

Letshego granted a full commercial banking licence in Namibia

- This marks the fifth deposit taking licence for Letshego across its sub-Saharan Africa footprint
- Over 50 percent of the Namibian civil service will now benefit from broad-based services
- Letshego is committed to deepening financial inclusion

Gaborone, 21 July 2016: Letshego Holdings Limited (“Letshego”), the inclusive finance focused group with consumer, micro lending and deposit-taking subsidiaries across sub-Saharan Africa, today announces its successful application and approval of its fifth deposit taking licence. Letshego has secured a full commercial banking licence for Letshego Bank Namibia (“Letshego Namibia”) enabling it to offer more comprehensive financial services in Namibia. This follows the granting of a provisional banking licence in July 2014.

Letshego has had a presence in Namibia for over fourteen years through its micro-lending institution, Letshego Financial Services Namibia. Letshego Namibia has been dedicated to embracing financial inclusion through helping over 55,000 customers, including the rural and under-served populations, in Namibia with meeting their housing, health, education and business needs. Through this, Letshego aims to drive socio-economic development across its African footprint.

The approval to commence banking operations for Letshego Namibia, granted by the Bank of Namibia, will allow the company to expand its range of simple, appropriate and affordable solutions. Further, deposit-taking capability will enable Letshego Namibia to broaden its inclusive finance agenda to target the under-banked and under-served in the informal sector using service delivery platforms that allow access anytime, anywhere.

Letshego’s strategic intent is to become Africa’s leading inclusive finance group by offering customers simple, appropriate and affordable solutions. Letshego Namibia has assisted customers to fund educations, construct and own homes, and expand micro and small businesses. The full banking licence will accelerate the Group’s inclusive finance strategy in Namibia.

Chris Low, Group CEO, Letshego, said:

“This is an exciting moment for Letshego and confirms our commitment to deepening financial inclusion across the continent. We are dedicated to providing accessible financial services to those that are under-served by traditional banks - obtaining a banking licence in Namibia means we can expand our services to those that need it most, helping bring to life the aspirations of the Namibian public.”

Ms. Ester Kali, CEO, Letshego Bank Namibia, said:

“Our strategy will continue to focus on leading the development and provision of inclusive finance that encompasses broad based financial services. We actively look to align with the Government’s agenda for sustainable socio-economic development and to this end, we are committed to supporting the National Harambee Prosperity Plan.”

Letshego Namibia serves over 50 percent of the Namibian civil service who will now benefit from its deposit-taking, and broader, services. Further it supports the National Harambee Prosperity Plan, which states ‘the most effective way to address poverty is through wealth creation’ and actively ensures its business strategy and mandate positively aligns with this.

“Customers will, in the near future, be able to open a “LetsGo” account with which they can experience greater financial empowerment and dignity,” said Natasha Winkler, Head of Financial Inclusion at Letshego Bank Namibia.

Letshego Bank Namibia is a subsidiary of Letshego Holdings Limited (LHL), the largest indigenous company on the Botswana Stock Exchange by market capitalisation and profitability. LHL is ranked within sub-Saharan Africa’s top 40 companies (excluding RSA), with a market capitalisation of over N\$ 7 billion.

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Notes to editors

About Letshego Holdings Limited

Letshego Holdings Limited was incorporated in 1998, is headquartered in Gaborone and was publicly listed on the Botswana Stock Exchange (BSE) in 2002. It is a Botswana International Financial Services Centre-accredited holding company with lending and deposit-taking subsidiaries across ten countries in Southern, East and West Africa - Botswana, Kenya, Lesotho, Mozambique, Namibia, Nigeria, Rwanda, Swaziland, Tanzania and Uganda. Letshego is the largest indigenous company on the BSE by market capitalisation (in excess of US\$634 million as at 31 December 2015) and profitability (in excess of US\$104 million profit before tax for the full year 2015) and ranks among the top 40 market value sub-Saharan Africa companies (excluding South Africa).

It is a truly pan-African financial services provider and is committed to skills development – the Group employs over 2,300 team members, across more than 20 nationalities. 775 of the Letshego team comprise its commission-based sales force. It has over 268 representation points across its footprint, servicing a base of over 300,000 borrowers and 100,000 depositors.

Further information can be found at www.letshego.com.

About Letshego Financial Services Namibia and Letshego Bank Namibia

Letshego Financial Services Namibia opened its doors in 2002 as Edu Loan Namibia. In August 2008, Letshego Holdings Limited (LHL) acquired a hundred per cent of the company, soon after which the company re-branded to Letshego Financial Services Namibia. In due course, Letshego Namibia sold 15% of its share capital to a citizen investment unit.

Since 2008, Letshego Namibia has registered compound annual growth in customer advances of over 85%, or simple growth of over 3,900%, with its growing customer base exceeding 55,000 at December 2015. It is one of the best distributed in Namibia, going from only 5 branches in Windhoek, Oshakati, Walvis Bay, Rundu and Otjiwarongo in 2008 to 16 branches in all regions across Namibia by 2014.

Letshego Namibia's growth is also evidenced by the loan portfolio uptake, which has seen disbursements to customers over the period from acquisition till date of over N\$2 billion (US\$150 million) being released into the Namibian economy. Letshego Namibia's success is attributed to its commitment to upholding good corporate governance, customer experience, innovation, stakeholder engagement and people development. It demonstrates its commitment to empowering Namibian nationals by employing over 80 team members.

In July 2016, pursuant to the confirmation of a banking licence by the Bank of Namibia, Letshego Bank Namibia will commence offering broad-based, financially inclusive solutions to government employees, low and middle income earners, and micro and small entrepreneurs.

Further information can be found at www.letshego.com/namibia