



**Britam**  
With you every step of the way



**FY 2025  
Results Presentation**

# AGENDA

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## Opening Remarks

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Ms. Catherine Karita

**Director Britam Foundation & Investor Relations**

## Group Overview

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Celestine Munda  
**Interim Chairperson**



# Our Solutions

Insure



Invest



Trust

**Britam**  
With you every step of the way

Health



Pensions



## BRITAM GROUP AT A GLANCE 2025



**7**

countries of operation

**1000+**

employees across Africa

**6M+**

Number of customers

**Shs 41.6Bn**

Insurance Revenue

**2500+**

Financial Advisor

**Shs 7.9Bn**

Profit Before Tax



Source: FRED

**Economic activity:** grew by **4.9% in Q3 2025** relative to a growth of **4.2% in a similar quarter in 2024**.

**2026 Forecast:** Economic growth is projected to close at **4.9%** for full year 2025 and is anticipated to fall between **5.0% and 5.25%** in 2026.

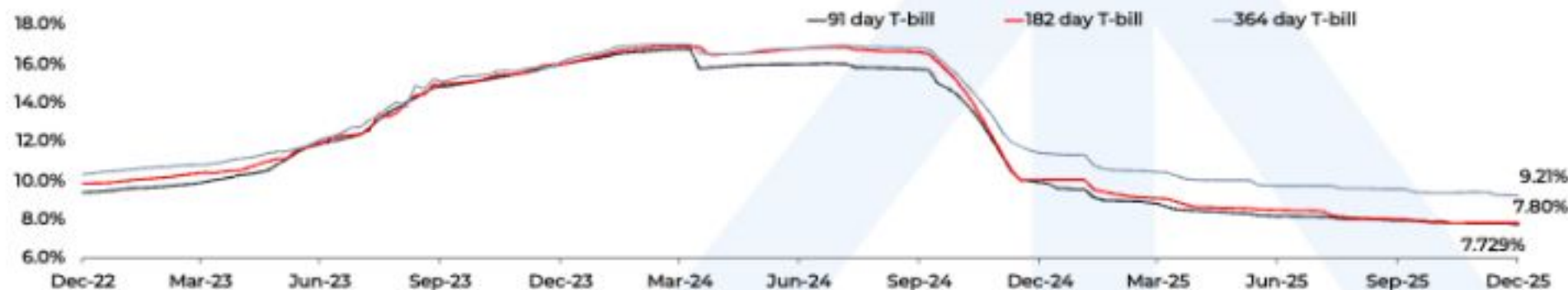
## Inflation within the 5% target range



Source: INEE

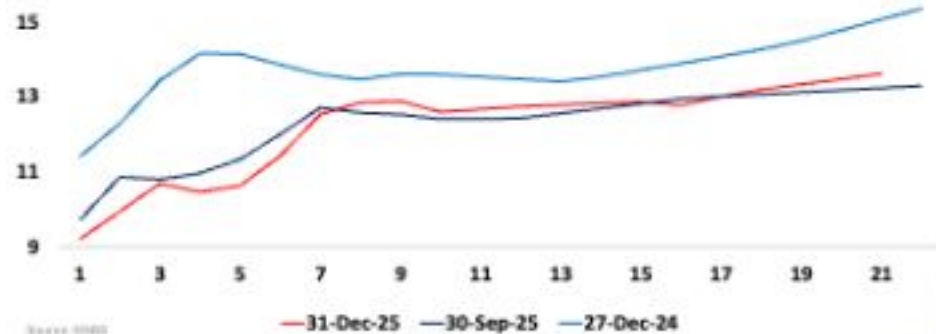
**Average headline inflation:** for the last quarter of 2025 stood at **4.5%** a marginal rise from an **average of 4.4%** the preceding quarter.

**Outlook:** Inflation is expected to range between **4.0% and 6.0%** in the medium term, **within CBK's target range of 5.0% + 2.5%**.



**Treasury Bill Rates:** T-Bill rates trended downwards throughout the year and more pronounced in Q4 2025. The 3-month, 6-month and 12-month T-bills closed the quarter at 7.73%, 7.80% and 9.21%

**Outlook:** We expect T-Bill rates to move slightly lower in Q1'26 amid the governments accommodative monetary policy, reduction in government appetite courtesy of the government's borrowing outperformance in the first half of FY25/26.

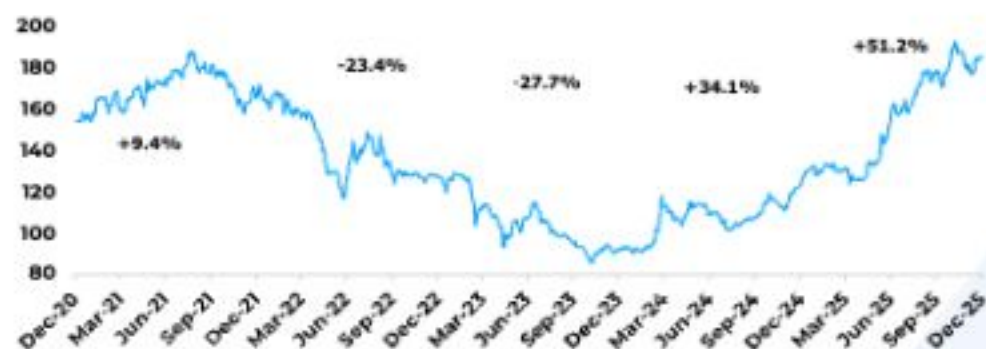


**Yield Curve movements:** The yield curve lowered by 1.5% in 2025 largely due to strong liquidity, the government's accommodative stance and CBK's discipline in reopening long tenured treasury bonds.

The budgeted fiscal deficit for FY25/26 stands at KES 923.2 BN, lower than the KES 1.1 Trillion deficit in FY24/25. Net domestic and foreign borrowing targets stands at KES 635.5 BN and 287.7 BN with the government tracking ahead of their pro-rated target.

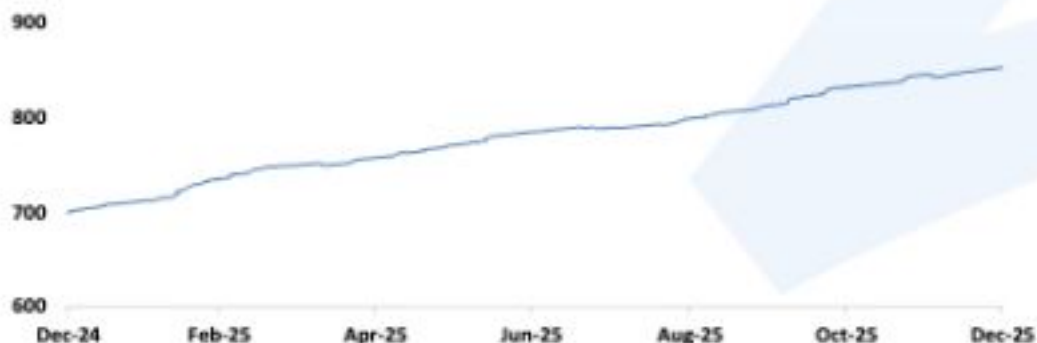
**Outlook:** We expect Q1 2026 yield curve to steepen with short term rates marginally falling while mid and long term rates are expected to marginally rise or remain sticky driven by an anticipated increase in overall prices in the country and underperformance in revenue collection. The ongoing elevated liquidity in the market and potential successful debt restructuring by the government is expected to change of our outlook.

## The NSE All Share Index



Source: IBS

## NSE 20 Index



Source: IBS

The **NSE All Share** and **NSE 20 indices** recorded a growth of **51.2% and 56.1% respectively**.

The gains in the equities market was amid strong earnings performance, growing local participation, stable currency and resilient economic activity. Foreign investors retained their net sell position over the year.

**Outlook:** The macroeconomic environment remains supportive of equities, with GDP growth projected at 5%, inflation within target, accommodative monetary policy, improving credit growth, and a stable currency. Valuations are above their five-year average; however, we are of the view that upcoming earning may be robust underpinned by easing financial conditions, and stronger credit dynamics.

Globally, risk sentiment is constructive, supported by Fed easing and a weaker US dollar, which should encourage foreign investor participation, though geopolitical developments may pose occasional downside risks.

# Britam's Vision and Strategy

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Mr. Tom Gitogo  
**Group Managing Director and CEO**



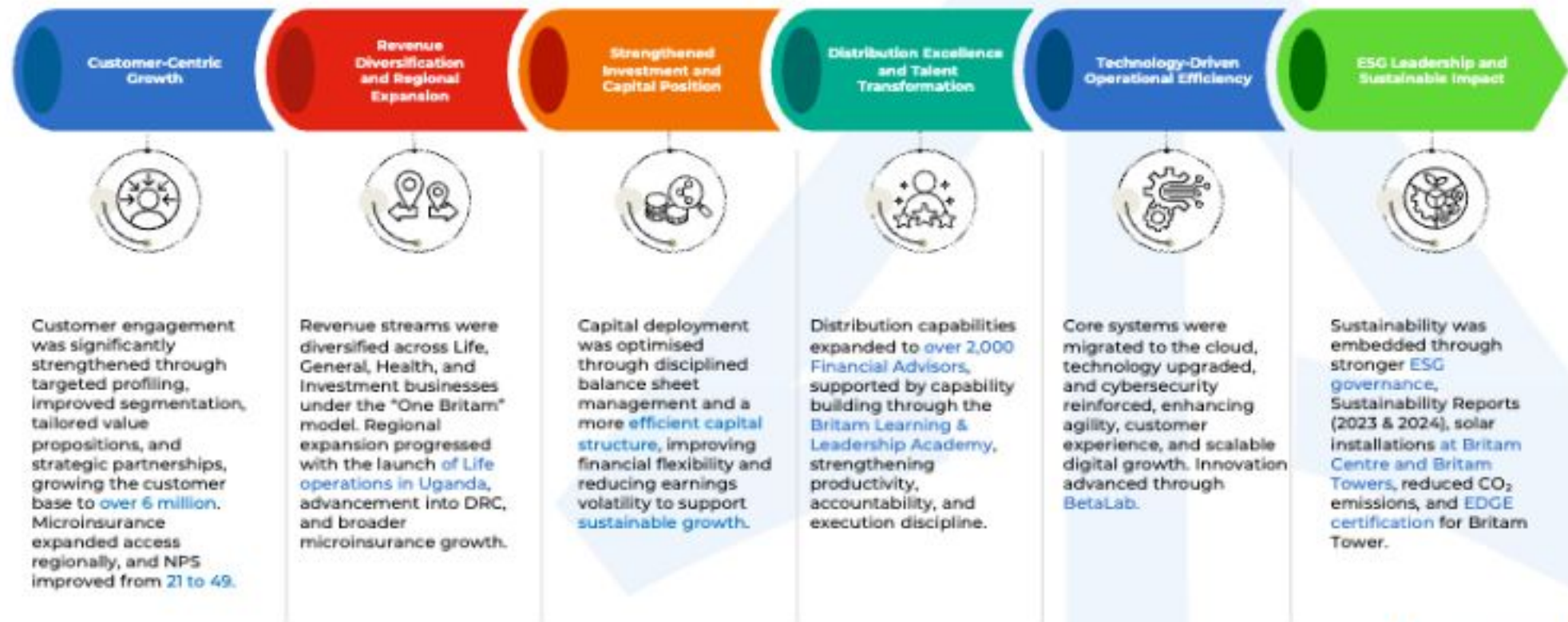
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# Strategy Highlights



## Accomplishments of the EPIC #OneBritam Strategy

The strategy period achieved significant milestones, strengthening market position, customer value, and sustainability.





# Financial Performance

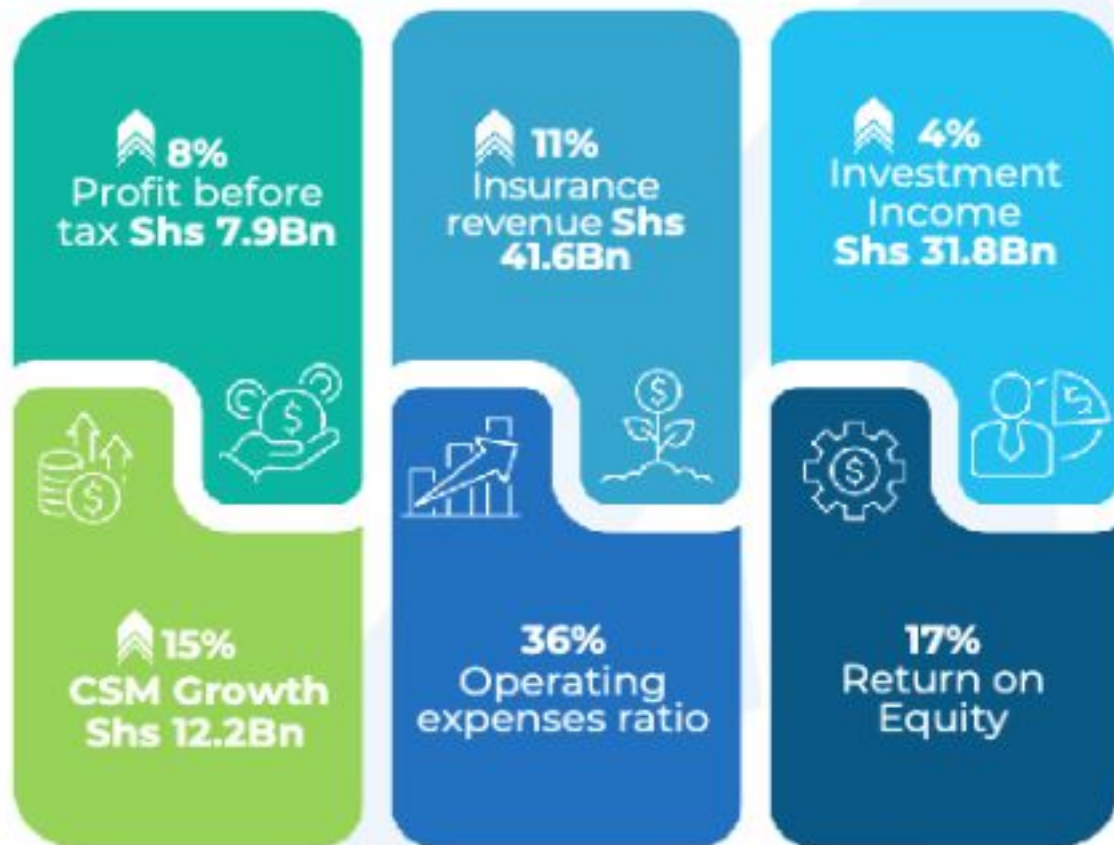
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Mr. Charles Njuguna  
**Director Finance and Strategy**

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# FY 2025 Financial Performance





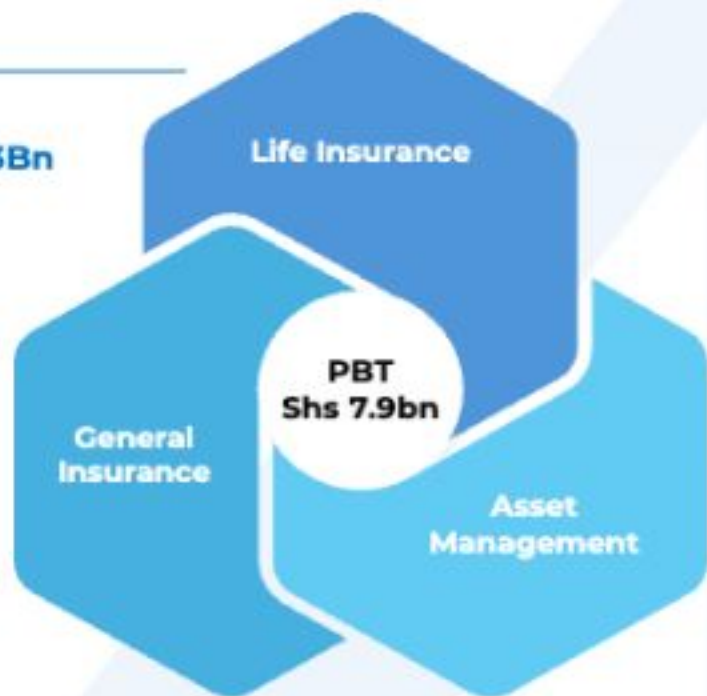
# Business Units' Contribution



Total Assets  
up 20% - **Shs 203Bn**  
Profit before tax  
**Shs 5.3Bn**



Gross written  
premiums Up 4%  
to **Shs 29Bn**  
Profit before tax -  
**Shs 2.6Bn**

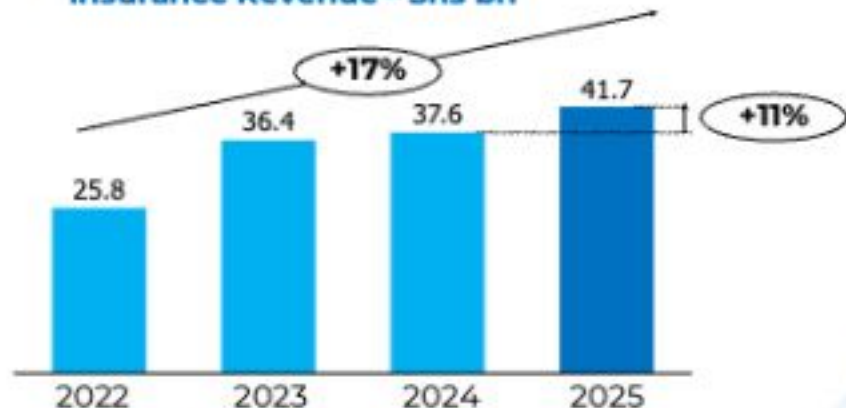


Assets under  
management  
**+23% - Shs 267Bn**  
Profit before tax **463%**  
to **Shs 332 Mn**

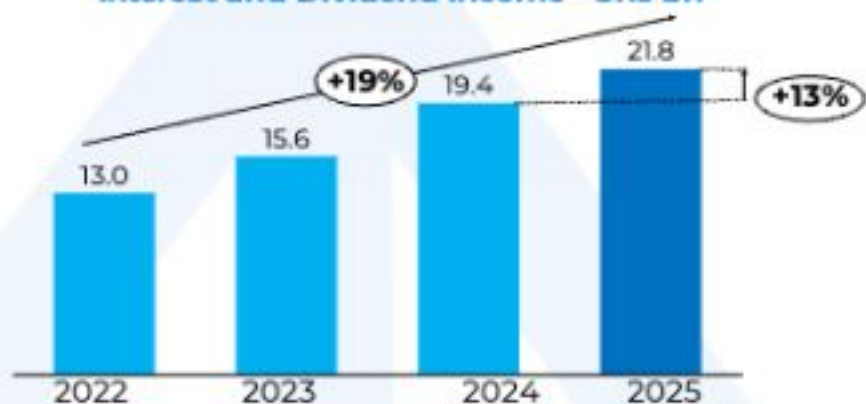


# Strong Topline Growth and Balance Sheet Expansion

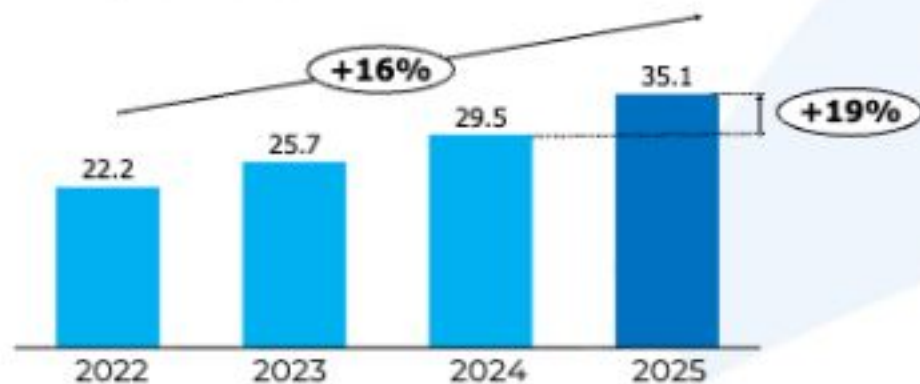
Insurance Revenue - Shs bn



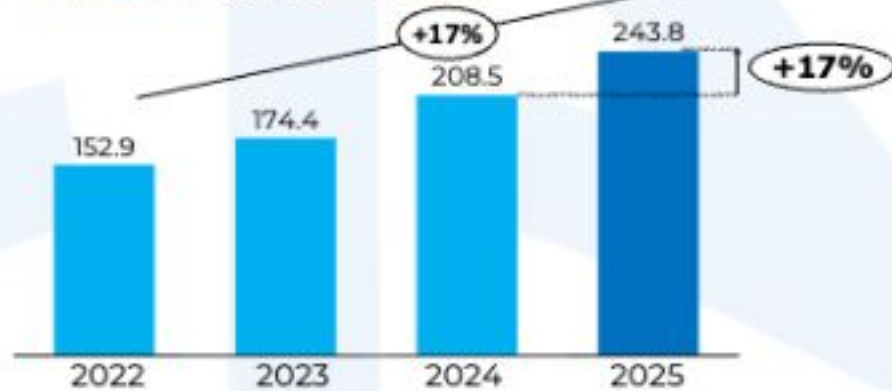
Interest and Dividend Income - Shs bn



Shareholders' Funds



Group Total Assets - Shs bn



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# Ascend

## New 2026-2030 Strategy



We have surfaced key elements that have had a proven impact on our performance, and so we are taking these forward as the backbone of our next strategic horizon



### CUSTOMER-CENTRIC COMMITMENT

Doubled our customer-first strategies to ensure every decision is based on client needs.



### PAN-AFRICAN ASPIRATION

Strengthen position in key emerging Pan-African markets with expanded market presence.



### DIGITAL AND DIRECT CHANNEL DEVELOPMENT

Scale digital platforms and direct-to-customer channels to enhance accessibility and reach.



### FINANCIAL STRENGTH AND GOVERNANCE

Maintain strong capital structure and optimize capital efficiency to support growth.



### INNOVATION CAPACITY

Leverage Life Lac as an engine for new product design and digital transformation.



### SUSTAINABILITY AND ESG

Use our sustainability programs to enhance social and environmental impact.

# Ascend

Rising Higher Together



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# Sustainability





**Our Sustainability Material Topics**

  
Safeguarding our  
Environment

  
Healthier  
Lives &  
Well-being

  
Positive Impact  
to our people

  
Innovation,  
Collaboration  
& Technology

  
Responsible  
Business

**3** GOOD HEALTH  
AND WELL-BEING  


**4** QUALITY  
EDUCATION  


**5** GENDER  
EQUALITY  


**8** DECENT WORK AND  
ECONOMIC GROWTH  


**9** INDUSTRY, INNOVATION  
AND INFRASTRUCTURE  


**10** REDUCED  
INEQUALITIES  


**13** CLIMATE  
ACTION  


**16** PEACE, JUSTICE  
AND STRONG  
INSTITUTIONS  


**17** PARTNERSHIPS  
FOR THE GOALS  


Britam Foundation is the Corporate Social Investment arm of Britam Holdings PLC, a leading diversified financial services group operating across seven African countries. The Foundation was incorporated in 2015, and it builds on Britam's purpose of safeguarding dreams and aspirations in Africa, transforming this into tangible community investments and impact.

#### OUR PURPOSE

Enriching Lives in Africa



#### OUR VISION

Empowering thriving communities through holistic health, quality education, sustainable environments, and boundless entrepreneurial opportunities.



#### OUR MISSION

To catalyze positive change in health, education, environment, and entrepreneurship, we aim to empower individuals, nurture communities, and inspire sustainable development for generations to come.



#### OUR PILLARS

1. Health & Wellbeing
2. Education
3. Environment
4. Entrepreneurship







**70**

schools accessed  
water.



**305**

underserved women re-  
ceived maternal health care  
through the Iba Salama pro-  
gram



**444+**

acres Reforestation on  
Mt. Elgon Water Tower.



**95,235**

trees were planted.



**131,358**

lives impacted



**7.6M+**

saved in electric city bills



**282,926 kWh**

of green energy generated.





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# Accolades





Africa's friend for 60 years is now

**KENYA'S**

**3<sup>rd</sup> Strongest Brand**

and the most valuable insurance brand in Kenya.



Source | Brand Finance Kenya 2025

Britam is now a  
**CERTIFIED  
AFRICA TOP  
EMPLOYER**

**top**

Africa  
2023

EMPLOYER

FOR A BETTER WORLD OF WORK

**top**

Africa  
2023

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EMPLOYER

FOR A BETTER WORLD OF WORK





**Britam**  
With you every step of the way

**Customer  
First**

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**Thank You**

