



TRUSTCO: A BRIEF OVERVIEW

2019



TRUSTCO
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JUST THE FACTS

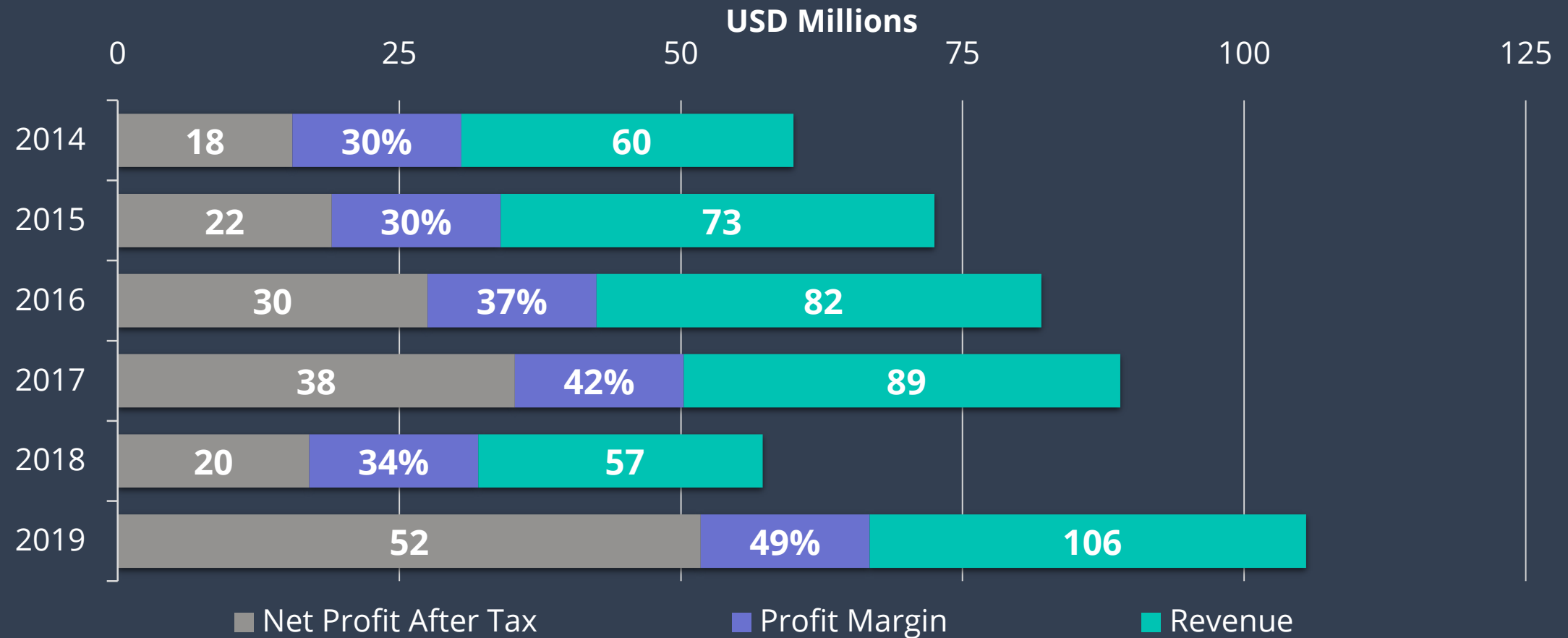


- Trustco Group is a listed family-owned business, managed by first- and second-generation family members, that aligns its values with those of minority shareholders (including employees)
- Its compound annual growth rate in shareholder equity over the last 25 years is 49%
- One of the Top 10 performing 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
- 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 national and continental assets
- Presence in four African countries

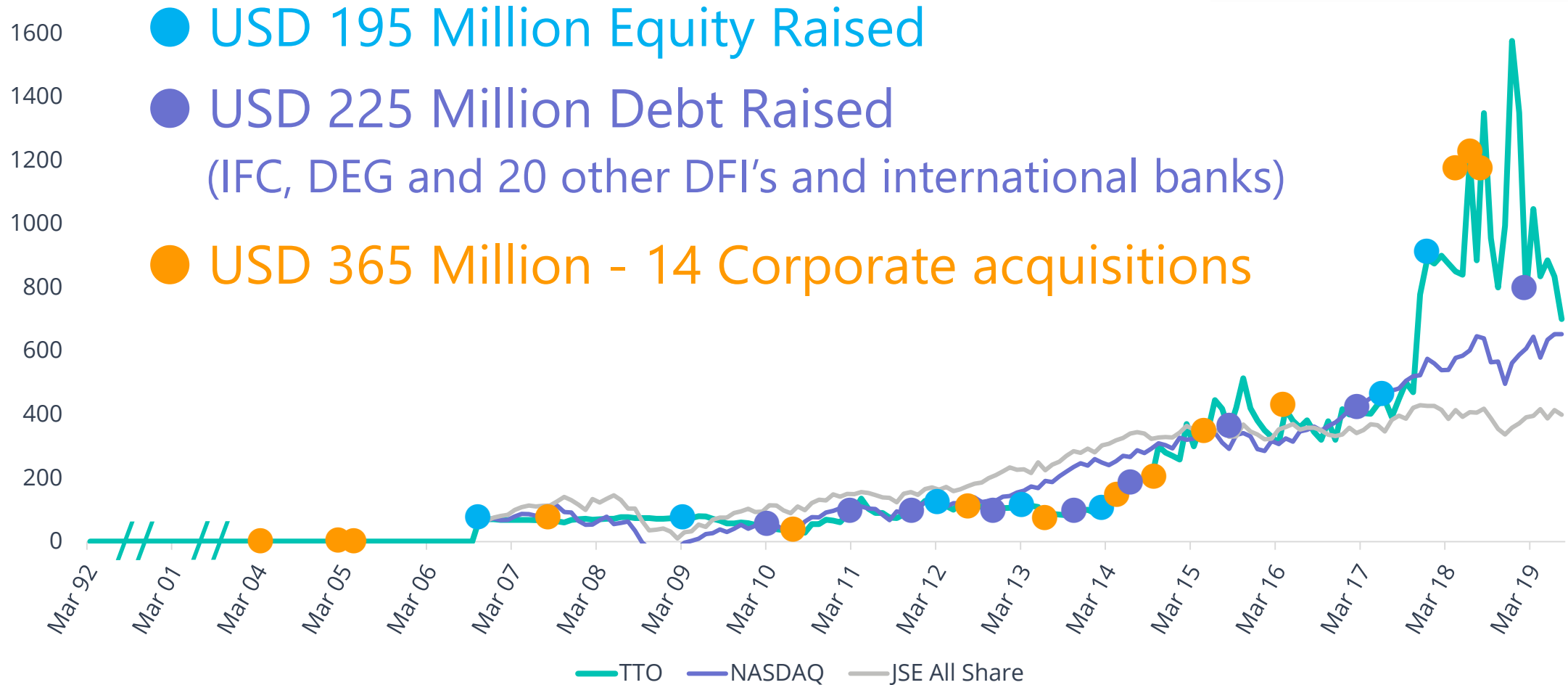
Notable Investments include:

- The most profitable insurer in Namibia (*280K Insured members – 80% shareholding*)
- The largest distance learning institution in Namibia by students (*59K students – 100% shareholding*)
- The largest private urban landowner in the country (*80% shareholding*)
- The most influential media source for Namibia by social media followers (*1 million followers – 100% shareholding*)
- Second highest dollar per carat diamond mining operation in the world (*100% in Holdco, 65% in Sub*)
- One of two Namibian-owned 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.

Contact:

Floors Abrahams (FloorsA@tgh.na)

Jan Joubert (Jan.Joubert@tgh.na)

Quinton Z van Rooyen (QZVR@tgh.na)

Quinton van Rooyen (QVR@tgh.na)

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

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