

BK TecHouse Ltd. Investor Day

KIGALI May 2019



BK Techouse at a glance

Key Facts as at December 2018

Key Metrics



Started the Operation in 2017



Contract for the digitization of the coffee value chain/NAEB



18 Employees



Developed and operationalizing 2 digital platforms (Smart Nkunganire System/RAB & Urubuto Education System for the school Management



700 4G LTE Users

Total Sales (in FRW): 618Mln 2018 Vs **561**

MIn in 2017: 10% Growth

Total Digital Users: +1.3 Mln Digital users on our Digital Platforms

Opportunities

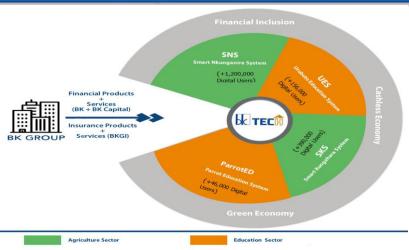
Agriculture sector

- MINAGRI ICT4RAg Strategy (2016-2020)

Education

Rwanda's Vision to become Cashless Economy by 2020

BKTH Digital Product Portfolio





BKTH Strategy Plan (2019-2021)

The 3 years strategy vision is "Creating innovative and digital solutions that bring value to BK Group Plc."

Vision Create innovative and digital solutions that bring value to BK Group Plc. Improve the company profitability Scale up existing systems Enhance governance and internal through the Big data Business Overall and keep increasing the control systems **Aspirations** digital users up to 2,000,000 with a positive EBITDA starting from 2020 **Innovative Digital Platforms** В **Themes Growth Path** Meet the operational best practices C **Agriculture** Design Big Data Business Module and start monetizing developed Strong Internal control system; Theme Create new digital solutions that Digital Platforms through below **Aspirations** enable BK Group to create digital products portfolio: Clear KPI management framework & business opportunity through Data Access Implement the Performance management digital offering in Agriculture; Software As a Service Framework; Data Analytics Education Maximize profitability and cash Efficiency in cost management: Create new digital solutions that flow while maintaining annual enable BK Group to create business growth to 20%-25% business opportunity through digital offering in Education Sector; **Foundational** issues **Public Private Partnership with** Regulatory and Policy framework on Strong operational structure **MINAGRI, RAB & NAEB** the Big Data



Management Targets 2019 - 2021

Digital Platform sales Growth 20% - 25%

Net profit growth 25%- 30%

Cost to Income Ratio 40% - 45%

Return on Equity 18% - 25%

Return on Assets 3.5% - 4%

Contact Information



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