



# TRUSTCO: A BRIEF OVERVIEW

**2019**



**TRUSTCO**  
*oshi li nawa | it's all good*

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# JUST THE FACTS

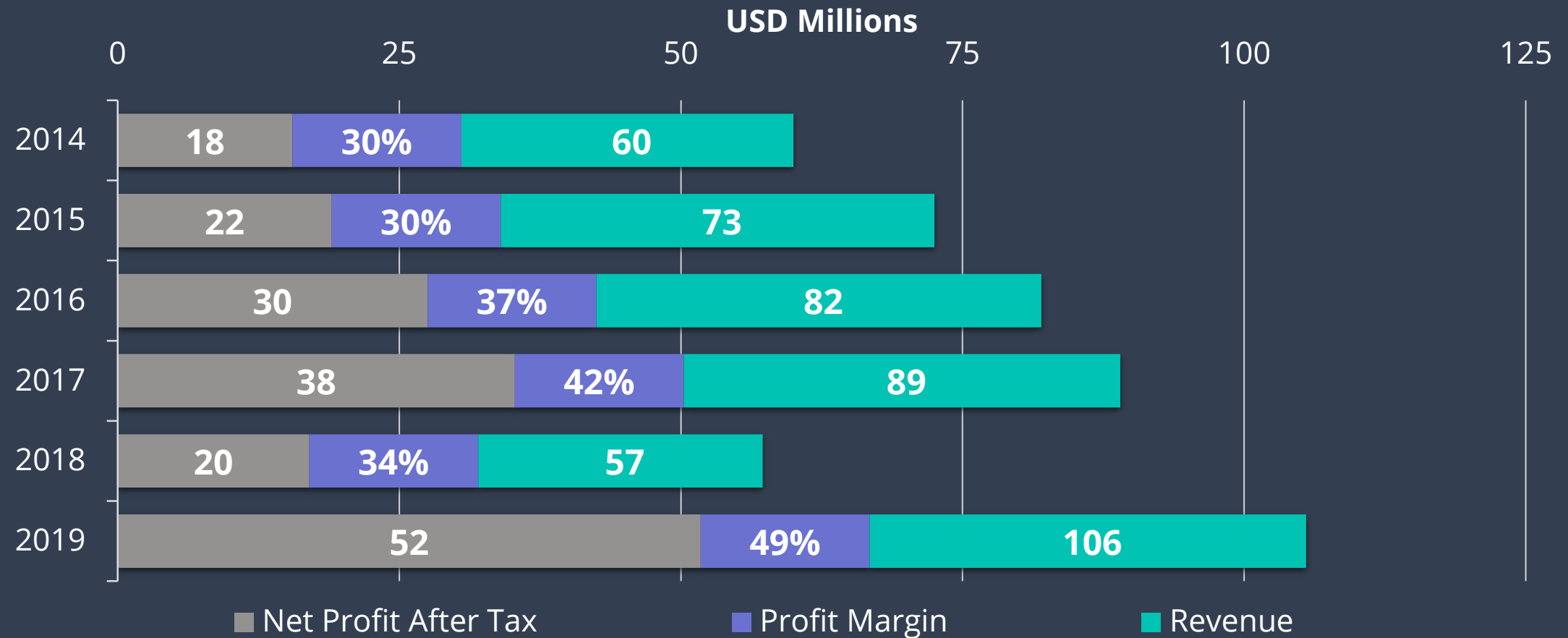


- Trustco Group is a listed family-owned business, managed by first- and second-generation family members, that aligns its values with those of minority shareholders
- Its compound annual growth rate in shareholder equity over the last 25 years is 49%
- One of the Top 10 performing companies on the Johannesburg Stock Exchange for the last 4 years
- Been in the top 2 positions of the Deloitte “Best Company To Work For” survey for the fourth consecutive year, and is recognised as one of the top 10 private employers in Namibia
- Over 1000 staff – all shareholders
- Largest Namibian corporate by market cap (USD 1.1 Billion) (Dec 2018)
- Net Profit Margin averaged to 30+% over the last 10 years
- World-class assets
- Presence in four African countries

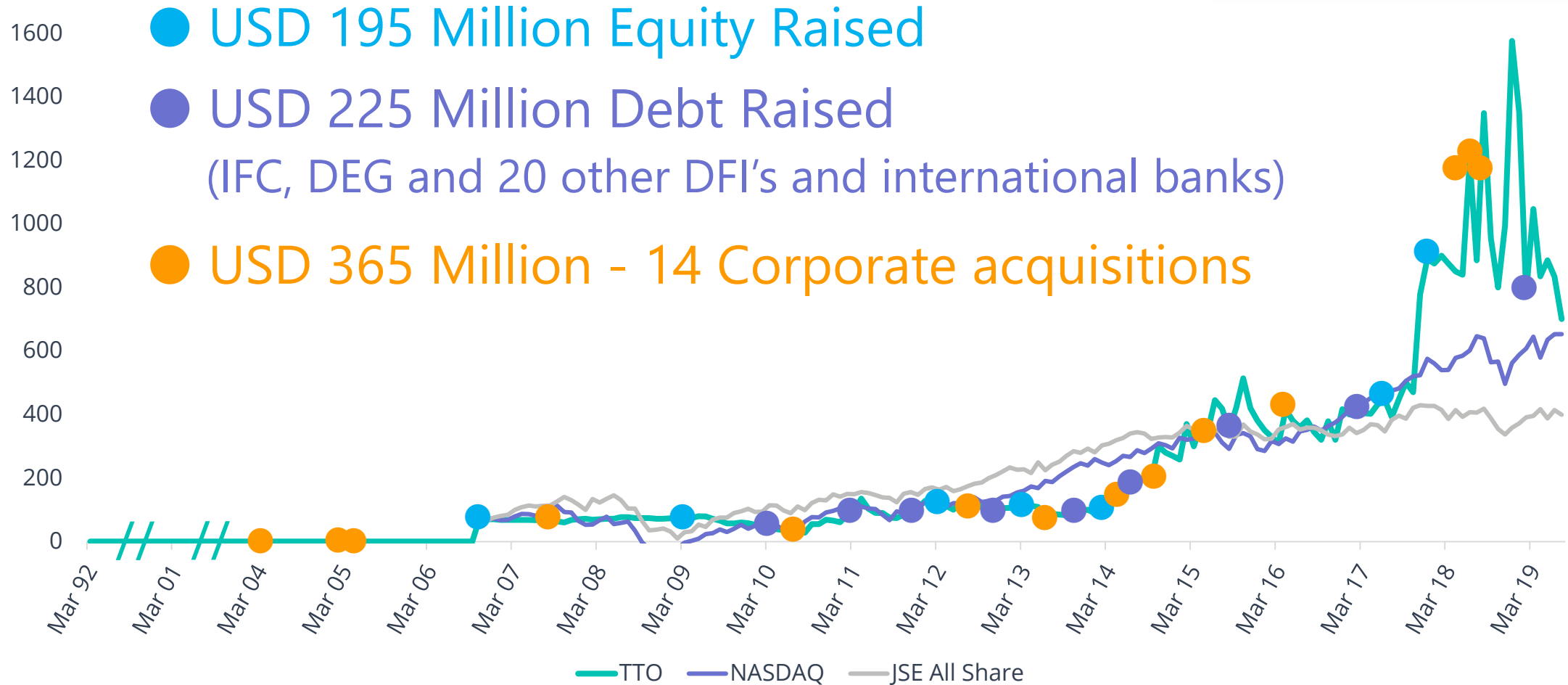
## Notable Investments include:

- The most profitable insurer in Namibia (*80% shareholding*)
- The largest distance learning institution in Namibia by students (*100% shareholding*)
- The largest private landowner in the country (*80% shareholding*)
- The most influential media source for Namibia by social media followers (*100% shareholding*)
- Ultra high-yielding carat per tonne diamond mining operations (*100% in Holdco, 65% in Sub*)
- One of eight commercial banks in Namibia (*100% shareholding*)

# FINANCIAL REVIEW



# A GROWING TRACK RECORD



# ACQUISITION PIPELINE



## Resources

Acquisition of Diamond-producing asset  
(USD 120 million revenue, USD 50 million profit after tax)



## Insurance

Acquisition of South African insurance asset  
(USD 70 million revenue, USD 25 million profit after tax)



## Banking & Finance

Acquisition of 35% stake in emerging market banking group  
(USD 65 million revenue, USD 27 million profit after tax)

# CONTACT US



Management is ready to answer any questions.

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