



Unit 2, Plot 144,
Mountain View Office Park
Kgale, Gaborone
P O BOX 26374,
Gaborone, Botswana

T: +267 392 3579

F: +267 392 3506

Press Statement

To: Newel Keabetswe,
Botswana Guardian
Date: 12/11/12
Timing: Immediate Release

Please find a press statement regarding the BIHL Private Equity Fund.

For any queries on this statement or anything else in relation to this statement please contact the undersigned.

Thanking you in advance.

Kind regards,

Carol Kgafela
Public Relations Practitioner



11 December 2012

PRESS STATEMENT

RE: BIHL PRIVATE EQUITY FUND

At BIHL we really believe we push the boundaries when it comes to innovation in the financial services space. To this end we are extremely excited about rolling out a Private Equity Fund (P.E.F.). At this point we intend that our P.E.F. will be at full speed and ready for a formal launch by early to mid-2013.

Our goal is to have this fund manage between 150-200m US\$. At present 50m USD has already been committed. It is important to note that we have in fact already started offering some P.E.F. services. The services are being handled temporarily through internal vehicles at Bifm. What this means is that once we have finalised our offshore registrations, our P.E.F. will be able to 'hit the ground running' as we would have had the benefit of taking on current opportunities through Bifm.

We felt a fund was necessary at this time which was driven by the Group's desire to be able to offer clients improved risk adjusted returns. The Fund will offer its clients access to Private Investments that under normal circumstances may not have been available to clients would not have access to.

We are very excited about this new product which once again demonstrates our ability to grow shareholder value. In 2012, we saw the opening of BIHL Sure! which is our Short term insurance offering to complement our long term insurance offering at Botswana Life. We believe that our P.E.F. will be welcomed by the market and thus we are looking forward to when we have it fully operational in the middle of 2013 to be able to stand shoulder to shoulder with our suite of offerings at the BIHL Group.



Notes to the Editor

About BIHL

- Botswana Insurance Holding Limited (BIHL) is a leading financial services group, originally established as a life insurance company in 1975 making BIHL the largest and oldest insurance company in Botswana.
- BIHL is led by Mr Gaffar Hassam who was appointed to the Group Chief Executive Officer position in 1st December 2001. Mr Hassam had been with the Group since 2003 and was a key member of the executive team which crafted BIHL's new strategy to be a broad based financial services provider.
- BIHL provides financial solutions to individual and Institutional clients. These solutions include individual, group and short term insurance, savings and linked products, asset management and employee benefits.
- The BIHL Group consists of the following four operating segments: Life insurance, Asset Management, Short Term Insurance and associate investments.
- The Group's subsidiaries include Botswana Life Insurance Limited, Botswana Insurance Fund Management Limited (Bifm), Legal Guard, and most recently the short term insurer BIHL Sure!
- The Group listed on the BSE in 1991, where the current shareholding is 53% with Sanlam (one of the largest Financial Services Groups in Africa also listed on the JSE) while the other 47% is publicly held on the Botswana Stock Exchange.
- The BIHL Group strategy is guided by five pillars namely: Optimal capital utilisation; Earnings growth; Costs and efficiencies; and Diversification Transformation
- In the 2011-2012 financial year the Group's results included a 12% increase in Operating Profit to P316 million; a 9% increase in Premium income to P1.8 billion as well as a 7% increase in investments to the tune of P11.1 billion. BIHL's overall assets under management also saw a 1% increase to P17.8 billion.
- The Group currently has assets worth nearly P18 Billion under management. The Group's investments include Airport Junction Shopping Centre through subsidiary Bifm's property unit, Khumo property asset management. Bifm also currently manages over 60% of Botswana's assets of which 65% is held offshore. Interests in Zambia are represented by Quantum Assets and African Life Financial Services Limited.
- The Group believes in building stronger communities for a better tomorrow. As such, the BIHL Trust was set up in 2007 with a mandate to co-ordinate and manage the Group's corporate social investment (CSI) activities in a way that would reflect its commitment to CSI. A 1% contribution from the Group's subsidiaries annual profits after tax, funds the work of the BIHL Trust.