



DMTN Roadshow

JANUARY

2022



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01

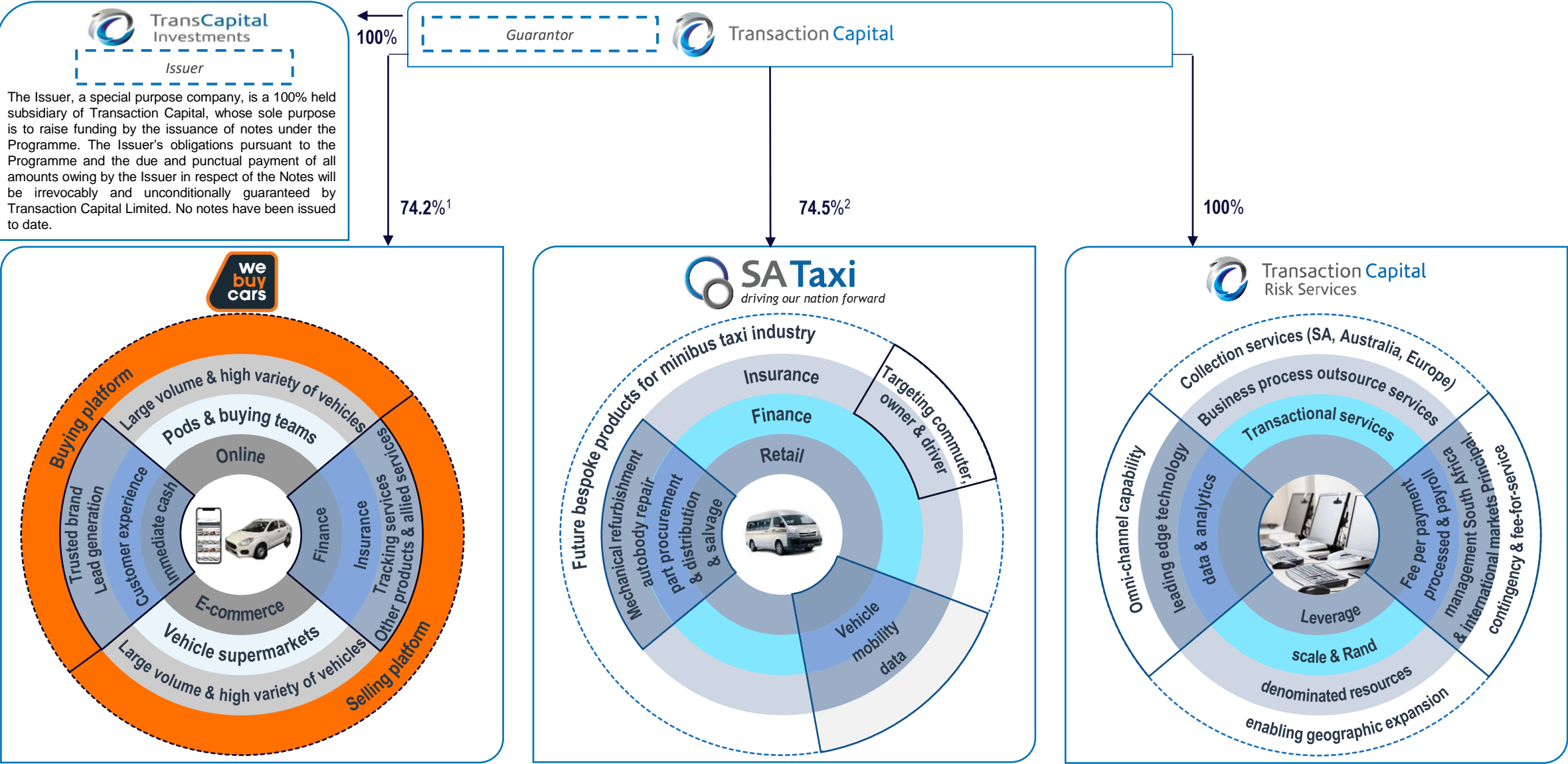
GROUP OVERVIEW



TRANSACTION CAPITAL GROUP OVERVIEW



Growing earnings base by expanding existing total addressable market & entering adjacent markets



1. WeBuyCars is consolidated as a 74.2% subsidiary of the group with effect from 3 August 2021 in terms of IAS 27 – Separate Financial Statements & IFRS 10 – Consolidated Financial Statements. The initial 49.9% investment in WeBuyCars, effective 11 September 2020, was accounted for as an associate of the group in accordance with IAS 28 – Investments in Associates & Joint Ventures, applying the equity method. 2. Transaction Capital consolidates 82.13% of SA Taxi due to vendor financing provided by SA Taxi to SANTACO

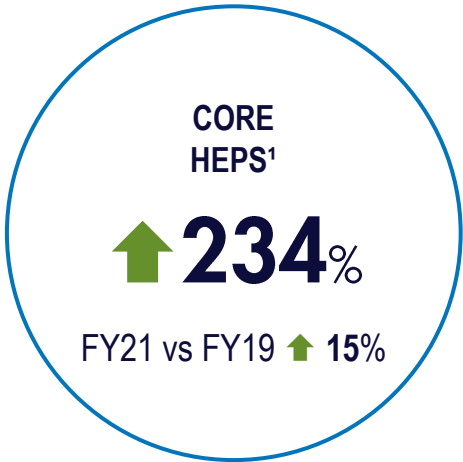
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PERFORMANCE OVERVIEW

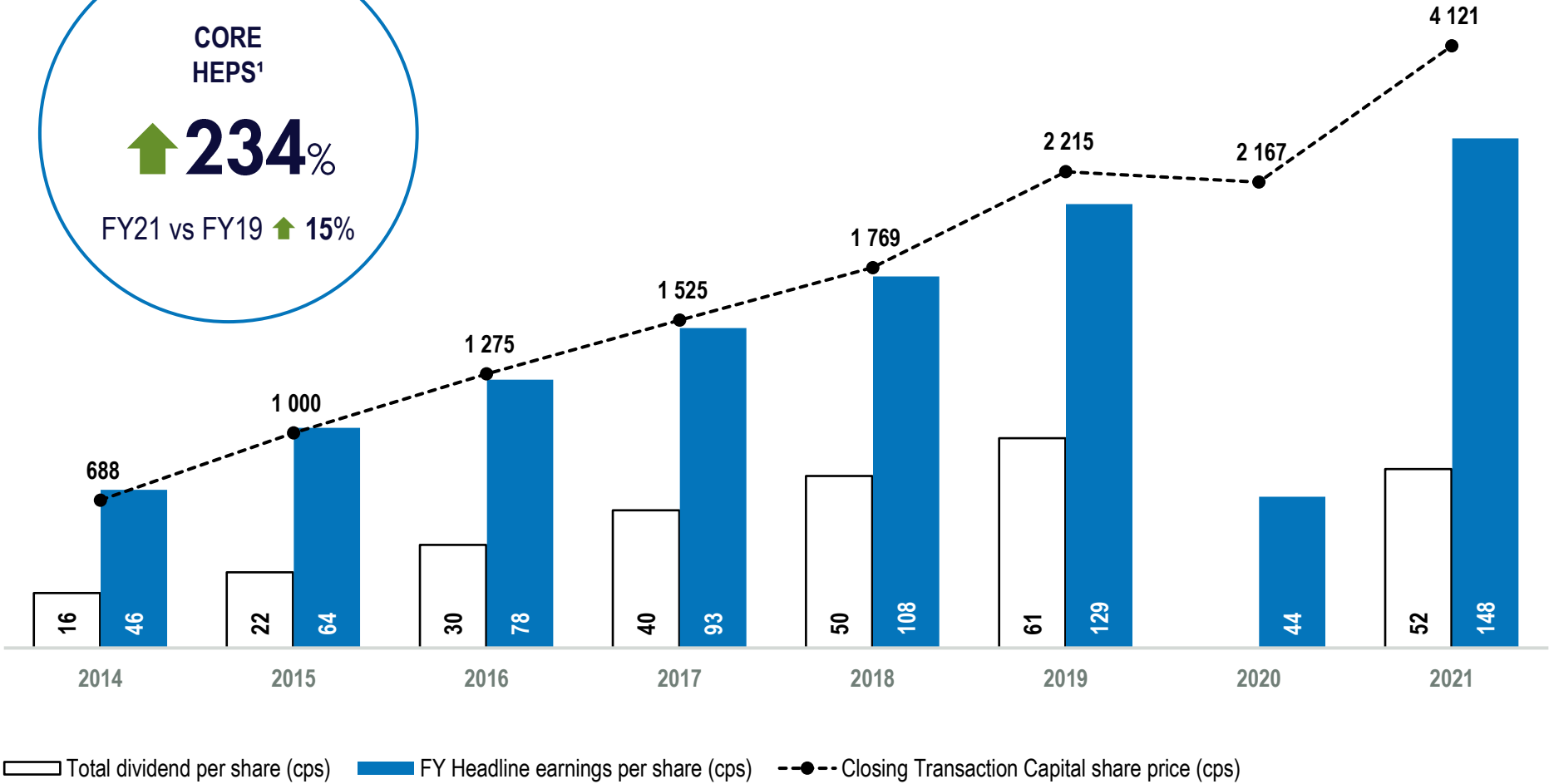


TRANSACTION CAPITAL 7-YEAR PERFORMANCE

Long-term track record of growth resumed in FY21



ROBUST EARNINGS PERFORMANCE
RESUMED DIVIDEND PAYMENTS



GROUP PERFORMANCE HIGHLIGHTS



Robust performance supports sustainable trajectory of superior high-quality earnings growth

FINANCIAL PERFORMANCE

Earnings recovery demonstrates resilience, relevance & responsiveness

R3 605 million

PRE-PROVISION PROFIT

FY20: **↑ 100%**

FY19: **↑ 119%**

R1 005 million

CORE HEADLINE EARNINGS

FY20: **↑ 264%**

FY19: **↑ 27%**

147.9 cps

CORE HEADLINE EARNINGS PER SHARE¹

FY20: **↑ 234%**

FY19: **↑ 15%**

ROBUST BALANCE SHEET

R1.17 billion equity raised in July 2021

Invested in value accretive controlling stake in WeBuyCars

R32.3 billion

TOTAL ASSETS

FY20: **R23.4 billion**

FY19: **R18.2 billion**

~R870 million

UNDRAWN FACILITIES

AT HOLDING COMPANY LEVEL

29.5%

CAPITAL ADEQUACY RATIO

FY20: **28.5%**

FY19: **29.9%**

RETURNS

Dividends resumed
Supported by strong performance
& robust balance sheet

52 cps

TOTAL DIVIDEND PER SHARE

FY20: **nil**

FY19: **61 cps**

Final dividend of 33 cps In line with dividend policy of 2.5 times cover

1 375.4 cps

NET ASSET VALUE PER SHARE

FY20: **↑ 56%**

FY19: **↑ 72%**

15.1%

RETURN ON EQUITY²

FY20: **5.4%**

FY19: **18.2%**

Strong recovery in returns
Nearing pre COVID-19 levels

Note: FY21 compared to FY19 & FY20

Financial ratios exclude once-off transaction costs

1. Difference in growth rate of core headline earnings & core headline earnings per share is attributable to the higher weighted average number of shares from the value accretive issuance of shares for the investments in WeBuyCars

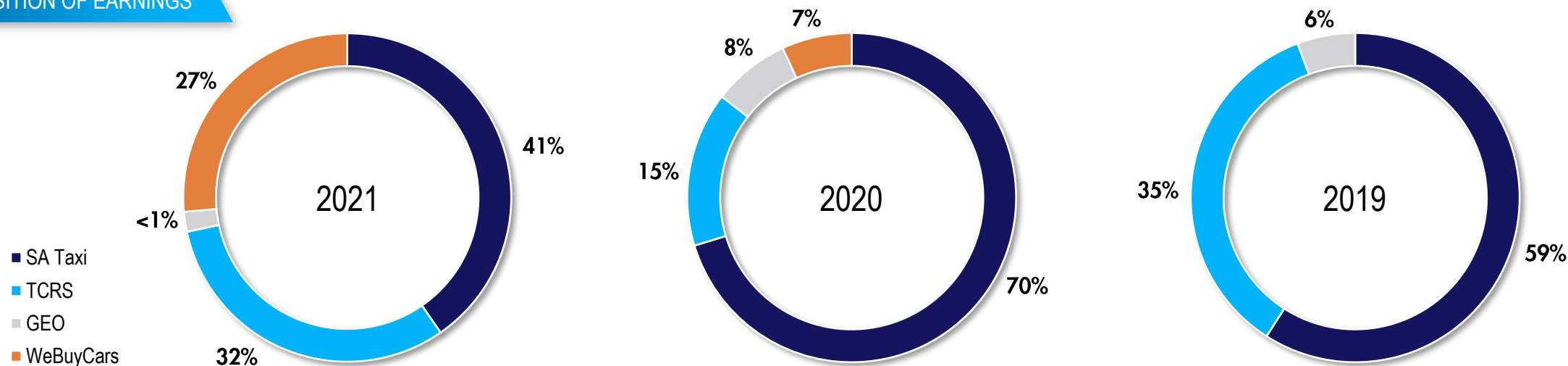
2. Core headline return on average equity (ROE) of 15.1% are based on earnings from continuing operations. Core return on average equity at 33.5%

GROUP PORTFOLIO MIX

Earnings diversification enhanced



COMPOSITION OF EARNINGS



| | Total earnings 2021 Rm | Earnings attributable to TC 2021 Rm | 2020 Rm | Movement 2021 vs 2020 | 2019 Rm | Movement 2021 vs 2019 |
|--|-----------------------------|--|-------------|--------------------------|--------------|--------------------------|
| Headline earnings (Group Ownership) | | | | | | |
| SA Taxi ¹ (74.5%) | 499 | 413 | 194 | ↑ 113% | 466 | ↓ 11% |
| TCRS ² (100%) | 320 | 320 | 42 | ↑ 662% | 278 | ↑ 15% |
| WeBuyCars ³ (74.2%) | 541 | 270 | 19 | ↑ 1 321% | - | - |
| GEO including TCGF & TC Ventures | 2 | 2 | 21 | ↓ 90% | 45 | ↓ 96% |
| TOTAL | 1 362 | 1 005 | 276 | ↑ 264% | 789 | ↑ 27% |
| HEPS (CENTS) | - | 147.9 | 44.3 | ↑ 234% | 129.0 | ↑ 15% |

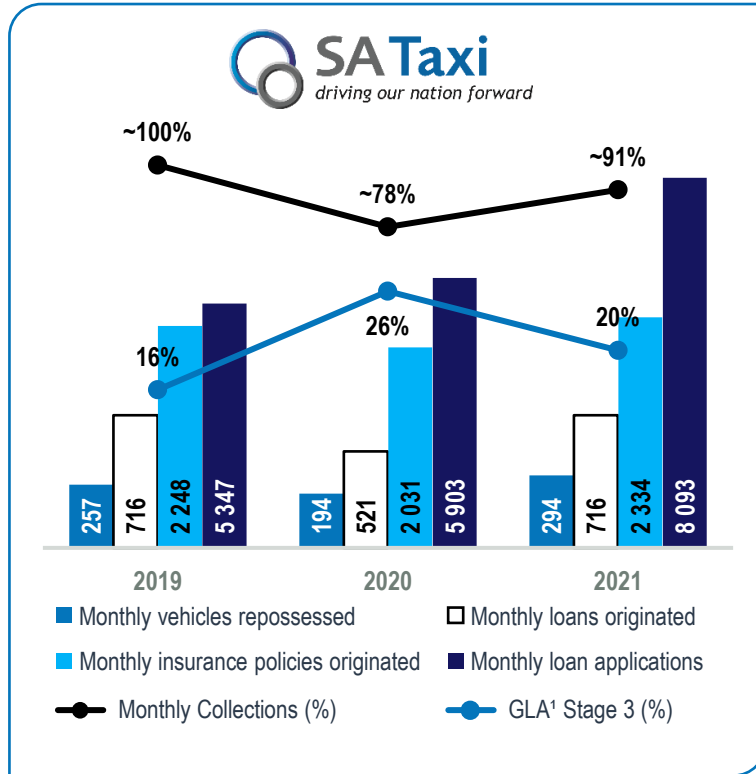
1. SA Taxi's core headline earnings declined 8% applying FY19 as a base, with TC's attributable portion declining 11%. Greater decline in group's attributable earnings is result of a lower proportion of SA Taxi's earnings being consolidated in FY21 compared to FY19. From 6 Feb 2019 (effective date of ownership transaction with SANTACO), TC consolidated 81.4% of SA Taxi's headline earnings (98.5% were consolidated prior to effective date). From 7 Dec 2020, TC consolidates 82.13% of SA Taxi's earnings

2. Core headline earnings from continuing operations

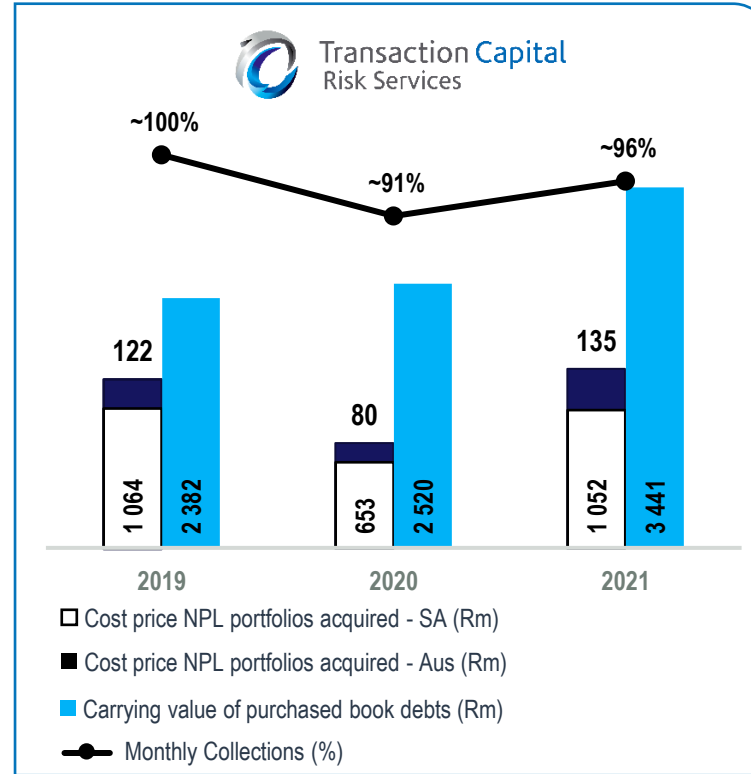
3. WeBuyCars is consolidated as a 74.2% subsidiary of group with effect from 3 August 2021 in terms of IAS 27 – Separate Financial Statements & IFRS 10 – Consolidated Financial Statements. Initial 49.9% investment in WeBuyCars, effective 11 September 2020, was accounted for as an associate of group in accordance with IAS 28 – Investments in Associates & Joint Ventures, applying the equity method

DIVISIONAL OPERATIONAL HIGHLIGHTS

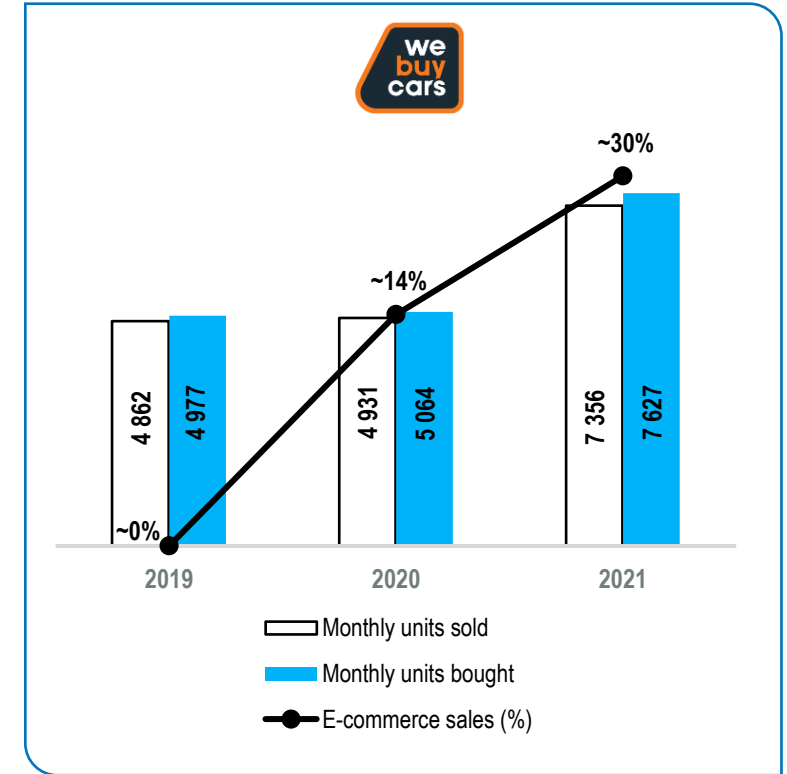
Operational metrics nearing or exceeding pre COVID-19 levels



- ▶ Loan applications, repossessions & insurance policy originations exceed pre COVID-19 levels
- ▶ Loans originated at pre COVID-19 levels
- ▶ Loan collections at ~91% of pre COVID-19 levels
 - Expected to recover over a longer period
- ▶ Gross loans & advances in stage 3 at 20%
 - Nearing pre COVID-19 levels



- ▶ Acquisition of NPL portfolios as principal
 - Investment activity recovered to pre COVID-19 levels
 - Potential to accelerate investment over medium-term
 - Carrying value of purchased book debts continues to grow
- ▶ Collection revenue percentage approaching pre COVID-19 levels in line with expectations



- ▶ Volumes of vehicles traded exceeding expectations
- ▶ Strategy to grow e-commerce offering continues to yield results
 - E-commerce sales introduced in March 2020
 - Total e-commerce sales at ~30%
 - › Business-to-business (B2B) at 28%
 - › Business-to-consumer (B2C) at 2%

TRANSACTION CAPITAL PERFORMANCE HIGHLIGHTS

Resilience & agile response to COVID-19 enabled significant strategic progress in 2021



HIGHLY RELEVANT BUSINESS MODELS & LEADING POSITIONS IN DEFENSIVE MARKET SECTORS

Business models established over >20 years

- Proven track record & strong market positions


Continue to demonstrate resilience, relevance & responsiveness to COVID-19

- Decisive recovery despite uneven rates of recovery in markets
- Well-positioned to drive medium-term organic growth in line with pre COVID-19 growth rates
- Entrepreneurial agility
 - Quick alignment of operating models, financial structures & strategic initiatives to prevailing market realities & emerging opportunities

Business models well positioned in relation to structural elements in SA's environment

- Gain relevance in COVID-19 environment




As disposable income comes under strain & new vehicle prices , consumers opting for used vehicles, driving growth in this sector



Minibus taxi remains largest & most vital service in public transport network, whilst other modes of public transport flounder



COVID-19  indebtedness & impaired consumers' ability to service debt, creating larger NPL portfolios to manage or acquire

STRATEGIC FOCUS AREAS

- ▶ Executive office supports divisions to design, fund & implement growth strategies
- ▶ Actively identify investment opportunities in adjacent markets & related asset classes
- ▶ Best-in-class technology, proprietary data & analytics capabilities generate attractive returns



- ▶ Partner with & invest in high growth, innovative & entrepreneurial South African businesses
- ▶ Targeting fintech disruptors requiring leadership skills & financial capacity
- ▶ Expansion into adjacent market segments



- ▶ Identify & grow value accretive investments outside of SA
 - Sectors aligned with TC's growth strategy
- ▶ Co-invest with off-shore based founders
 - Provides close proximity to international investments
 - Provides on-going risk management & risk sharing
- ▶ Ultimate objective to create international platform of scale

TRANSACTION CAPITAL PERFORMANCE HIGHLIGHTS

Positioned for growth over the medium-term in line with pre COVID-19 track record



ENHANCED DIGITAL INITIATIVES & TRANSFORMATION

Digital adoption accelerated by COVID-19



Apply digital capabilities to respond to shifting consumer buying patterns

- ↑ E-commerce adoption
- ~30% vehicles sold via e-commerce platform (FY20: ~14%; FY19: 0%)
 - B2B: 28%
 - B2C: 2%



Apply leading-edge analytics to real-time vehicle mobility datasets

- Mitigates credit & insurance risk
- Monitor industry recovery
 - Adjust operations in line with industry activity



Provide digitally driven business services through leading-edge technology, data & analytics competencies

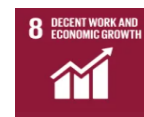
- Ongoing digital optimisation
- WFH yielding higher productivity & flexible working hours
- Positive consumer response to non-voice & digital channels
 - High levels of right party contact & online transacting

ECONOMIC, SOCIAL & ENVIRONMENTAL (ESE) FRAMEWORK

Measurable ESE reporting

Objective view of corporate impact | Informs strategic & operational initiatives

- Ensure TC's impacts are appropriately managed
- Enhance value creation for TC & its stakeholders
- Targeting only SDGs aligned to core operations & strategy



Shared-value approach delivering commercial returns & net positive socioeconomic benefits

HIGHLIGHTS

SA Taxi Vaccination Centre opened July 2021

SA Taxi | World Finance Sustainability Awards 2021 winner 'Most Sustainable Company in Mobility Industry'

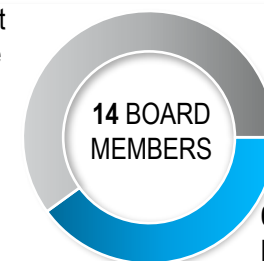
SA Taxi issued its 1st social bond on **JSE's sustainable segment** by Transsec 5

Progress in TCFD adoption for the TC group | Roadmap for adoption of recommendations of TCFD¹

BOARD OF DIRECTORS

- Ms Phumzile Langeni **resigned**
- Mr Roberto Rossi **appointed** as executive director, previously non-executive director
- Mr Ian Kirk **appointed** as chairman of the board effective 31 December 2022 [Replacing Mr Chris Seabrooke]

8 Independent non-executive Directors



03

CAPITAL MANAGEMENT



GROUP CAPITAL MANAGEMENT STRATEGY

Prudent capital management approach



CAPITAL REQUIREMENTS

Transaction Capital's conservative capital management strategy, tested and validated during FY20 and into FY21, has ensured a robust group balance sheet. The group's undrawn debt facilities, alongside those available at SA Taxi, TCRS and WBC, provide ample capacity and liquidity to fund the organic growth initiatives underway in each division. The core businesses have continued to perform well as the businesses integrate deeper into their value chains and are now a platform for growth that can be leveraged to increase scale. Capital will be required to seize these growth opportunities and will necessitate an increase in fundraising capabilities.

FUNDING PHILOSOPHY

Innovative thinking

- Innovative thinking is encouraged and cultivated to develop pioneering funding solutions

Judicious risk management

- Optimal liquidity management between asset and liability cash flows
- Effective management of interest rate risk, currency risk and roll over risk
- Controlled exposure to short term instruments
- Diversification by geography, capital pool, debt investor and funding mandate

Engaged debt investors

- Recurring investment by debt investors motivated by performance, the ease of transacting and appropriate risk adjusted returns
- Transparent and direct relationships with debt investors where necessary facilitated by valued intermediaries.

Optimal capital structures

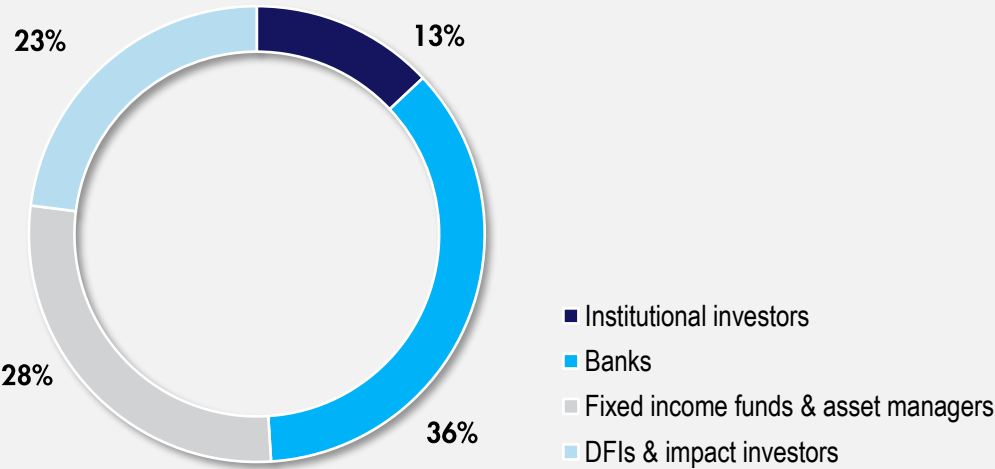
- Proactively managing valuable capital and funds raised across the group.
- Bespoke and innovative funding structures to meet the requirements and risk appetite of a range of debt investors while also targeting an optimal WACC.
- No cross- collateralisation between structures.

DIVERSIFIED DEBT FUNDING STRATEGY

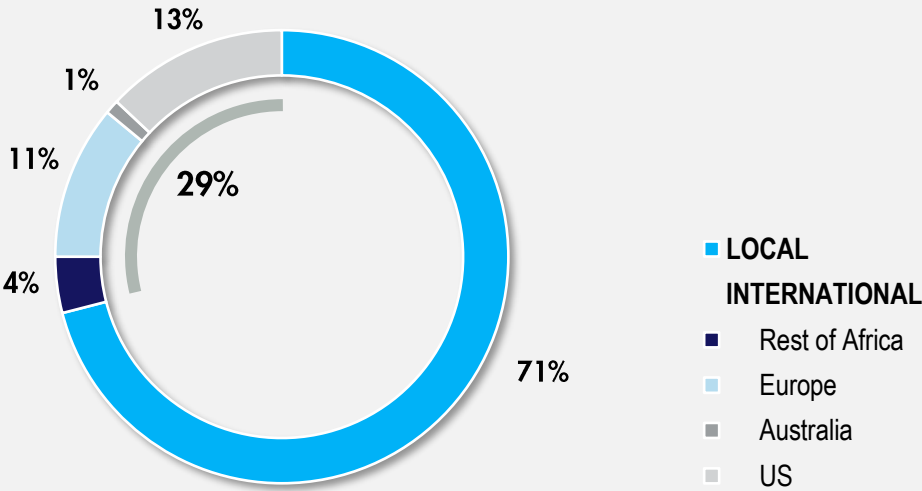
Group liquidity position remains robust, underpinned by a conservative debt structure



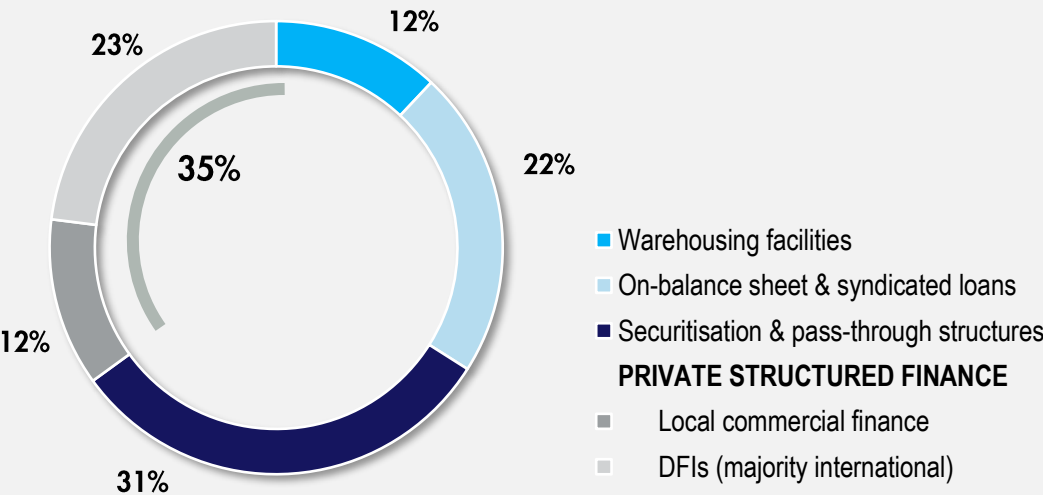
DIVERSIFICATION BY DEBT INVESTOR CATEGORY & CAPITAL POOL



DIVERSIFICATION BY GEOGRAPHY

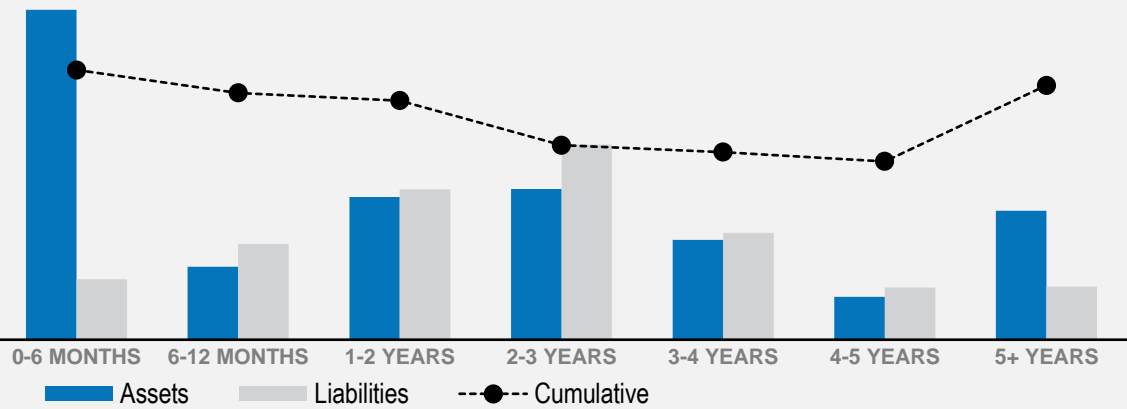


DIVERSIFICATION BY FUNDING STRUCTURE & INSTRUMENT



POSITIVE LIQUIDITY MISMATCH

At FY21 a positive asset-liability gap was observed for the group



STRONG BALANCE SHEET POSITION WITH ADEQUATE ACCESS TO LIQUIDITY

Prudent capital management approach



| | Transaction Capital | SA Taxi driving our nation forward | Transaction Capital Risk Services | we buy cars |
|------------------------------|---|--|---|---|
| ASSETS | R32.3 billion TOTAL ASSETS <i>R6.5 billion TC Company</i> | R18.0 billion TOTAL ASSETS <div>R13.3 billion NET LOANS & ADVANCES</div> | R5.5 billion TOTAL ASSETS <div>R3.4 billion PURCHASED BOOK DEBTS</div> | R2.3 billion TOTAL ASSETS <div>R898 million INVENTORIES R620 million PROPERTIES</div> |
| LIABILITIES | R21.2 billion TOTAL LIABILITIES <div>R16.1 billion SENIOR & SUBORDINATED DEBT</div> <i>R1.2 billion TC Company</i> | R14.8 billion TOTAL LIABILITIES <div>R13.5 billion SENIOR & SUBORDINATED DEBT</div> | R3.7 billion TOTAL LIABILITIES <div>R2.0 billion SENIOR DEBT</div> | R1.2 billion TOTAL LIABILITIES <div>MAJORITY RELATES TO PROPERTY BACKED MORTGAGE LOANS & TRADE CREDITORS</div> |
| EQUITY | R11.1 billion TOTAL EQUITY <div>29.5% CAPITAL ADEQUACY RATIO Equity 26.4% Subordinated debt 3.1%</div> <i>R5.2 billion TC Company</i> | R3.2 billion TOTAL EQUITY <div>20.7% CAPITAL ADEQUACY RATIO Equity 15.9% Subordinated debt 4.8%</div> | R1.8 billion TOTAL EQUITY <div>3.1 times LEVERAGE</div> | R1.1 billion TOTAL EQUITY <div>107.0% RETURN ON FUNDS EMPLOYED (ROFE)</div> |
| AVAILABLE DEBT FACILITIES | R870m approved undrawn facilities at holding company level | R2.7bn available undrawn facilities covering loan origination requirements for FY22 | R736m available undrawn facilities covering acquisition of NPL Portfolios for FY22 | Capital light business model with high cash conversion rates |
| | No upstream or downstream guarantees provided (save for the Programme Guarantee), and no cross-default provisions applicable between subsidiaries | | | |

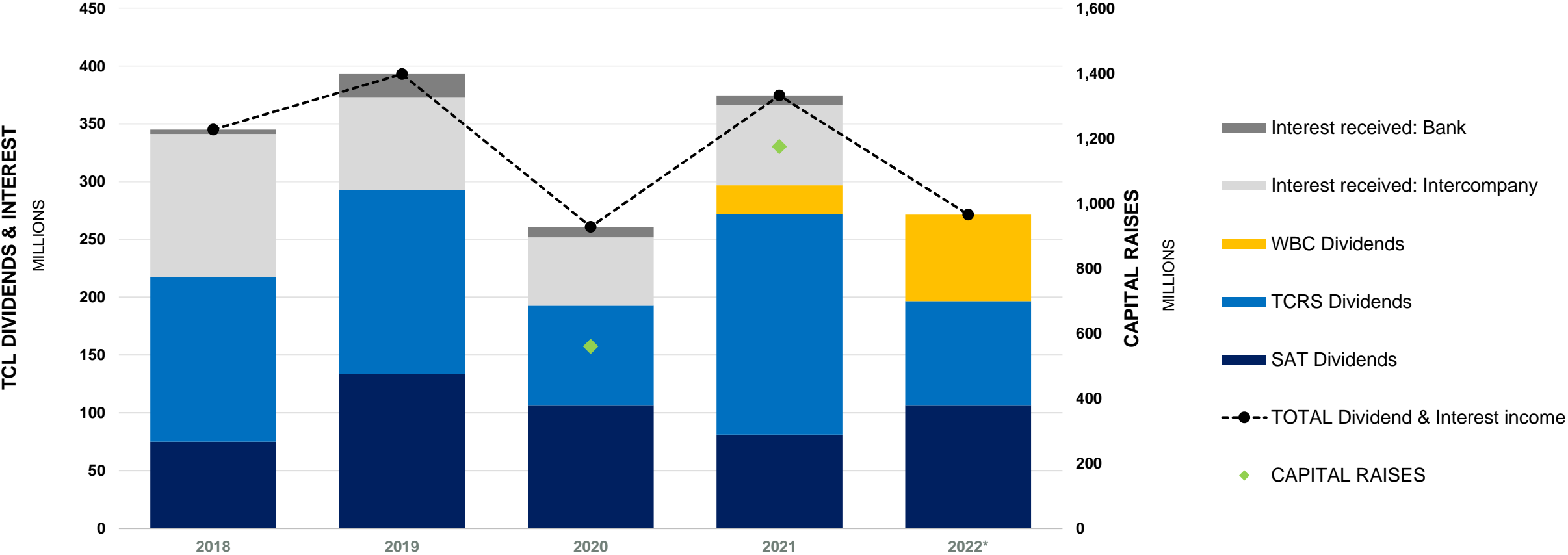
TRANSACTION CAPITAL LIMITED FACILITIES



| INVESTOR | FACILITY PROVIDED | MATURITY DATE | FACILITY TYPE | COVENANTS |
|---------------------------------------|-------------------|----------------|--------------------------|---|
| ABSA BANK LIMITED | R400 million | 11 / 12 / 2023 | RCF | <ul style="list-style-type: none"> Group EBITDA to Group Net Interest Ratio: >3 Guarantor EBITDA to Guarantor Interest Ratio: >3 Attributable Group NAV to Guarantor Net Debt Ratio: >4.9 Guarantor Gross Debt < R2.5bn <p><i>These covenants are the TCL RCF covenants that are applicable to all 3 banks but which the DMTN funders will benefit from through the Cross Default</i></p> <p>No covenants</p> <p>No covenants</p> |
| STANDARD BANK OF SOUTH AFRICA LIMITED | R400 million | 11 / 12 / 2023 | RCF | |
| INVESTEC BANK LIMITED | R310 million | 11 / 12 / 2023 | RCF | |
| STANDARD BANK OF SOUTH AFRICA LIMITED | R50 million | 09 / 12 / 2022 | WORKING CAPITAL FACILITY | |
| INVESTEC BANK LIMITED | R50 million | 09 / 12 / 2022 | WORKING CAPITAL FACILITY | |

TRANSACTION CAPITAL 5-YEAR INCOME

Increasing dividend income and positive equity raises



DIVIDEND POLICIES

Group dividend policies are 50% of net profits payable by the subsidiaries to TC

* Dividends relating to FY2021 but declared and paid in FY2022

04

DMTN OFFERING



DMTN PROGRAMME

Key clauses to consider



| | |
|---|--|
| Issuer | TransCapital Investments Limited |
| Guarantor | Transaction Capital Limited |
| Programme Type | Domestic Medium Term Note Programme |
| Programme Size | ZAR2bn |
| Negative Pledge | For so long as any Tranche of the Senior Notes remains Outstanding, the Issuer and the Guarantor undertakes not to create or permit the creation of any Encumbrances other than Permitted Encumbrances over any of their present or future business undertakings, assets or revenues to secure any present or future Indebtedness. Permitted Encumbrance clause includes the ability to secure in aggregate an amount of 0.5% of total assets of the Guarantor |
| Change of Control | An optional redemption at the Investors Election (Class of Noteholders) should a Change of Control occur and within 60 days of the Change of Control the credit rating is downgraded below BBB-.za or is withdrawn |
| Optional Redemption Events (at investors election) | <p>The Issuer shall, for so long as listed Notes remain Outstanding:</p> <ul style="list-style-type: none">• ensure that those Notes remain listed on the Interest Rate Market of the JSE (the JSE Listing); and• maintain a Rating (whether or not specified in the Applicable Pricing Supplement) in respect of the Issuer, the Guarantor, the Notes or the Programme, as the case may be. |
| Events of Default | <ul style="list-style-type: none">• Insolvency, non-payment, Negative Pledge, breach of Material Obligations, Cross Default, winding up, Guarantee no longer enforceable, Enforcement Proceedings |

INDICATIVE TERMSHEET

Key terms to consider



| | |
|------------------------------|--|
| Issuer | TransCapital Investments Limited |
| Guarantor | Transaction Capital Limited |
| Credit rating | A-.za (GCR), positive ratings watch <i>Refer to slide 33 for rating summary</i> |
| Programme | ZAR2 billion |
| Indicative target issue size | ZAR 400 million with the potential to upsize to ZAR 500m |
| Indicative tenor | 3-year / 5-year |
| Interest profile | Floating rate |
| Ranking | Senior unsecured |
| Auction process | Dutch Auction |
| Proposed auction date | 9 February 2022 |

TIMETABLE

Key dates to consider



| Indicative Dates | |
|--------------------------------|--|
| Week beginning 17 January 2022 | Investor roadshow |
| Week beginning 24 January 2022 | Termsheet without price guidance released to investors |
| Week beginning 31 January 2022 | Termsheet with price guidance released to investors |
| 9 February 2022 | Proposed Auction Date |
| 14 February 2022 | Settlement Date (t+3) |

05

CONTACTS



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06

APPENDIX



KEY PERFORMANCE DRIVERS

Earnings recovery demonstrates resilience & relevance of business models



Strong organic growth above FY20 | Earnings nearing FY19 levels

R14.0 billion

GROSS LOANS
& ADVANCES

FY20: ↑ 15% FY19: ↑ 31%

12.0%

NET INTEREST
MARGIN

FY20: 11.8% FY19: 12.2%

R1 580 million

NET INTEREST
INCOME

FY20: ↑ 16% FY19: ↑ 30%

4.3%

CREDIT LOSS
RATIO

FY20: 7.3% FY19: 3.2%

R668 million

NON INTEREST
REVENUE

FY20: ↓ 3% FY19: → 0%

13.6%

RETURN
ON EQUITY

FY20: 8.3% FY19: 24.1%

R413 million

HEADLINE EARNINGS
ATTRIBUTABLE TO THE GROUP

FY20: ↑ 113% FY19: ↓ 11%



Transaction Capital
Risk Services

Strong organic growth | Applying FY19 as a base

R1 240 million

COST PRICE OF PURCHASED
BOOK DEBTS ACQUIRED

FY20: R733m FY19: R1 186m

R3 441 million

CARRYING VALUE OF
PURCHASED BOOK DEBT

FY20: ↑ 37% FY19: ↑ 44%

R2 391 million

NON INTEREST
REVENUE

FY20: ↑ 4% FY19: ↑ 24%

R1 383 million

REVENUE FROM
PURCHASED BOOK DEBTS

FY20: ↑ 24% FY19: ↑ 53%

18.7%

RETURN
ON EQUITY

FY20: 1.7% FY19: 20.3%

R6.4 billion

ESTIMATED REMAINING
COLLECTIONS

FY20: ↑ 23% FY19: ↑ 42%

R320 million

HEADLINE EARNINGS
ATTRIBUTABLE TO THE GROUP

FY20: ↑ 662% FY19: ↑ 15%



Transaction Capital²

R1 005 million

HEADLINE
EARNINGS

FY20: ↑ 264% FY19: ↑ 27%

147.9 cents

HEADLINE EARNINGS
PER SHARE

FY20: ↑ 234% FY19: ↑ 15%



Strong organic growth | Applying FY19 as a base

91 528

NUMBER OF VEHICLES
PURCHASED

FY20: ↑ 51% FY19: ↑ 53%

88 271

NUMBER OF VEHICLES
SOLD

FY20: ↑ 49% FY19: ↑ 51%

R541 million

HEADLINE
EARNINGS

FY20: ↑ 79% FY19: ↑ 74%

30%

E-COMMERCE
SALES

FY20: 14% FY19: 0%

28%

E-COMMERCE SALES
BUSINESS-TO-BUSINESS

FY20: 14% FY19: 0%

2%

E-COMMERCE SALES
BUSINESS-TO-CONSUMER

FY20: 0% FY19: 0%

R270 million

HEADLINE EARNINGS
ATTRIBUTABLE TO THE GROUP¹

FY20: R19m

49.9% INVESTMENT ON 11 SEPTEMBER 2020

24.3% ADDITIONAL INVESTMENT ON 3 AUGUST 2021

Note: FY21 compared to FY19 & FY20

1. WeBuyCars is consolidated as a 74.2% subsidiary of the group with effect from 3 August 2021

2. The Group Executive Office (GEO) including TC Global Finance (TCGF) & TC Ventures contributed R2m to headline earnings for FY21 (FY20: R21m, FY19: R45m)

WeBuyCars PERFORMANCE HIGHLIGHTS

Entering new adjacent market | Accelerating Transaction Capital's earnings growth rate



VALUE & EARNINGS ACCRETIVE INVESTMENT

↑ SHAREHOLDING FROM 49.9% TO 74.2%

- ▶ TC consolidated WeBuyCars high-growth earnings for ~2 months
- ▶ Options in place to acquire remaining 25.1% by FY26

EXPECT FUTURE EARNINGS TO EXCEED EXPECTATIONS AT TIME OF INITIAL INVESTMENT

- ▶ WeBuyCars to accelerate & support sustainably growth trajectory for TC
- ▶ Favourable market trends
- ▶ Uniquely positioned in SA's large & resilient used vehicle market
- ▶ Strategy to expand geographically, e-commerce offering (B2B & B2C), optimise stock efficiencies & F&I products penetration

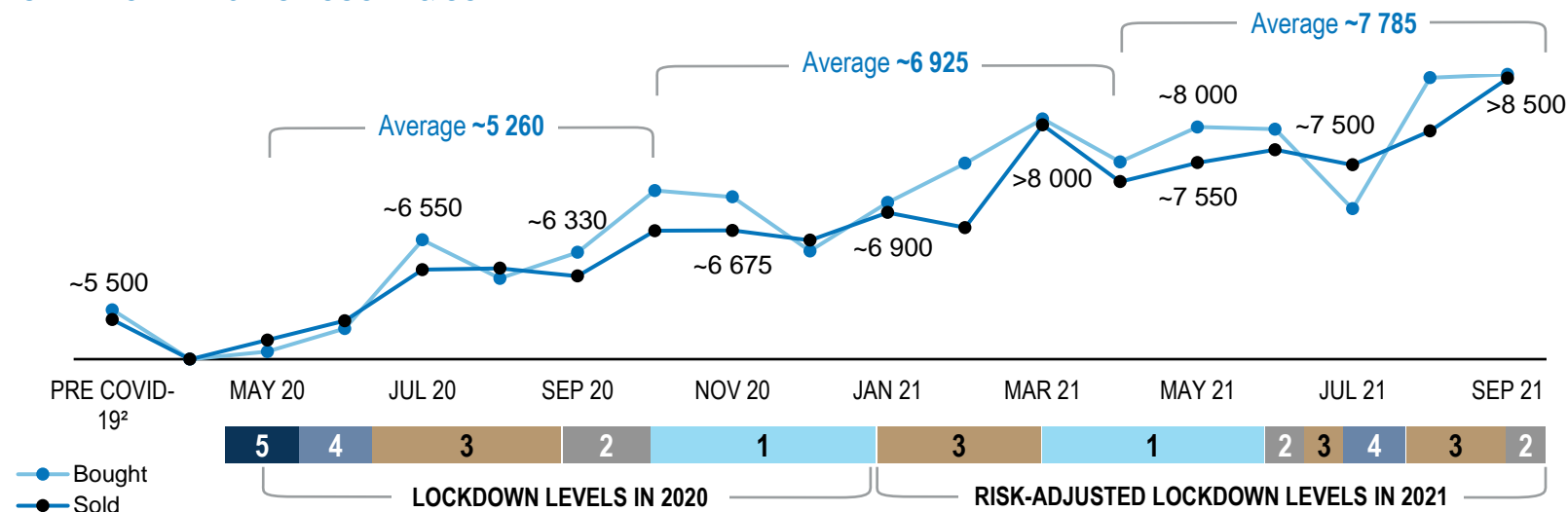
ROBUST PERFORMANCE HEADLINE EARNINGS ↑ 79% (FY21 vs FY19 ↑ 74%)

- ▶ New heights reached in several categories during FY21
 - total revenue, vehicles bought & sold, e-commerce sales & F&I penetration
- ▶ Headline earnings attributable to group R270m (FY20: R19m)¹
 - Delivering predictable earnings with high cash conversion rates

BUSINESS MODEL GAINED RELEVANCE IN COVID-19 ENVIRONMENT

- ▶ More consumers opting for used versus new vehicles
- ▶ New vehicle sales³ in September 2021 ↓ 13.1% compared to 2019 levels
- ▶ Used vehicle sales⁴ in September 2021 ↑ 13.3% compared to 2019 levels
 - Consumers' disposable income under strain & new vehicle prices ↑
 - Disruption of global production led to new vehicles stock shortages
- ▶ COVID-19 heightened consumers' preference for on-line channels
- ▶ Digital capabilities & credible e-commerce platform support growth

NUMBER OF VEHICLES BOUGHT & SOLD



1. Acquisition of 49.9% in WeBuyCars effective 11 September 2020 consolidating 19 days of earnings in FY20, shareholding increased to 74.2% on 3 August 2021 consolidating a higher proportion of earnings for ~2 months for FY21

2. Average number of vehicles sold | January 2020 to March 2020 | 3. NAAMSA | 4. eNatis

SA TAXI PERFORMANCE HIGHLIGHTS

Positioned to resume long-term track record of growth | Demonstrating resilience & relevance

EARNINGS NEARING FY19 LEVELS

RESILIENT OPERATIONAL, CREDIT & FINANCIAL PERFORMANCE

- ▶ Headline earnings attributable to group **↑ 113% to R413m** (FY20: **R194m**; FY19: **R466m**)
 - Protecting the balance sheet | Adequately provided for COVID-19 impact
- ▶ Provision coverage at **5.6%** (FY20: **6.7%**; FY19: **4.8%**)
- ▶ Performance impacted by:
 - More severe & prolonged COVID-19 3rd wave
 - Civil unrest in KwaZulu-Natal & Gauteng
 - Minibus taxi conflict in Western Cape in July 2021

TRACK RECORD & VERTICALLY INTEGRATED BUSINESS MODEL POSITIONS SA TAXI WELL TO SERVE CLIENTS

EXPAND INTO NEW & ADJACENT VERTICALS

- ▶ Development of bespoke products for minibus taxi industry
 - Including electronic fare collections
 - Through industry partnerships & collaboration

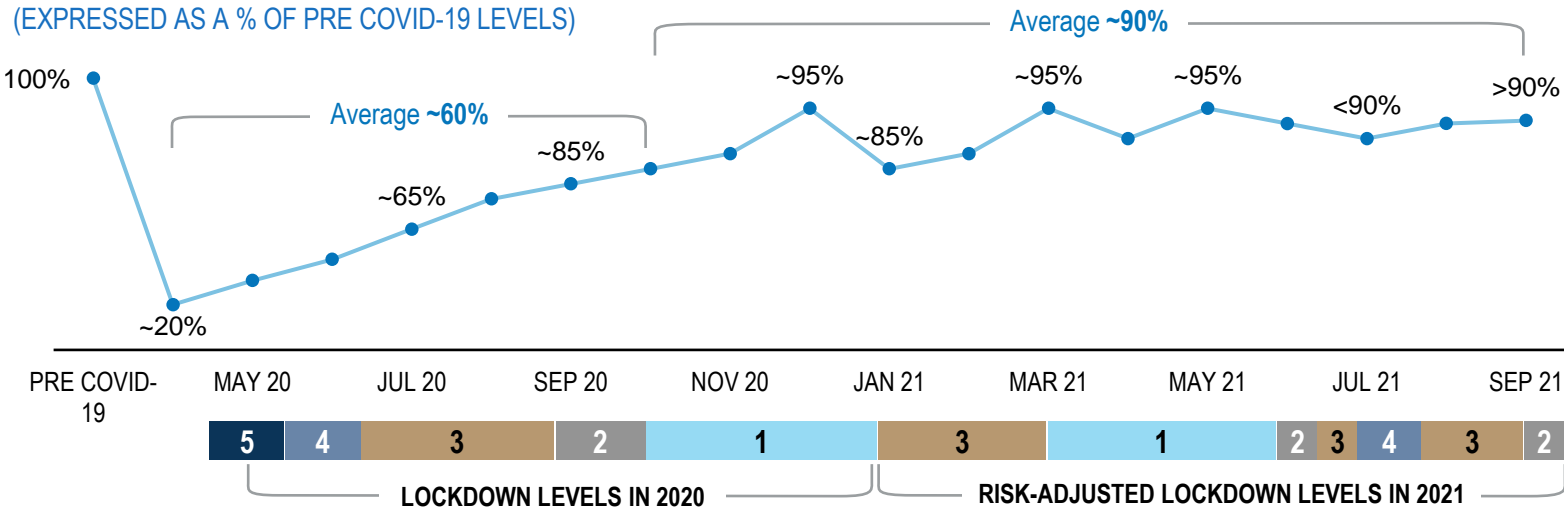
STRONG RECOVERY IN LOANS ORIGINATED TO PRE COVID-19 LEVELS (FY21 vs FY20: **↑ 37%**)

- ▶ Applications exceeding pre COVID-19 levels for new & QRT minibus taxis
- ▶ Continued momentum in sale & finance of QRT's
- ▶ Refurbishment capacity **↑**
- ▶ QRT loan originations **↑ 62%** (FY21 vs FY19 **↑ 38%**)

BUSINESS MODEL DEMONSTRATED RELEVANCE IN COVID-19 ENVIRONMENT

- ▶ Minibus taxi industry indispensable to South Africa's economic activity
 - **>16%** **↑** in minibus taxi use from 2013 to 2020
 - **~28%** **↓** in bus use from 2013 to 2020
 - **~64%** **↓** in rail use from 2013 to 2020

LOAN COLLECTIONS HAVE REMAINED AT ~90% OF PRE COVID-19 LEVELS DURING 2021 (EXPRESSED AS A % OF PRE COVID-19 LEVELS)



TCRS PERFORMANCE HIGHLIGHTS

Returned to long-term track record of growth



RESILIENT PERFORMANCE IN CHALLENGING ENVIRONMENT

BUSINESS MODEL GAINED RELEVANCE IN COVID-19 ENVIRONMENT

- ▶ Effective functioning of consumer credit sector critical to economic recovery
- ▶ **↑** indebtedness & impaired consumer ability to service debt
- ▶ **↑** NPL portfolios to manage/acquire

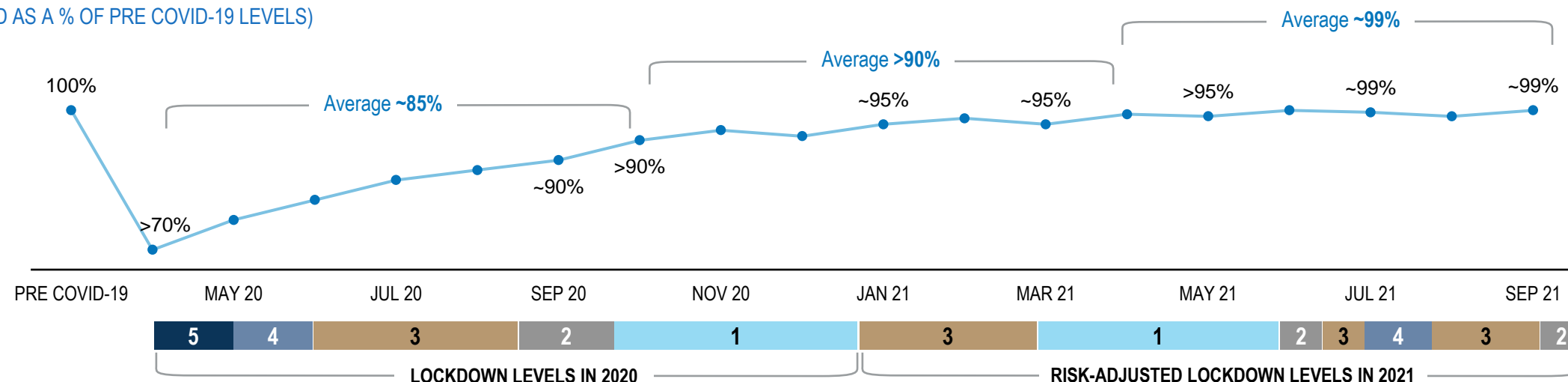
POSITIONED FOR STRATEGIC GROWTH INITIATIVES TO CAPTURE EMERGING OPPORTUNITIES

- ▶ Structured to deliver in three key areas
 - Collections, transactions & business process outsource services
- ▶ Proven operational agility
- ▶ Effective world-class WFH capabilities
- ▶ Recalibration of staff complement & infrastructure
- ▶ Ongoing digital optimisation enables **↑** levels of efficiency

ROBUST PERFORMANCE HEADLINE EARNINGS **↑ 662%** (FY21 vs FY19 **↑ 15%**)

- ▶ Collection services proved resilient in difficult environment
 - FY21 collections revenue **↑ 8%** (FY21 vs FY19 **↑ 23%**)
- ▶ Operating costs **↓ 16%**
- ▶ Pre-provision profit **↑ 17%** (FY21 vs FY19 **↑ 34%**)

COLLECTIONS¹ ON NPL PORTFOLIOS OWNED AS A PRINCIPAL PERFORMED BETTER THAN EXPECTED (EXPRESSED AS A % OF PRE COVID-19 LEVELS)





DELIVERING SHARED VALUE

- ▶ Business model operationalises commitment to sustainable & inclusive growth
 - Consistently generating **good commercial returns** for clients & across our industry value chains
 - Simultaneously creating **net positive socioeconomic returns** with enduring benefits
- ▶ **Economic, social & environmental (ESE) framework** in place
 - Societal purpose cascades into defined impact areas & supporting metrics, developed through extensive stakeholder engagement
 - Informs strategic & operational initiatives to ensure group's impacts are appropriately managed to enhance value creation for TC & its stakeholders
 - ESE targets included as a qualitative component for key executives' remuneration
- ▶ Commitment to **enhanced reporting** over time
 - **First sustainability report** issued in January 2021
 - › Sets out detailed data-led ESE disclosures
 - › FY21 Sustainability report to be published in January 2022
 - **Human rights & Environmental policies** adopted in FY21
 - Available at www.transactioncapital.co.za
 - Roadmap in place for adoption of the recommendations of the **Task Force on Climate-related Financial Disclosures (TCFD)**
 - › Base year carbon footprint completed
 - › GHG emission reduction targets adopted
 - › Climate-related risks & opportunities for the group analysed



Our societal purpose is to enable mobility access for millions of minibus taxi commuters through tailored developmental financing & support services for SMEs



Our societal purpose is to promote stable, functioning credit markets, facilitate financial rehabilitation & enable efficient payment systems

By targeting only the following Sustainable Development Goals (SDGs) that are aligned to our core operations & strategy, we are able to focus our efforts to make a measurable impact:



Transaction Capital
increases its shareholding
in WeBuyCars to

74.2%



- ▶ Investment matched all applicable acquisition criteria & aligned to TC's long-standing proposition to deliver good commercial & net positive socioeconomic returns
- ▶ WeBuyCars is a trusted & reputable brand in an industry where trust & customer satisfaction have traditionally been low
- ▶ TC stands to bring greater transparency & accountability to market through enhanced governance
- ▶ WeBuyCars directly supports a circular economy through trading of used vehicles
- ▶ In addition to six SDGs set out above, TC will consider WeBuyCars' ESE performance against SDGs 9 & 12
- ▶ Formalisation & operationalisation of WeBuyCars' ESE framework scheduled for FY22

SA TAXI'S VACCINATION CENTRE

- ▶ Launch of **SA Taxi Vaccination Centre** in **July 2021** in Midrand, Gauteng
 - ~16 000¹ Pfizer vaccines have been administered
- ▶ Vaccination service aimed primarily at servicing the minibus taxi industry
- ▶ With support of Department of Health & in partnership with minibus taxi industry, international development finance institutions & local healthcare providers
 - Distinguished example of successful public-private sector working relationship
- ▶ SA Taxi Vaccination Centre is TC's contribution to SA's goal of achieving herd immunity, preventing ongoing transmission & rebuilding our economy



WORLD FINANCE SUSTAINABILITY AWARDS WINNER

- ▶ SA Taxi announced as winner in '**Most Sustainable Company in Mobility Industry**' category in recognition of:
 - Its social purpose of enabling mobility access for millions of commuters through tailored developmental financing & support services to SMEs
 - Its alignment to SDGs
 - Resilience of operations during COVID-19 pandemic



SUSTAINABLE BOND FRAMEWORK

- ▶ SA Taxi issued its **1st** bond backed by a **Sustainable Bond Framework**
 - Through **Transsec 5** initial issuance
- ▶ Milestones achieved:
 - Initial listing on sustainability segment of Johannesburg Stock Exchange
 - Largest single issuance to date (**R900 million**)
 - Lowest initial issuance weighted average cost of **173 basis points** above three-month JIBAR
- ▶ Sustainable Bond Framework available at www.transactioncapital.co.za



PROGRESS IN TCFD ADOPTION

- ▶ TC recognises rapidly changing global context & risks associated with environmental & social factors
 - Particularly climate change
- ▶ Progress in adopting the **recommendations of the TCFD**:
 - Base year carbon footprint assessment (FY20) completed
 - Assigned appropriate GHG emission reduction targets
 - Analysed climate-related risks & opportunities TC faces
 - Roadmap for TCFD adoption presented in FY21 Sustainability Report



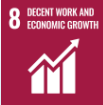


FACILITATING ECONOMIC DEVELOPMENT

Transaction Capital’s focus on traditionally under-served market segments where it can make a meaningful social impact supports economic growth & development



We empower SMEs through financial inclusion



We promote financial inclusion by providing sustainable & responsible loans to SMEs who might otherwise be denied access to credit

R32.8 billion

Loans originated since 2008, creating **95 855** SMEs

~76%

Proportion of SA Taxi’s clients classified as previously under-banked or financially excluded

~590

Average credit score for loans granted by SA Taxi

versus

~640

Average credit score for loans granted by banks

15 464

Direct jobs created by SA Taxi’s financed fleet in FY21

25 773

Indirect jobs created by SA Taxi’s financed fleet in FY21

We invest in previously excluded groups & under-served demographics

100%

Loans provided to black-owned SMEs

24%¹

Loans provided to female-owned SMEs

11%¹

Loans provided to SME owners under the age of 35

We provide support services to SMEs across the value chain

28 461

Financed SME clients

30 324 & 11 309

Insurance policies for financed & open market clients

52 992

SA Taxi rewards customers



We drive economic growth by promoting credit market stability



We support a sustainable supply of credit by unlocking value from our clients’ non-performing loans

R3.5 billion

in South Africa

R2.7 billion

in Australia

Value recovered for clients through contingency & fee-for-service collections in FY21

R1.4 billion

in South Africa

R0.9 billion

in Australia

Value recovered through principal collections in FY21

Selling their non-performing loan portfolios frees up operational capacity & capital within TCRS’s client base, enabling them to resume lending. **Our support for financial institutions:**

R40.3 billion

Original face value

R25.3 billion

Remaining face value

R4.5 billion

Capital outlay

~R14 billion

Provision release

~R9 billion

Risk-weighted asset release

~R1.1 billion

Regulatory capital release

TCRS’s non-performing loan portfolios acquired to collect as principal in FY21 related to **159 235** consumers, with an average outstanding balance of **R37 092**, which, according to our estimates, resulted in an average consumer credit provision & risk-weighted release of **R15 011** & **R12 156** respectively



SUPPORTING SOCIAL INCLUSION

SA Taxi promotes social inclusion by helping millions of commuters to access services & economic opportunities

We support a critical public transport service

| | | |
|---|---|---|
| 2.2 billion kilometres Distance travelled by SA Taxi's financed fleet in FY21 | 2.1 million Commuter trips per day provided by SA Taxi's financed fleet | 76% Proportion of work & educational public transport trips made via minibus taxi |
|---|---|---|

We are a trusted & respected partner

28% Proportion of repeat customers (indicating financed operator satisfaction levels)

11 SUSTAINABLE CITIES AND COMMUNITIES

TCRS rehabilitates debtors ethically & responsibly

We focus on the rehabilitation & education of debtors to enable expedited re-entry into the credit markets

| | |
|--|--|
| 180 000 Average number of rehabilitated debtors in FY21, to the value of R308 million | Our monthly payment plans balance rehabilitation with affordability: |
| | R1 070 Average payment amount before defaulting |
| | R779 Promise to pay |
| | R334 Amount finally agreed |

We rehabilitate debtors ethically & collect responsibly

R109 TCRS average fees per account versus **R1 176** maximum permitted per Debt Collectors Act

We are a trusted & respected partner

Ranked as **1st** or **2nd** best in **83%** of mandates in South Africa

Ranked as **1st** or **2nd** best in **88%** of mandates in Australia

10 REDUCED INEQUALITIES

BETTERING INDUSTRIES WE SERVE

SA Taxi works to better the public transport industry for all stakeholders

We form partnerships that promote inclusivity & safety of the industry

| | | |
|--|--|---|
| R152.2 million Total value of SANTACO dividend to date | 52 992 Number of SA Taxi rewards cards | R3.3 million rewards earned by the industry through SA Taxi's reward programmes |
|--|--|---|

43 741
Bridgestone tyres sold to the industry at a reduced rate

R2.2 million
Investments in taxi infrastructure in FY21

We promote formalisation of the industry

| | |
|--|--|
| R2.1 billion Value of SA Taxi's VAT contribution | R2.9 billion Tax contributed to fuel levies by SA Taxi's fleet |
|--|--|

11 SUSTAINABLE CITIES AND COMMUNITIES

17 PARTNERSHIPS FOR THE GOALS

TCRS works to better financial intermediation for all stakeholders

We provide a range of services that support financial intermediation, which facilitates payment & salary flows

R155.2 billion
Value of electronic transactions processed by Transaction Capital Transactional Services

8 DECENT WORK AND ECONOMIC GROWTH



WE HIRE INCLUSIVELY

Our employment practices contribute to socioeconomic transformation

The **Transaction Capital board** comprises 14 directors, of whom eight are non-executive directors & six are executive directors

Four
Number of female directors

Four
Number of black directors

Transaction Capital is **committed to job creation & driving transformation in its workforce**, including increasing the representation of previously under-represented groups & contributing to youth employment

| | | |
|---|---|--|
| 3 953 Total number of employees | 57% Female employees | 89% Black employees (South Africa) |
| 54% Employees under the age of 35 | 36% Female employees as a % of total promotions | 65% Low-skilled employees (South Africa) |

We empower our people

We value our employees & invest in our staff's potential

16%
Voluntary employee turnover rate

26
Average training hours per employee per year

Implemented occupational health & safety (OH&S) management system as per **clear OH&S policy**

WE UNDERSTAND OUR IMPORTANT ROLE IN PROMOTING CLIMATE RESILIENCE

Group carbon footprint & reduction targets

Our carbon footprint

Methodology: GHG Protocol
Consolidation approach: Operational control

| GHG emissions inventory – tCO ₂ e (tonnes) | FY20 Base year |
|---|-------------------|
| Scope 1: Direct emissions | 1 850.22 |
| Scope 2: Indirect emissions from purchased electricity | 7 403.70 |
| TOTAL SCOPE 1 & 2 EMISSIONS | 9 253.92 |
| Scope 3: Indirect emissions (including SA Taxi's financed minibus taxi fleet) | 420 805.62 |
| TOTAL SCOPE 1, 2 & 3 EMISSIONS | 430 059.54 |

Intensity metrics

| | |
|---|--------------|
| Scope 1 & 2 emissions per employee | 2.506 |
| Scope 1 & 2 emissions per m ² of buildings | 0.215 |

Our reduction targets

Transaction Capital supports the Paris Agreement's aim of limiting global warming to well below 2°C compared to pre-industrial levels & will pursue efforts to limit it to 1.5°C

Methodology: SBTi: Absolute Contraction Approach
Linear annual reduction rate: 2.5%
Temperature alignment: Well below 2°C
Target timeframe ambition: FY25, FY30, FY35



RATING SUMMARY

“Johannesburg, 30 September 2021 - GCR Ratings (‘GCR’) has placed the ‘B’ long term International and ‘A-(ZA)’ long term National scale ratings on Ratings Watch Positive, pending the consolidation of We Buy Cars”. *GCR*

| Rated Entity / Issue | Rating Class | Rating Scale | Rating | Outlook / Watch |
|-----------------------------|-------------------|---------------|---------|------------------------|
| Transaction Capital Limited | Issuer Long Term | National | A- (za) | Ratings Watch Positive |
| | Issuer Short Term | National | A2 (za) | |
| | Issuer Long Term | International | B | Ratings Watch Positive |

“The positive ratings watch reflects the potential improvement in the group credit profile from the acquisition and consolidation of We Buy Cars (‘WBC’), alongside the gradually improving operating environment. The group’s shareholding in WBC through Transaction Capital Motor Holdco will be increasing from 49.9% in timed tranches up to 74.9%. We believe the increased diversification, potential longer-term synergies and low gearing levels of WBC could be credit positive for the group. We expect to resolve the outlook within a 6-month period, when the consolidation and integration begins”. *GCR*



1

STRONG OPERATIONAL RECOVERY

FY21 OPERATIONAL ACTIVITY EXCEEDING PRE COVID-19 LEVELS

- ▶ Agile & flexible response to COVID-19, driven by culture of entrepreneurship, innovation & integrity with ability to navigate volatile dynamics
- ▶ No further operational adjustments required in FY21 to accommodate COVID-19 restrictions

2

DECISIVE EARNINGS RECOVERY

- ▶ Combination of strong organic growth from SA Taxi & TCRS
- ▶ High-growth earnings from acquisition of WeBuyCars

3

BUSINESS MODELS CONTINUE TO DEMONSTRATE RESILIENCE & RELEVANCE IN COVID-19

SA TAXI, TCRS & WeBuyCars

- ▶ Gained in relevance in COVID-19 environment
- ▶ Enhanced digital adoption | Accelerated by COVID-19
- ▶ Demonstrate growth potential despite ongoing effects of COVID-19

4

RESUMED DIVIDEND PAYMENTS

DIVIDEND POLICY UNCHANGED

5

PRUDENT CAPITAL MANAGEMENT APPROACH

VALIDATED IN COVID-19 PERIOD

6

ROBUST BALANCE SHEET WITH AMPLE CAPACITY TO EXECUTE ON ORGANIC & ACQUISITIVE GROWTH

7

CONTINUE TO ENHANCE ESE FRAMEWORKS, INCLUDING MEASURABLE ESE REPORTING

8

↑ SHAREHOLDING IN WeBuyCars FROM 49.9% TO 74.2%

- ▶ TC consolidating ↑ proportion of WeBuyCars earnings
- ▶ WeBuyCars to accelerate & support sustainably ↑ growth trajectory for TC

9

TRANSACTION CAPITAL STRATEGICALLY WELL PLACED TO DELIVER:

- ▶ Trajectory of superior high-quality earnings in FY22 & beyond
- ▶ Organic earnings & dividend growth over medium-term at least in line with pre COVID-19 growth rates



This presentation may contain certain "forward-looking statements" regarding beliefs or expectations of the TC Group, its directors & other members of its senior management about the TC Group's financial condition, results of operations, cash flow, strategy & business & the transactions described in this presentation. Forward-looking statements include statements concerning plans, objectives, goals, strategies, future events or performance, & underlying assumptions & other statements, which are other than statements of historical facts. The words "believe", "expect", "anticipate", "intend", "estimate", "forecast", "project", "will", "may", "should" & similar expressions identify forward-looking statements but are not the exclusive means of identifying such statements. Such forward-looking statements are not guarantees of future performance. Rather, they are based on current views & assumptions & involve known & unknown risks, uncertainties & other factors, many of which are outside the control of the TC Group & are difficult to predict, that may cause the actual results, performance, achievements or developments of the TC Group or the industries in which it operates to differ materially from any future results, performance, achievements or developments expressed by or implied from the forward-looking statements. Each member of the TC Group expressly disclaims any obligation or undertaking to provide or disseminate any updates or revisions to any forward-looking statements contained in this announcement. The TC Group includes any entity, the financial results of which are or are required to be wholly or partially consolidated in Transaction Capital Limited's annual financial statements from time to time in accordance with Transaction Capital Limited's accounting policies.