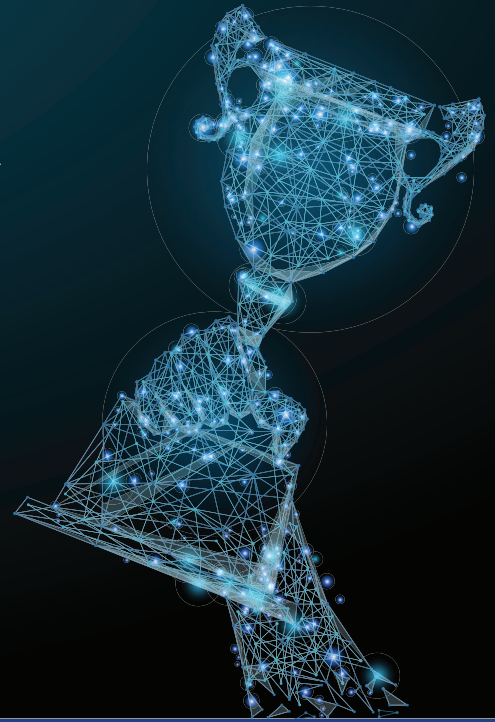


TRELLIDOR RSA CHAMPIONS

2021/2022



Dear RSA Franchise Owners, Retail Managers and Trellidor Executives, Managers and Staff

Welcome to this 2022 RSA Conference, an event we have not been able to have since 2017, 5 Years!

There have been many highlights for me at the many Conferences we have held over the years, but this particular Conference, 4 main events will be the highlights for 2022...

- Getting together, rubbing shoulders, catching up and having lots of fun and laughter
- The product launches
- Celebrating the 2021/22 Winners
- Getting the vision for the next year from our leaders

It is my pleasure to be able to do my last RSA Winners announcements, something which has always been very dear to me, recognizing and celebrating our previous years winners!

We have already announced the Salesman category winners. This year, as part of their reward, they have been invited as guests to the RSA Conference..., so we can really honour them and celebrate properly!

We will also announce the Product Category Winners, the Fanchise Category Winners, the Franchise Winner of 2022, and finally the M.D's Award (who only Craig knows who he has selected after receiving the BSM and my own recommendations).

CATEGORY 1 & 2 - CONSULTANTS (0 - 800 UNITS)

WATERBERG	JOHAN POTGIETER	R3 168 154	1st
LENASIA	MOHAMMED PAHAD	R2 213 839	2nd
SOWETO	VELI ZONDO	R1 810 574	3rd

CATEGORY 3 - CONSULTANTS (800 - 1000 UNITS)

PRETORIA EAST	BENNIE VAN OORDT	R5 471 277	1st
GEORGE	MICHAEL DE NYSSCHEN	R4 845 812	2nd
JOHANNESBURG SOUTH	VELI ZONDO	R4 684 216	3rd

CATEGORY 4 - CONSULTANTS (1001 - 1500 UNITS)

RUSTENBURG	DUANE HENDERSON	R 7 461 236	1st
ATLANTIC	GLEN GREBE	R 6 439 154	2nd
MARGATE	ABRIE JANSEN VAN VUUREN	R 5 855 780	3rd

CATEGORY 5 - CONSULTANTS (1500 + UNITS)

PORT ELIZABETH	LE ROUX TOERIEEN	R 9 350 096	1st
PORT ELIZABETH	ALEX SCHOOMBIE	R 7 619 081	2nd
EAST LONDON	JARED KOSTELAC	R 6 750 386	3rd

TOP RSA SALES CONSULTANT

PORT ELIZABETH	LE ROUX TOERIEEN	R 9 350 096	1st
PORT ELIZABETH	ALEX SCHOOMBIE	R 7 619 081	2nd
RUSTENBURG	DUANE HENDERSON	R 7 461 236	3rd



FRANCHISE OWNER

JEFFREYS BAY	MORNE SCHUTZ	R9 771 519	1st
NELSPRUIT	RAYMOND BEZUIDENHOUT	R8 077 582	2nd
KLERKSDORP	JOHAN KEMP	R7 296 196	3rd



RETAIL SALES CONSULTANT

DURBAN RETAIL	GABRIEL VEERASAMY	R6 664 725	1st
DURBANVILLE CAPETOWN RETAIL	HENNIE ODENDAAL	R6 082 963	2nd
DURBAN RETAIL	STEVEN MATTHEWS	R5 839 901	3rd

2021/2022 RSA TOP SALESMAN

JEFFREYS BAY	MORNE SCHUTZ	R9 771 519	1st
PORT ELIZABETH	LE ROUX TOERIEN	R9 350 096	2nd
NELSPRUIT	RAYMOND BEZUIDENHOUT	R8 077 582	3rd



COTTAGE GUARD

	RAND VALUE	UNITS	
TRELLIDOR PORT ELIZABETH	R1 603 563	669	1st
TRELLIDOR JEFFREYS BAY	R534 231	283	2nd
TRELLIDOR PIETERMARITZBURG	R412 094	149	3rd

SECURITY SHUTTER (PREMIUM/ESTATE)

	RAND VALUE	UNITS	
TRELLIDOR PORT ELIZABETH	R5 264 329	391	1st
TRELLIDOR JEFFREYS BAY	R3 879 926	284	2nd
TRELLIDOR DBN SOUTH CENTRAL	R2 299 022	231	3rd

TRADITIONAL RANGE

	RAND VALUE	UNITS	
TRELLIDOR PORT ELIZABETH	R15 731 330	2627	1st
TRELLIDOR MTHATHA	R9 207 225	2266	2nd
TRELLIDOR EAST LONDON	R9 634 657	1994	3rd

LIFESTYLE RANGE

	RAND VALUE	UNITS	
TRELLIDOR BOLAND	R6 307 128	787	1st
TRELLIDOR PORT ELIZABETH	R7 655 295	649	2nd
TRELLIDOR JEFFREY'S BAY	R6 475 731	642	3rd

MOST UNITS SOLD

	RAND VALUE	UNITS	
TRELLIDOR PORT ELIZABETH	R23 386 624	3276	1st
TRELLIDOR MTHATHA	R9 998 335	2385	2nd
TRELLIDOR EAST LONDON	R11 954 071	2214	3rd



CATEGORY 1 (0 - 500) UNITS

FRANCHISE	UNIT GROWTH ON PRIOR YEAR	RAND GROWTH ON PRIOR YEAR
TRELLIDOR THABAZIMBI	19%	10%
TRELLIDOR LENASIA	6%	28%
TRELLIDOR VRYHEID	6%	-9%

CATEGORY 2 (501 - 800) UNITS

FRANCHISE	UNIT GROWTH ON PRIOR YEAR	RAND GROWTH ON PRIOR YEAR
TRELLIDOR KNYSNA	19%	28%
TRELLIDOR WEST COAST	-1%	32%
TRELLIDOR TZANEEN	-4%	8%

CATEGORY 3 (801 - 1000) UNITS

FRANCHISE	UNIT GROWTH ON PRIOR YEAR	RAND GROWTH ON PRIOR YEAR
TRELLIDOR JHB SOUTH	11%	41%
TRELLIDOR BELVILLE	-1%	9%
TRELLIDOR HILLCREST	-1%	-10%

CATEGORY 4 (1001 - 1500) UNITS

FRANCHISE	UNIT GROWTH ON PRIOR YEAR	RAND GROWTH ON PRIOR YEAR
TRELLIDOR PRETORIA NORTH	13%	9%
TRELLIDOR RUSTENBURG	9%	30%
TRELLIDOR KING WILLIAMS TOWN	3%	9%

CATEGORY 5 (1501+) UNITS

FRANCHISE	UNIT GROWTH ON PRIOR YEAR	RAND GROWTH ON PRIOR YEAR
TRELLIDOR EAST LONDON	10%	24%
TRELLIDOR PORT ELIZABETH	1%	15%
TRELLIDOR MTHATHA	0%	8%

RSA FRANCHISE WINNER

FRANCHISE	UNIT GROWTH ON PRIOR YEAR	RAND GROWTH ON PRIOR YEAR
TRELLIDOR KNYSNA	19%	28%



REGIONAL WINNERS

FRANCHISE	UNIT GROWTH ON PRIOR YEAR	RAND GROWTH ON PRIOR YEAR
REGION 7 - EASTERN CAPE	96.4%	105.5%
REGION 1 - JHB & PTA	92.1%	98.5%
REGION 2 - NORTHERN REGIONS	84%	98.7%
REGION 4 - DURBAN	82.6%	100.4%



COASTAL VS INLAND

FRANCHISE	UNIT GROWTH ON PRIOR YEAR	RAND GROWTH ON PRIOR YEAR
REGION 1, 2, 3	88%	97.7%
REGION 4, 5, 6, 7 & 8	89%	98.2%



BSM OF THE YEAR



MD'S AWARD



To all our 2021/22 winners, we honor you and your team members, in achieving the results which have made you a winner in 2021/22. You will once again see previous winners populating the podium, and many other great examples of Franchises battling through tough times to emerge as deserved winners.

To those of you who are not award winners this year, I encourage you to set your strategies, targets, and plan for 2022/23, as we all strive to be as successful and effective as we can.

CHEERS TO THE 2021/22 CHAMPIONS, WE SALUTE YOU ALL!

THANK YOU!

