

DEJESUS TRUST & COMPANY, INC.

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**Chairman's Quarter I Update —2019
April 30th, 2019**

Summary

All remarks, unless otherwise indicated, can be assumed to be made about our currently only operating company, DeJesus Industries. Quarter I is what I will call a good set up for Quarter II. Now, before I get too optimistic, the facts are that in QI of 2019 we only had \$96,616 in deals pending that ultimately went dead. The good news is that 83% of that is noted to be recoverable, but unfortunately for an indefinite amount of time. Compared to QI of 2018 we have had a significant increase in deals pending. For example, in QI of 2018 we closed \$14,625.56 in deals which virtually gave us a one to one close rate. Comparing QI of 2018 to QI of 2019, we had more deals pending in 2019 but had a close rate of zero to one. In QI of 2019, DeJesus Industries made a number of significant changes internally that resulted in the hiring of new sales consultants, taking on more projects, and generated creatives that built better brand equity for the start of QII. To put into perspective, with those changes we have significantly increased exposure and brand awareness in the greater Boston area and just for April of 2019 had \$296,990 in pending deals, which is a 307.39% increase compared to the whole first quarter of 2019.

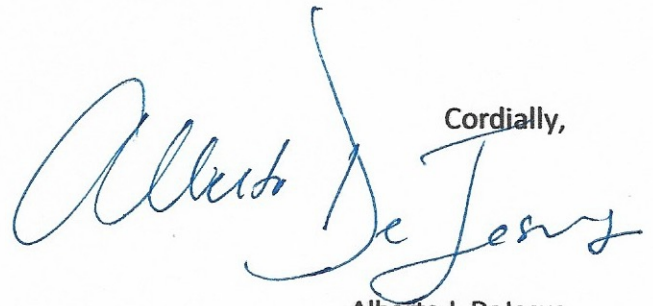
Commentary since 2018 Annual Letter

Correction I: One correction I wanted to make was that if a multi-family property were purchased in 2019 then the transaction would happen under The DeJesus Group for obvious liability reasons and not the holding company.

Correction II: It was stated that DeJesus Industries would be filing annual taxes for 2018 based on the fiscal year calendar, instead it was filed on a cash calendar. Additionally, DeJesus Trust & Co., Inc. submitted its taxes separately as a holding company.

Moving Forward

Over the next few months DeJesus Industries will continue to expand the sales team and begin building a marketing team to further focus efforts on increasing brand equity. Right now, a huge focus at DeJesus Industries is working closely on each deal to ensure that we hold a high close rate to convert the deals pending to deals closed.

Cordially,


Alberto J. DeJesus
Chairman of the Board
DeJesus Trust & Co., Inc.
www.dejesustc.com