



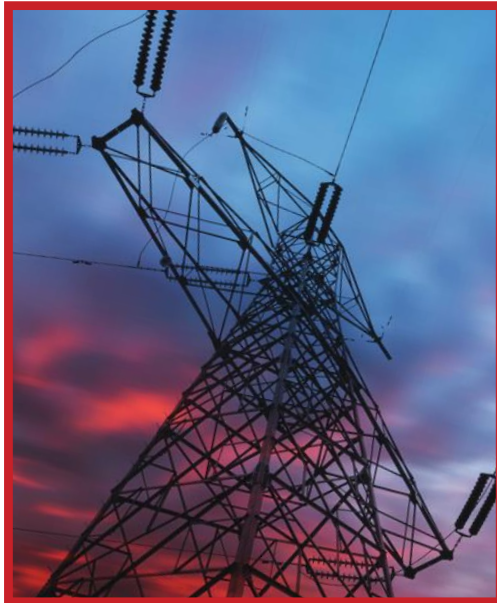
TransCentury
Impacting Africa

Company Presentation



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

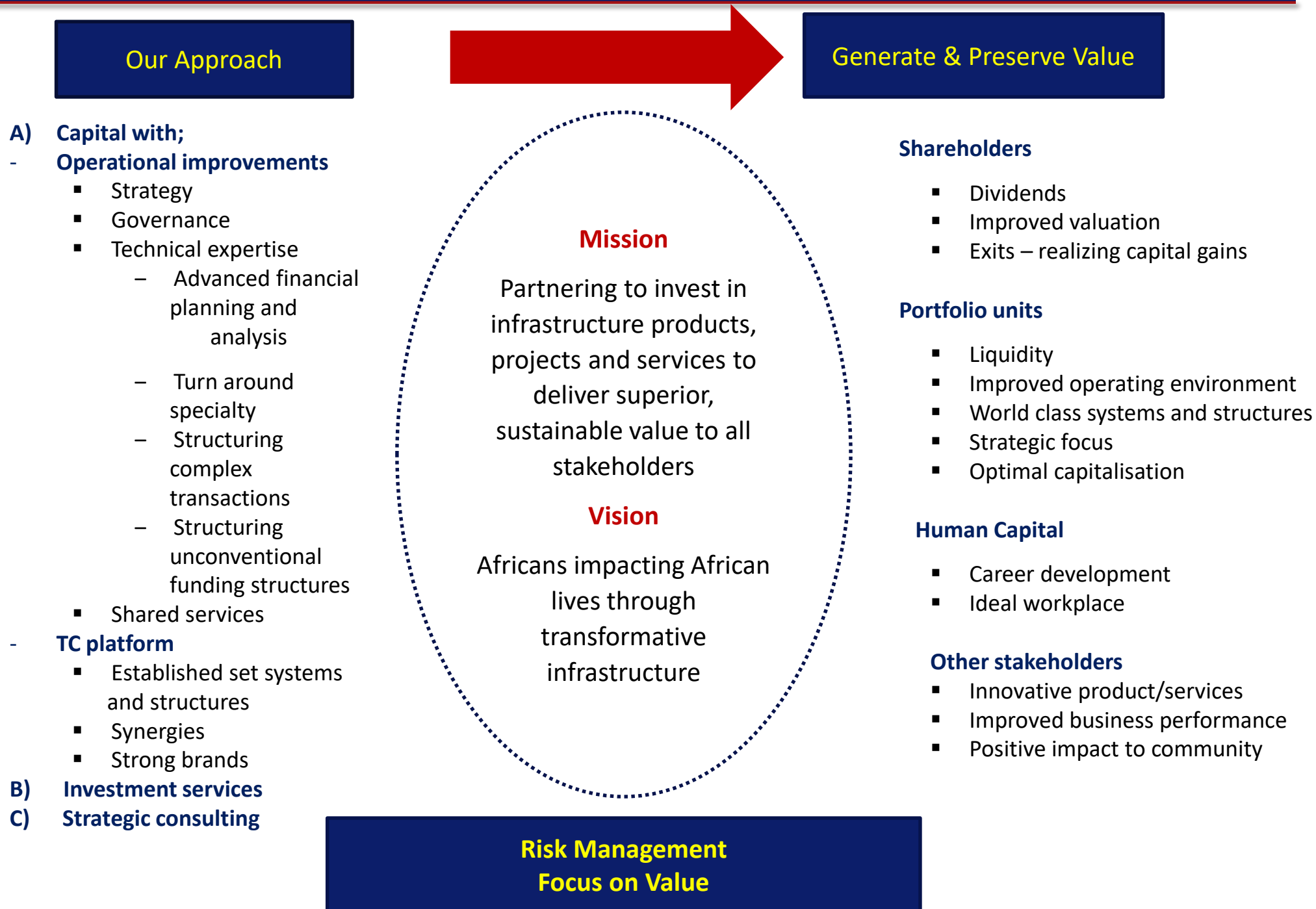
Develop and Invest in infrastructure projects that support key pillars of the domestic and export economy.



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

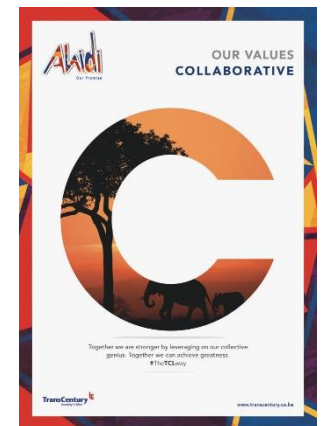
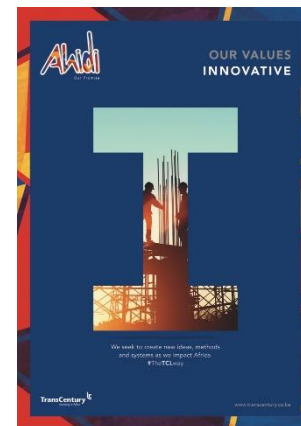
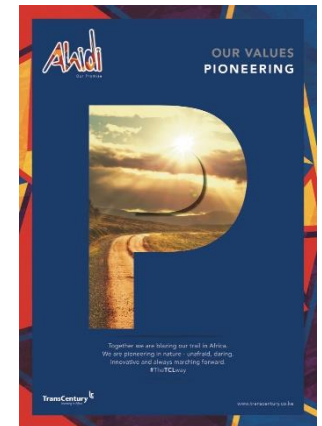
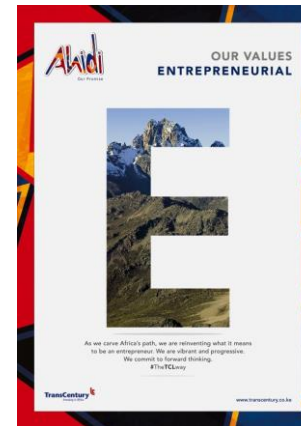
Global best practice internal structures, systems and process

Stakeholders

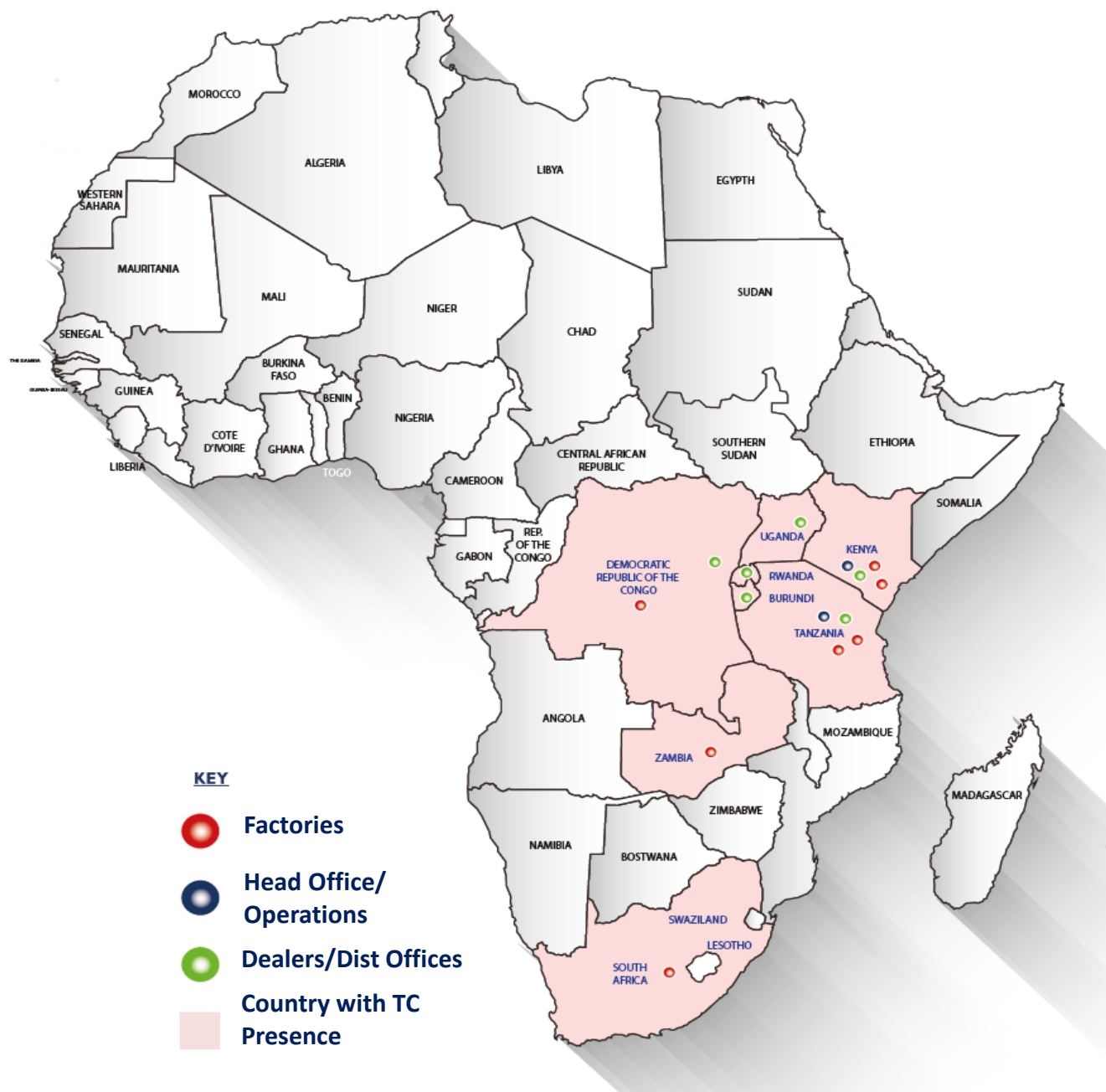
Build value for our stakeholders through innovative and transformative investments services

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

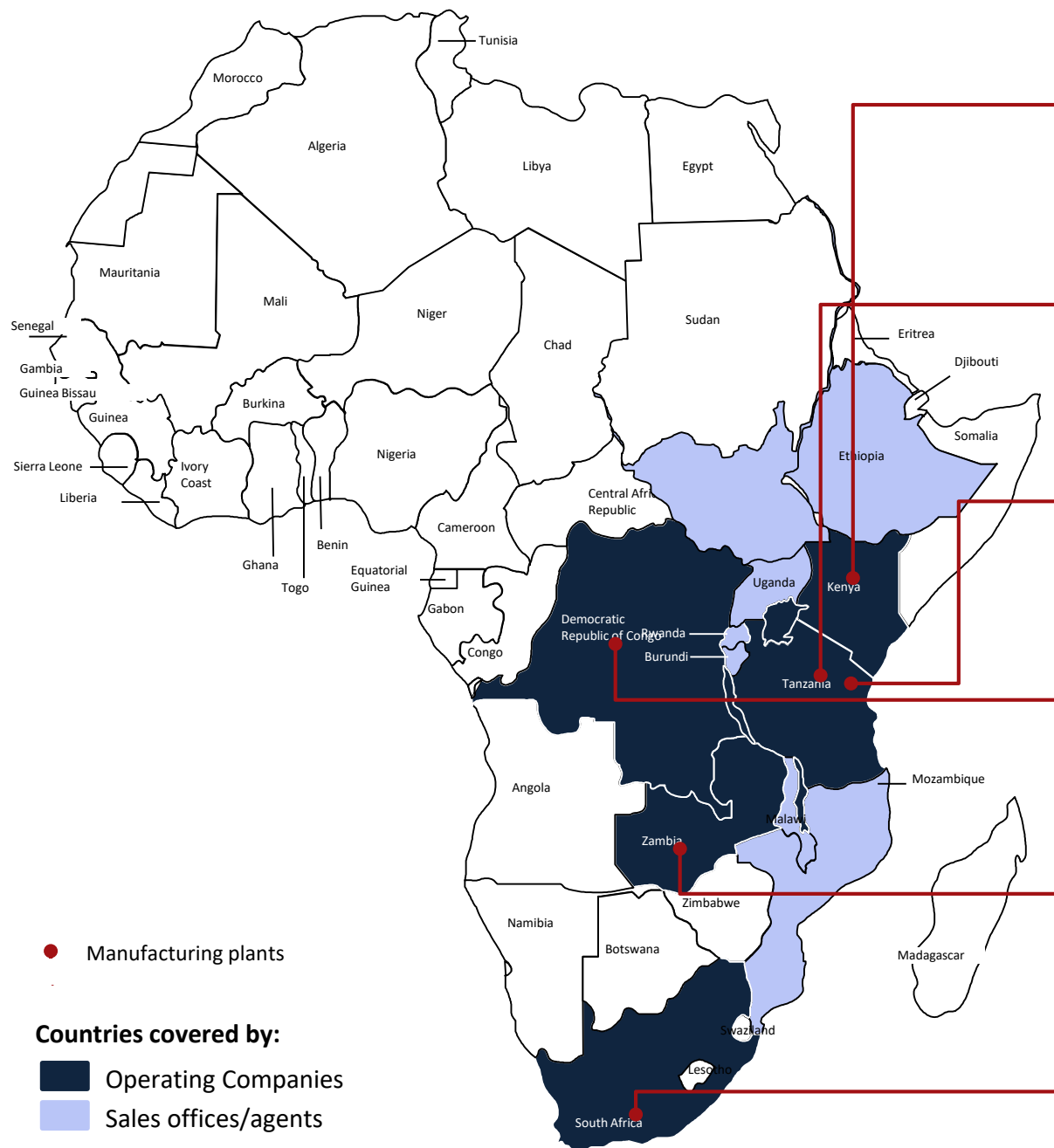


Switchgears



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



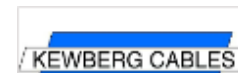
KINSHASA, DRC

- 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

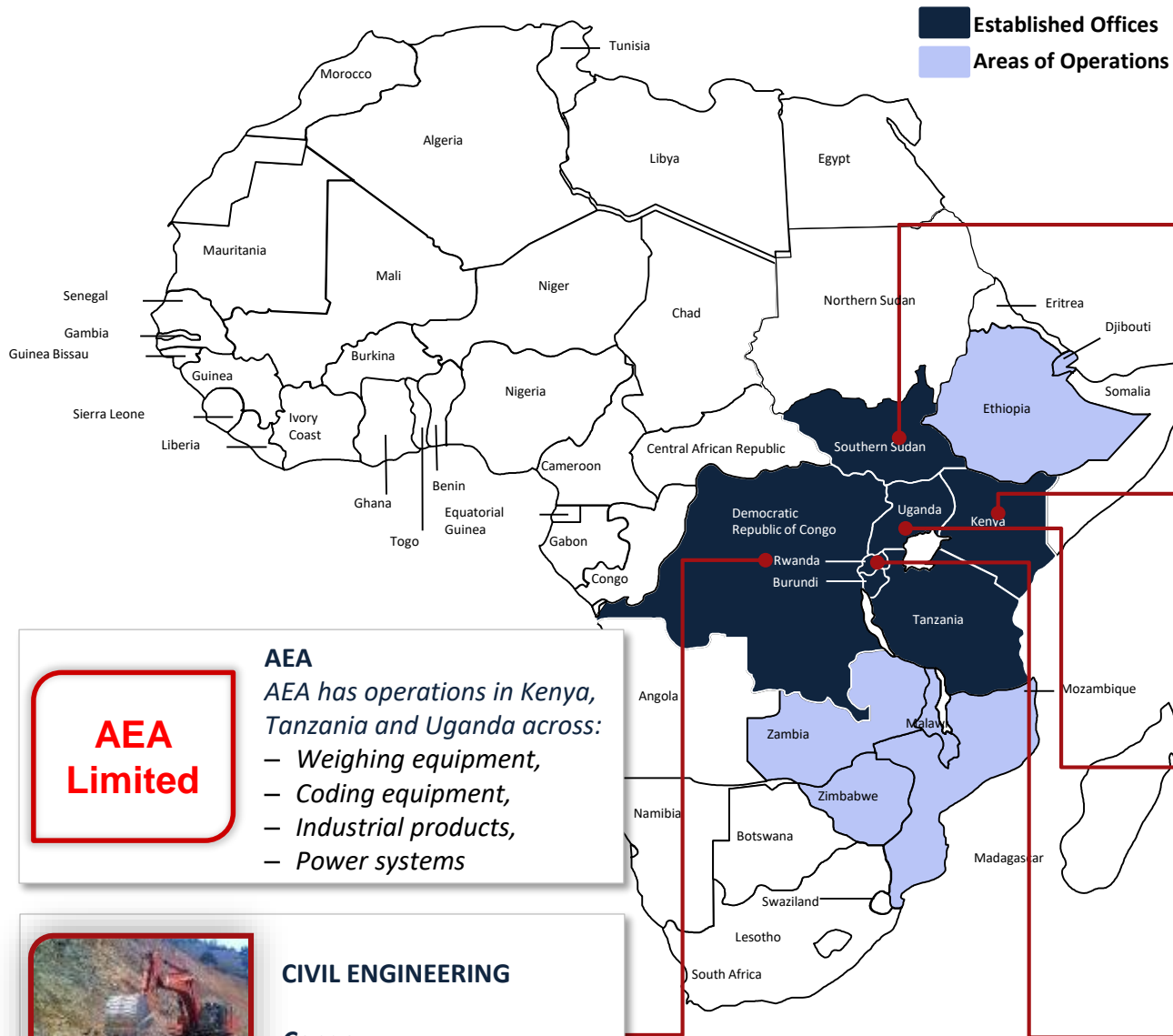


Energy Generation -
Civicon



Mining & Industrial
Installation - Civicon

Engineering division geographical presence



Selected projects in various countries



CIVIL ENGINEERING

South Sudan:

Road construction: -

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



MECHANICAL ENGINEERING

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

**AEA
Limited**

AEA

AEA has operations in Kenya, Tanzania and Uganda across:

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



CIVIL ENGINEERING

Congo:

Mining services for a 5.6 million ounce mine

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



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.

Our Leadership Team - Board



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 2nd 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

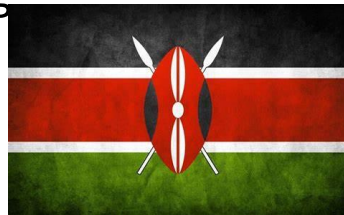


Agriculture

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

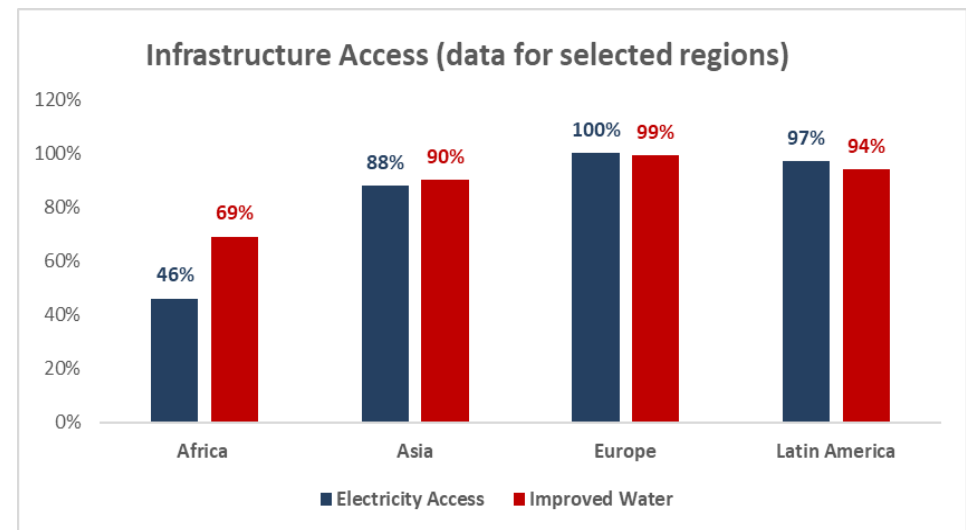
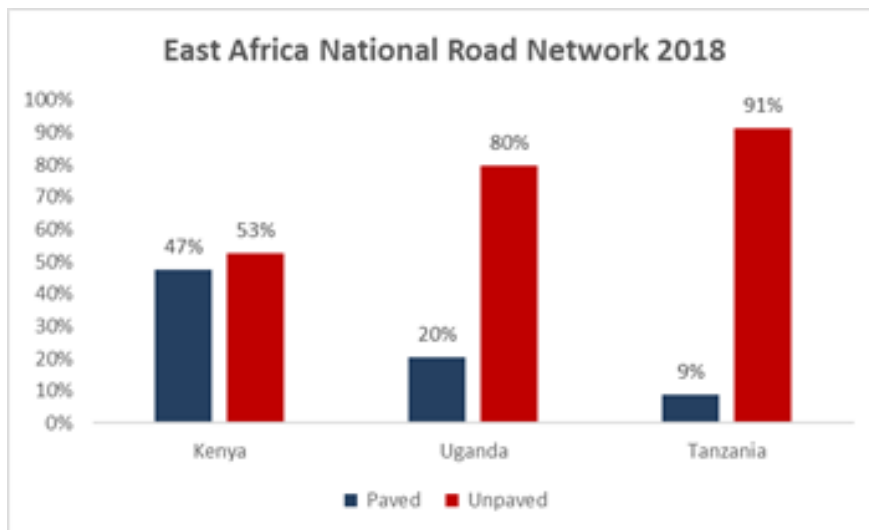


Industrial



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

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

www.transcentury.co.ke



