



Brokers & Investment Banks

Performance - H1 2026

H1 2026

AT A GLANCE

A concise snapshot of industry earnings, revenue mix and Kingdom Securities' competitive standing in the first half of 2026

INDUSTRY INCOME

Kes. 9.84Bn

Total income increased by 174.9%, supported by stronger capital-market activity and transaction-led revenues.

REVENUE MIX

37.0%

Advisory and fund management income rose to 37.0% of industry income from 25.6%, while brokerage commissions contributed 27.6%.

INDUSTRY PROFITABILITY

Kes. 4.70Bn

Aggregate PBT increased by 220.4%, alongside strong income growth across several investment banks.

KSL PROFITABILITY

Kes. 77.95Mn

Kingdom Securities remained the most profitable brokerage firm during H1 2026.

KSL BROKERAGE INCOME

Kes. 65.57Mn

Brokerage commissions increased by 98.3%, reflecting stronger contribution from the core brokerage franchise.

KSL BALANCE SHEET

Kes. 1.52Bn

KSL remained the largest brokerage firm by assets and ranked seventh across the wider brokerage and investment banking industry.

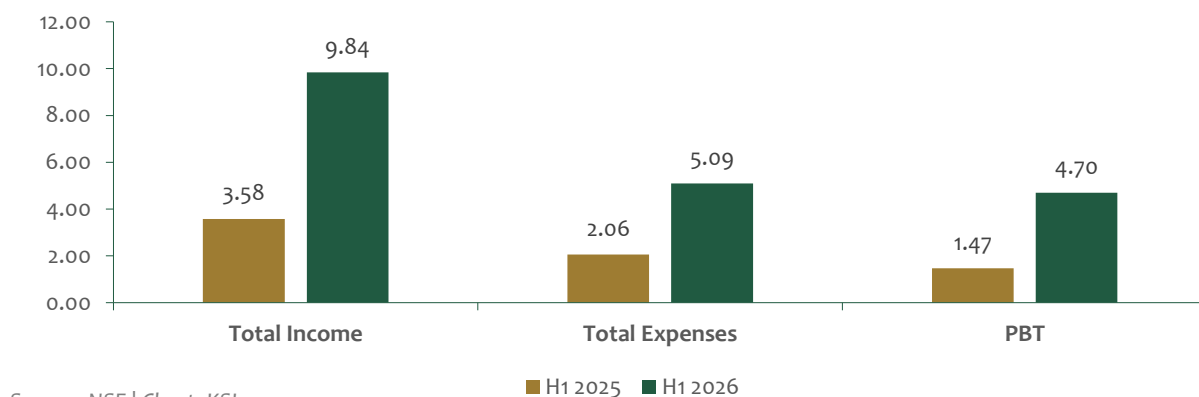
1. Industry Performance Overview

In our H1 2026 stockbrokers and investment banks performance review, we assessed the financial performance of 21 firms, comprising seven brokerage firms and 14 investment banks. Industry performance strengthened considerably during the period, with total income increasing by 174.9% to Kes. 9.84Bn, from Kes. 3.58Bn in H1 2025. Growth was supported by a combination of stronger underlying capital-market activity and transaction-related income associated with major IPOs, listings, corporate bond issuances and large block trades. Faida Investment Bank, Standard Investment Bank and NCBA Investment Bank were the largest contributors, collectively accounting for 56.8% of industry income

Importantly, the growth also reflected a significant change in the industry's revenue mix. While brokerage commission income increased strongly, its contribution to total industry income declined to 27.6% from 43.9% in H1 2025. In contrast, advisory and fund management income together accounted for 37.0% of industry income, up from 25.6% a year earlier. This points to an increasingly diversified industry earnings model, with a growing contribution from advisory mandates and fund management alongside traditional securities brokerage

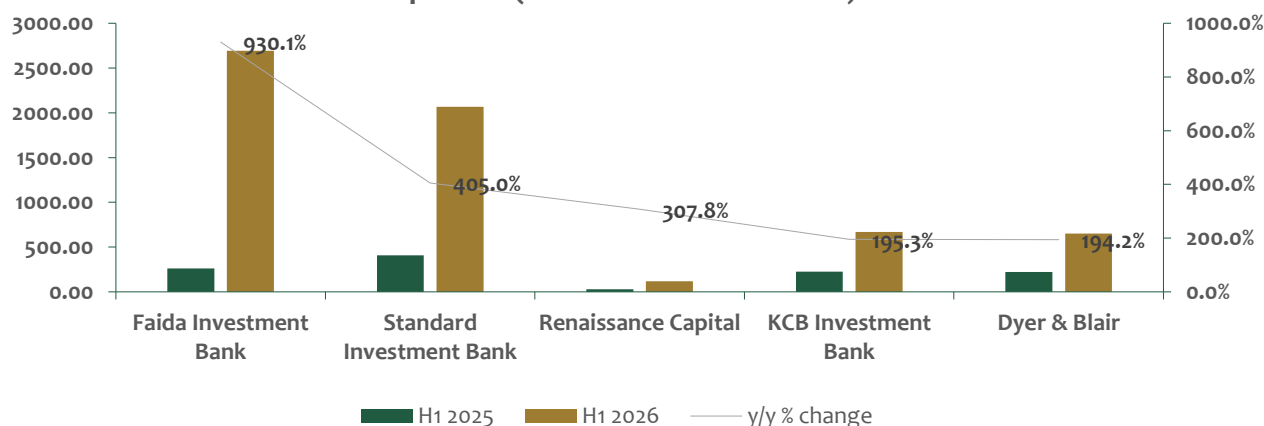
Total expenses increased by 147.4% to Kes. 5.09Bn, from Kes. 2.06Bn in H1 2025, while aggregate PBT rose by 220.4% to Kes. 4.70Bn, from Kes. 1.47Bn. Faida Investment Bank, Standard Investment Bank, Renaissance Capital, KCB Investment Bank and Dyer & Blair recorded the strongest income growth, with each more than doubling income compared with H1 2025

Brokerage & Investment Bank Performance (Kes. Bn)



On the upside, Faida Investment Bank, Standard Investment Bank, Renaissance Capital, KCB Investment Bank and Dyer & Blair recorded the strongest income growth, with each more than doubling its income compared to H1 2025, as illustrated below:

Most Improved (Income-based - Kes. Mn)



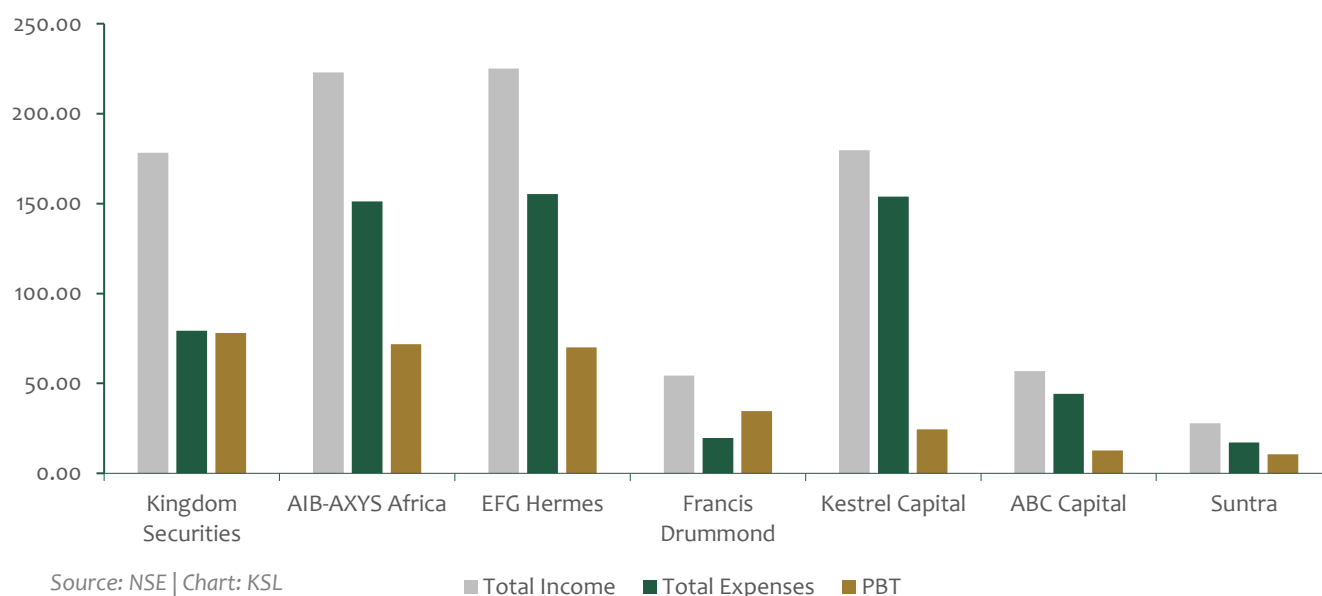
2. Brokerage Performance

Brokerage Firms Overview

The seven brokerage firms under our coverage recorded total income of Kes. 944.95Mn, up 85.3% from Kes. 509.92Mn in H1 2025, supported by stronger brokerage activity across the market. Total expenses rose by 74.5% to Kes. 620.46Mn, while aggregate PBT increased by 130.4% to Kes. 301.98Mn, from Kes. 131.09Mn in H1 2025.

Kingdom Securities remained the most profitable brokerage firm, reporting PBT of Kes. 77.95Mn, equivalent to approximately 25.8% of aggregate brokerage PBT. The firm also recorded a 98.3% increase in brokerage commissions to Kes. 65.57Mn, from Kes. 33.07Mn in H1 2025, underscoring the strengthening contribution from its core brokerage business.

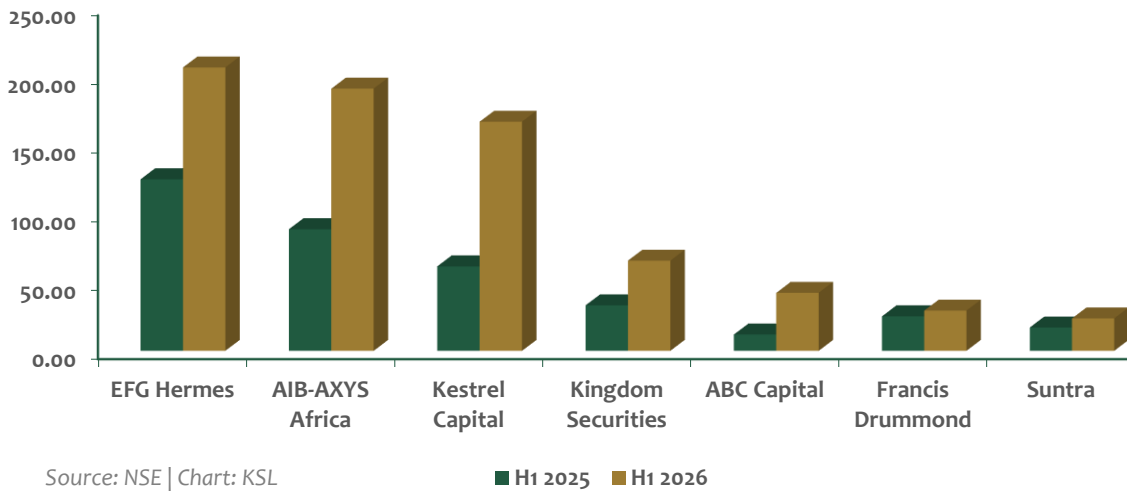
H1 2026 Broker Performance (Kes. Mn)



Brokerage Commissions

Industry brokerage commissions increased by 72.8% to Kes. 2.72Bn, from Kes. 1.57Bn in H1 2025, reflecting stronger securities-market activity during the period. Despite this strong absolute growth, brokerage commissions accounted for 27.6% of total industry income, down from 43.9% in H1 2025.

Brokerage Commission (Kes. Mn)

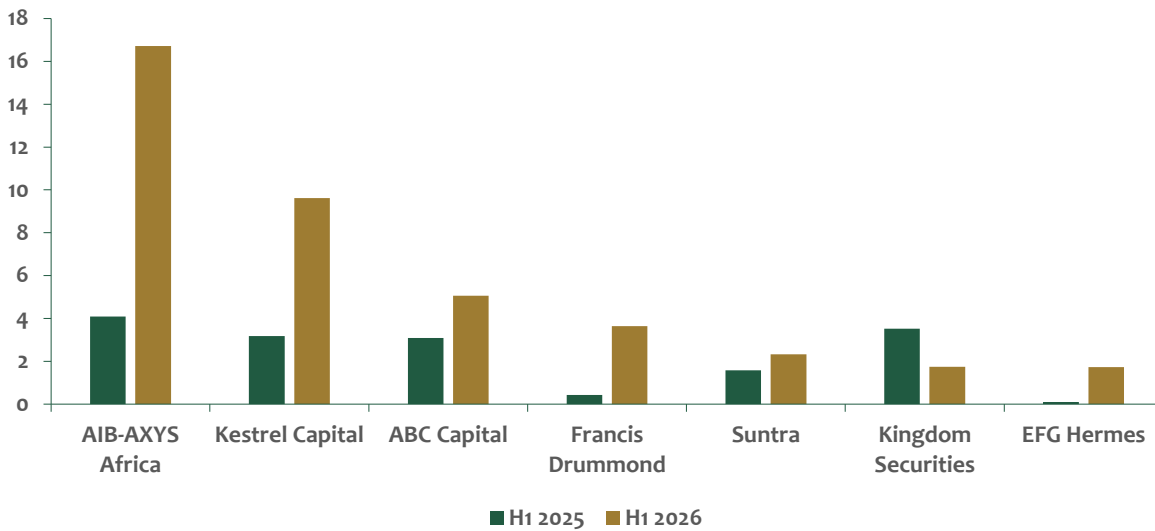


The decline in brokerage commissions' share of total income, despite substantial growth in commission income, highlights the faster expansion of other revenue streams across the industry, particularly advisory and fund management. This suggests that industry earnings are becoming less concentrated around traditional transaction-based brokerage as investment banks broaden their contribution from advisory mandates and managed assets. Dry Associates recorded the highest brokerage commission income at Kes. 424.36Mn, representing a 79.3% increase from Kes. 236.74Mn in H1 2025.

Interest Income

Interest income was a key contributor to revenue, accounting for 4.3% of total income in the brokerage category, an improvement of more than 1.2 percentage points from 3.1% in H1 2025. Interest income surged by 155.2% to Kes. 40.84Mn, from Kes.16.00Mn in H1 2025. Most firms recorded strong growth in interest income, with EFG Hermes, Francis Drummond, and AIB AXYS Africa posting increases of 1535.8%, 756.1%, and 308.5%, respectively. While Kingdom Securities reported lower interest income of Kes. 1.75Mn, the decline was offset by strong growth in brokerage commissions and other operating income.

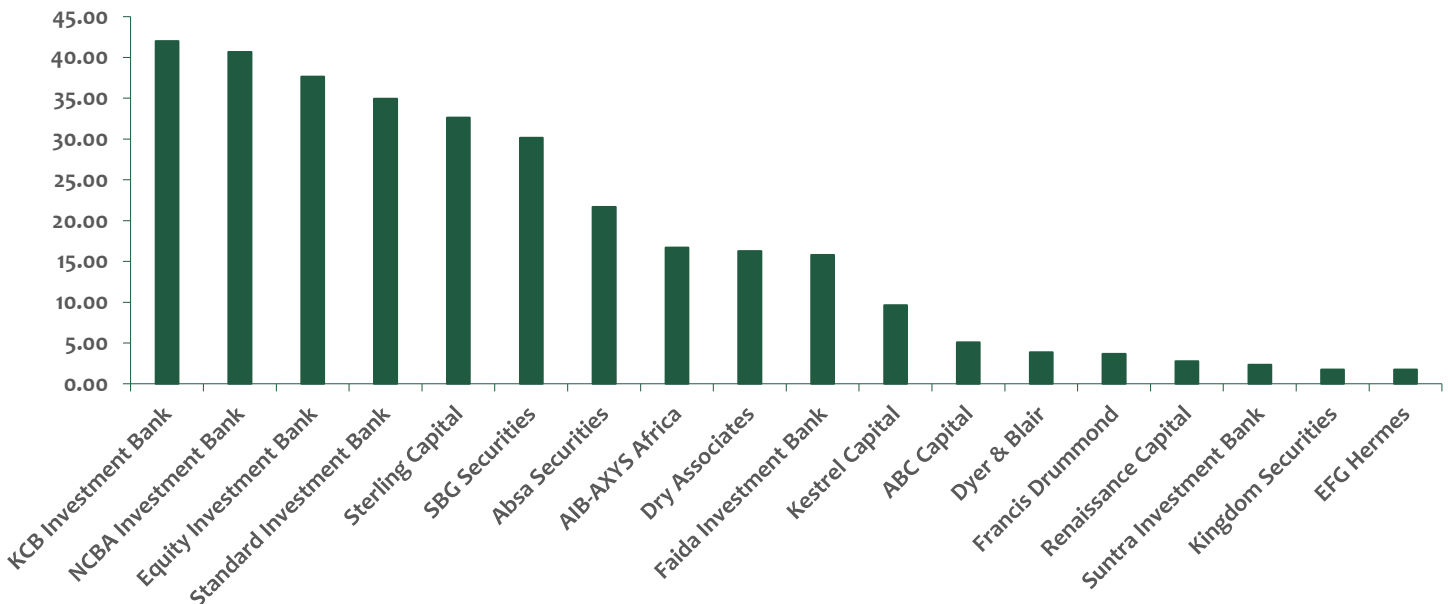
Brokerage Firms Interest Income (Kes. Mn)



Source: NSE | Chart: KSL

At the industry level, interest income generated by brokerage firms and investment banks accounted for 3.2% of total industry income, down from 7.3% in H1 2025. Interest income, however, increased by 21.4% to Kes. 319.28Mn, from Kes. 262.95Mn in H1 2025. KCB Investment Bank recorded the highest interest income at Kes.42.00Mn, followed by NCBA Investment Bank (Kes. 40.66Mn) and Equity Investment Bank (Kes. 37.66Mn).

H1 2026 Interest Income (Kes. Mn)



Source: NSE | Chart: KSL

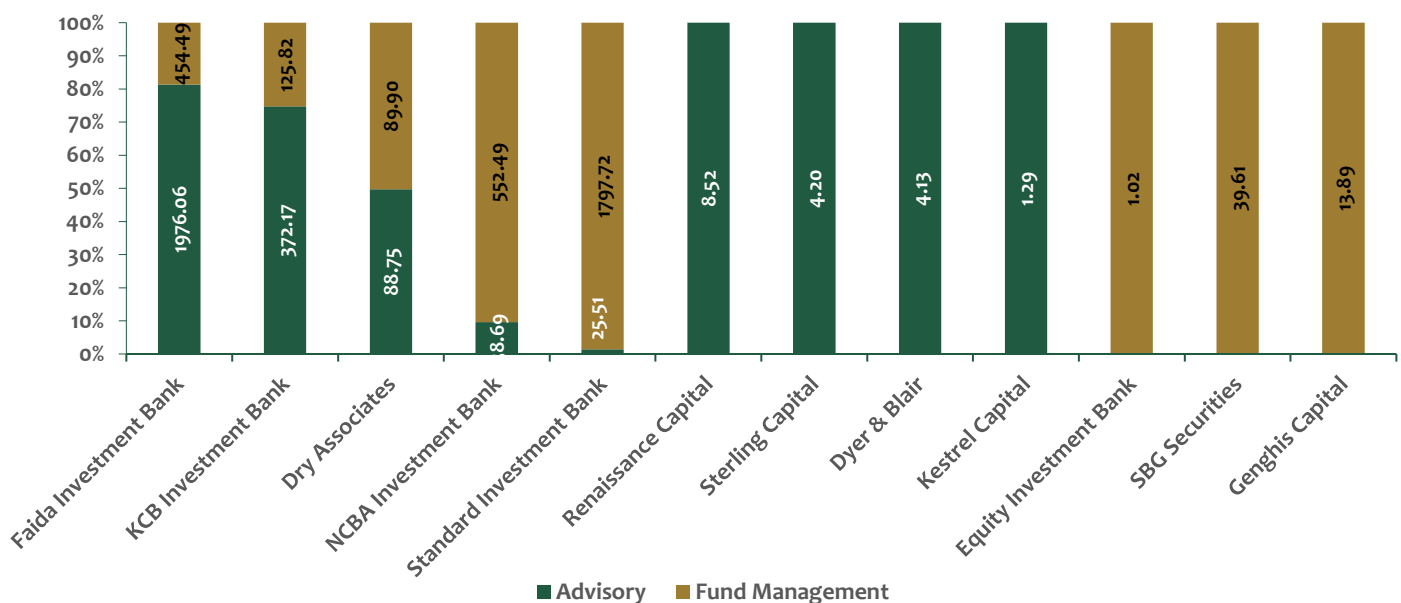
3. Industry Revenue Mix

Advisory and Fund Management Income

Advisory and fund management emerged as increasingly important components of industry earnings in H1 2026, with their combined contribution rising to 37.0% of total industry income from 25.6% in H1 2025. This shift, alongside the decline in brokerage commissions' contribution to 27.6% from 43.9%, points to a structural broadening of revenue pools across Kenya's brokerage and investment banking industry.

The two revenue streams, however, have different earnings characteristics. Advisory income during the period benefited from major capital-market and corporate transactions, including IPO, listing and transaction mandates, making part of the H1 2026 uplift inherently transaction-dependent. Fund management income, by contrast, is linked more closely to assets under management and therefore has the potential to provide a relatively more recurring revenue base as managed assets expand.

H1 2026 Advisory & Fund Management Income (Kes. Mn)



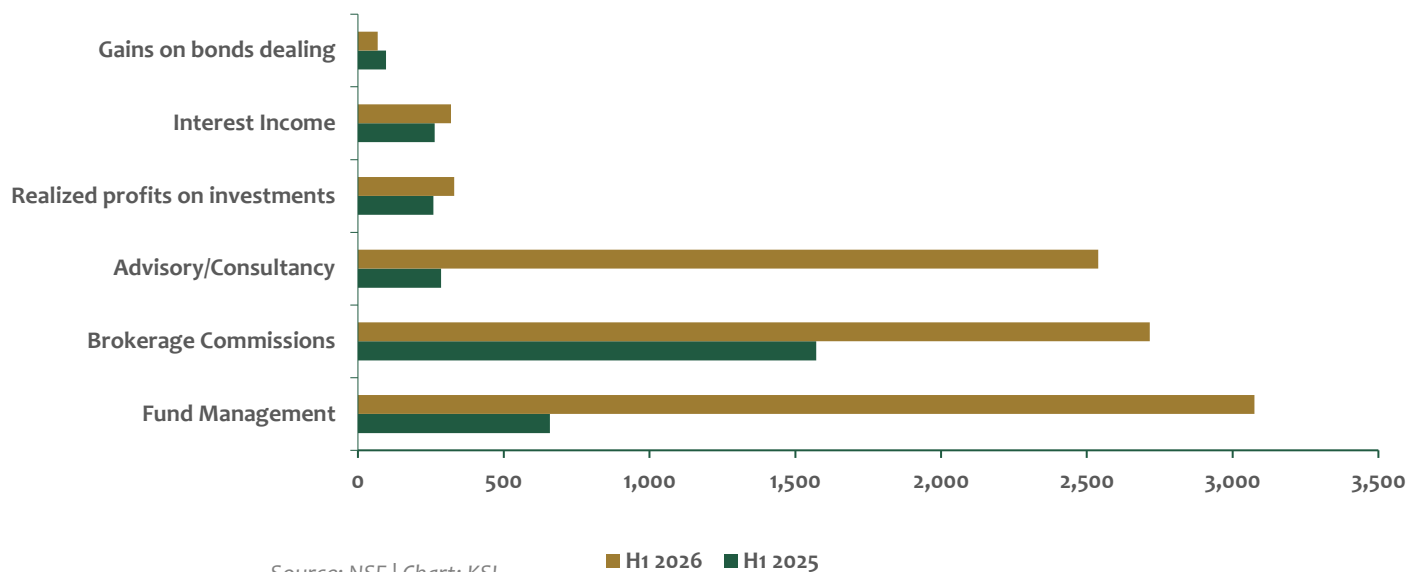
Source: NSE | Chart: KSL

Faida Investment Bank, the lead transaction advisor for the KPC IPO during H1 2026, led advisory revenues during the period, while Standard Investment Bank recorded the highest fund management income, supported by strong growth in assets under management. The evolving revenue mix highlights an increasing opportunity for industry players to complement brokerage revenues with scalable fee-based businesses. However, the significant contribution from large transactions in H1 2026 means that some of the period's exceptional industry growth may not necessarily be sustained at the same rate in subsequent periods.

Key Revenue Lines

Industry revenue growth was primarily driven by fund management income, brokerage commissions and advisory fees. Fund management income benefited from growing demand for collective investment schemes and alternative investment products, while brokerage commissions were supported by improved market activity and retail participation.

Industry Key Revenue Lines (Kes. Mn)



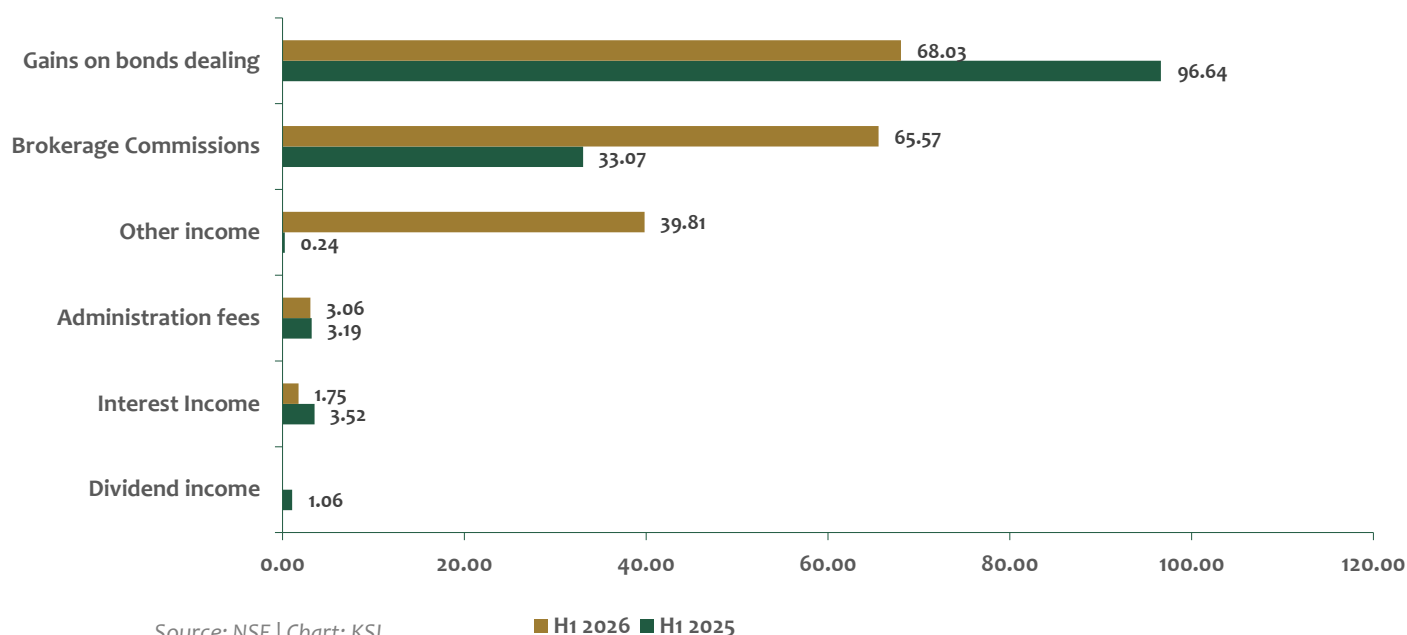
4. Kingdom Securities Performance

Kingdom Securities Revenue Mix

Kingdom Securities' revenue mix became materially more balanced in H1 2026. Brokerage commissions increased by 98.3% to Kes. 65.57Mn, from Kes. 33.07Mn in H1 2025, while other income strengthened to Kes. 39.81Mn from Kes. 3.19Mn. In contrast, gains on bond dealing declined to Kes. 68.03Mn from Kes. 96.64Mn.

The changing mix reduced the firm's reliance on bond-dealing gains as the principal earnings driver, with brokerage commissions nearly matching bond-dealing income during the period and other income making a materially stronger contribution. Overall, the shift indicates a more diversified earnings base, with stronger contributions from the core brokerage franchise and other revenue lines partly offsetting lower bond-dealing gains, as illustrated below:

Kingdom Securities Key Revenue Lines (Kes. Mn)



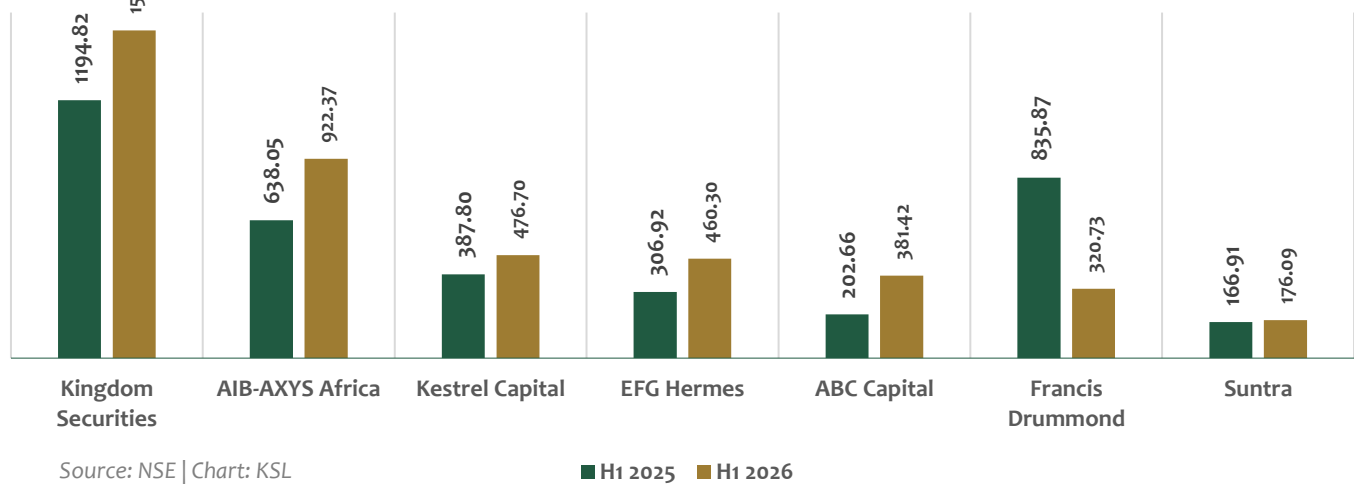
Kingdom Securities Competitive Positioning

Kingdom Securities maintained a strong competitive position in H1 2026, remaining the most profitable brokerage firm with PBT of Kes. 77.95Mn. Brokerage commissions increased by 98.3% to Kes. 65.57Mn, strengthening the contribution from the firm's core brokerage franchise. On the balance sheet, total assets grew by 27.0% to approximately Kes. 1.52Bn, retaining KSL's position as the largest brokerage firm by assets and placing the firm seventh across the broader brokerage and investment banking industry. Combined with the increasing contribution from other income and reduced dependence on bond-dealing gains, the performance points to a strengthening and increasingly diversified earnings profile

5. Balance Sheet

Total assets across the seven brokerage firms increased by 14.0% to Kes. 4.26Bn, from Kes. 3.73Bn in H1 2025. ABC Capital recorded the strongest asset growth at 88.2%, while Francis Drummond was the only brokerage firm to report a decline in assets during the period. Kingdom Securities remained the largest brokerage firm by asset base, with total assets of approximately Kes. 1.52Bn

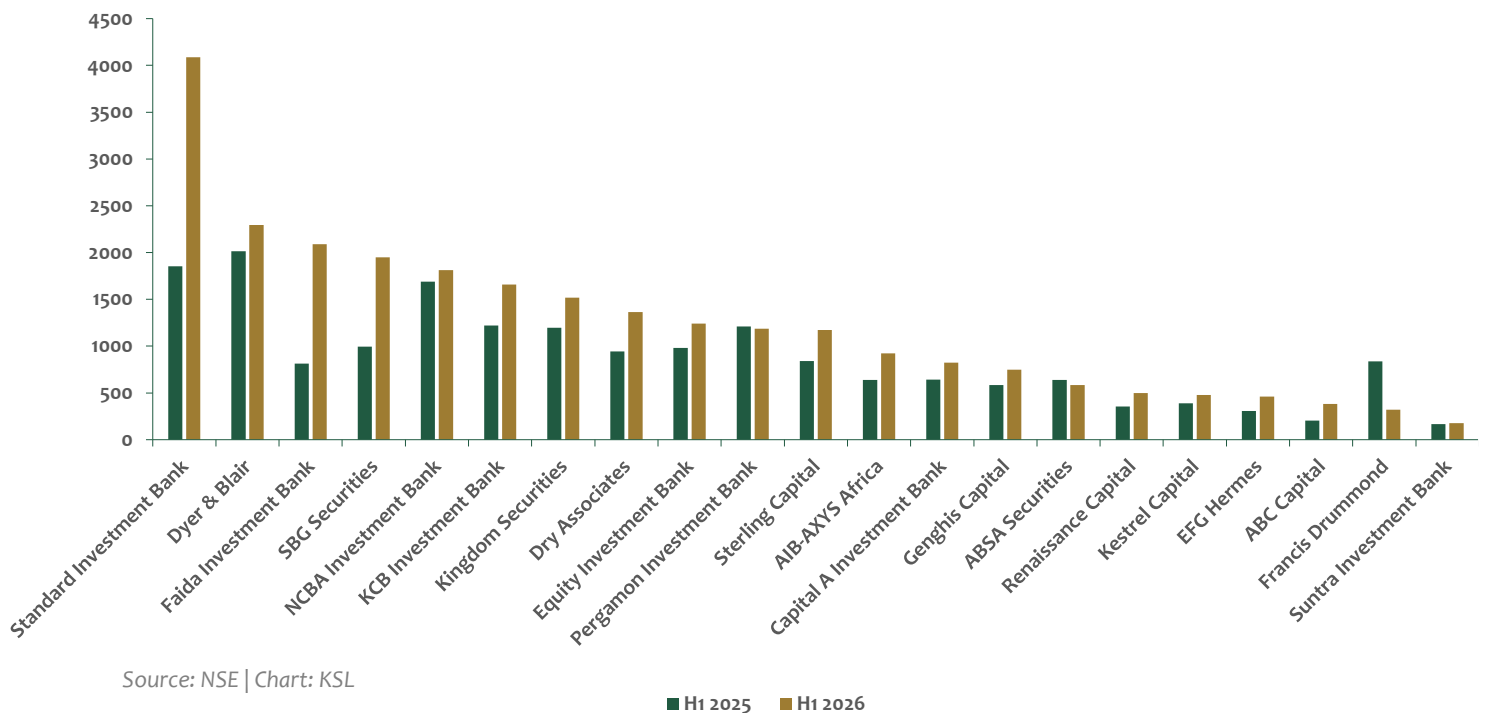
Brokerage Firms Assets (Kes. Mn)



Across the broader industry, the combined asset base of brokerage firms and investment banks increased by 39.1% to Kes. 25.77Bn, from Kes. 18.52Bn. Standard Investment Bank led the industry with total assets of Kes. 4.09Bn, followed by Dyer & Blair Investment Bank at Kes. 2.29Bn and Faida Investment Bank at Kes. 2.09Bn.

Kingdom Securities ranked seventh overall, with its asset base increasing by 27.0% to Kes. 1.52Bn.

Industry Assets (Kes. Mn)



6. Overall Ranking Based on PBT

(Amounts in Kes. Mn)

Investment Banks	Total Income			Total Expenses			PBT		
	H1 2025	H1 2026	y/y Change	H1 2025	H1 2026	y/y Change	H1 2025	H1 2026	y/y Change
Standard Investment Bank	409.55	2068.43	405.0%	266.48	476.70	78.9%	128.86	1580.81	1126.8%
Faida Investment Bank	261.45	2693.27	930.1%	191.41	1887.00	885.9%	70.01	800.46	1043.3%
NCBA Investment Bank	609.43	830.03	36.2%	220.68	223.26	1.2%	388.75	606.77	56.1%
KCB Investment Bank	226.33	668.41	195.3%	89.98	163.54	81.8%	133.19	503.22	277.8%
Dry Associates	395.21	666.32	68.6%	229.08	414.32	80.9%	165.18	251.77	52.4%
Dyer & Blair	220.71	649.38	194.2%	111.73	500.00	347.5%	123.67	166.53	34.7%
SBG Securities	161.60	302.77	87.4%	125.70	167.45	33.2%	35.91	135.32	276.9%
Equity Investment Bank	243.96	344.01	41.0%	123.52	231.17	87.1%	120.44	112.85	-6.3%
Capital A Investment Bank	136.18	182.55	34.1%	50.53	82.77	63.8%	85.65	99.79	16.5%
Sterling Capital	90.18	113.41	25.8%	64.76	70.87	9.4%	25.42	42.54	67.4%
ABSA Securities	96.13	74.45	-22.6%	45.94	36.51	-20.5%	50.20	37.94	-24.4%
Genghis Capital	55.70	90.19	61.9%	41.32	57.58	39.3%	8.81	32.61	270.2%
Renaissance Capital	28.97	118.11	307.8%	80.05	94.25	17.7%	-51.08	23.86	-146.7%
Pergamon Investment Bank	134.42	94.00	-30.1%	62.04	67.66	9.1%	50.93	3.75	-92.6%
Brokerage Firms									
Kingdom Securities	137.72	178.22	29.4%	51.91	79.20	52.6%	63.24	77.95	23.3%
AIB-AXYS Africa	105.45	222.84	111.3%	85.66	151.12	76.4%	19.78	71.72	262.6%
EFG Hermes	126.17	225.12	78.4%	93.36	155.20	66.2%	32.76	69.94	113.5%
Francis Drummond	28.10	54.37	93.5%	8.79	19.71	124.2%	19.19	34.55	80.1%
Kestrel Capital	69.79	179.65	157.4%	87.28	153.86	76.3%	-17.90	24.46	-236.6%
ABC Capital	23.25	56.93	144.9%	12.81	44.19	245.0%	10.44	12.73	22.0%
Suntra	19.45	27.82	43.0%	15.86	17.18	8.4%	3.59	10.63	195.9%
Total	3579.73	9840.27	174.9%	2058.87	5093.53	147.4%	1467.02	4700.19	220.4%

Source: NSE | Table: KSL

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