14.0)       | 29.2                          | 0.8           | -              | 44.2         | 14.2             | 0.3              | -            | -           | 1.9            | 1.5          |
| Kakuzi Ltd                       | Dec         | 60.6              | 0.4              | 440.0        | 353.5       | 400.0            | 3.9          | 2,107.0                       | 34.9          | 24.0           | 296.5        | 11.5             | 1.3              | 6.0          | 68.8        | 11.8           | 9.0          |
| Kapchorua Tea                    | Mar         | 14.2              | 0.1              | 276.3        | 207.0       | 235.0            | 9.3          | 632.0                         | 25.5          | 15.0           | 249.7        | 9.2              | 0.9              | 6.4          | 58.8        | 10.2           | 7.5          |
| The Limuru Tea                   | Dec         | 6.5               | 0.0              | 380.0        | 350.0       | 350.0            | (7.9)        | 4.1                           | 0.1           | 1.0            | 76.3         | 3,076.9          | 4.6              | 0.3          | 879.1       | 0.1            | 0.1          |
| Sasini Ltd                       | Sept        | 26.4              | 0.2              | 22.0         | 14.4        | 15.0             | (25.3)       | 1,024.3                       | 1.7           | 0.5            | 61.9         | 8.9              | 0.2              | 3.3          | 29.9        | 2.7            | 2.2          |
| Williamson Tea                   | Mar         | 28.6              | 0.2              | 289.0        | 199.5       | 211.0            | 1.4          | 2,612.4                       | (3.6)         | -              | 351.0        | (58.0)           | 0.6              | -            | -           | (1.0)          | (0.8)        |
| <b>Industry Median</b>           |             |                   | <b>1.0</b>       |              |             |                  | <b>(3.2)</b> | <b>828.1</b>                  | <b>1.3</b>    | <b>0.8</b>     | <b>163.0</b> | <b>10.3</b>      | <b>0.8</b>       | <b>1.8</b>   | <b>44.3</b> | <b>0.8</b>     | <b>1.9</b>   |
| <b>AUTO &amp; ACCESSORIES</b>    |             |                   |                  |              |             |                  |              |                               |               |                |              |                  |                  |              |             |                |              |
| Car & General                    | Sept        | 12.6              | 0.1              | 30.4         | 18.9        | 20.4             | (18.6)       | 154.3                         | (3.8)         | -              | 63.5         | (5.3)            | 0.3              | -            | -           | (6.0)          | (1.7)        |
| <b>BANKING</b>                   |             |                   |                  |              |             |                  |              |                               |               |                |              |                  |                  |              |             |                |              |
| ABSA BNK (K)                     | Dec         | 634.3             | 4.5              | 15.6         | 11.1        | 15.10            | 31.9         | 23,761.2                      | 3.5           | 1.6            | 14.2         | 4.4              | 1.1              | 10.3         | 44.8        | 24.3           | 3.9          |
| BK Group Plc                     | Dec         | 209.8             | 1.5              | 37.0         | 30.2        | 30.25            | (15.5)       | 47,337.7                      | 10.3          | 3.5            | 46.2         | 2.9              | 0.7              | 11.4         | 33.7        | 22.2           | 3.8          |
| Diamond Trust BNK                | Dec         | 130.3             | 0.9              | 60.3         | 43.3        | 60.25            | 33.7         | 24,748.6                      | 26.4          | 6.0            | 265.3        | 2.3              | 0.2              | 10.0         | 22.7        | 10.0           | 1.3          |
| Equity BNK                       | Dec         | 1,325.0           | 9.5              | 50.0         | 33.7        | 45.40            | 34.9         | 339,156.7                     | 12.4          | 4.0            | 57.5         | 3.7              | 0.8              | 8.8          | 32.3        | 21.5           | 2.7          |
| H.F.C.K BNK                      | Dec         | 12.0              | 0.1              | 4.8          | 3.3         | 4.04             | 16.1         | 7,308.2                       | 1.7           | -              | 25.6         | 2.4              | 0.2              | -            | -           | 6.5            | 1.0          |
| I&M H. BNK                       | Dec         | 393.3             | 2.8              | 34.3         | 17.2        | 30.75            | 75.7         | 30,257.8                      | 8.5           | 3.9            | 53.0         | 3.6              | 0.6              | 12.5         | 45.4        | 16.0           | 2.5          |
| KCB BNK                          | Dec         | 943.2             | 6.8              | 39.6         | 19.0        | 37.95            | 73.3         | 266,524.3                     | 15.8          | 1.5            | 77.5         | 2.4              | 0.5              | 4.0          | 9.5         | 20.4           | 2.5          |
| NCBA BNK                         | Dec         | 568.3             | 4.1              | 45.2         | 36.3        | 44.60            | 14.5         | 26,945.2                      | 13.3          | 5.3            | 60.6         | 3.4              | 0.7              | 11.8         | 39.5        | 21.9           | 3.2          |
| Stanbic BNK (K)                  | Dec         | 397.5             | 2.8              | 135.8        | 101.8       | 130.00           | 19.5         | 31,443.3                      | 31.6          | 16.0           | 150.1        | 4.1              | 0.9              | 12.3         | 50.7        | 21.1           | 2.6          |
| StanChart BNK (K)                | Dec         | 731.3             | 5.2              | 250.3        | 154.3       | 250.25           | 54.5         | 31,832.1                      | 52.8          | 16.0           | 176.1        | 4.7              | 1.4              | 6.4          | 30.3        | 30.0           | 5.4          |
| Co-op BNK                        | Dec         | 644.3             | 4.6              | 15.1         | 11.0        | 14.20            | 24.6         | 42,024.0                      | 4.1           | 1.5            | 22.5         | 3.5              | 0.6              | 10.6         | 36.7        | 18.2           | 3.2          |
| <b>Industry Median</b>           |             |                   | <b>42.9</b>      |              |             |                  | <b>31.9</b>  | <b>31,443.3</b>               | <b>12.4</b>   | <b>3.9</b>     | <b>57.5</b>  | <b>3.5</b>       | <b>0.7</b>       | <b>10.3</b>  | <b>33.7</b> | <b>21.5</b>    | <b>2.7</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        | 1.6               | 0.0              | 1.5          | 1.0         | 1.0              | (6.5)        | 166.0                         | (0.2)         | -              | (0.5)        | (5.4)            | (2.1)            | -            | -           | N/A            | (158.5)      |
| Express K.                       | Dec         | 1.3               | 0.0              | 4.0          | 2.8         | 3.4              | (7.3)        | 8.6                           | (2.6)         | -              | 9.8          | (1.3)            | 0.4              | -            | -           | (26.3)         | (9.3)        |
| Homeboyz Entert.                 | Dec         | 2.3               | 0.0              | 4.7          | 4.7         | 4.7              | -            | -                             | (0.7)         | -              | (0.4)        | (6.6)            | (13.2)           | -            | -           | N/A            | (27.8)       |
| Kenya Airways                    | Dec         | 168.3             | 1.2              | 3.8          | 3.8         | 3.8              | -            | -                             | (0.1)         | -              | (21.8)       | (48.3)           | (0.2)            | -            | -           | N/A            | (0.3)        |
| Longhorn Kenya                   | Jun         | 4.9               | 0.0              | 2.6          | 2.0         | 2.3              | (3.3)        | 47.3                          | (0.9)         | -              | 0.1          | (2.7)            | 27.1             | -            | -           | (1,015.4)      | (11.5)       |
| <b>Industry Median</b>           |             |                   | <b>1.8</b>       |              |             |                  | <b>(3.3)</b> | <b>166.0</b>                  | <b>(0.7)</b>  | <b>-</b>       | <b>0.5</b>   | <b>(0.4)</b>     | <b>0.2</b>       | <b>-</b>     | <b>-</b>    | <b>(143.3)</b> | <b>(8.9)</b> |

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|                                       | 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>COMM. &amp; SERVICES</b>           |      |          |            |       |       |         |              |                 |              |            |             |              |            |             |             |                |              |
| NBV Ltd                               | Mar  | 23.8     | 0.2        | 2.7   | 1.9   | 2.3     | (15.9)       | 366.8           | 0.0          | -          | 0.5         | 171.9        | 4.6        | -           | -           | 2.7            | 2.6          |
| Nation Media                          | Dec  | 17.3     | 0.1        | 22.0  | 11.8  | 11.8    | (41.4)       | 1,623.0         | (4.9)        | -          | 37.4        | (2.4)        | 0.3        | -           | -           | (13.1)         | (8.4)        |
| Sameer                                | Dec  | 4.9      | 0.0        | 2.7   | 1.9   | 2.3     | 0.4          | 148.9           | 0.5          | -          | 2.1         | 4.8          | 1.1        | -           | -           | 22.1           | 8.9          |
| Standard Group                        | Dec  | 3.2      | 0.0        | 7.9   | 4.7   | 5.0     | (34.9)       | 49.2            | (13.7)       | -          | (15.4)      | (0.4)        | (0.3)      | -           | -           | N/A            | (26.0)       |
| TPS EA Serena                         | Dec  | 19.7     | 0.1        | 20.1  | 11.8  | 14.0    | (14.9)       | 226.3           | 8.1          | -          | 62.6        | 1.7          | 0.2        | -           | -           | 12.9           | 7.8          |
| Uchumi Supermarket                    | Jun  | 0.6      | 0.0        | 0.2   | 0.2   | 0.2     | 17.6         | 181.9           | (5.6)        | -          | (11.7)      | (0.0)        | (0.0)      | -           | -           | N/A            | (49.1)       |
| WPP Scangroup                         | Dec  | 7.4      | 0.1        | 2.8   | 1.9   | 2.2     | 0.9          | 790.2           | 0.1          | -          | 11.7        | 16.4         | 0.2        | -           | -           | 1.1            | 0.8          |
| <b>Industry Median</b>                |      |          | <b>1.8</b> |       |       |         | <b>(3.3)</b> | <b>166.0</b>    | <b>(0.7)</b> | <b>-</b>   | <b>0.5</b>  | <b>(0.4)</b> | <b>0.2</b> | <b>-</b>    | <b>-</b>    | <b>(143.3)</b> | <b>(8.9)</b> |
| <b>CEMENT/CONSTRUCTION</b>            |      |          |            |       |       |         |              |                 |              |            |             |              |            |             |             |                |              |
| ARM Cement                            | Dec  | 41.2     | -          | 5.6   | 5.6   | 5.6     | -            | -               | (7.8)        | -          | 19.8        | (0.7)        | 0.3        | -           | -           | (39.2)         | (18.3)       |
| Bamburi Cement                        | Dec  | 158.6    | 1.1        | 82.0  | 34.0  | 56.5    | 57.6         | 45,521.5        | (3.8)        | 18.3       | 85.8        | (15.0)       | 0.7        | 32.3        | (485.6)     | (4.4)          | (3.2)        |
| Crown Paints                          | Dec  | 35.7     | 0.3        | 40.1  | 29.5  | 32.5    | (9.0)        | 222.5           | 0.1          | -          | 22.3        | 513.3        | 1.5        | -           | -           | 0.3            | 0.1          |
| E.A.Cables                            | Dec  | 2.1      | 0.0        | 1.1   | 0.8   | 1.1     | 11.3         | 191.2           | (1.0)        | -          | 1.6         | (1.1)        | 0.7        | -           | -           | (61.5)         | (5.0)        |
| E.A.P.C Cement                        | Jun  | 23.6     | 0.1        | 50.8  | 4.5   | 33.9    | 323.8        | 1,618.7         | (14.2)       | -          | 2,027.0     | (2.4)        | 0.0        | -           | -           | (0.7)          | (3.9)        |
| <b>Industry Median</b>                |      |          | <b>1.5</b> |       |       |         | <b>34.5</b>  | <b>222.5</b>    | <b>(3.8)</b> | <b>-</b>   | <b>22.3</b> | <b>(1.1)</b> | <b>0.7</b> | <b>-</b>    | <b>-</b>    | <b>(16.9)</b>  | <b>(3.9)</b> |
| <b>UTILITIES &amp; DOWNSTREAM OIL</b> |      |          |            |       |       |         |              |                 |              |            |             |              |            |             |             |                |              |
| KenGen                                | Jun  | 177.5    | 1.3        | 4.1   | 2.0   | 3.5     | 73.1         | 48,751.0        | 1.0          | 0.3        | 42.2        | 3.4          | 0.1        | 8.6         | 29.1        | 2.4            | 1.4          |
| Kenya Power                           | Jun  | 53.4     | 0.4        | 5.2   | 1.4   | 3.5     | 149.3        | 56,037.9        | 15.4         | 0.7        | 44.7        | 0.2          | 0.1        | 19.8        | 4.5         | 34.5           | 8.4          |
| Total Kenya                           | Dec  | 28.2     | 0.2        | 23.8  | 16.0  | 20.9    | 15.8         | 773.1           | 17.9         | 1.9        | 183.0       | 1.2          | 0.1        | 9.2         | 10.7        | 9.8            | 4.7          |
| Umeme Ltd                             | Dec  | 201.6    | 1.4        | 17.2  | 13.4  | 16.1    | 0.3          | 3,457.8         | 2.4          | 2.7        | 17.1        | 6.7          | 0.9        | 17.1        | 114.5       | 14.0           | 5.0          |
| <b>Industry Median</b>                |      |          | <b>3.3</b> |       |       |         | <b>44.5</b>  | <b>26,104.4</b> | <b>8.9</b>   | <b>1.3</b> | <b>43.5</b> | <b>2.3</b>   | <b>0.1</b> | <b>13.2</b> | <b>19.9</b> | <b>20.5</b>    | <b>4.9</b>   |
| <b>INSURANCE</b>                      |      |          |            |       |       |         |              |                 |              |            |             |              |            |             |             |                |              |
| Britam INS                            | Dec  | 116.7    | 0.8        | 6.4   | 4.5   | 6.0     | 24.8         | 2,139.9         | 1.5          | -          | 10.4        | 3.9          | 0.6        | -           | -           | 14.8           | 2.06         |
| CIC INS                               | Dec  | 41.3     | 0.3        | 2.5   | 2.0   | 2.0     | (8.9)        | 1,438.0         | 0.6          | 0.1        | 3.5         | 3.7          | 0.6        | 6.4         | 23.5        | 15.8           | 2.5          |
| Jubilee H. INS                        | Dec  | 96.7     | 0.7        | 200.0 | 150.0 | 172.5   | (6.8)        | 8,566.2         | 67.3         | 14.3       | 784.9       | 2.6          | 0.2        | 8.3         | 21.2        | 8.6            | 2.4          |
| Kenya Re INS                          | Dec  | 45.9     | 0.3        | 2.9   | 1.0   | 1.1     | (43.6)       | 40,218.5        | 0.9          | 0.2        | 8.7         | 1.2          | 0.1        | 14.2        | 17.3        | 9.9            | 7.4          |
| Liberty (K) INS                       | Dec  | 28.6     | 0.2        | 8.0   | 3.6   | 6.9     | 87.0         | 235.1           | 2.1          | 0.4        | 17.7        | 3.4          | 0.4        | 5.4         | 18.1        | 11.6           | 2.4          |
| Sanlam INS                            | Dec  | 4.5      | 0.0        | 7.6   | 4.0   | 4.0     | (33.3)       | 382.9           | 2.0          | -          | 7.5         | 2.0          | 0.5        | -           | -           | 27.1           | 0.8          |
| <b>Industry Median</b>                |      |          | <b>2.4</b> |       |       |         | <b>(7.8)</b> | <b>1,788.9</b>  | <b>1.8</b>   | <b>0.1</b> | <b>9.6</b>  | <b>3.0</b>   | <b>0.5</b> | <b>5.9</b>  | <b>17.7</b> | <b>18.7</b>    | <b>2.4</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  | 49.2    | 0.4         | 10.1    | 7.9     | 9.6     | 13.8       | 15,367.2       | (0.7)        | 0.3        | 62.0        | (14.3)       | 0.2        | 3.3        | (47.7)     | (1.1)        | (0.9)        |
| Home Afrika                       | Dec  | 1.1     | 0.0         | 0.4     | 0.3     | 0.3     | (8.1)      | 287.0          | 0.2          | -          | (5.1)       | 1.4          | (0.1)      | -          | -          | N/A          | 2.4          |
| 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  | 1.1     | 0.0         | 3.7     | 2.6     | 3.4     | 4.0        | 92.1           | 0.5          | -          | 25.4        | 6.5          | 0.1        | -          | -          | 2.1          | 1.1          |
| Trans-Century Ltd                 | Dec  | 3.5     | 0.0         | 0.7     | 0.3     | 0.4     | (23.1)     | 445.9          | (2.7)        | -          | (10.8)      | (0.1)        | (0.0)      | -          | -          | N/A          | (24.7)       |
| <b>Industry Median</b>            |      |         | <b>0.4</b>  |         |         |         | -          | <b>287.0</b>   | <b>(0.7)</b> | -          | <b>25.4</b> | <b>(0.1)</b> | <b>0.1</b> | -          | -          | <b>(2.6)</b> | <b>(0.4)</b> |
| <b>INVESTMENT SERVICES</b>        |      |         |             |         |         |         |            |                |              |            |             |              |            |            |            |              |              |
| NSE                               | Dec  | 11.8    | 0.1         | 6.6     | 5.4     | 5.9     | (2.7)      | 4,944.1        | (2.4)        | 0.2        | 7.2         | (2.4)        | 0.8        | 2.7        | (6.7)      | (33.0)       | (29.3)       |
| <b>MANUFACTURING &amp; ALLIED</b> |      |         |             |         |         |         |            |                |              |            |             |              |            |            |            |              |              |
| B.O.C K. Gases                    | Dec  | 13.6    | 0.1         | 95.0    | 67.0    | 90.0    | 9.8        | 2,540.3        | 10.7         | 8.6        | 97.3        | 8.4          | 0.9        | 9.5        | 79.7       | 11.0         | 10.2         |
| BAT Kenya                         | Dec  | 270.7   | 1.9         | 436.8   | 331.8   | 350.0   | (14.1)     | 39,997.5       | 48.8         | 5.0        | 144.4       | 7.2          | 2.4        | 1.4        | 10.2       | 33.8         | 21.9         |
| Carbacid                          | July | 35.5    | 0.3         | 24.1    | 14.7    | 18.0    | 20.0       | 7,770.0        | 3.3          | 1.7        | 17.9        | 5.4          | 1.0        | 9.4        | 51.4       | 18.4         | 13.4         |
| E.A. Breweries                    | Jun  | 1,051.9 | 7.5         | 199.8   | 100.0   | 172.0   | 50.9       | 165,211.8      | 13.7         | 7.0        | 30.1        | 12.5         | 5.7        | 4.1        | 50.9       | 45.7         | 8.7          |
| Flame Tree                        | Dec  | 1.3     | 0.0         | 1.3     | 0.9     | 1.0     | (5.8)      | 209.9          | (1.0)        | -          | 7.2         | (1.0)        | 0.1        | -          | -          | (13.4)       | (4.4)        |
| Kenya Orchards                    | Dec  | 7.0     | 0.0         | 75.3    | 19.0    | 70.0    | 259.0      | -              | 0.1          | -          | 2.2         | 708.1        | 32.1       | -          | -          | 4.5          | 0.9          |
| Mumias Sugar                      | Jun  | 3.2     | 0.0         | 0.3     | 0.3     | 0.3     | -          | -              | (9.6)        | -          | (10.4)      | (0.0)        | (0.0)      | -          | -          | N/A          | (95.4)       |
| Unga Group                        | Jun  | 9.5     | 0.1         | 17.7    | 11.5    | 16.2    | (4.2)      | 401.4          | (5.9)        | -          | 44.2        | (2.7)        | 0.4        | -          | -          | (13.4)       | (4.0)        |
| <b>Industry Median</b>            |      |         | <b>10.0</b> |         |         |         | <b>4.9</b> | <b>1,470.8</b> | <b>1.7</b>   | <b>0.9</b> | <b>24.0</b> | <b>6.3</b>   | <b>1.0</b> | <b>0.7</b> | <b>5.1</b> | <b>7.1</b>   | <b>4.8</b>   |
| <b>TELECO</b>                     |      |         |             |         |         |         |            |                |              |            |             |              |            |            |            |              |              |
| Safaricom                         | Mar  | 5,035.3 | 36.1        | 19.3    | 13.0    | 16.3    | 16.9       | 766,939.8      | 1.42         | 1.2        | 5.6         | 11.4         | 2.9        | 7.4        | 84.4       | 25.2         | 11.8         |
| <b>REIT</b>                       |      |         |             |         |         |         |            |                |              |            |             |              |            |            |            |              |              |
| LAPTRUST I-REIT                   | Dec  | 53.6    | 0.4         | 20.0    | 20.0    | 20.0    | -          | 70,308.4       | 0.3          | 0.4        | 20.1        | 57.7         | 1.0        | 1.9        | 109.7      | 1.7          | 1.6          |

### 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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