



**TransCentury**  
*Impacting Africa*

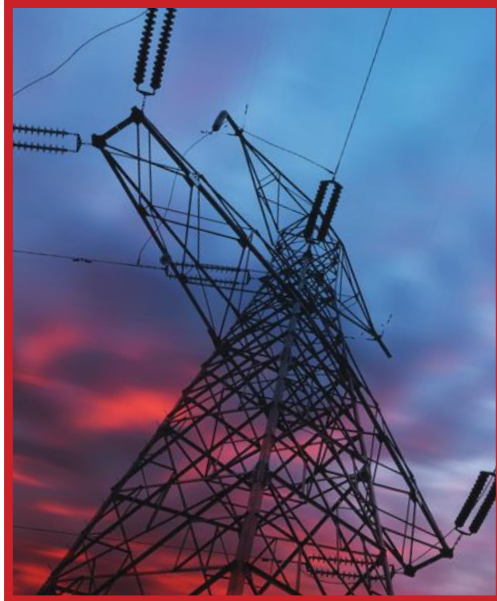
**Company Presentation  
2019**





# Who we are

TransCentury Plc is a Kenya – Headquartered investment company with a **focus in infrastructure** and listed in the Nairobi Securities Exchange. The company has operations across **East, Central & Southern Africa in three (3) Divisions, twelve (12) countries.**



## POWER DIVISION

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



## ENGINEERING DIVISION

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



## INFRASTRUCTURE PROJECTS DIVISION

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



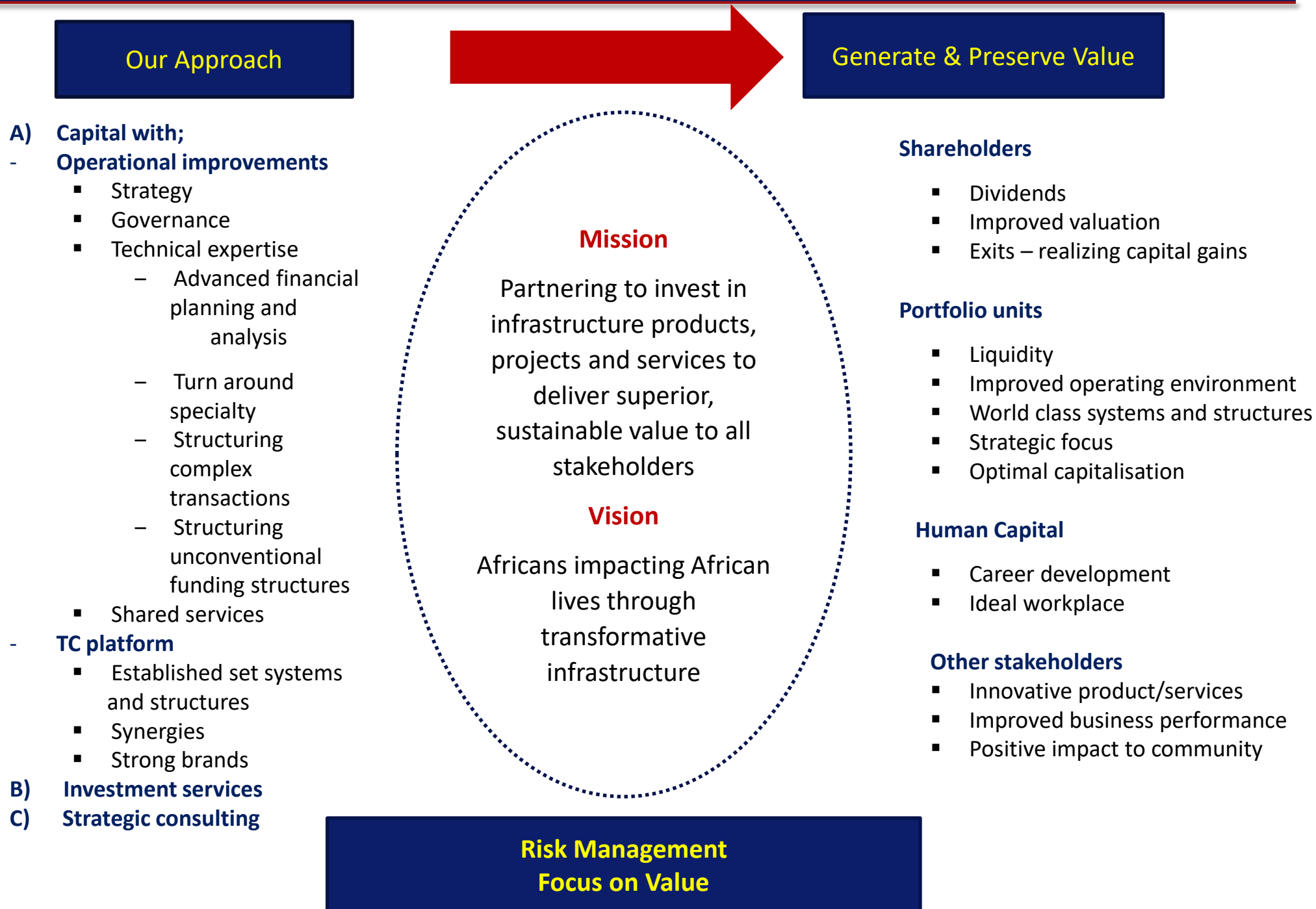


**2,000** employees across **8 businesses** working with **over 10,000** distributors, traders, installers/technicians **across 12 countries** in East, Central and Southern Africa, TransCentury's footprint continues to touch and influence many lives.





# Our Business Model





# Our Business Philosophy

To pursue and invest in markets that display under penetration and inefficiency. Our focus market, Africa, has significant deficiencies in key infrastructure sectors of Transport, Energy, Water & Sanitation, Industrial and Agriculture.



## Our Focus

### Our Commitment

- To impact Africa
- To focus on transformative infrastructure
- To deliver superior and sustainable value to all stakeholders
- To provide innovative solutions for Africa infrastructure challenges

### Our Platform

- An established platform in infrastructure
- Experience and capacity in growth areas of manufacturing, oil & gas, mining support, power generation
- Investments in highly scalable businesses
- Expansive presence, in a high growth region (East Africa)
- Investment in jurisdictions with supportive regulatory environment
- Proven track record in turnaround and accelerating growth
- In house experience and strong partnerships to preserve and grow value



# Our 2018 – 2022 Strategic Focus



## Ahidi 2018-2022 Strategic Focus

### People

Deliver through People

### Structures, Systems & Process

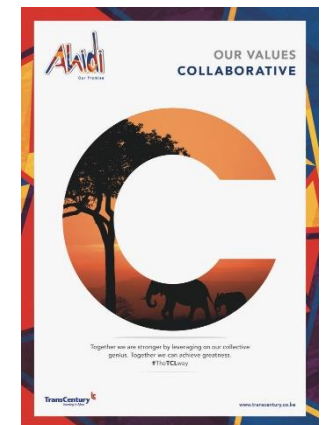
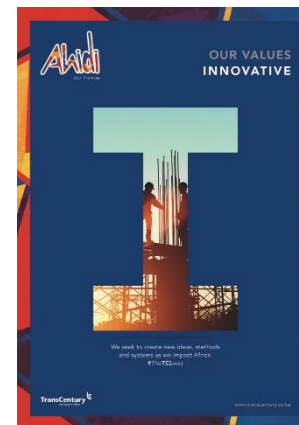
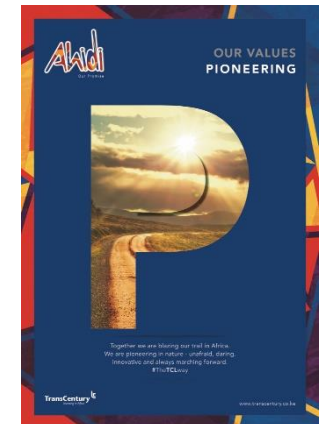
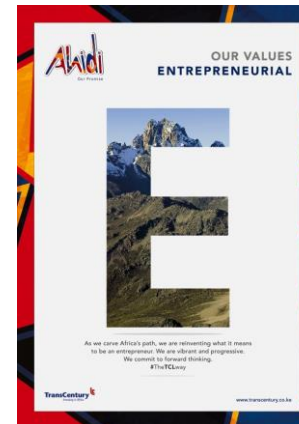
*Global best practice internal structures, systems and process*

### Stakeholders

Build value for our stakeholders through innovative and transformative investments services

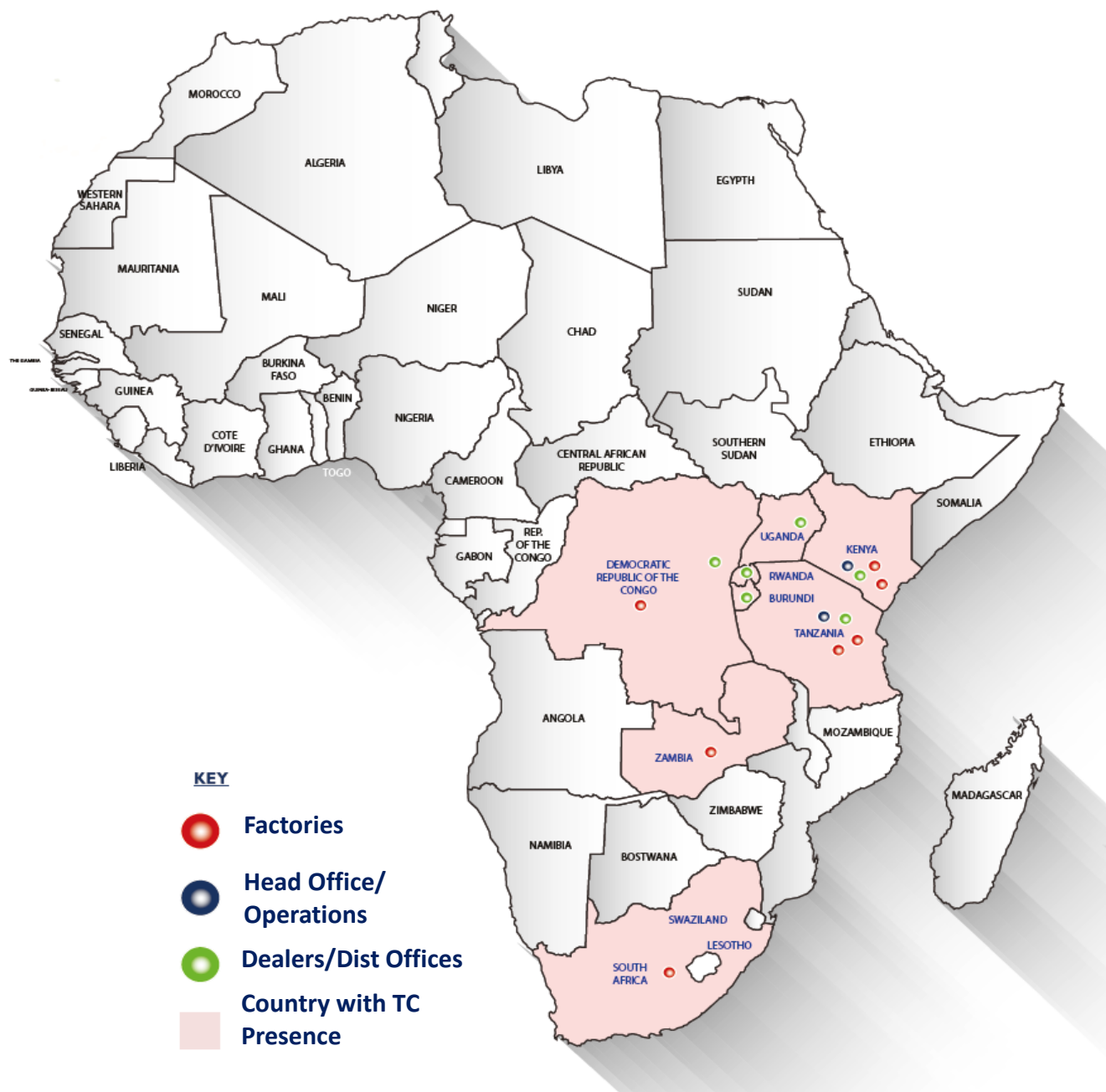
### Return

Deliver superior value to all stakeholders through financial sustainability





# Our Regional Presence





# Our Business Divisions

## Power Division

- 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



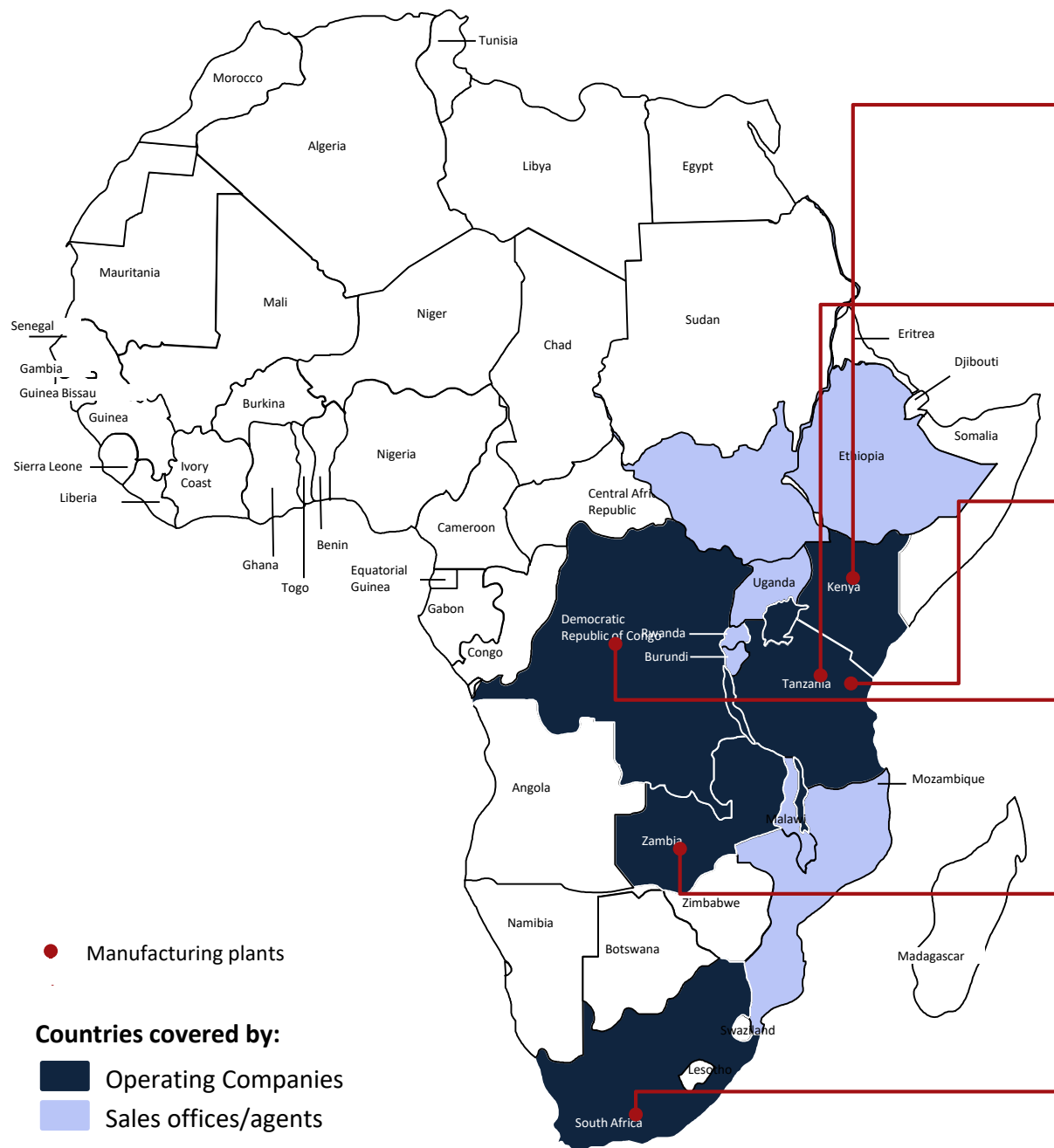
Switchgears



LV Electrical Cables



# Power division geographical presence



## NBO, Kenya

- Copper – house wires
- Copper – armoured cables
- Aluminium conductors
- Data Cables



## Arusha, Tanzania

- Transformers
- Switchgear



## DAR, Tanzania

- Copper – house wires
- Copper – armoured cables
- Aluminium conductors
- Enamel winding wire



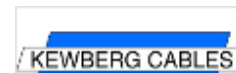
## KINSHASA, DRC

- Copper – house wires
- Copper – armoured cables



## KITWE, Zambia

- Turnkey electrical projects
- Electrical Engineering/ products
- Industrial Products



## JHB, South Africa

- Speciality cables – instrumentation, mining and control cables



# Our Business Divisions(Cont.)

## Engineering Division

- 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 - AEA



Road Maintenance - AEA



Energy Generation -  
Civicon



Mining & Industrial  
Installation - Civicon



**TransCentury**  
Investing in Africa



*AEA has operations in Kenya, Tanzania and Uganda across:*

- Weighing equipment,
- Coding equipment,
- Industrial products,
- Power systems

### Congo:

### Mining services for a 5.6 million ounce mine



## Areas of Operations

## Selected projects in various countries



### South Sudan:

**Road construction: -**

- *Maintenance of 113 kms Yei Juba road*
- *Reconstruction of 45kms of Ame-Magwi road*



### Kenya:

Construction of:

- Geothermal plant in Olkaria
- GZI can factory
- East Africa Portland filter conversion and packing line



## LOGISTICS

**Uganda:**

### Transport of brewery vessels



## CRANAGE & ERECTION

**Rwanda:**

### Construction of a 25MW HFO plant in Kigali



## Infrastructure Projects Division

- Development of **attractive, high return infrastructure projects** in partnerships with key best-in-class technical partners
- Focused on **power generation plants, toll roads, railways, pipelines** and other similar infrastructure projects.
- Critical energy and transport infrastructure projects to support key pillars of the domestic and export economy
- TCL **adds value by originating, building and operating** the infrastructure projects
- Strong pipeline of projects in excess of **USD 100 million** of investment.





# Our Leadership Team - Board

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## **Shaka Kariuki – Board Chairman**

- Appointed Director on 28 March 2017
- Appointed Chairman of Board on 13 April 2017
- Co-CEO 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



## **Nganga Njiinu, CFA – Group CEO**

- Joined the Group in 2008
- Appointed Executive Director & Chief Executive Officer in 2016
- In-depth experience in operations and investments – has held leadership roles in portfolio management, business transformation, corporate finance and strategy, and infrastructure projects development
- Prior to joining TransCentury, he worked for Coldwell Banker in the US for seven years in strategy, financial planning and analysis & mergers and acquisitions



# Our Leadership Team - 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.
- **Current 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.



## 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.





## **Njogu Kariithi– Board Member**

- Appointed Director on 26 August 2017
- Previous engagements include: Director at the Communication Commission of Kenya (CCK), member of the Kenya National Governing Council for second Government review by African Peer Review Mechanism (APRM)
- Founding member of TransCentury Group serving as honorary secretary in the formative years.
- Director on the board of LSG Sky Chefs Kenya, the 2<sup>nd</sup> inflight Catering Company in Kenya, and Director on the Board of Old Mutual Investment Services.



## **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.





## **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 Leadership Team - Management



## **Martin Munyiri – Group Chief Finance Officer**

- Joined the Group in 2011
- Involved in the acquisition and integration of investments
- Prior experience in audit and risk advisory at KPMG
- Graduate of the University of Nairobi BCom (Accounting Major).
- Certified Public Accountant (CPA) and a members of Institute of Certified Accountants (ICPAK)



## **John Mugo – Group Chief Operating Officer**

- Joined the Group in 2014
- Has held various key roles in subsidiary companies including COO East African Cable and CEO Tanelec.
- Previous engagement includes 7 years at Bamburi Cement (Lafarge Group) involved in Financial and Business control and at PwC in Performance improvement.
- Holds a BSc in Mechanical Engineering and is a qualified ACCA member.



## **Florence Murerwa – Group Head of Human Resource Manager**

- Joined the Group in 2017
- Over 15 years' experience in Human Resource Management cutting across manufacturing, oil and banking industries.
- 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





## **Trevor Okoth– Group Head of Internal Audit, Risk & Compliance**

- Joined the Group in 2015
- Responsible in planning, development, execution and management of risk, compliance and internal audit.
- Has worked in one of the subsidiary business, Civicon, 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 Corporate Affairs & Investor Relations**

- Joined the Group in 2011
- Has held key positions in the subsidiary companies including Head of Marketing and Customer Care at East African Cables.
- Over 15 years' experience in brand marketing, public relations and investor relations.
- Previously worked with Ogilvy and Mather as the Head of Client Service and at Peugeot East Africa (Marshall's) as the Marketing Manager.
- Holds a BSc in International Business from United States International University.





## Focus Areas



# Our Investment Thesis still hold – global focus...

We continue to focus on Infrastructure-related products, services & projects



**Transport**



**Energy**



**Water &  
Sanitation**



**Industrial**



**Agriculture**

## 1. Aligned to UN Sustainable Development Goals (SDGs)

- Affordable, reliable, sustainable energy for all
- Inclusive and sustainable industrialization and innovation
- Productive employment and decent work for all





# Our Investment Thesis still holds – regional focus...

We continue to focus on Infrastructure-related products, services & projects



**Transport**



**Energy**



**Water &  
Sanitation**



**Industrial**



**Agriculture**

## 2. Regional governments priority areas in push to become middle-income economies

Big Four Agenda in **Kenya** with a focus on:

- Manufacturing
- Housing
- Agriculture
- Healthcare



Vision 2025 in **Tanzania** with focus on:

- Telecommunications
- Energy
- Water



Vision 2040 in **Uganda** with focus on:

- Oil & Gas
- Energy
- Transport
- ICT





# Our Investment Thesis still holds – gap exists...

We continue to focus on Infrastructure-related products, services & projects



**Transport**



**Energy**



**Water & Sanitation**

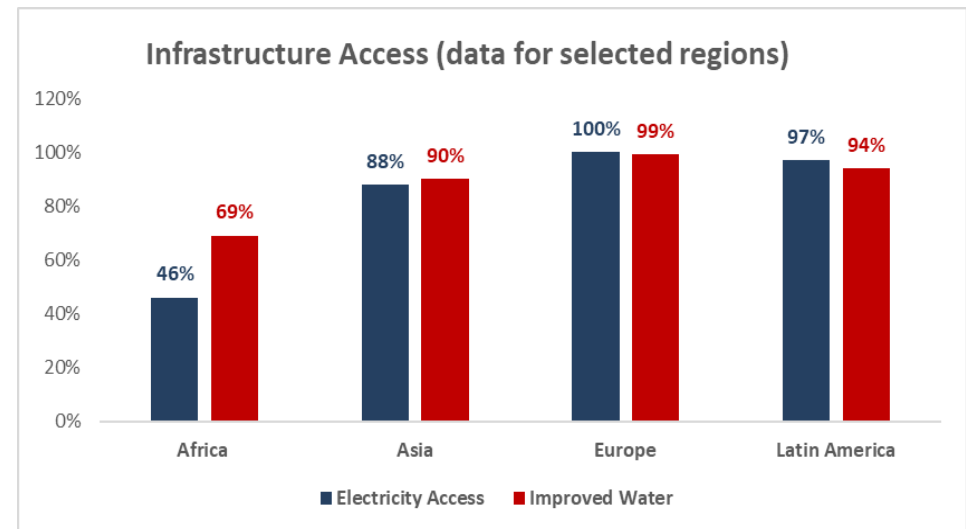
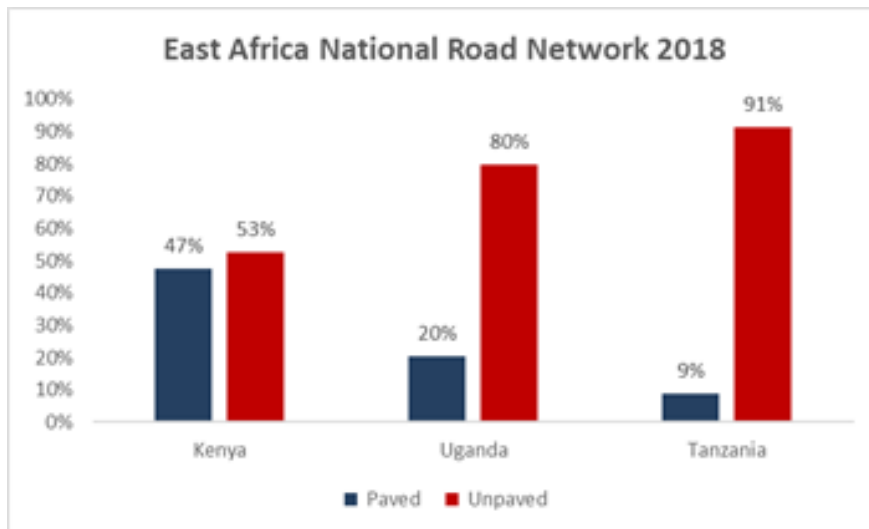


**Industrial**



**Agriculture**

## 3. Low infrastructure penetration in addressable market



- Low access to transport infrastructure with >50% unpaved roads
- 56% of African population do not have access to electricity
- 1/3 of the African population does not have access to improved water



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

## Our focus

1. Governance & Leadership
2. Capital optimization
3. Business growth & expansion





# Contact us

For enquiries, please contact:

Ng'ang'a Njiinu

**Chief Executive Officer**

Tel: +254 20 224 5350

+254 20 224 5232

+254 20 300 6327

Fax: +254 20 224 5253

Email: [njiinu@transcentury.co.ke](mailto:njiinu@transcentury.co.ke)

Or

Phyllis Gachau

**Group Investor Relations Manager**

Tel: +254 20 224 5350

+254 20 224 5232

+254 20 300 6327

Fax: +254 20 224 5253

Email: [phyllis@transcentury.co.ke](mailto:phyllis@transcentury.co.ke)

[www.transcentury.co.ke](http://www.transcentury.co.ke)





