



INSIGHTS INTO NAMIBIA'S DISRUPTOR

AFSIC – 12th & 13th May 2015

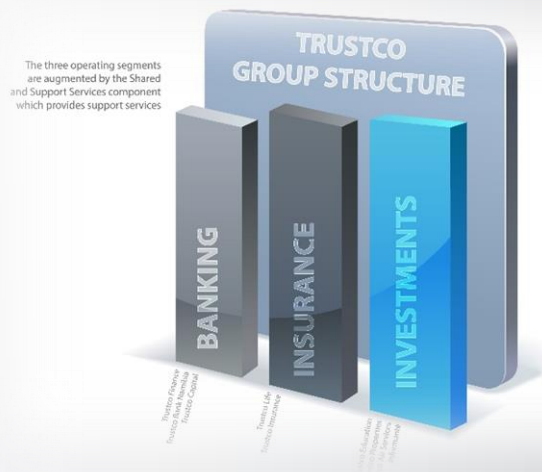




Our history

Trustco is a listed financial services group that Invests in high-growth assets in emerging markets

- Established in 1992
- Headquartered in Namibia with operations in South Africa, Namibia and Mauritius.
- Listed on the main board of the Johannesburg Stock Exchange (Ticker: TTO) with a secondary listing on the Namibian Stock Exchange, and has an ADR program in the USA (OTC Ticker: TSCHY)





Namibia in 2015



** Namibia's capital (Windhoek)*

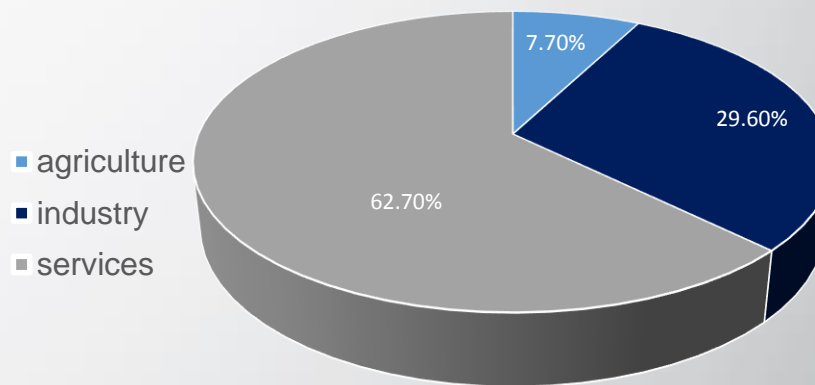




Economic snapshot of Namibia

- 25th year of independence with 3rd democratically elected president in office
- Property price increases amongst top 3 in the world – refer to 2013 Wall Street Journal
- GDP growth and forecast – 4.5% for 2015 forecast by IMF (5 year average of 4.8%)
- Inflation remains within target at 3.4% (as at 31 March 2015)
- Interest rates remain high for both borrowers and lenders
 - Prime banking rate 9.75%
 - 2 year national T-bill at 7.6%
- GDP per capita \$5,467.

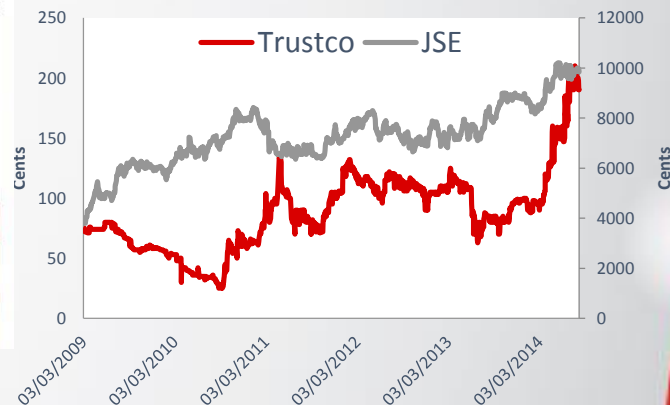
Sectoral split of GDP





Highlights

During 2014, Trustco was the top performing stock on the JSE



Other highlights in 2014 included...



3rd place in Deloitte's 2014 Best company to work for Survey – Southern Africa – medium category

- Included in the FTSE/JSE ALSI index





Our products

Identify products that can
create group synergies

Must be accessible to the man
on the street

Affordable & understandable



Insurance

- Free life cover on almost all products
- No blood tests for term life
- Low premiums and one policy usually covers the whole family
- Contact only via internet or cell-phone – no printed policy docs
- Contact points via post offices for claims



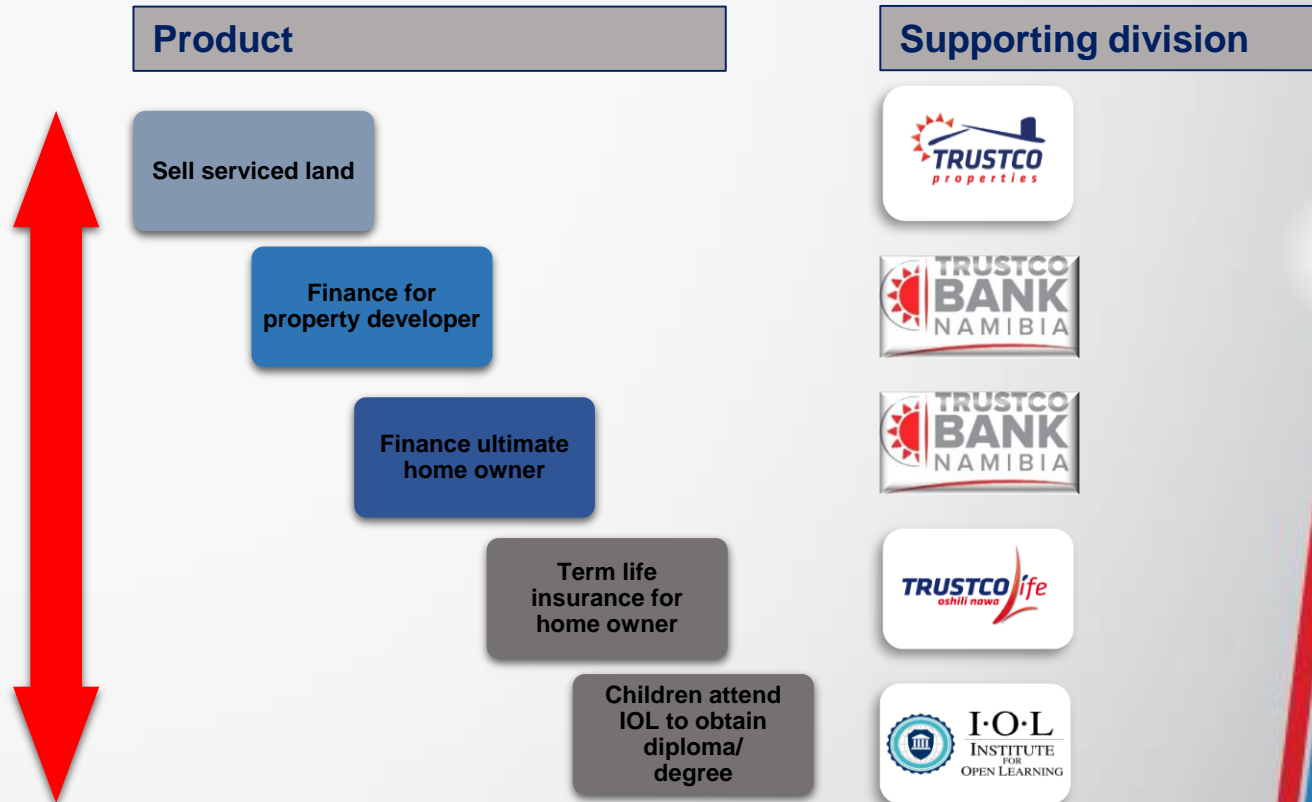
Investments

- Providing developed land and housing to middle income segment
- Free newspaper to the public with readership >100,000 on Facebook
- IOL (a division of Trustco) is an accredited educational institute offering courses from to school leaving certificates up to honour degrees

Banking

- Group lending
- SME lending
- Premium-free bancassurance
- Innovative housing and property developer loans
- Lending to finance education
- Responsible consumer education

Trustco strives to increase opportunities for customers by creating financial products with vertical integration



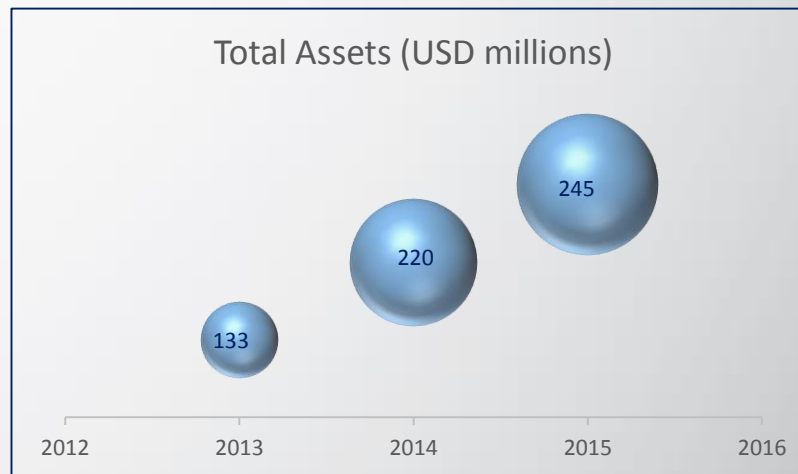


Profits and balance sheet trend



- Steady growth in revenue coupled with a decreasing gross margin have helped to elevate profits
- The balance of revenue, interest income and other income continues to changes the investment portfolio starts contributing both passive and realised income

- Assets have grown through a contribution of acquisitions and organic growth
- Tangible assets make up 87% of the Total assets





Historical earnings and metrics

	FY2010	FY2011	FY2012	FY2013	FY2014	1H2015 - trailing 12 months
Revenue	64.3	68.6	83.3	69.5	98.5	142.9
NPAT	16.1	24.7	28.0	4.6	29.5	36.9
Headline earnings	10.0	17.2	16.2	4.0	16.5	26.4
Total Assets	79.7	105.8	131.6	132.7	219.6	244.7
NAV	41.4	63.4	79.1	83.8	106.0	115.5

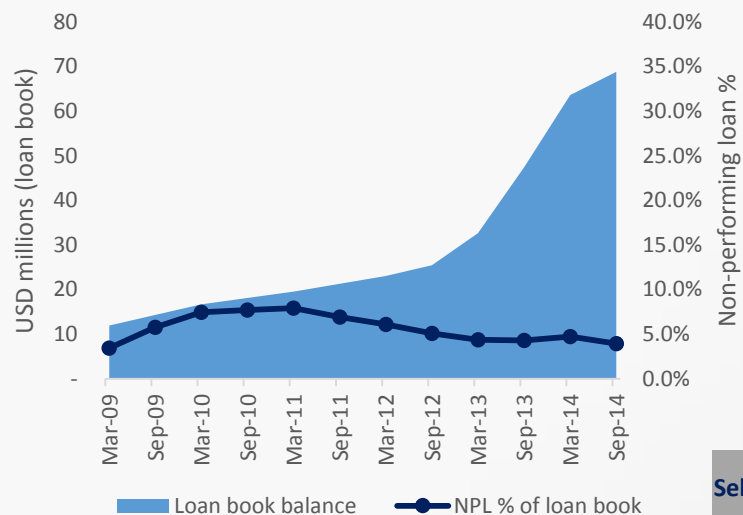
* All figures in USD millions

- Revenues exceeded USD100m in the trailing 12months to September 2014
- Consistent growth in NAV and Total assets was offset by a fall in earnings in 2013 due to the closure of our underwriting manager in South Africa – a pre-emptive move to avoid future losses
- Leverage ratio remains below industry average at 92%
- JSE stock price reached all time high of R3.85 on 29 April 2015 (lowest was R0.25 on 27 August 2010)



Selected key data

Traditional product lines continue to grow and segments are starting to support similar contributions to the group's earnings



Total Advances

Selected metrics

FY2014

Insurance premiums per annum	\$26.3million
Insurance claims ratio (incl. provision)	24.4%
Total investment property	\$46.5million
Number of students studying at IOL	40,272



New products

The growing middle class in Africa presents unique opportunities to re-invent traditional financial products



- Introducing free life cover on ordinary cell phone spend – no opt-in model and at **no extra cost** to the Mobile Operator
- Check your life cover online or via the app



- Converting passive investment land holdings to residential estates – creates new cross-selling opportunities for mortgage finance and term life insurance



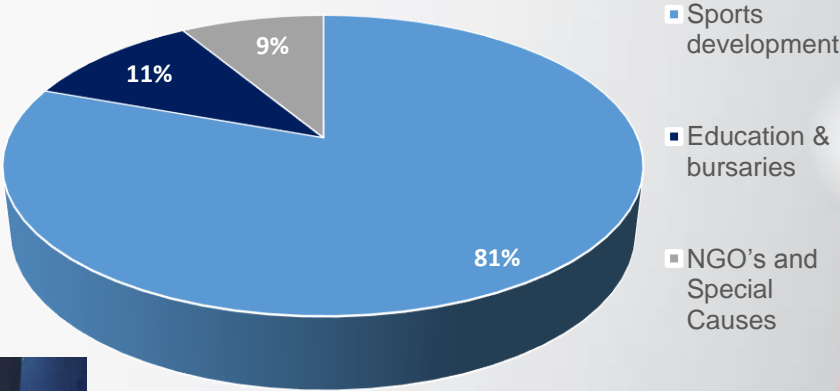


CSI initiatives

Through its partnerships with international and local development funders, Trustco remains committed to ES&G and CSI initiatives



CSI spend allocation



- In 2015, CSI spend rose to 2.5% of Net Profit after Tax



Like to know more?

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or



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