

LETSHEGO NAMIBIA ANNOUNCES POSITIVE FINANCIAL RESULTS FOR 2017 AND EXCEEDS ITS IPO FINANCIAL PROJECTIONS

Maiden dividend to shareholders of N\$0.192 cents per share. Double digit growth as the business continues to deliver on its inclusive finance agenda, driving innovation and growth.

- **Profit after Tax increased by 17%**
- **Total revenues increased 14% year-on-year**
- **Loan book increased 14% year-on-year**
- **Non-performing loans decreased from 4.4% to 3.9% due to better recovery rates**
- **Successful launch of the LetsGo value proposition to a targeted base of customers**
- **Savings mobilization of Letshego Bank Namibia commenced**
- **Final dividend of 19.20 Namibian cents per share for the year payable to all shareholders**

WINDHOEK, Monday 5th March 2018 – Letshego Holdings Namibia (“Letshego Namibia”) announced its maiden Annual Results following its successful listing on the Namibian Stock Exchange on 28 September 2017. Letshego Namibia has recorded double digit growth in both revenues and profits and exceeded all financial projections that were included in the IPO prospectus.

Chief Executive Officer for Letshego Namibia, Ester Kali, commented, *“Letshego Namibia is very much in the investment and growth phase of its journey, and as such, we are proud to report a promising and positive first set of Annual Results for 2017. This last financial year was significant in helping us build a lasting legacy through our inclusive IPO, and subsequent successful listing on the Namibian Stock Exchange.*

Kali added, *“Ekwafu Letu – the name given to our IPO meaning “our support” – was an ideal platform for us to demonstrate Letshego’s commitment to financial inclusion. Our approach to the IPO reflected a number of Letshego’s core philosophies, such as extending our reach to Namibians located far and wide, empowering individuals with increased awareness around the merits of managing their hard earned money effectively, and enhancing customer experience with a simple, affordable and appropriate offer.”*

Letshego Namibia’s core business, the ‘deduction at source’ borrowing solutions, performed well in 2017. Letshego Namibia realised a satisfactory 14% loan book growth in this segment, up N\$305mn from N\$2.1billion in 2016, to N\$2.4billion in 2017.

LAUNCHING NEW FINANCIAL SOLUTIONS

Letshego Namibia is committed to diversifying its financial solutions to increase customer choice and experience, reduce concentration risk and increase income and growth potential through multiple channels. In 2017 Letshego Namibia launched the ‘LetsGo’ value proposition to a targeted base of customers, and will continue this roll-out parallel to the implementation of its access channels. Namibia’s continued investment in skills development and

systems has strengthened the organisation's operational platforms and choice in access channels for customers. We endeavour to deliver an exceptional level of customer experience by identifying opportunities to grow our market share and enhance of our existing solutions through 'LetsGo' – our all-in-1 financial solution.

Ester Kali, Letshego Namibia's Chief Executive Officer concluded the 2017 Results Announcement with, *"Our ongoing efforts to provide more inclusive offerings to the formal, informal and MSE segments of Namibia are already delivering positive growth and dividends for the business, despite us still being in the early stages of growth on the MSE segment. 2018 is expected to be another milestone in Letshego Namibia's journey as we celebrate 10 years of improving lives. Our commitment to our customers remains unwavering and we look forward to celebrating another decade of dedicated and sustainable growth."*

ENDS

FOR FURTHER INFORMATION, PLEASE CONTACT:

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About Letshego Holdings Namibia

Letshego Namibia opened its doors in 2002 as Edu Loan Namibia. In 2008, Letshego Holdings Limited (LHL) acquired a hundred per cent of the company, soon after it re-branded to Letshego Financial Services Namibia. In due course, Letshego Namibia sold 15% of its share capital to a citizen investment unit. In 2016, Letshego Bank Namibia was awarded a deposit taking 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.

Together, Letshego Bank Namibia and Letshego Micro-Financial Services Namibia are subsidiaries of Letshego Holdings Namibia (LHN). Through LHN, these two entities are LHL Group's second largest operations by asset base and profitability and the largest by market share in the Government consumer lending business.

In 2017, Letshego Holdings Namibia listed on the Namibian Stock Exchange and which point the market capitalisation was at N\$1.9billion, representing 6% of the NSX's primary listings market capitalisation. Post listing, Letshego Holdings Limited, the majority shareholder of Letshego Namibia, will reduce from 85% to 79%.

Letshego's growth in Namibia is evidenced by the loan portfolio uptake, which has seen disbursements to customers over the period from acquisition to 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.

About Letshego Holdings Limited

Letshego Holdings Limited ("Letshego") was incorporated in 1998, is headquartered in Gaborone and has been publicly listed on the Botswana Stock Exchange since 2002. Today it is one of Botswana's largest indigenous groups, with a market capitalisation in excess of USD400 million (NAD5.2 billion) that places it in the top 50 listed sub-Saharan companies (ex-south Africa) and with an agenda focused on inclusive finance. Through its eleven-country presence across Southern, East and West Africa (Botswana, Ghana, Kenya, Lesotho, Mozambique, Namibia, Nigeria, Rwanda, Swaziland, Tanzania and Uganda), its subsidiaries provide microfinance banking and consumer lending solutions.

Letshego is a pan African financial services provider and is committed to skills development – the Group employs over 3,000 team members, representing more than 20 nationalities. It services a customer base of over 360,000 borrowers and 100,000 depositors through its 315+ customer access points. Further information can be found at www.letshego.com.

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

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