



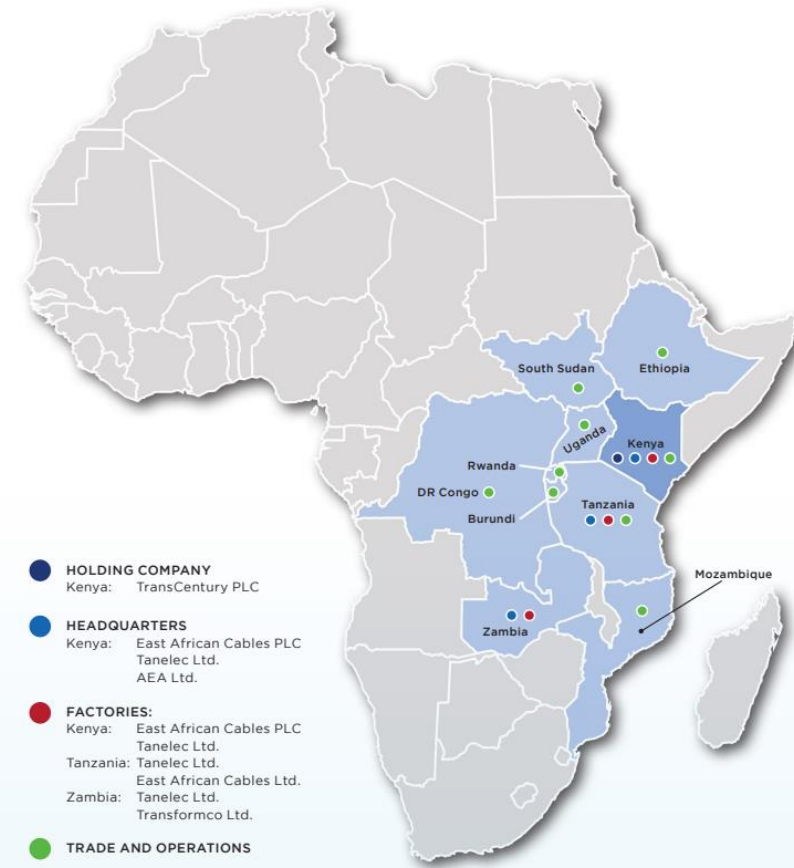
TransCentury
Impacting Africa

TC Profile



Background

- **Investment Holding Company**, headquartered in Kenya
- Focus - Infrastructure specifically the **Energy, Transport, Water, Industrial, Agriculture sectors.**
- Priority countries; **Kenya, Uganda, Tanzania, Rwanda, DRC, Burundi, Zambia, S. Sudan**
 - Established deep relationships with key stakeholders
 - Markets demonstrate commitment to infrastructure development.
- **5 operating businesses** (**East African Cables, AEA Limited, Tanelec Limited, East African Cables TZ, Transformco**) with presence in **8 countries.**



OUR PRIORITY MARKETS



Emerging Markets





Africa has **USD 100bn** annual funding gap to meet Infra need **57% of this gap** in – **energy, water & sanitation, transport** and telecoms

- Regional governments priority area
- Under penetration in addressable market
 - High impact & high return
- Investment in infrastructure inevitable
 - ✓ Backbone of development
 - ✓ Driven by growth in population & economic, urbanization, consumerism
- TC unique capacity to accelerate impact - deploy financing, technologies & structuring

AFRICA FOCUSED INVESTMENT HOLDING COMPANY WITH A FOCUS IN INFRASTRUCTURE



FOCUS SECTORS

INFRASTRUCTURE PRODUCTS

Manufacturer & Supplier of products that go into key infrastructure including; electrical cables and conductors, transformers and switchgears

ENGINEERING & CONSTRUCTION

of infrastructure projects

MANAGEMENT, MAINTENANCE & OPERATION OF INFRASTRUCTURE ASSETS

and provision of solutions that enhance infrastructure efficiency and sustainability

INVESTMENT IN INFRASTRUCTURE ASSETS

Develop and Invest in infrastructure projects that support key pillars of the domestic and export economy.

OUR CURRENT OFFERING



OUR BRANDS

In executing our strategy at TransCentury Plc, we are guided by a set of principles that are designed to help us move forward in a defined strategic direction as a Group.

Our Vision

To be the premier investment partner in Africa.

Our Mission

Improving lives in Africa through investment in infrastructure products, projects, and services

Core Values

Entrepreneurial

TransCentury ethos is built on the foundation of an entrepreneurial spirit, **the art of seeing opportunity** where no one else can, the **audacity to try one more time**, where drive supersedes the challenges. It is the spirit that has seen us weather many storms, transform businesses to regional giants and it is what drives us to **commit to forward thinking**. We are **professional in all our dealings** and believe in the **power of sheer hard work** that has got us here.

Pioneering

TransCentury's journey for the last 20 years has been characterised by many firsts that include the first indigenous investment Group to mobilise capital from local individuals and deploy it to funding large scale businesses, the first Group in the region that focused purely on investments in infrastructure especially providing solutions for the entire infrastructure value chain, among others. We are a people that are **unafraid to charter a new path**. We are pioneering in nature, **passionate, daring, innovative** and always marching forward.

**We
endeavour
to live out
this ideals.**

Innovative

At TransCentury **creating value** is our pivotal goal. By valuing you first, we give you the tools and room to create new ideas, methods, and systems giving you the **freedom to succeed** as we impact Africa.

Collaborative.

We have come this far on the wheels of collaboration, we **recognize we cannot go this journey alone** and need each other, **we are a team, we value each other**, and we **leverage on our collective genius to succeed**. Together we can achieve more.

We endeavour to live out this ideals.

EPIC

We believe this values are still ideal and relevant to us and should continue to shape the culture of TC Group.

Our Ecosystem

528 employees across **5 businesses** working with **over 10,000** distributors, traders, installers/technicians **across 8 countries** in East, Central and Southern Africa, TransCentury's footprint continues to impact many lives.



Working with the Community in Skill and Job development



TransCentury Fundi Bora and Technical Schools Program.



“Fundu Bora” Club, artisans program with the aim of providing technical upskilling to;

- Over **1,000 qualified and licensed** youth graduates in the electrical and electronics field countrywide
- Training focused on **Power Sector** (e.g. electricians) and **Oil & Gas** (e.g. welders)
- Basic **management skills** part of program in addition to technical training
- Working with technical schools on; Scholarship, internship and infrastructure support.



TC Portfolio

TC 70% Shareholding

Manufacturer of Distribution Transformers & Power Transformers, electrical switchgear, Metering units and accessories, transformer repair and servicing.

- Factory in Arusha, Tanzania and Nairobi Kenya
- Tanelec Zambia a subsidiary of Tanelec.
- Largest manufacturer of electrical distribution transformers and switchgear
- Distributes across East and Central Africa to Utilities and Private Market
- Tanelec Kenya plant opened and operating
- Regional expansion - distribution in Ethiopia, Mozambique



TC 94.4% Shareholding

Construction of infrastructure projects and provision of solutions that enhance infrastructure efficiency and sustainability

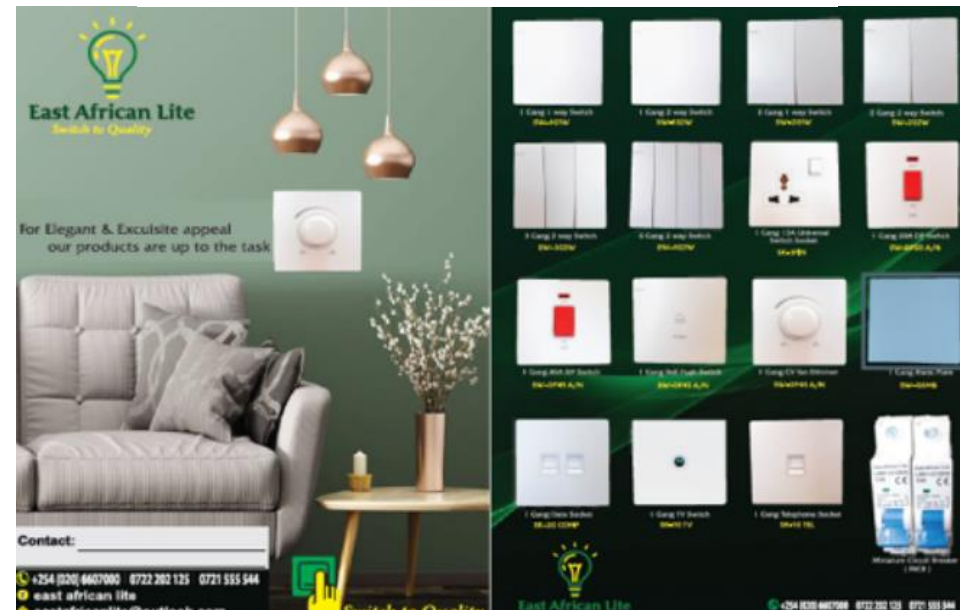
- Structured in 3 divisions;
 - 1. Trading & Industrial supplies division**
 - Weighing equipment
 - Infrastructure software
 - After sale service
 - 2. Operations division**
 - Operate and maintain infrastructure i.e. weigh bridges, toll roads.
 - 3. Construction divisions**
 - Engineering, construction and logistics
 - Mechanical, Civil engineering
 - Cranage & erection.
- Presence in Uganda, Tanzania, Rwanda
- Expansion to Rwanda with a USD 6.75m construction award



TC 68% Shareholding

Manufacturer of Electrical Cables and Conductors

- 3 manufacturing plants – 2 in Nairobi Kenya and 1 in Dar-Es Salaam Tanzania
- Highest installed capacity in the region.
- Manufacturers an extensive range of cables for application in domestic, industrial, last mile, agriculture and water sectors.
- Products include;
 - Copper electrical cables and conductors
 - Aluminium conductors
 - Electrical accessories
 - Submersible Cables
 - Industrial control cables
 - Booster cables
- Diversification to new products in the Agriculture sector etc – Submersible Cables, accessories
- Regional expansion through distribution – Mozambique



Power

- Leading manufacturer of **electrical cables (copper and aluminium), distribution and transmission equipment** in East, Central and Southern Africa
- Operating through **eight (8) factories** across the region.
- Broad customer base that includes;
 - ✓ Regional utilities and retail outlets,
 - ✓ Large and small electrical contractors,
 - ✓ Large projects in real estate developments (commercial, residential and retail),
 - ✓ Industrial installations, mining and infrastructure (power generation, transmission and distribution)



Distribution Transformers



Switchgears



LV Electrical Cables

Overview of Portfolio

Engineering

- Leading **mechanical & civil engineering, logistics and contracting service provider** in East and Central Africa.
- Provides **specialised engineering services** through Civicon in niche sectors such as;
 - ✓ Oil and gas (upstream and downstream),
 - ✓ Energy generation,
 - ✓ Mining and industrial installations,
 - ✓ Related out-of-gauge logistics,
 - ✓ Cranage and erection services
- **Distributes and services mission-critical industrial equipment** through AEA in following areas;
 - ✓ Weighing,
 - ✓ Power transmission,
 - ✓ Coding and marking
 - ✓ Power backup
 - ✓ Road maintenance



Power Backup



Road Maintenance



Energy Generation



Mining & Industrial
Installation



**TC Board and
Management**

Our Group Board



Shaka Kariuki – Board Chairman

- Appointed Chairman of Board on 13 April 2017
- Co-CEO and Chief Investment Officer of KURAMO CAPITAL Management LLC, an Africa-focused PE fund.
- Serves as Executive Chairman of NAS Foods in Ethiopia, and is on the board of Leon Business Solutions in Zimbabwe, Solo in Nigeria and Sepflour in South Africa
- Board Chairman Competition Authority of Kenya



Kamal Pallan – Board Member

- Appointed Director on 28 March 2017
- Partner and Chief Operating Officer, Kuramo Capital Management.
- Previously has served in a number of different executive roles at JPMorgan, as Managing Director of Global Custody Business in the Americas, Engagement Manager at Mckinsey & Company New York office among others.

Our Group Board



Anne Mutahi – Board Member

- Appointed Director on 3 July 2017
- Executive Director of Biashara Factors Ltd, finance house that provides trade services to SME (Small and medium enterprises)
- Previous engagements include; Vice President – Head of Small and Medium Business Enterprise Unit in Citibank’s Nairobi Branch, Chief Executive Officer of Jitegemee Trust Limited.
- Former Chairperson to the Board of the Standard Chartered Bank Kenya, Board member in Old Mutual Assurance Company Limited and Chairperson of the Women Enterprise Fund Kenya among others.
- Past SME Advisor, Office of the President, Kenya.



Wale Adeosun – Board Member

- Appointed Director on 28 March 2017
- Founder and Chief Investment Officer, Kuramo Capital Management.
- Previous engagements include; Treasurer and CIO at Rensselaer Polytechnic Institute (RPI) overseeing USD 850m in endowment and pension assets. Managing Director in the Investment Group of MacArthur Foundation in Chicago.
- Serves as President of the Nigeria Higher Education Foundation (NHEF) .
- Appointed member of the President Obama’s Presidential Council on doing Business in Africa.

Our Group Board



Wanjuki Muchemi – Board Member

- Appointed Director on 3 August 2017
- Previous engagement include: **Solicitor General of the Republic of Kenya and the Principal Assistant to the Attorney General.**
- Current Executive Chairman of the Seven Seas Technologies Group Board of Directors.
- Founding member of TransCentury Group.
- Director in several State Corporations as well as at the Centre for Corporate Governance.

Nganga Njiinu, CFA – Group CEO



- Joined the Group in 2008
- Appointed Executive Director & Chief Executive Officer in 2016
- Over 15 years In-depth experience in operations and investments – has held leadership roles in portfolio management, business transformation, corporate finance and strategy, and infrastructure projects development
- Since taking up the CEO role in 2016, Njiinu has led the Group through extensive restructure that has led to reduction of debt by USD55m and the restructure of USD 52m of debt.
- Under his leadership Group has attracted over USD 50m of additional funds into the business and successfully exited infrastructure projects and portfolio investments.
- Prior to joining TransCentury, he worked for Coldwell Banker in the US in strategy, financial planning and analysis & mergers and acquisitions



Trevor Okoth– Ag Group Finance Officer

- Joined the Group in 2015
- **Responsible in planning, development, execution and management of risk, compliance and internal audit.**
- Good understanding of business operations having worked in one of the subsidiary business, as the head of Internal audit.
- Previously worked at KPMG Kenya, in the audit and risk advisory services department.
- Holds a Bcom (Accounting Major from the University of Nairobi and a BSc in Applied Accounting (First Class Honors) from Oxford Brookes University – UK and is a qualified ACCA member.



Phyllis Gachau – Group Head of Strategy, Corporate Affairs & IR

- Joined the Group in 2011
- Over 15 years' experience in strategy, brand marketing, public relations and investor relations
- **Driving the Group strategy and internal and external stakeholder engagement**
- Experienced in Group's business operations having held key positions in subsidiary companies including Head of Marketing and Customer Care at East African Cables.
- **Chairperson Kenya Association of Manufacturers (KAM) Energy, Electric and Electronics Sector Board.**
- Holds a BSc in International Business from United States International University.

Group Management



Florence Murerwa – Group Head of Human Resources

- Joined the Group in 2017
- Over 15 years' experience in Human Resource Management cutting across manufacturing, oil and banking industries.
- **Driving the TC Organization redesign and change management**
- Previous engagements include Bank Of Africa as Head of Human Resources Kenya.
- Holds a BA in Sociology from Kenyatta University and is a member of Kenya Institute of Management



Anthony Gichini, CFA – Investment Manager

- Joined the Group in 2021
- Over 10 years experience in financial analysis and Private Equity investments
- **Experienced in business advisory, sourcing and structuring private equity transactions across East Africa.**
- Chartered Financial Analyst (CFA) and Certified Public Accountant (CPA)
- Graduated from the University of Nairobi with a BCom degree and a Masters in Business Administration

TC has strategically invested in capacity, brands and teams to leverage on existing opportunities in the market



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