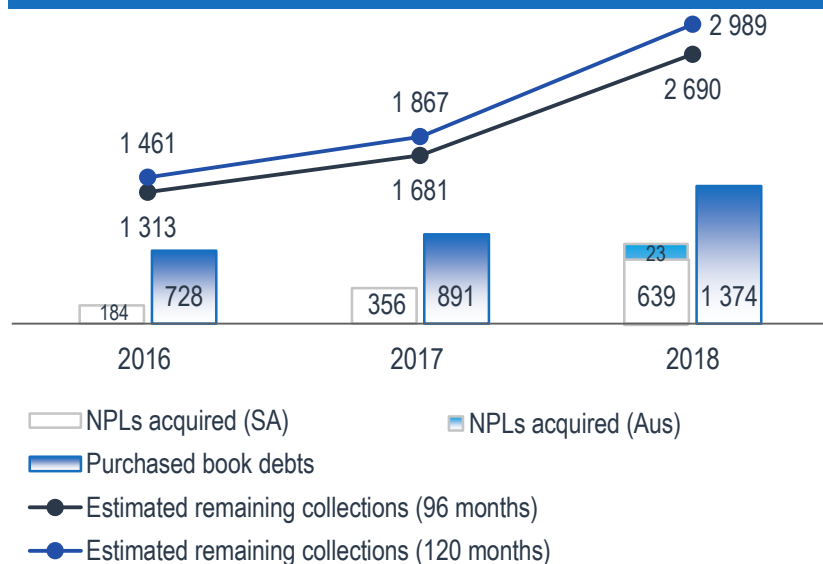


# GROUP STRATEGIC HIGHLIGHTS

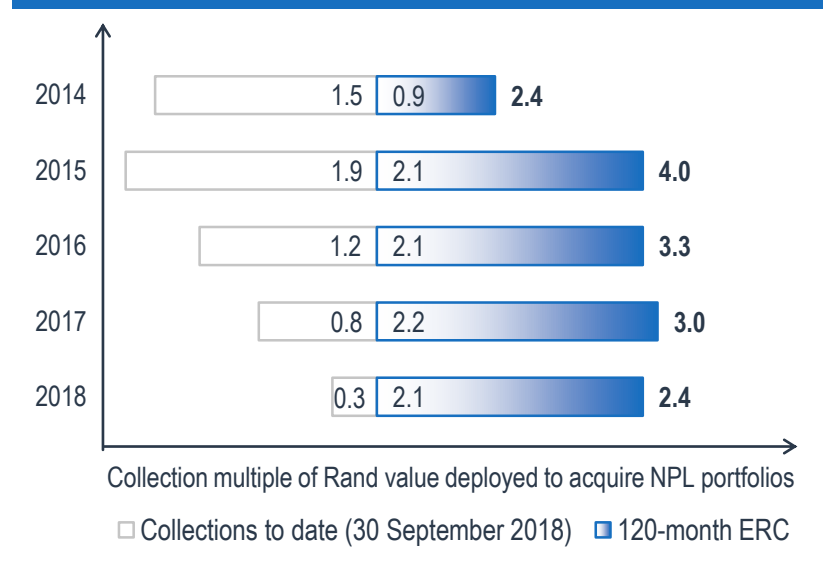
DELIVERING ON GROWTH - ACQUISITION OF NON-PERFORMING LOANS AS A PRINCIPAL



## GROWTH TRAJECTORY EXPECTED TO SUPPORT FUTURE POSITIVE PERFORMANCE



## COLLECTION MULTIPLE VINTAGE PERFORMANCE <sup>1</sup> AS AT 30 SEPTEMBER 2018



- Current South African economic context favours acquisition of NPL portfolios
- 37 portfolios acquired for R662m with a face value of R13.6bn (FY17: 29 portfolios for R356m with a face value of R5.2bn)
- 239 portfolios (including 11 Australian portfolios) owned in total with a face value of R22.4bn
- Purchased book debts ▲ 54% to R1 374m (FY17: R891m)
- 2018 collection multiple of 2.4 times (> internal target of ~2.2 times)
- Estimated remaining collections (ERC) ▲ 60% to R3.0bn (120 months)
- Longevity in the yield of principal portfolios on book, expected to support future positive performance
- Revenue from principal collections ▲ 22%

1. Includes only South African portfolios & excludes contracts where TCRS does not have title of the underlying claim