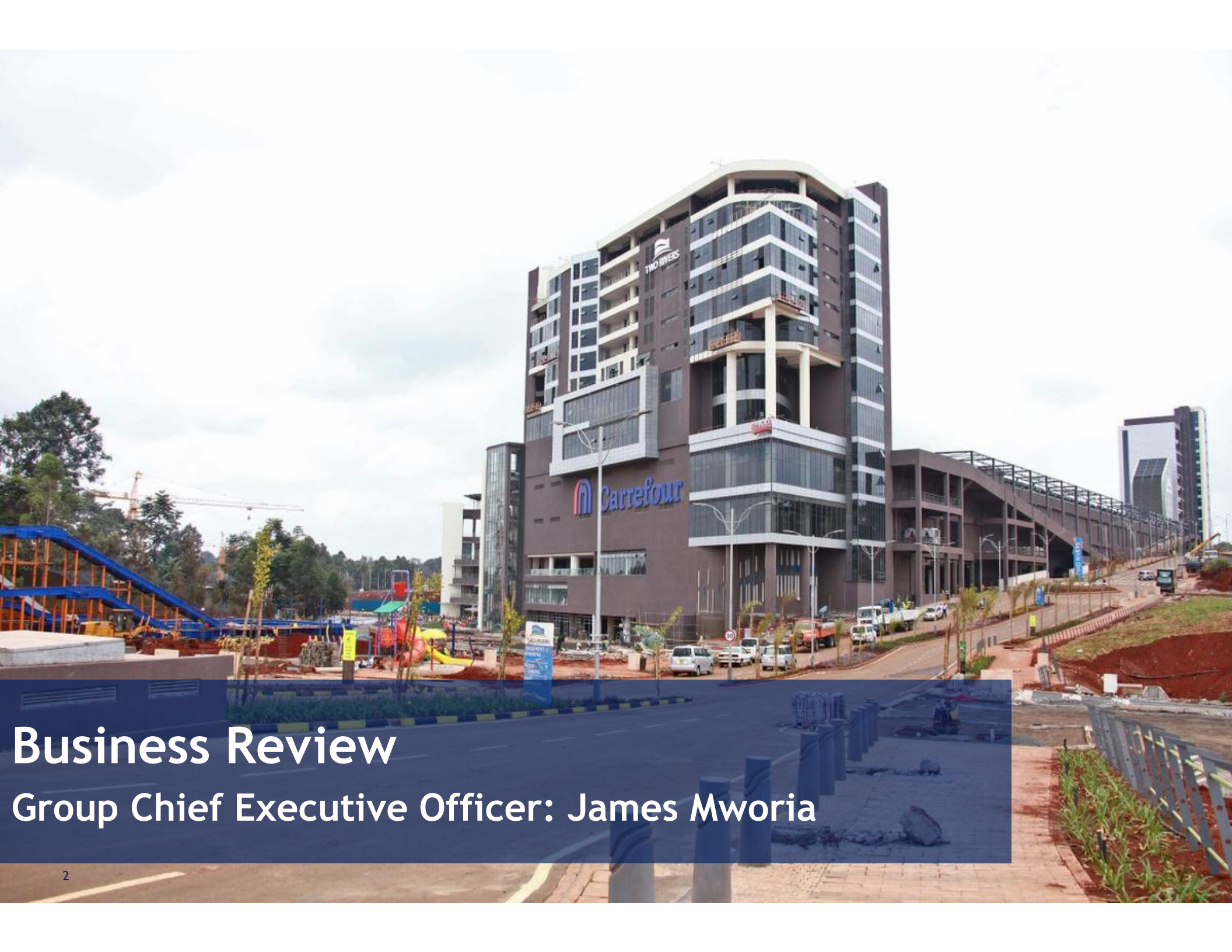




Investor Briefing

Group Results for Half Year
Ended 30 September 2016

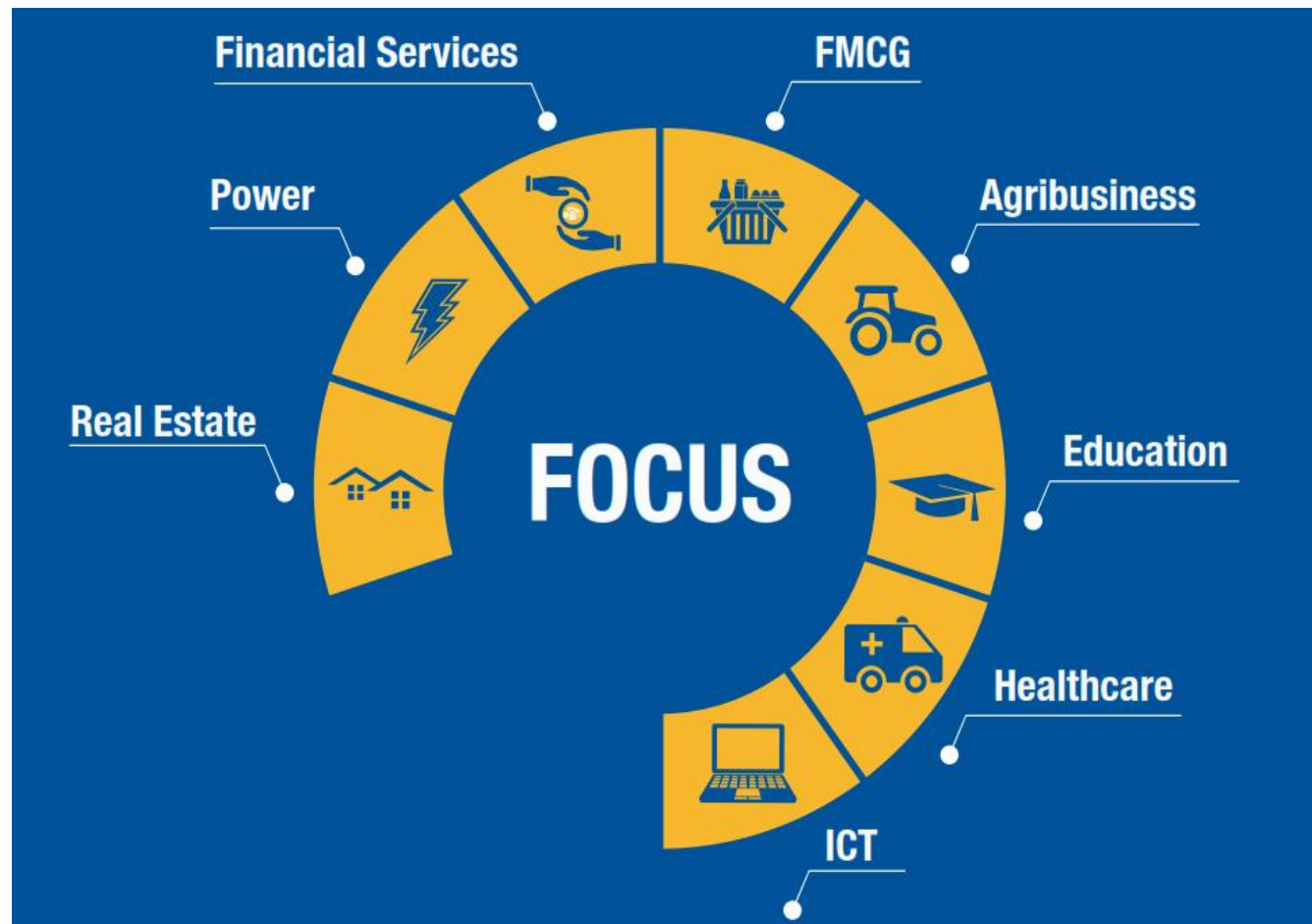
16 November 2016



Business Review

Group Chief Executive Officer: James Mworira

Group's Vision: "To Be Africa's Foremost Investment Channel"



Our Mission: To create real tangible wealth by providing the channel through which investors access and build extraordinary enterprises in Africa”

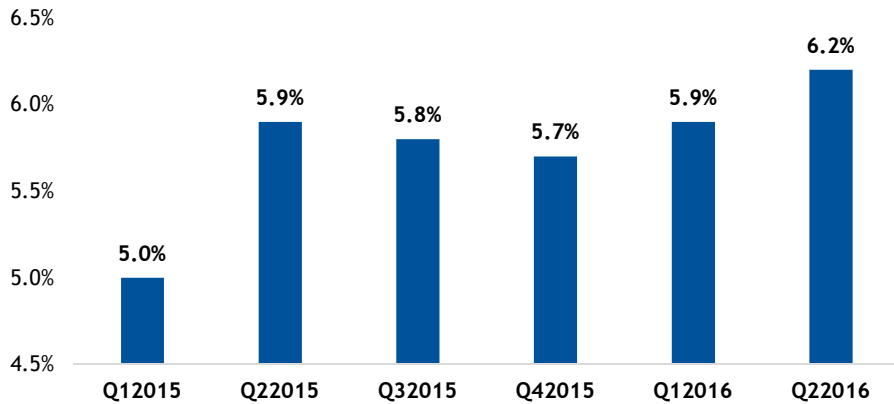
Our Strategy: “To develop investment grade opportunities of scale across 8 key sectors”

Business Model to Drive Value Creation

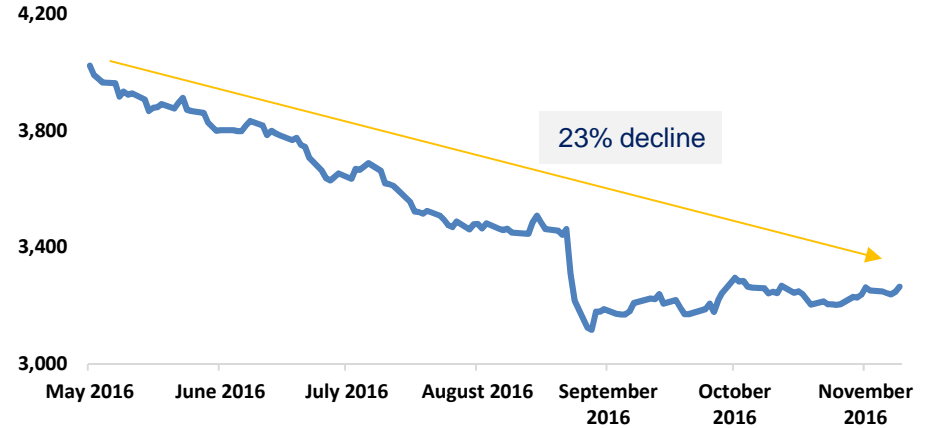


Challenging Operating Environment

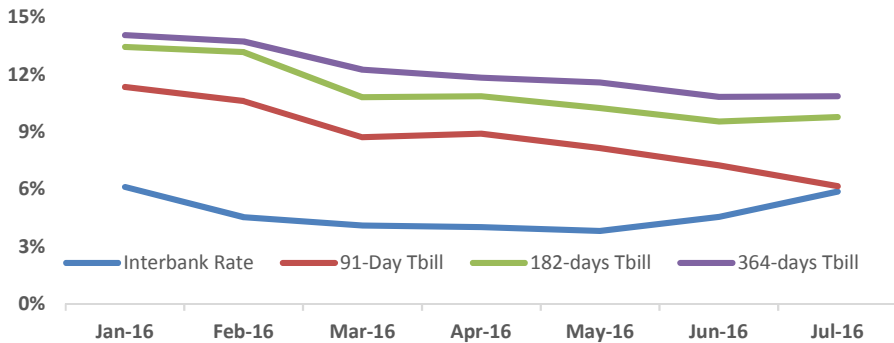
GDP Growth



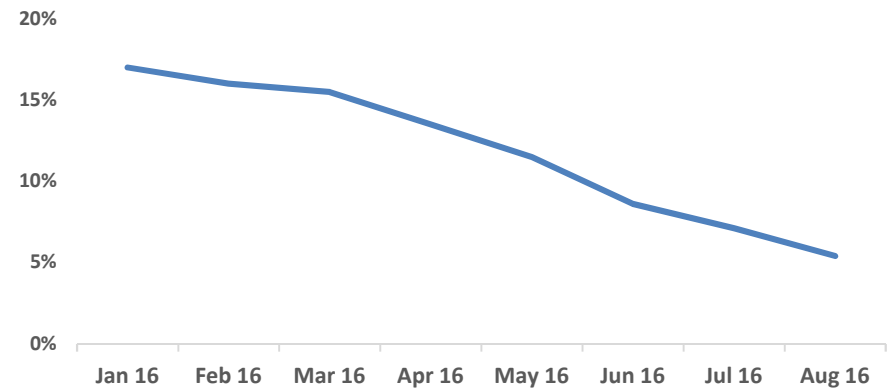
NSE 20 Performance



Interest Rate Trend

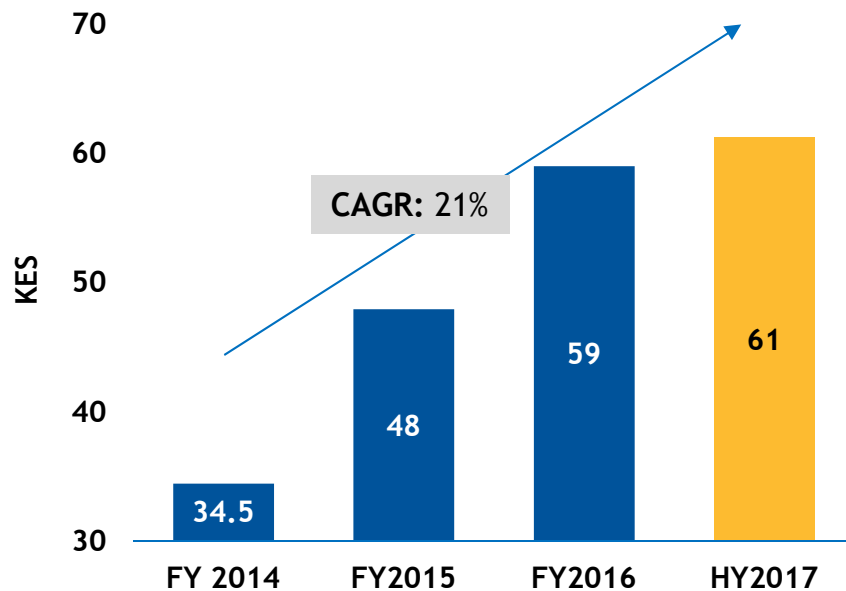


Private Sector Credit Growth

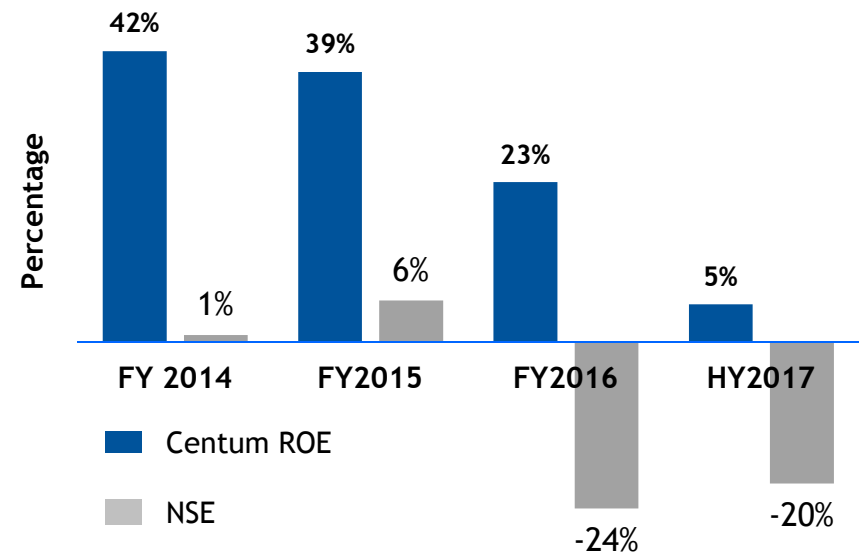


Returns Delivered Under Centum 3.0

Company NAV Per Share, FY 2014 - HY 2017



Centum ROE v NSE Returns, FY 2014 - HY 2017



During the Centum 3.0 strategic period, we have delivered an average annualized return of 27% which is 43% higher than the market's average return of -16% over the same period

Performance Highlights

	Centum 3.0 Strategic Objectives	Achievements as at HY2017
RETURN	<ul style="list-style-type: none"> • Generate 35% annualised return between FY2014 and 2019 • Consistently outperform the market 	<ul style="list-style-type: none"> • 27% annualized return to date as compared to NSE return of -16% p.a. over the same period
FOCUS	<ul style="list-style-type: none"> • Develop and scale investments across 8 key sectors • Optimise portfolio in line with sector focus 	<ul style="list-style-type: none"> • Active in six sectors (<i>Real Estate, Power, Financial Services, FMCG, Agribusiness and Education</i>) • Investment imminent in one sector (<i>Healthcare</i>)
SCALE	<ul style="list-style-type: none"> • Grow total assets to KES 120 Bn (USD 1.2 Bn) by end 2019 	<ul style="list-style-type: none"> • Total assets of KES 56.7 Bn (USD 560 Mn) as at end September 2016 • 21% CAGR on NAV between FY14 and HY17
BRAND	<ul style="list-style-type: none"> • Develop sector expertise across key sectors • Build a track record of project development in targeted sectors 	<ul style="list-style-type: none"> • Sector specific expertise enhanced in agribusiness, healthcare, retail and leasing sectors • Two Rivers Mall complete, with launch to be held in February 2017
COSTS	<ul style="list-style-type: none"> • Maintain costs below 2.00% of total assets 	<ul style="list-style-type: none"> • Cost efficiency of 0.41% achieved with a 10% reduction in portfolio costs as compared to HY16

Portfolio Overview

Centum Investment Company Ltd
Total Assets (30 Sep 2016) - KES 56.7 Bn



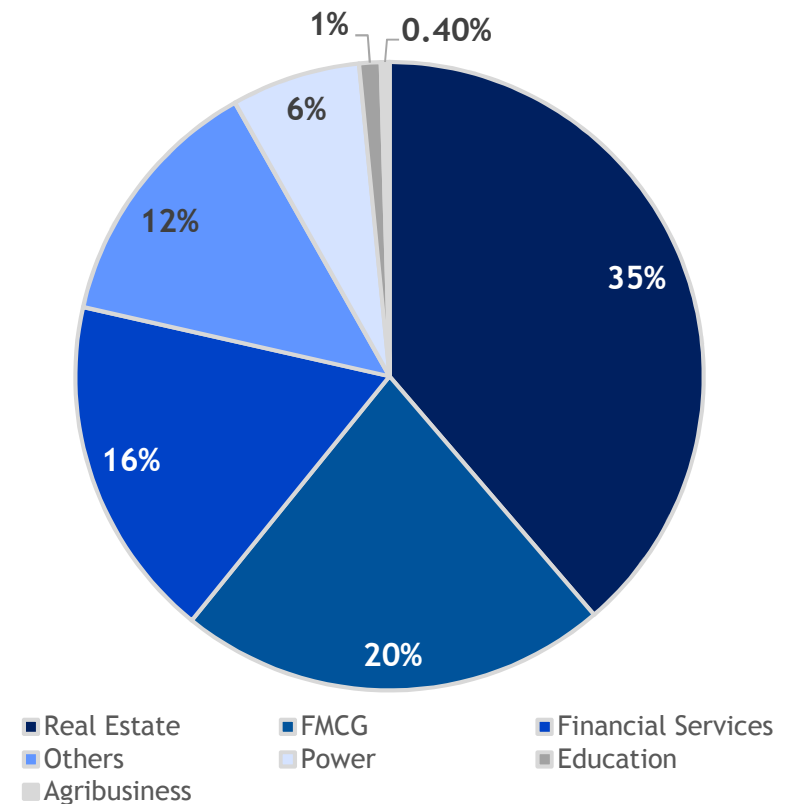
Total assets increased by KES 5.2 Bn during the HY to 30 Sep 2016 on account of new deployments and increase in fair values

Portfolio Characteristics

Portfolio Breakdown by Stage of Underlying Assets

“Development” Portfolio	Real Estate
	Power
	Education
	Agribusiness
	Healthcare
“Growth” Portfolio	Financial Services
	FMCG
	Others
	Marketable Securities

NAV by Sector



NAV (30 Sept 2016) = KES 40.7 Bn

Income Generating Sector Profitability

Disaggregated Net Profit Performance of “Growth” Portfolio

	Net Profits	Y-o-Y Growth
FMCG	722,906	42%
Financial Services	599,701	4%
Others	64,525	80%
Total	1,387,132	24%

“Growth” portfolio companies (subsidiaries and associates) that recorded a combined 24% growth in profitability as compared to the previous year

Investment Activity

Investment Activity by Sector

Sector	KES (Mn)
Real Estate	1,852
FMCG	1,070
Financial Services	560
Other	507
Marketable Securities	349
Energy	314
Education	295
Agribusiness	124
TOTAL	5,071

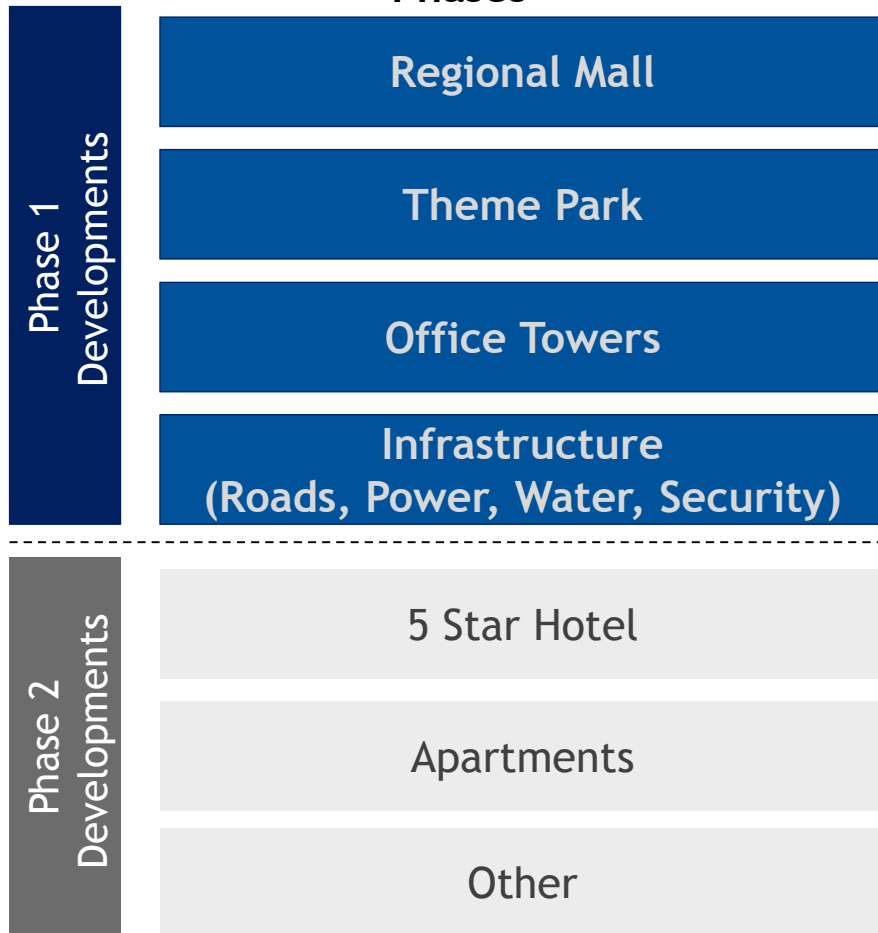
Significant Individual Capital Deployments

Sector	KES (Mn)
Two Rivers	1,272
Almasi	1,000
Longhorn	507
Akiira	314
ACE (Education)	295
TOTAL	3,388

Portfolio Highlights

Real Estate: Two Rivers

Overview of Two Rivers Development Phases



- Phase 1 of our Two Rivers development strategy is substantially complete:
 - Regional mall with gross lettable area (GLA) of 67,000 m2 complete
 - Phase 1 of adjacent theme park complete
 - Two Rivers Power and Water Companies operational
- Two Rivers Mall to be opened on 14 February 2017
 - 66% let with negotiations currently underway on an additional 9% of GLA
 - More than 100 tenants actively fitting out.
 - Anchor tenants aligned on February 2017 opening
- Imminent phase 2 projects include 5* hotel and apartments

Portfolio Highlights

Real Estate: Vipingo

VIPINGO

We seek to develop a world-class, regional industrial hub at Vipingo

We will leverage this 10,000+ acre development to develop a leading industrial city over 30 years



- Our vision is to establish the **lowest cost regional destination for light-to-medium industrial activities** supported by high quality infrastructure, residential developments, amenities and social services
- The envisaged **mixed use development will be anchored by industrial activity**, and will incorporate the following additional uses:
 - **Commercial**
 - **Residential**
 - **Social infrastructure** e.g. educational and medical facilities
 - **Recreational and civic amenities**
- Given the scale and industrial focus of the development, it will **spur economic growth in the region** in line with Kilifi County and Vision 2030 economic and social pillars

CENTUM
tangible wealth

Portfolio Highlights

Real Estate: Overview of Vipingo Phase 1

Project to be developed in 15 phases, with phase 1 comprising 400 acres of mixed use development anchored around an industrial park



We have secured all the necessary approvals to proceed with our development plans, and are in exploratory discussions with potential investors

Portfolio Highlights

Real Estate: Vipingo Infrastructure Highlights



- Power infrastructure to include solar power and a substation



- Significant investment to be made to ensure adequate water supply e.g. establishment of desalination plant
- Packaged sewer treatment plants to be built on site
- Waste water and sewage to be treated in line with Local Authority and World Health Organisation standards
- Recycled water to be used for irrigation , landscaping and cleaning

Portfolio Highlights

Financial Services: Sidian Bank



- Successful completion of a rights issue saw bank's core capitalisation increase to KES 3.99bn, making it 23rd largest bank in terms of capitalisation out of 43 players
 - Centum's shareholding increased to 74.8% through the rights issue
 - Resultant capital adequacy ratio of 25% against a regulatory minimum of 14.5% provides strong headroom for growth
- Rebranding process undertaken in April sought to position Sidian as a bank "by entrepreneurs, for entrepreneurs"
- KES 553 Mn spent on technology and infrastructure to enhance efficiency and customer service, particularly on electronic channels
 - Aligned to broader transformation agenda focused on significantly reducing operational overheads
- Introduction of interest rate capping has resulted in a challenging operating environment for all industry players, including Sidian
 - Compression of interest income anticipated in the near term
 - Significant focus on refreshing product base to drive conversion of large base of multi-banked/dormant account holders
 - Shift towards non-funded income
 - Sustained focus on operational efficiency in light of market conditions

Portfolio Highlights

FMCG: Almasi Beverages



- KES 1 Bn deployed in Almasi rights issue, increasing Centum's stake from 49.3% to 53.8%
- Continued focus on plant optimisation to enhance efficiency, including significant capex investments:
 - 36,000 bph PET line installed at Nyeri in addition to new RGB line
 - PET line to be commissioned in December 2017
 - Gucha Water Project underway in Kisii to increase water capacity at the plant by 400 cubic metres
 - Warehousing space increased by 378,000 cases in Eldoret (108,000 cases) and Nyeri (270,000 cases)
- Strategic initiatives to enhance performance of distributor network are yielding results



Portfolio Highlights

Power: Akiira Geothermal



- 140 MW geothermal power plant development adjacent to Olkaria in Nakuru County
- First fully private greenfield geothermal power plant development in Africa
- Exploratory drilling of two wells has confirmed presence of a viable resource of sufficient temperature and pressure
- Significant progress made with respect to project development:
 - Land secured
 - Term sheets with financiers executed
 - PPA signed
 - Key agreements with project contractors in final stages of negotiation
- Drilling of 3rd and 4th well to commence as soon as GoK Letter of support obtained
 - This shall mark the attainment of financial close
- Expect to achieve financial close by March 2017, following which plant will take 24 months to construct



Portfolio Highlights

Power: Amu Power



- Largest private sector-funded infrastructure development in East Africa (total cost of USD 1.8 Bn)
- Shall be the lowest cost producing Independent Power Plant in Kenya
 - ~35% cheaper than the cost of wind and solar at an average cost of USD 0.08/kwh
- To use modern clean coal technology in line with IFC international environmental standards
- Significant progress made on project development activities:
 - Land secured
 - EIA completed and NEMA license issued
 - Terms sheets finalised with all key lenders
 - Agreements signed with EPC contractor
 - PPA initialled
 - Transmission line paths identified
- In final stages of financial close, which is expected by the first half of 2017
 - Delay due to GoK's ongoing review of the framework governing Letters of Support
- Once financial close is achieved, the plant will take 36 months to construct



Portfolio Highlights

Agribusiness: Greenblade Growers

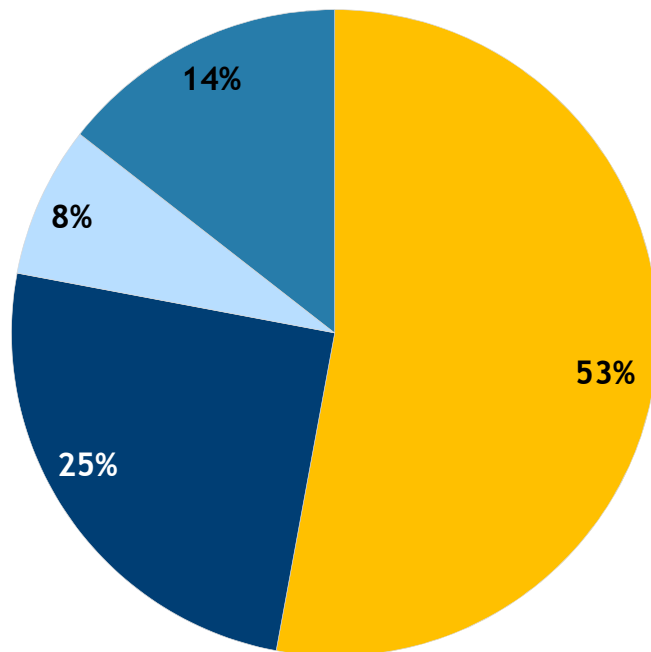
- Set on 120 acres of land in Ol Kalau, producing herbs , including chives, rosemary and basil
- 53 acres of arable land opened up to date
 - Cropped on 31 acres
 - Erection of first 10 acres of greenhouses commenced
- Commenced harvesting and selling first garden peas crop on 26.3 acres
- 28,000 cubic metre water reservoir established
- Pack house to be completed in November 2016
- To commence recruitment of out growers to scale up production
- Ongoing focus on fully opening up and cultivating existing land in addition to acquiring additional land in line with growth aspirations



Portfolio Highlights

Marketable Securities: Portfolio Reallocation

Portfolio Allocation as at 30th Sept. 2015



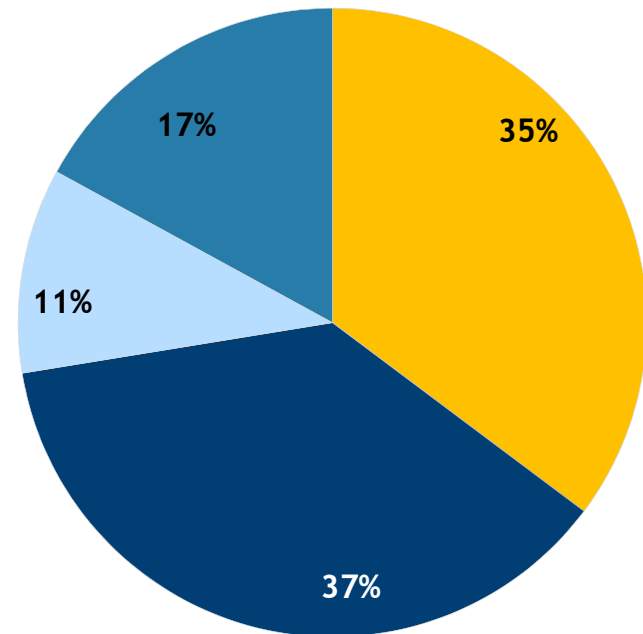
■ Cash

■ Equities

■ Mutual Funds

■ Fixed Income

Portfolio Allocation as at 30th Sept. 2016



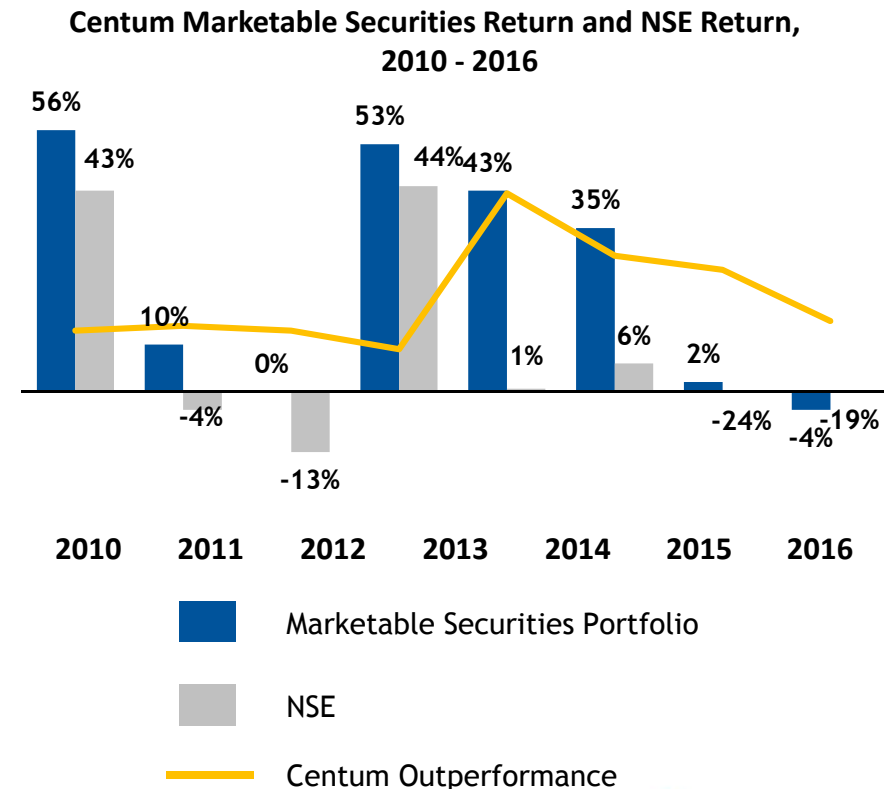
Focus remains capital preservation, however we continue to take advantage of prevailing low valuations to increase our allocation to Equities

Portfolio Highlights

Marketable Securities: Portfolio Performance

Our marketable securities portfolio strategy continues to outperform the NSE 20 Index, and has delivered an average outperformance of 14%* over the last 7 years

Year	MSP Return	NSE 20 Return	Centum Outperformance
2010	56%	43%	13%
2011	10%	-4%	14%
2012	0%	-13%	13%
2013	53%	44%	9%
2014	43%	1%	42%
2015	35%	6%	29%
2016	2%	-24%	26%
2017 HY	-4%	-19%	15%
Geometric Average	22%	7%	14%



*Geometric mean



Financial Review

Group Finance Director: Samuel Kariuki

Half Year Financial Performance

Key Drivers

New Subsidiary

- Consolidation of Longhorn Publisher's results for the first time, following acquisition of control in May 2016

Portfolio Performance

- Improved profitability of portfolio companies

Realised Gains

- In the prior year, we exited Aon and recorded realized gains on disposal of marketable securities. No similar magnitude gains in this half year

Finance Costs

- Lower finance costs. Prior year finance costs included significant forex losses on USD denominated bridge facilities

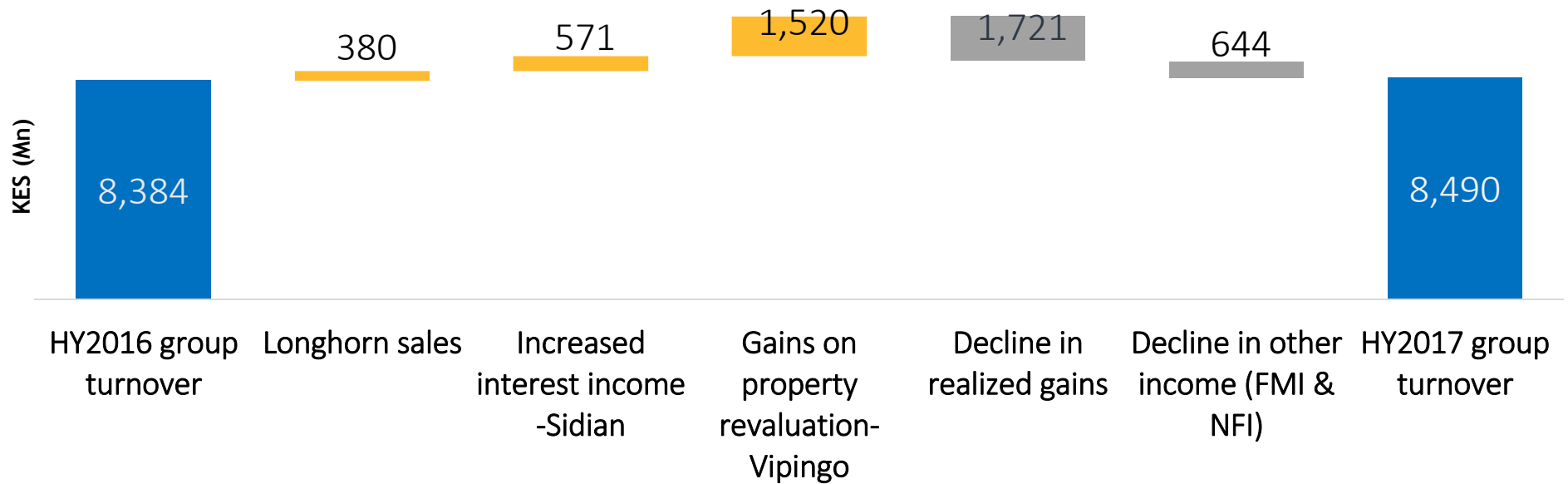
Group Financial Performance Summary

Consolidated net profit up 8%, on the back of better cost management, reduced consolidated finance costs and increased share of associate profits

Kes Bn	HY 2017	HY 2016	YoY Change
Group Turnover	8.5	8.4 ▲	1%
Operating Costs	(5.1)	(5.1) ▲	1%
Finance Costs	(0.9)	(1.3) ▼	-25%
Share of Associate Profits	0.3	0.2 ▲	80%
Profit Before Tax	2.8	2.2 ▲	23%
Profit After Tax	2.1	1.9 ▲	8%

Key Drivers of Performance

Change in Group Revenues, HY 2016 to HY 2017



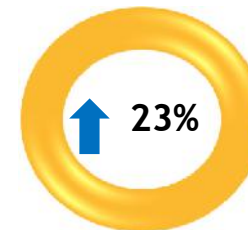
Finance Cost



Share of Associate Profits



Profit Before Tax



Consolidated Income Statement

KES million	HY 2017	HY 2016	Variance
Sale of Goods (Beverage Business)	3,741	3,805	-2%
Sale of Goods (Publishing Business)	380	-	100%
Sale of Goods (Agribusiness)	1	-	100%
Dividend Income	191	327	-42%
Interest Income	1,921	1,350	42%
Fund Management Income	349	449	-22%
Leasing Income	11	-	100%
Other Income	364	719	-49%
Realised Gain on Sale of Investments	13	1,734	-99%
Unrealized Gains on Revaluation of Investment Property	1,520	-	100%
Total Revenue	8,490	8,384	1.26%
Cost of Sales - Beverages	(2,652)	(2,812)	-6%
Administration and Operating Expenses	(2,478)	(2,257)	10%
Share of Associates Profits	346	192	80%
Finance Costs	(946)	(1,261)	-25%
Profit Before Tax	2,760	2,247	23%
Tax	(702)	(339)	107%
Profit After Tax	2,058	1,908	8%
Other Comprehensive Income	(256)	(1,115)	-77%
Total Comprehensive Income	1,802	792	127%

Group Statement of Financial Position

Assets

KES million	HY 2017	FY 2016
Property Plant and Equipment	8,513	7,004
Biological Assets	12	-
Investment Property	21,108	16,514
Associates and JVs	13,358	13,048
Unquoted Assets	5,893	5,977
Quoted Assets	1,441	1,369
Loans and Advances	13,986	12,954
Bonds and Government Securities	3,501	3,991
Other Assets	12,688	6,999
Cash and Cash Equivalents	5,384	10,197
Total Assets	85,883	78,054

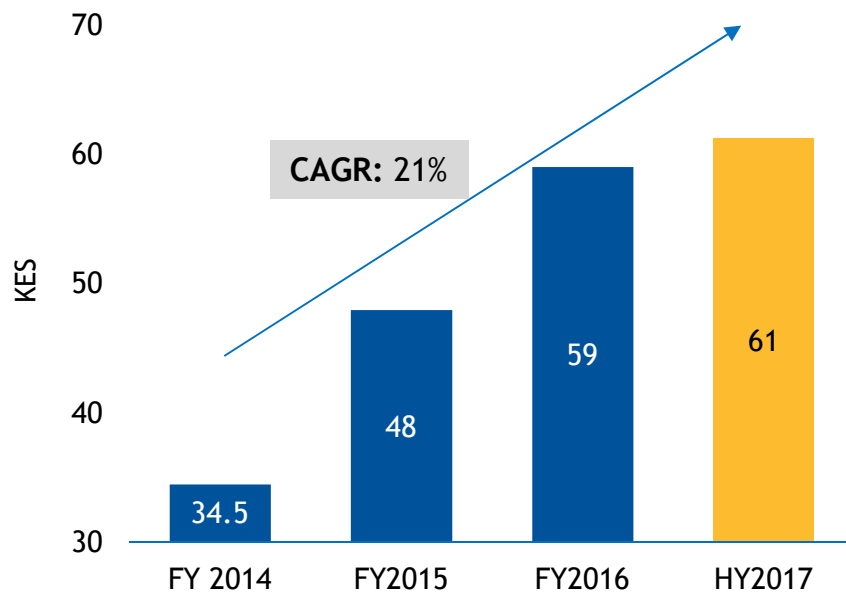
Liabilities and Shareholder Funds

KES million	HY 2017	FY 2016
Customer Deposits	10,940	12,040
Borrowings	19,327	16,356
Dividends Payable	681	7
Other Liabilities	7,670	6,392
Total Liabilities	38,618	34,795
Shareholder Funds	47,265	43,258
Equity and Liabilities	85,883	78,054

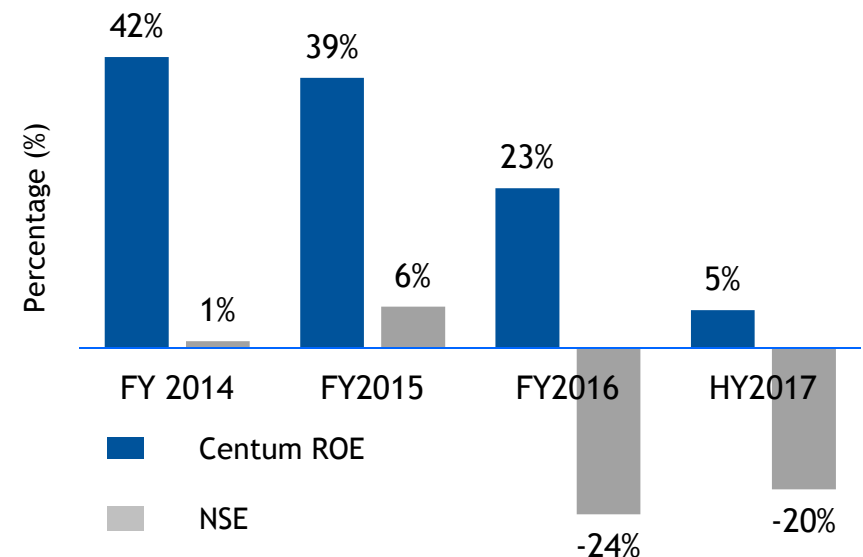
Company Total Return

Growing shareholder wealth...

Company NAV Per Share, FY 2014 - HY 2017



Centum ROE v NSE Returns, FY 2014 - HY 2017

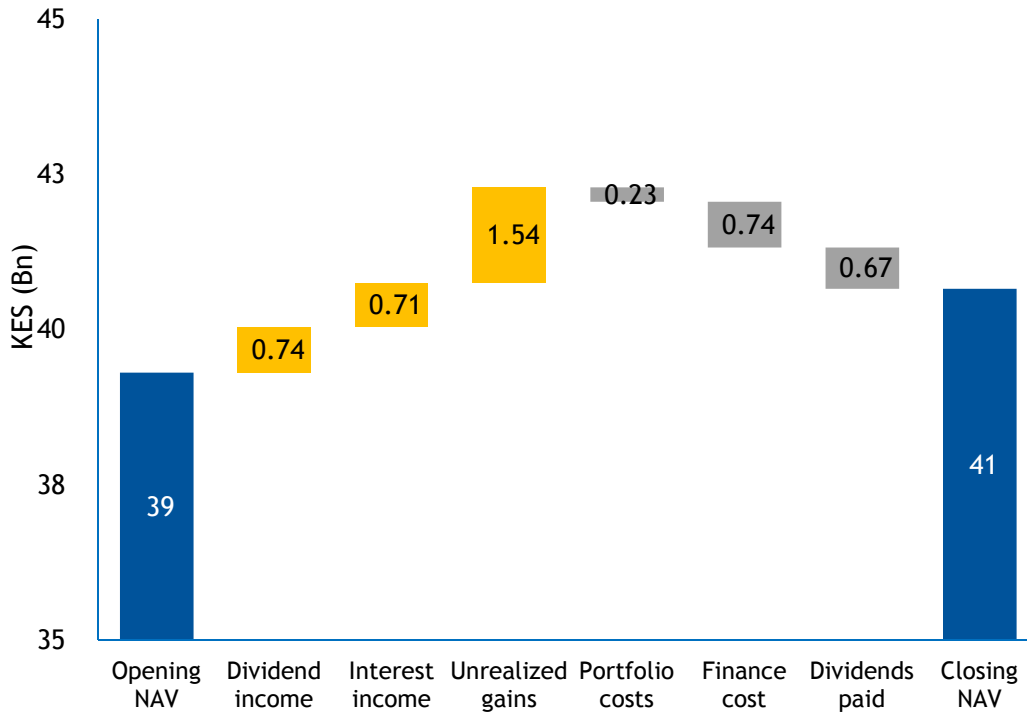


Since the commencement of Centum 3.0, we have delivered an average annualized return of 27% which is 43% higher than the market's average of -16%

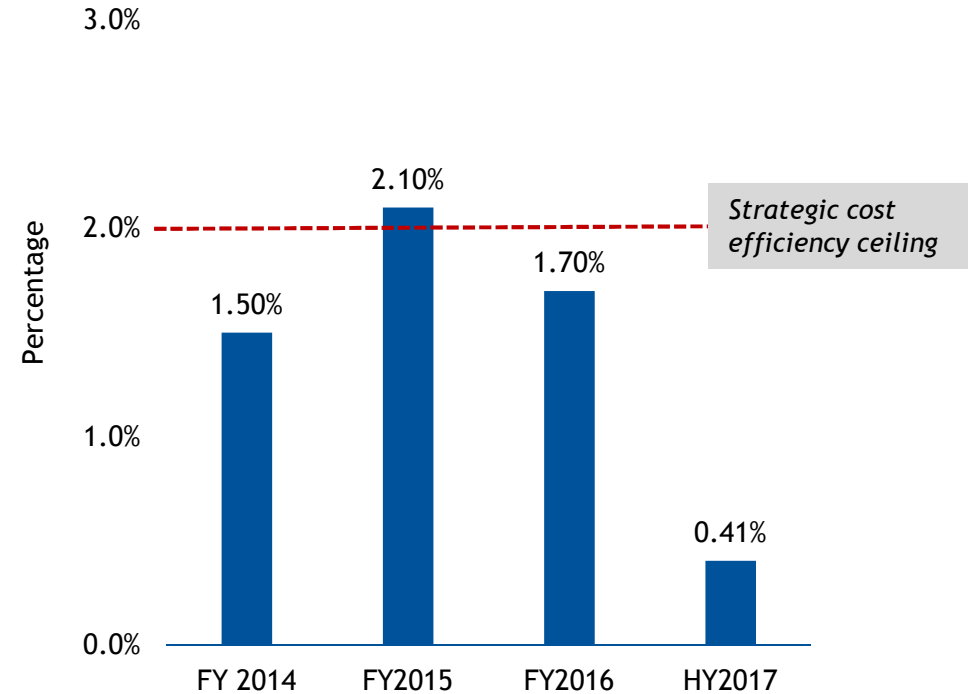
Company Total Return

...through significant value uplifts and cost efficiency

NAV Growth Attribution, HY 2017



Cost Efficiency, FY 2014 - HY 2017

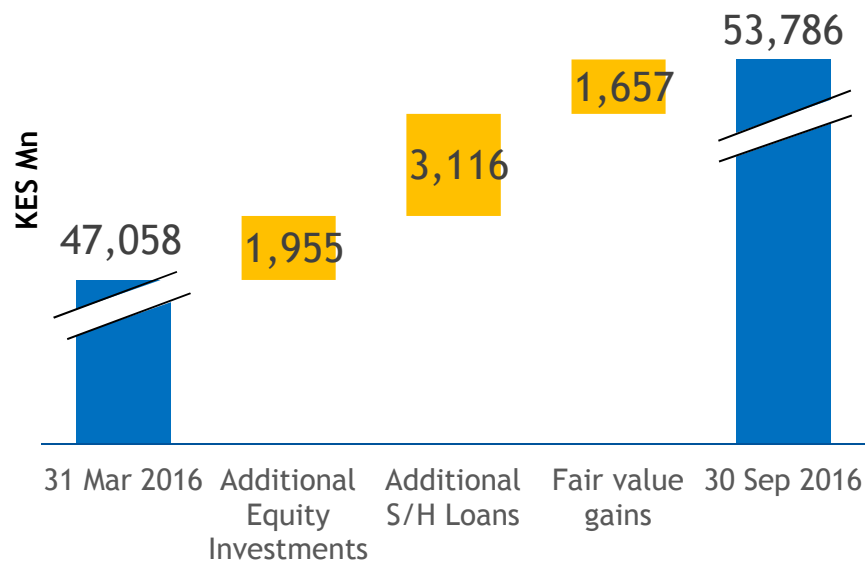


We have kept the average Cost : Total Assets ratio below 2%

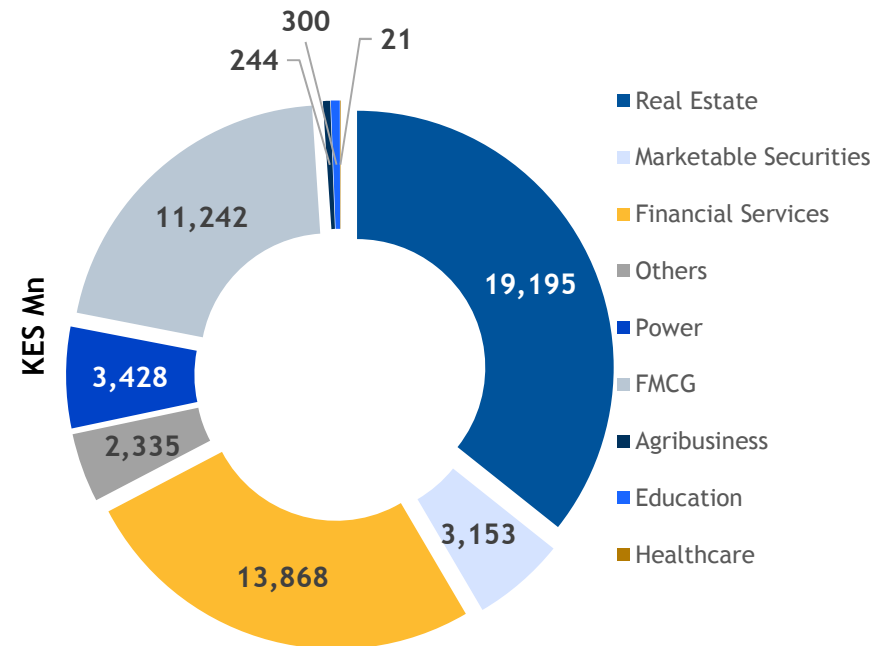
Company Statement of Financial Position

Total investment assets have grown by 14% during the 6 months to KES 53.8 billion, driven by KES 5 billion in new capital investments and KES 1.7 billion unrealized gains

Centum Portfolio Movement, HY 2017



Portfolio Analysis by Sector, 30th Sept. 2016



Company Statement of Financial Position

Assets

KES Mn	HY 2017	FY 2016
Investment Portfolio		
Equity Investment in Subsidiaries	28,994	25,411
Debt Investment in Subsidiaries	11,282	8,334
Investment in Associates	5,783	5,655
Investment in Joint Ventures	2,144	2,144
Unquoted Investments	5,474	5,545
Quoted Investments	130	156
Cash and Cash Equivalents	2,097	3,916
Total Portfolio	55,904	51,162
Other Assets		
PPE and Intangibles	22	1
Income Tax Recoverable	106	35
Receivables and Prepayments	668	344
Total Assets	56,700	51,543

Liabilities and Shareholder Capital

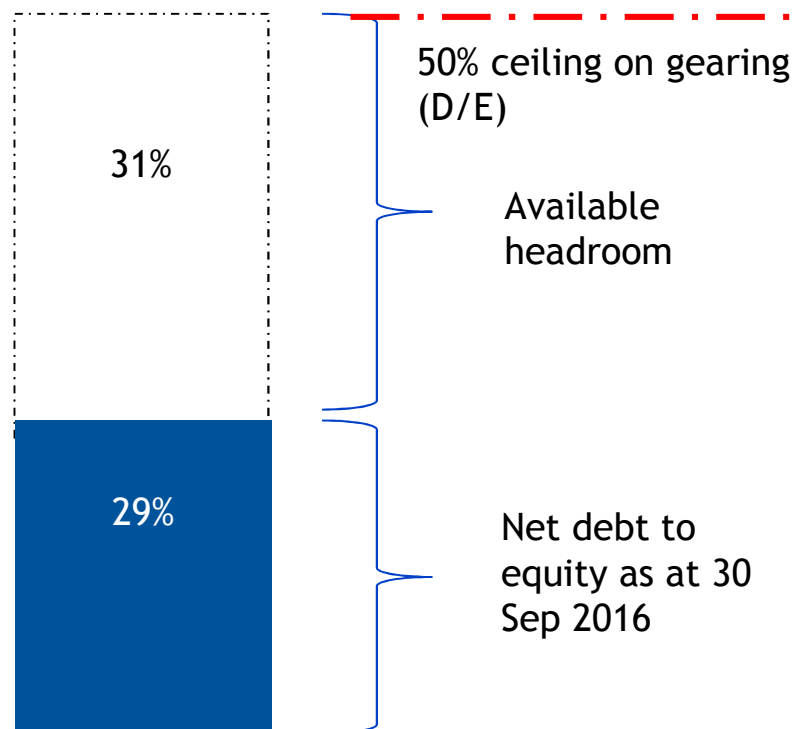
KES Mn	HY 2017	FY 2016
Borrowings	13,967	10,475
Trade and Payables	96	571
Dividends Payable	672	7
Deferred Income Tax	1,296	1,176
Total Liabilities	16,031	12,229
Shareholder Funds		
	40,669	39,314
Equity and Liabilities	56,700	51,543

Leverage

Borrowings and Debt Capacity

Company's Credit Rating was maintained at A1(short term) and A(long term)

KES Mn	HY 2017	FY 2016
Total Borrowings by the Company	13,967	10,475
Less: Cash and Cash Equivalents	(2,097)	(3,916)
Net Company Debt	11,869	6,559
Total Equity	40,669	39,314
Gearing	29%	17%



We closed a competitively priced short term USD 30 Mn facility with Rand Merchant Bank of South Africa during the period

Liquidity

A strong liquidity position allows us to take advantage of rare but good opportunities whenever they arise

Category	KES Mn
Marketable Securities (on Company Balance Sheet)	130
Marketable Securities (held through 100% owned SPVs)	1,941
Company Cash and Cash Equivalents	2,097
Total Liquid Assets	4,168
Undrawn Overdraft Facilities	1,830
Liquidity position	6,108



Outlook

Group Chief Executive Officer: James Mworira

Outlook

“Growth” Portfolio

- In advanced stages of negotiation on significant exits at sizeable value uplifts

“Development” Portfolio

- We will be commencing the next phase of projects at Two Rivers (five star hotel, apartments and parking silo) in the near term
- Vipingo phase 1 development to commence in Q1 2017
 - We have secured interest from off-takers
- Actively exploring acquisition of a sizeable tract of land to significantly scale up our presence in the Agribusiness sector
- School development to break ground in Q1 2017
- Entered into strategic partnership with a significant healthcare group, with efforts in this sector set to accelerate

Our outlook for the balance of the year is positive, with our expectation being to close the year with a higher NAV/share

Changes in Board of Directors

Changes to Centum Group Board were effected in line with the Code of Good Governance for Issuers of Public Securities enacted by the Capital Markets Authority

Retired from Centum Board



James Muguyi



Margret M. Byama

New Directors Appointed



Hon. William Byaruhanga



Dr. Donald Kaberuka



Mary Githiaka Ngige



Catherine Igathe

Incoming Board Chair: Dr. Donald Kaberuka

Current Roles

- AU High Representative for the Peace Fund
- Hauser Leader-in-Residence: Centre for Public Leadership Harvard Kennedy School, Harvard University
- Visiting Fellow - Institute of Development Studies Sussex University, UK
- Visiting Fellow - Centre for Global Development
- Board member - World Economic Forum Board of Trustees, Mandela Institute (MINDS), Mo Ibrahim Foundation, Rockefeller Foundation

Previous Roles

- Former President & Chairman of the African Development Bank (2005 - 2015)
- Former Finance Minister - Rwanda (1997 - 2005)
- Former Chief Economist - Inter-African Coffee Organization
- Governor for Rwanda for the IMF and World Bank (1997 - 2005)



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