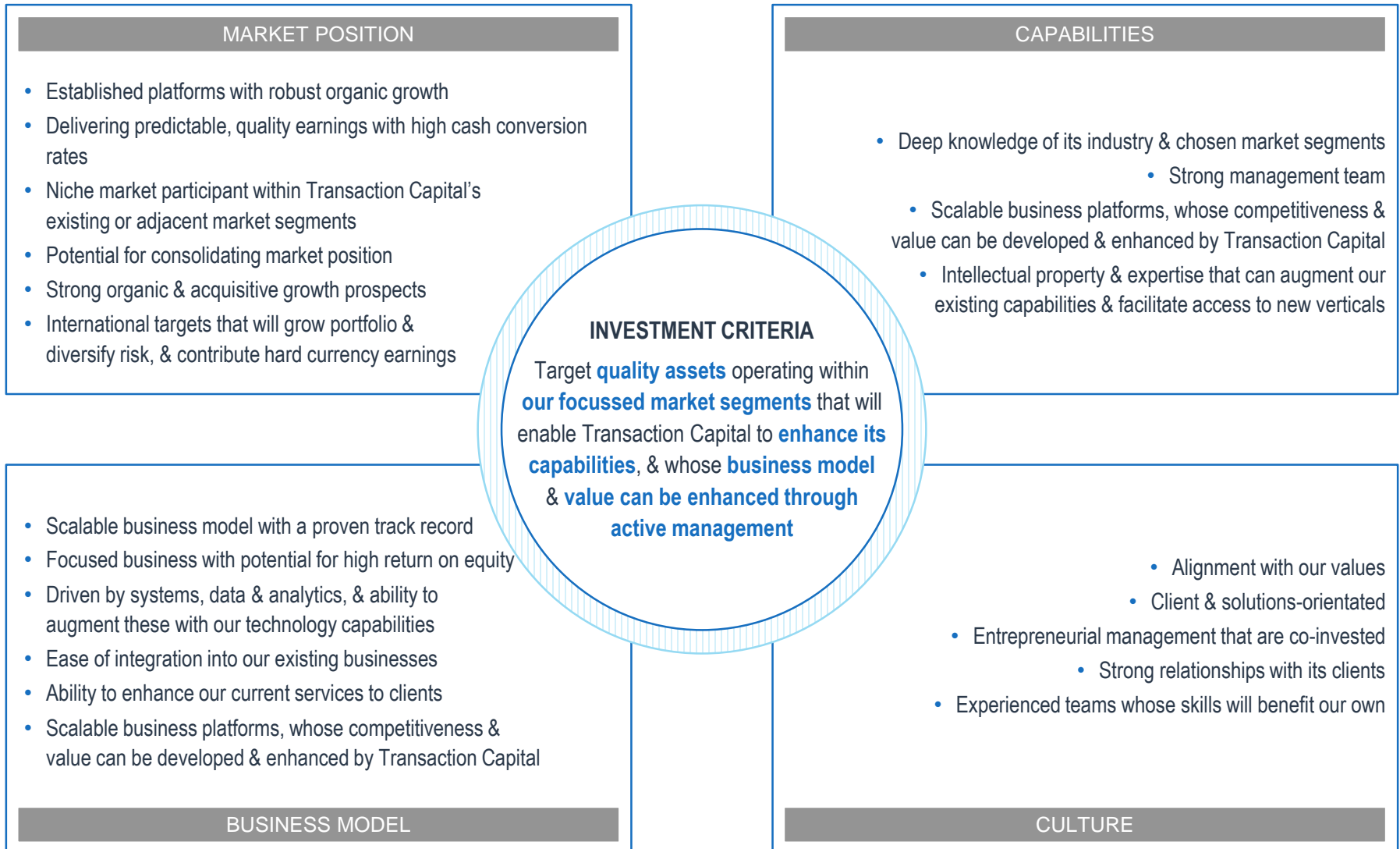


ACQUISITIONS

2016

RESULTS FOR THE YEAR ENDED 30 SEPTEMBER



100% OF RECOVERIES CORPORATION GROUP LIMITED

- Founded in 1991 in Melbourne Australia
- Provides consumer customer management solutions to a well-diversified blue-chip client base within government, insurance, banking & finance, utilities & telecommunications market sectors
- Services include debt recovery solutions, insurance claims recoveries, customer services, & litigation management services
- Offices in Melbourne & Sydney, Australia; & a near shore call centre & corporate services centre in Suva, Fiji
- Employs ~600 staff members
- Maximum purchase consideration of A\$43 million
 - › A\$33 million payable upfront; A\$10 million subject to achieving profit warranties
 - › PE multiple 8x
- Rationale:
 - › Strong entry point into Australian market, earning hard currency based returns
 - › High quality business generating predictable earnings with high cash conversion rates & strong organic growth prospects
 - › Australian debt collection industry highly fragmented (with ~20 companies accounting for 85% of the market) providing an opportunity to expand acquisitively
 - › Transaction Capital will apply its expertise & capital to the purchase of non-performing loan portfolios in Australia
 - › Recoveries Corporation's expertise in insurance recoveries will be applied to Transaction Capital's fledgling insurance recoveries business in South Africa



75% OF ROAD COVER

- Founded in 2005
- Offers proprietary value-added services to mass consumer market on a subscription basis
- Services include administration of RAF claims, COID Act claims & claims against various road agencies & municipalities
- Products typically embedded in other subscription-based products in insurance, banking, motor & retail industries, & are also distributed to consumers via direct marketing channels
- Rationale:
 - › Strong entry point into the value added services market in South Africa
 - › High quality business generating predictable earnings with high cash conversion rates & strong organic growth prospects
 - › Partnering exceptional entrepreneur to develop the business to its full potential
 - › Offer Road Cover's products to mass consumer market through TCRS's existing banking, retail, insurance, telecommunications clients
 - › Road Cover's products can be offered into SA Taxi's client & commuter base
 - › Efficiencies achieved with regard to client origination, management (i.e. payment) & collection processes



We Care...

MAJORITY SHARE OF THE BEANCOUNTER

- Founded in 2008
- Provides full outsourced accounting, payroll and tax services through "software-as-a-service" technology to SMEs on a monthly retainer basis
- Rationale:
 - › Early entry into the specialist, cloud accounting services market in South Africa
 - › Well-positioned with solid organic growth prospects
 - › Partnering young entrepreneur to develop the business to its full potential
 - › Augment Transaction Capital Business Solutions' existing offering to its SME clients
 - › Working capital funding offered into The Beancounter's SME client base

