

## **PRESS RELEASE**

### **Innovation and Growth in 2012 for Bifm**

- BlackRock to grace Bifm's Offshore Manager Conference
- Bifm delivers on world class shopping malls

**5 May 2012, Gaborone:** During 2011 Botswana Insurance Fund Management (Bifm) managed to return value to its clients in difficult economic times. For 2012 Bifm CEO Tiny Kgatlwane outlined a strategy going forward that will add even more value innovatively.

In an address to stakeholders at a recent function Mrs Kgatlwane attributed the continued success of Bifm in 2011 to the pioneering efforts of the business. However the address touched on areas of Bifm's strategy going forward into 2012. The main focus area included client relations, investments and people amongst other innovations.

"We felt that it was important to create a division that was dedicated to focusing on you, the client, who would be able to engage you and deepen the existing relationships," said Mrs Kgatlwane when introducing the Client Relations division. The Division headed by Moipone Lopang will be instrumental in ensuring Bifm's clients continue to receive the service excellence they have enjoyed to date.

"We have increased our compliment with a group of professionals who along with the existing team will help bring Bifm to greater heights and therefore enhance your customer experience when dealing with us," said Mrs Kgatlwane on the expanded team at Bifm. The company has promoted and hired new talent for divisions that include; Listed and Unlisted Investments, Risk and Compliance managers, Client Services as well as Human Resources. The new additions to the team brings with them a wide set of skills which can only add value to Bifm's clients.

Other highlights for Bifm's clients outlined by Ms Kgatlwane included the Offshore Manager Conference to be hosted by Bifm later in the year. The participants in the conference include the American investment firm BlackRock and Sanlam Investment Management Global. BlackRock currently manages \$3,5 trillion in assets, while SIM Global manages \$500 million. "The Offshore Managers Conference allows Bifm's clients a chance to hear presentations of what is happening globally and also allows them an opportunity to interact with the offshore managers," said Mrs Kgatlwane. The Offshore Manager Conference will give Bifm's clients a true picture of what to expect globally for the year ahead.

The crowning achievement for Bifm in 2011 was being awarded the Botswana Public Officers Pension Fund (BPOPF) Local Property Fund to manage. The P250 million fund was the cherry on top of being a part of two major retail developments Airport Junction Shopping Centre and Railpark shopping mall.

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