

ANNUAL RESULTS PRESENTATION GROUP OVERVIEW

2017



www.tgh.na



GROUP PROFILE

Trustco is a diversified dual listed financial services group that invests and operates in sustainable high growth assets in emerging markets.



Winner of the large size category of the Deloitte's annual "Best Company To Work For" survey in Namibia in 2016 for the second year running.



For the second year running, Trustco placed in the top ten of the Sunday Times Top 100 companies of the JSE.



1st Place winner: 2017 PMR diamond arrow award – Leaders and achievers category, awarded to companies demonstrating exceptional managerial and corporate governance qualities.

THE GROUP HAS FIVE OPERATING SEGMENTS



INSURANCE



INVESTMENTS



**BANKING
&
FINANCE**



RESOURCES



MEDIA



SHARED SERVICES

OUR OPERATING ENVIRONMENT



Expansion

SIERRA LEONE

GDP/capita: 491 USD
 Total GDP: 4.21 billion USD
 Unemployment rate: 3%
 GDP growth rate: 4.9%
 Inflation: 19.8%
 Prime Interest Rate: 19%

NAMIBIA

GDP/capita: 4,695.77 USD
 Total GDP: 11.55 billion USD
 Unemployment rate: 34%
 GDP growth rate: -1.9%
 Inflation: 6.3%
 Prime Interest Rate: 10.75%



SOUTH AFRICA

GDP/capita: 7586 USD
 Total GDP: 315 billion USD
 Unemployment rate: 27.7%
 GDP growth rate: -0.7%
 Inflation: 5.4%
 Prime Interest Rate: 10.5%

MAURITIUS

GDP/capita: 9116 USD
 Total GDP: 11.5 billion USD
 Unemployment rate: 7.8%
 GDP growth rate: 3.5%
 Inflation: 5.9%

SEGMENT HIGHLIGHTS

INSURANCE



Launched the 'Next Generation' Modular Legal Shield Product

Added a savings option to all products



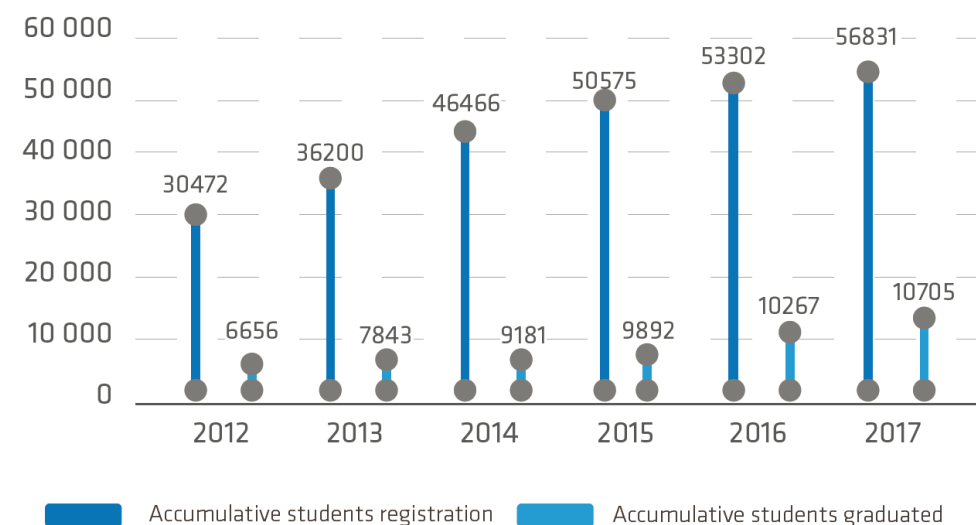
Our new 'Whole Life' product promoting a healthy lifestyle

SEGMENT HIGHLIGHTS

INVESTMENTS - EDUCATION



Grew total students by 85%
over the last 5 years



Launched Vocational Training Centres

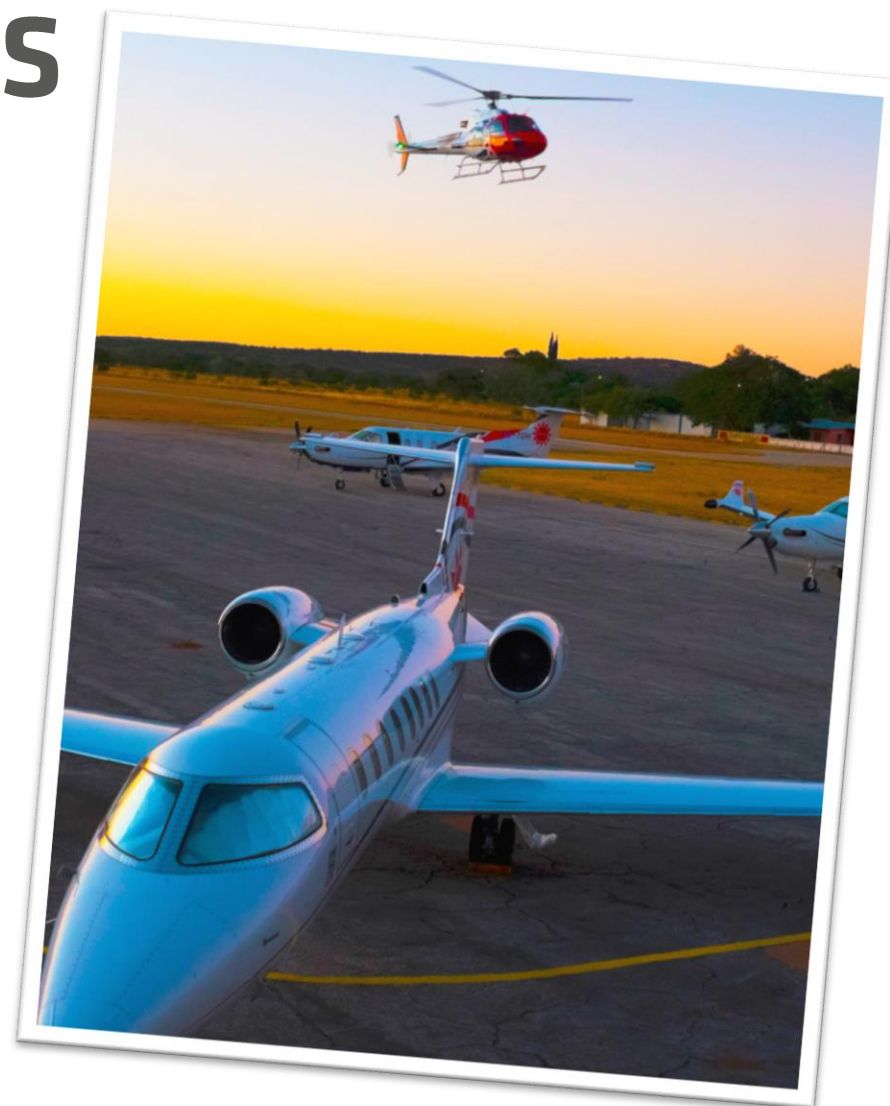
SEGMENT HIGHLIGHTS

INVESTMENTS – AIR SERVICES

Expanded our fleet with:

2 PC-12's
1 Helicopter

It remains the most diversified, modern
and exclusive fleet in the Namibian
charter market



SEGMENT HIGHLIGHTS

INVESTMENTS – PROPERTIES



Original area of land in hectares
628

Roads, public open spaces and
land sold in hectares
424

Developable land available for
sale in hectares
204

Properties disposed of 363 hectares of serviced land, with a remainder of 4000 hectares in the Land Bank

Trustco Construction Services joined this segment, and provides both infrastructure development as well as plot-and-plan houses

SEGMENT HIGHLIGHTS

BANKING & FINANCE – TRUSTCO BANK



Completed installation of its core banking system

Currently underway with prerequisites to enter the NamClear system

Already providing loans for:
Mortgages
Students
SME's

OUR RATES ARE ADJUSTED
WITH THE RECENT REPO RATE INCREASE.

TRUSTCO BANK
NAMIBIA
MY BANK OF NOTE

If you're **over 55 years old**, you will earn preferential interest rates for deposits invested for 12 months or longer.

A FIXED DEPOSIT over 60 MONTHS can earn from: **10.75%**

CALL & NOTICE DEPOSIT RATES

Amount	Rate
N\$0 to N\$9 999	2.75%
N\$10k to N\$49 999	3.75%
N\$50k to N\$99 999	4.75%
N\$100k to N\$499 999	5.75%
N\$500k to N\$999 999	6.75%
>N\$1m	Negotiable

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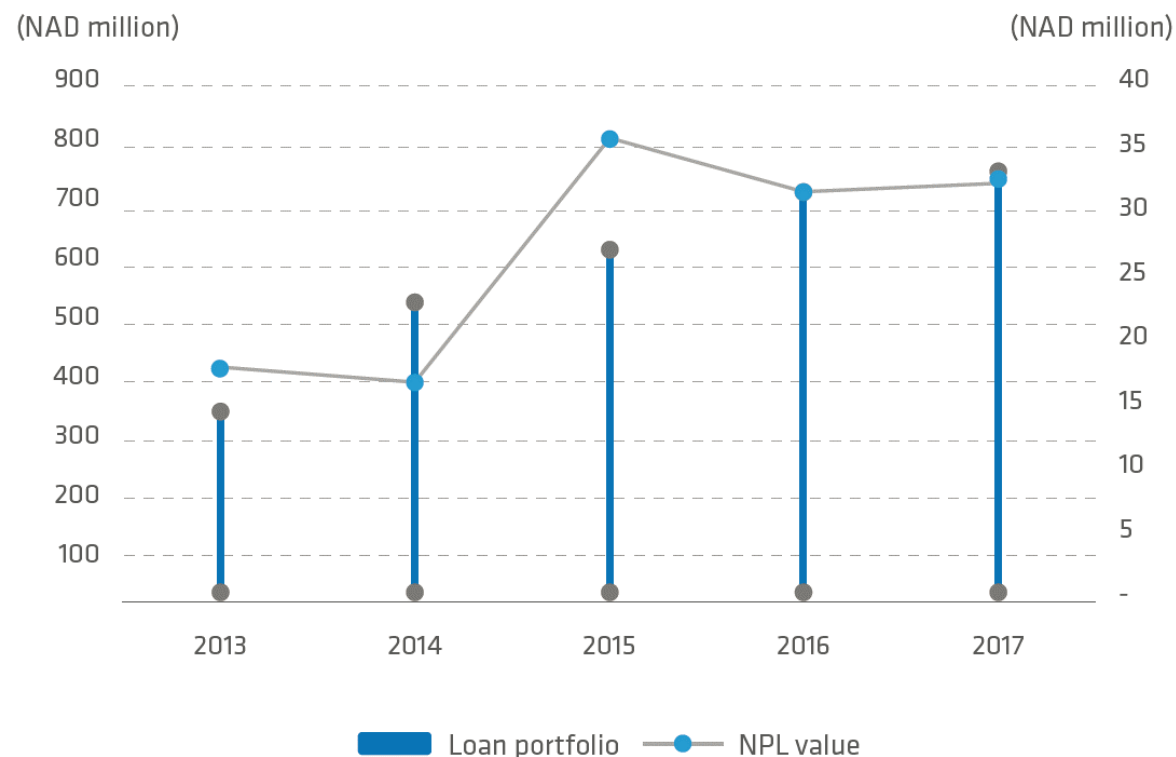
ANNUAL INTEREST RATES
Terms & Conditions apply

I ♥ SAVING GOALS
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SEGMENT HIGHLIGHTS

BANKING & FINANCE – TRUSTCO FINANCE



Funding of N\$ 410 million was secured during the year to consolidate advances to the loan book.

Loans advanced during the year increased 54%

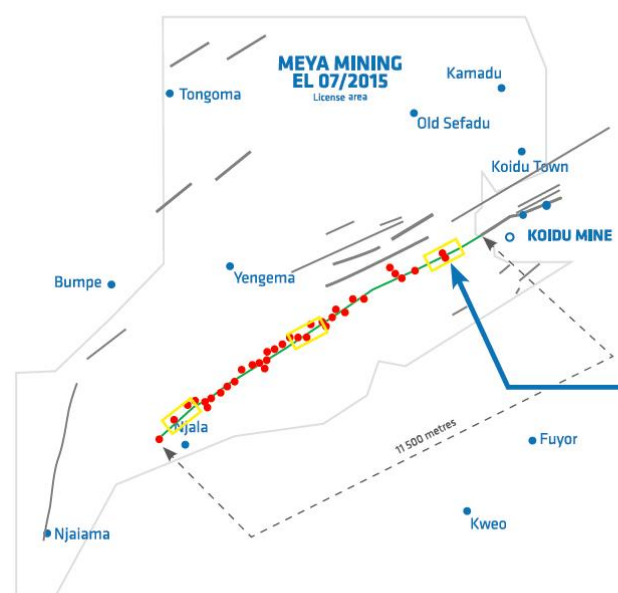
SEGMENT HIGHLIGHTS

RESOURCES

Two start-up diamond mining ventures as well as a diamond processing plant

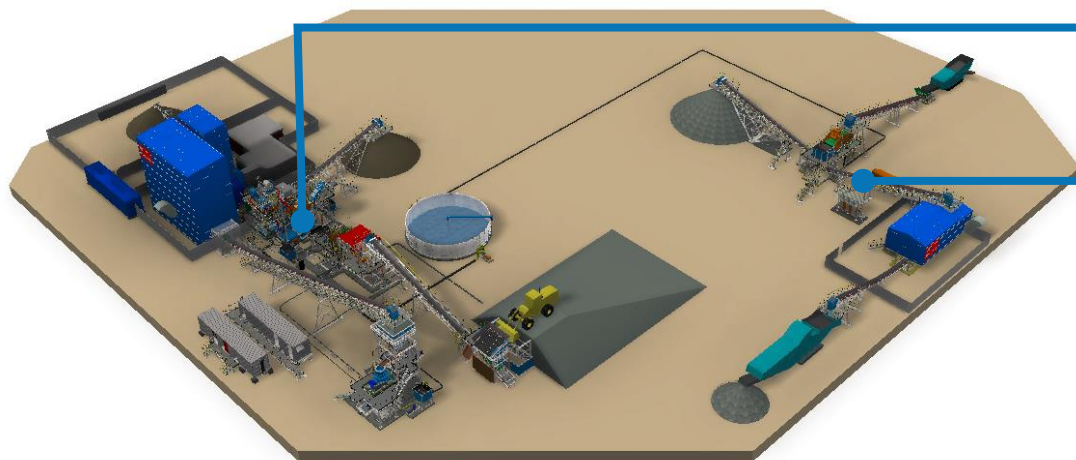
Huso Acquisition awaiting mining license

Meya Acquisition close to operational



SEGMENT HIGHLIGHTS

RESOURCES



Meya processing plant

Final design signed off December 2016



SEGMENT HIGHLIGHTS

MEDIA

New segment combining all strategic media assets

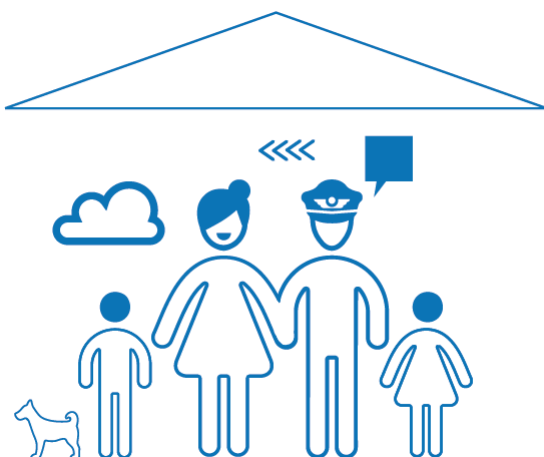
Includes:
Newspaper (Informante)
Mixed Radio
TV Unit
Social Media Platforms



EVERYONE'S LIFE IS PART OF TRUSTCO

Trustco's Interlocking Business Model

Meet the “Van Wyk” family, your typical Namibian household with two kids and a dog named Rex.



Mr and Mrs van Wyk recently got married after a very romantic proposal from Mr van Wyk with a diamond mined, cut and polished by Trustco Resources.

Mr and Mrs van Wyk both have personal bank accounts at Trustco Bank. Mr van Wyk realised his dream of owning his own business with a SME loan from the bank. With a flourishing business, the “Van Wyk’s” also applied for a mortgage loan as first time homeowners, being such loyal clients with an outstanding credit record, the loan was granted.



EVERYONE'S LIFE IS PART OF TRUSTCO

Trustco's Interlocking Business Model Contd.



The “Van Wyk’s” bought their first home at the Elisenheim Lifestyle Estate, a gated community, sought after by young families and investors alike. With their mortgage loan and the assistance of Trustco Construction Services, the “Van Wyk’s” were able to build the house of their dreams.

The “Van Wyk” family took out insurance policies structured to suite their specific needs. Legal insurance cover through Next Generation Legal Shield, business insurance through Business Shield, as well as hospital and disability cover, income protection and life cover for their entire family. The “Van Wyk’s” also received legal assistance with the drafting of their will and ante-nuptial agreement.



As an up and coming businessman, he now regularly travels with Trustco Air Services' luxury charter planes to his country wide business operations.



EVERYONE'S LIFE IS PART OF TRUSTCO

Trustco's Interlocking Business Model Contd.

Trustco's long distance learning facility, in conjunction with Trustco Finance, provided the "Van Wyk's" children with financial assistance to obtain further qualifications. The "Van Wyk's" son went on to study graphic design and their daughter pursues a qualification in HR. Both of them is hopeful to apply for positions in the shared services segment of Trustco when they graduate. After all, it is the "Best Company to Work For" in Namibia!



Informanté

Like many Namibian families, the "Van Wyk's" rely on the Informanté for their trusted source of news and entertainment updates. For recreational purposes, the "Van Wyk's" children enjoy sporting activities and walks with Rex at the Trustco United Sports Club, one of many of the CSI investments of the group.

Mr van Wyk is one of Trustco's 3700 shareholders, who's wealth grew by 254.3% in the last five years.



FOR MORE INFORMATION



Management stands ready to answer any questions.

Otherwise, please consult our results as published on our website:

