

PRESS RELEASE

Date: 26th February 2016



LETSHEGO REVEALS REFRESHED LOOK, ALONG WITH GOOD GROWTH, PERFORMANCE AND RETURNS

- Letshego refreshes its brand and gears up to roll it out in its 10 country footprint to build a leading financial services brand
- The new brand promise positions Letshego as a brand that aims to make a positive difference in people's lives
- Group profit before tax exceeds P1 billion

A refreshed brand look, coupled with a robust set of financial results, made for pleasing news at the recent stakeholder engagement held by Letshego Holdings Limited Group this week.

On Friday 26th February 2016, the Group presented its financial results for the full year ended 31 December 2015 before stakeholders. Amongst the key highlights were the momentous achievement of Group profit before tax exceeding P1 billion for the first time, the bringing to life of Letshego's narrative across the Group's African footprint, and the renewed brand promise "*Lets Improve Life*" articulated through the new Group identity.

The brand refresh comes at a time when the group has entered a transformation phase with many positive developments taking place to propel its growth. "We believe that this is an opportune time to refresh our brand as Letshego marks 18 years of existence this year, having made strides in diversifying across our footprint. Also, launching the refreshed brand accompanies our focus on delivering simple, appropriate and affordable solutions, with access anytime, anywhere. Together, the Letshego team is working to build a leading African financial services brand," said Group Head of Corporate Affairs, Mythri Sambasivan-George.

The new brand promise, "Let's Improve Life", is a call to action as the Group aims to make a positive impact with a focus on financial inclusion in Africa.

This sense of improvement and adding value is one that has been carried through to shareholders through a set of results showing good fundamental growth. During the period, total revenues exceeded P2 billion, whilst profit before tax exceeded P1 billion. P2.37 billion was disbursed in new loans and interest income rose 10%* to P1.7 billion. Fee and commission income increased by 14% to P257 million, while return on equity and return on assets were at 19% and 10% respectively.

"We are pleased to report good growth, performance and returns, as we continue to deliver on our strategic agenda. At Letshego, we have embraced financial inclusion and continue to strengthen our operations through investment in technology and people as well as through strategic partnerships. This, married with a clear commitment to ensure we add value for our staff, our strategic partners, our customers and our communities, is what will continue to propel us further," commented Mr. Chris Low, Group Managing Director.

The results were driven by continued growth in operational performance across the business, including total borrowing customers growing by 13% to 300,000, serviced through 268 access points (an increase of 8% on 2014). Gross advances grew by 14% to P6.5 billion (or 18% in underlying currency terms), while customer deposits grew to P154 million, representing over 100,000 depositors.

"We have a clear strategy of building a leading African financial services group focused on financial inclusion. Delivering on this will only be possible through strong relationships with our customers, with our strategic partners, and with communities. Our refreshed brand reinforces the strong Letshego reputation with the company depicted as providing support and upliftment through the base, and symbolising growth with our customers and communities through upward motion of the Letshego logo. Delivering responsible solutions, financial success and improving lives together is what we at Letshego stand for," added Mythri Sambasivan-George, Group Head of Corporate Affairs at Letshego.

Letshego continues to drive its strategy and strengthen its operations through investment in technology and people as well as through strategic partnerships across Africa. With a clear focus on delivering its diversification strategy,

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and offering simple, appropriate and affordable solutions, Letshego is demonstrating an unwavering commitment to improving lives across Africa.

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Notes to editors

About Letshego

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.