



# TRUSTCO GROUP

## Virtual Investor Conference

5 December 2019

2019



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

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# JUST THE FACTS

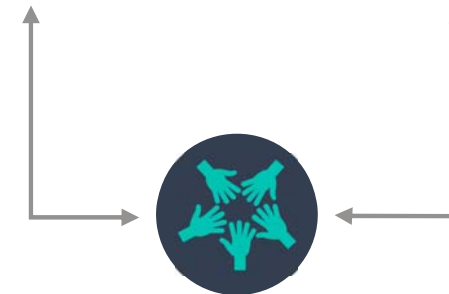
- Trustco Group Holdings was acquired for NAD100 in 1992 by Dr Quinton Van Rooyen, and since then has achieved a 48% CAGR in equity to 31 December 2018
- As a majority family-owned business a culture of creating long-term sustainable growth/value for all stakeholders has been established
- Trustco was one of the Top 10 performing companies on the JSE for the last 5 years
- Trustco placed in the top 2 positions of the Deloitte “Best Company To Work For” survey for the fifth consecutive year (winner in 2019), and is recognised as one of the top 10 private employers in Namibia
- Trustco Group Holdings holds 3 listings. The most recent listing is the OTCQX in the New York, while the Namibian and the Johannesburg Stock Exchanges listings have been held for 13 and 10 years, respectively.
- Over 900 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

## Trustco operates in two business segments:

Financial Services



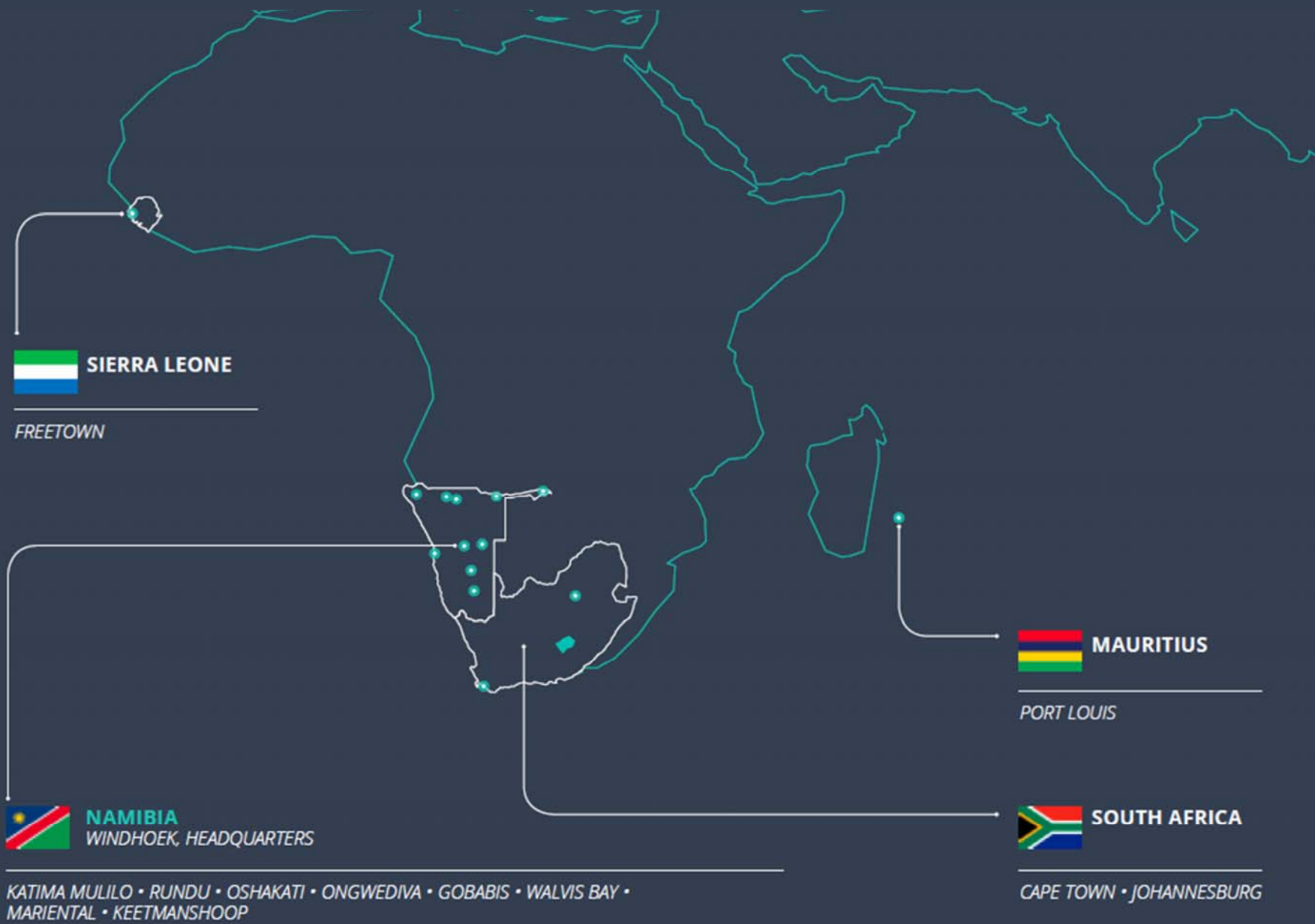
Resources



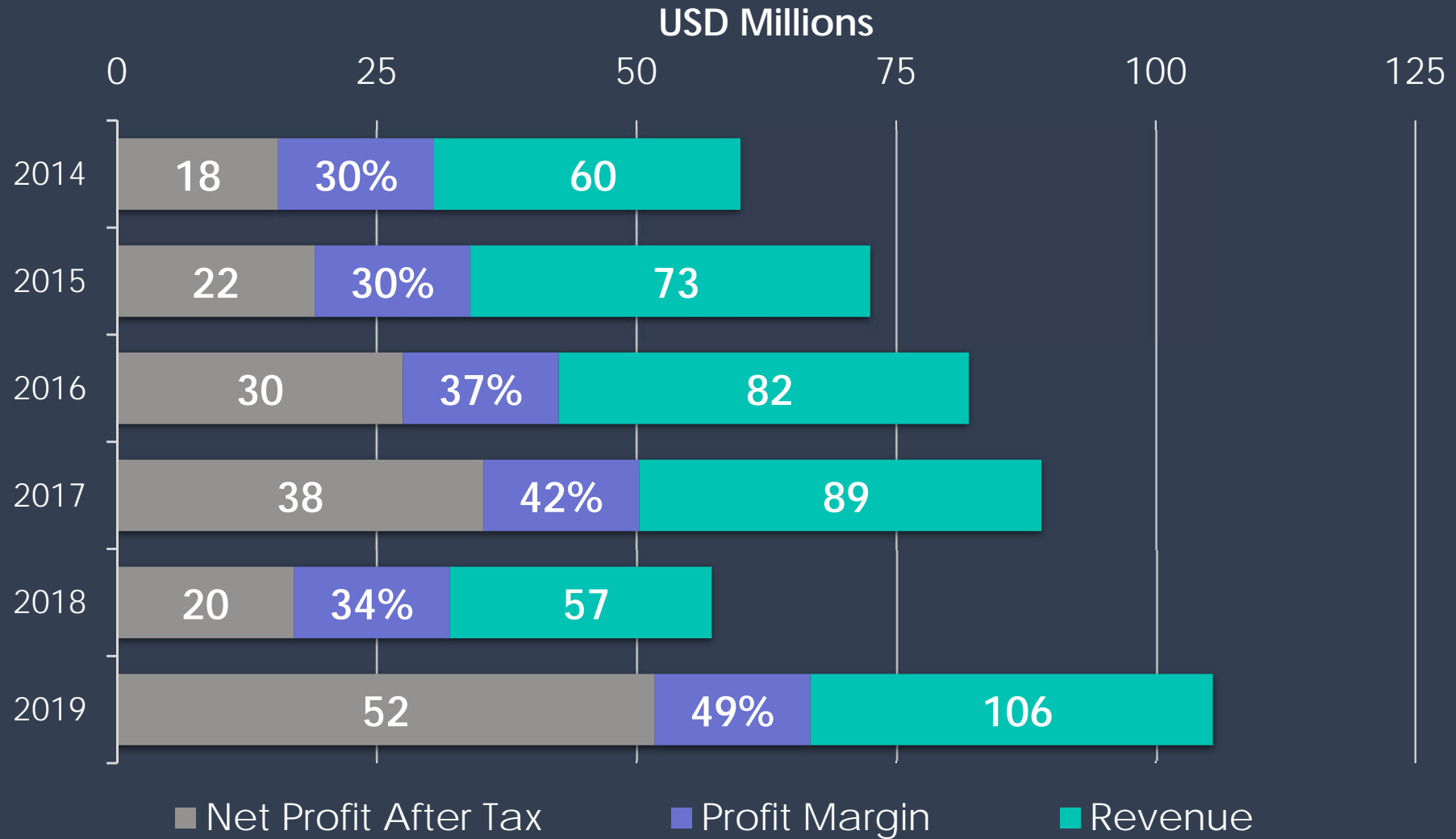
Shared Services

*Trustco is an investor and operator of high-quality emerging market assets.*

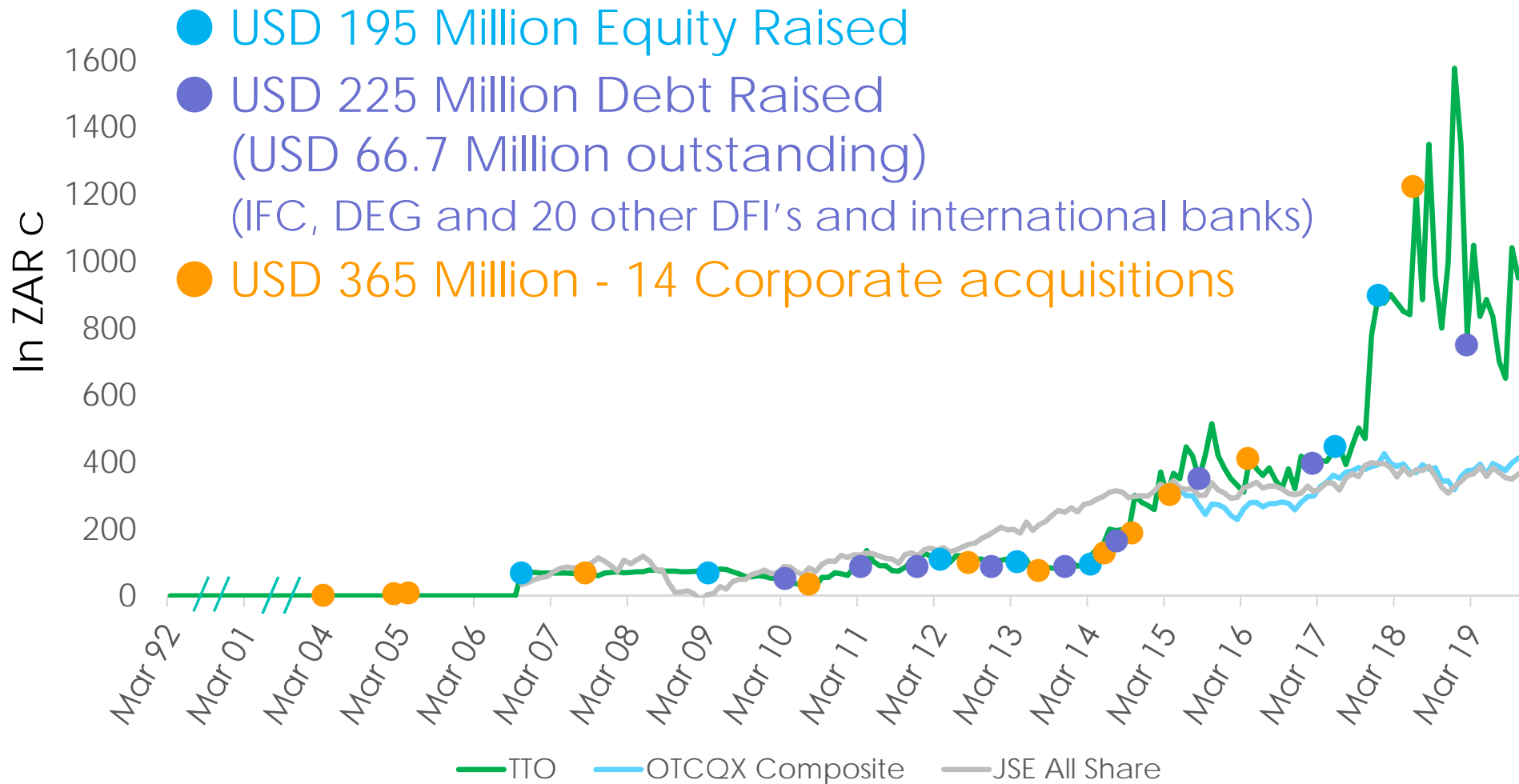
# THE TRUSTCO FOOTPRINT



# FINANCIAL REVIEW



# A GROWING TRACK RECORD







# Trustco Financial Services

# FINANCIAL SERVICES AT A GLANCE

'92

## Property business founded

*Properties worth more than USD 140 million, expected future cash of USD 2.8 billion*

'00

## Short-term Insurance licence issued

*Annual premium income of over USD 9 million*

'04

## Long-term Insurance licence issued

*More than 280 000 insured members*

'05

## Education and Finance business acquired

*37 000 active accounts, USD 35 million loan book*

'14

## Trustco Bank acquired

*Transactional capabilities with a growing mortgage portfolio*

The most profitable insurer in Namibia

More than

**280 000**

Insured lives

The largest distance learning institution in Namibia

More than

**59 000**

students enrolled since inception

The most influential media source for Namibia by social media followers

The group's combined social media following:

 989 951

 18 526

 6 028

 4 387

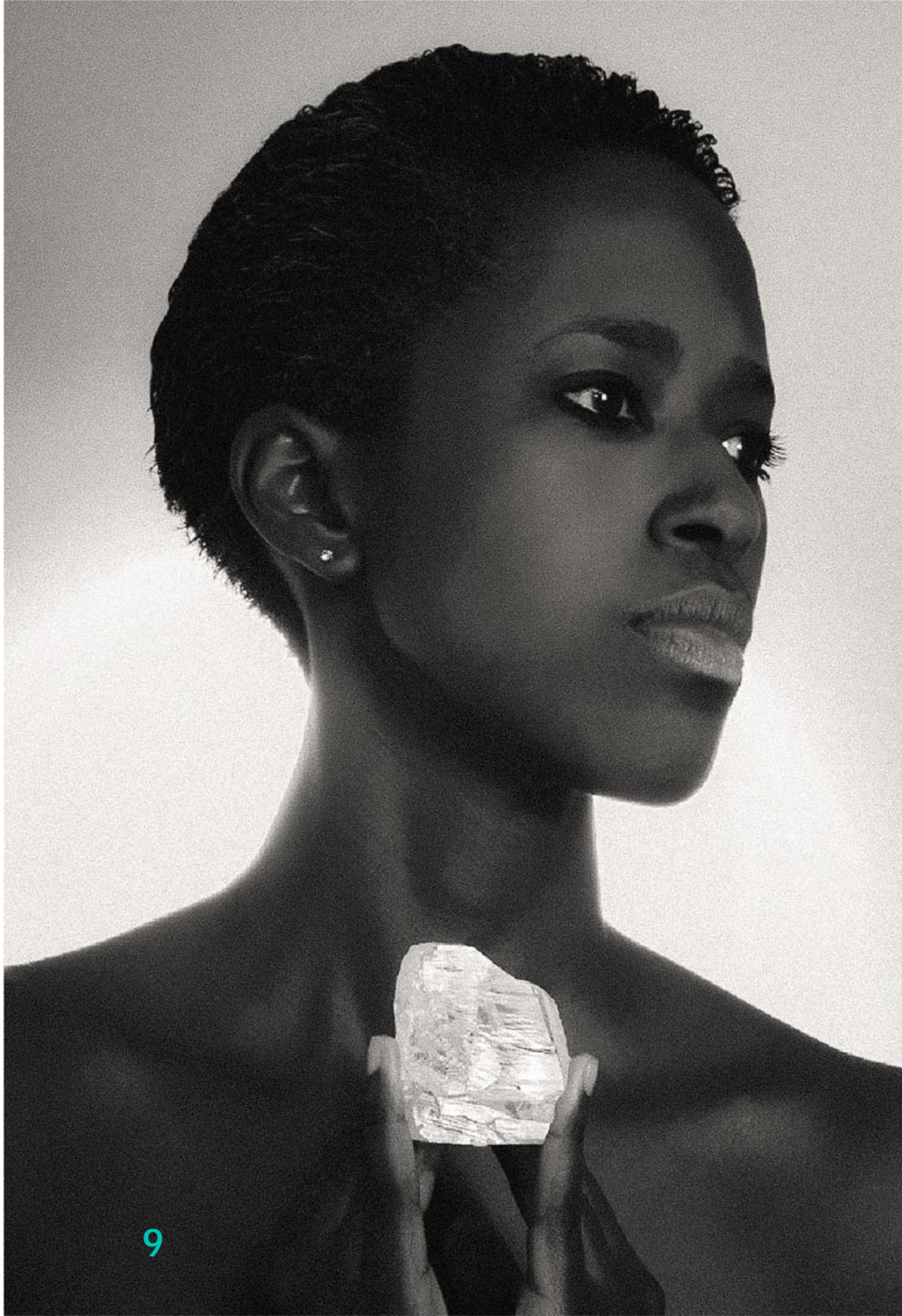
One of two Namibian owned commercial banks

**>1 million**

In total







# Trustco Resources



# RESOURCES OVERVIEW

## Meya Mining

Meya Mining encompasses an area of 129 km<sup>2</sup> which contains kimberlite deposits in Eastern Sierra Leone. At least 16 kimberlite features occur within the licence area. The geological potential presented below shows results from 1 of at least 16 planned exploration phases. Five of the 30 largest stones ever recovered globally are from the licence area, including the 476 carat Meya Prosperity which was recovered by Meya Mining within the 1<sup>st</sup> 500 tonne sample only 7 days after the plant was commissioned. Sample results indicate a very high Type IIA diamond population. Meya Mining is one of only four mines globally producing large Type IIA diamonds.

## Northern Namibia Development Company

Northern Namibia Development Company 's alluvial diamond operations are located in the far north-western corner of Namibia on the Atlantic coast and immediately adjacent to the Namibia-Angola border. The Mining Licence (ML156) covers an area of 34 km<sup>2</sup> which stretches ~11 km southwards from the Kunene river and ~3.5 km east from the Atlantic ocean. The eastern area is covered with mobile sand dunes (Kunene Sand Sea).

## Morse Investments

The Morse diamond cutting and polishing factory is located at 104 Robert Mugabe avenue in Windhoek, the capital of Namibia, along the main routes frequented by tourists, and remains a key factor in Trustco Resources' vertical integrated diamond business model is direct access to the beneficiation facility and retail outlet in Windhoek for its target customers.

## Meya Mining's high-value Type IIA diamonds



**476**  
CARATS

**Meya  
Prosperity  
Diamond**



**27.97**  
CARATS



**17.05**  
CARATS



**18.61**  
CARATS

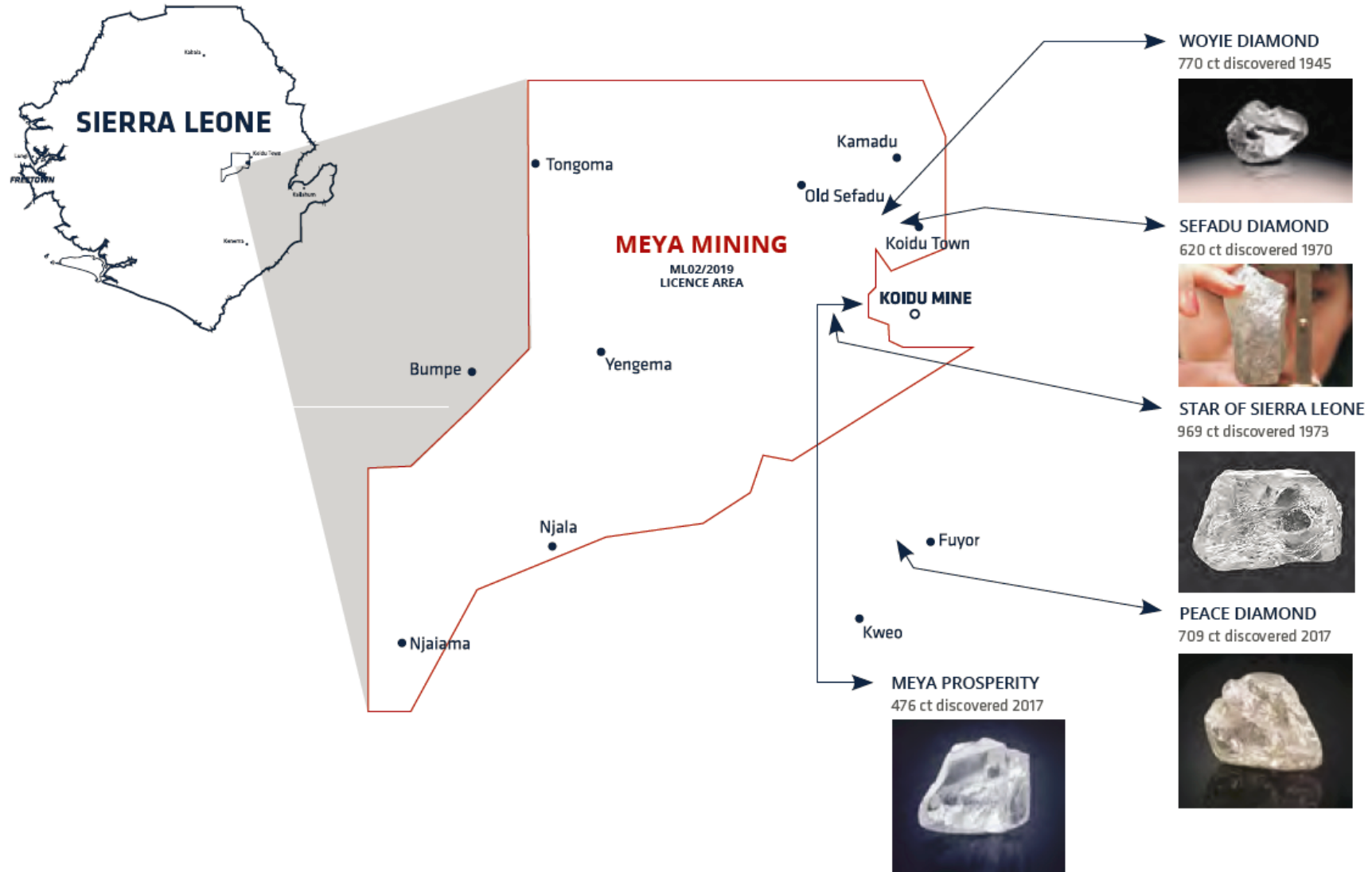


**13.38**  
CARATS

# EXCEPTIONAL GEO-ECONOMICS

## FIVE LARGEST STONES

Five of the largest stones discovered globally are from the Meya Mining Licence Area in Sierra Leone



# THE WAY FORWARD



## Financial Services

- Potential acquisition of a South African insurer
- Potential IPO of segment holding company during 2020



## Resources

- Ramp up to full commercial production
- Potential IPO of segment holding company during 2020



# CONTACT DETAILS

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Also consult our results as published on Trustco's website:  
[www.tgh.na](http://www.tgh.na)