

2020 Half Year Financial Results Announcement





Operational Overview

Catherine Lesetedi
GCEO



Our Mission

We **engineer legacies** for our clients and **deliver exceptional returns** for our shareholders through **service excellence in wealth and insurance management.**



A silhouette of a bull stands against a dramatic, golden-hued sunset sky filled with clouds. The sun is partially visible behind the bull's head, creating a strong backlight effect. The overall scene conveys a sense of strength and resilience.

Unrivalled combined
strength of the BIHL Group



This year, we are
45 years stronger
together.





BIHL GROUP



Subsidiaries



BIHL top shareholders

Sanlam	58.43%
BPOPF	18.37%
MVA Fund	3.8%
Other	19.4%



Associates



28.05%



50%



37.59%



25.1%

Economic Highlights



GLOBAL GROWTH

Q4 2019 : 2.9%

Q4 2018 : 3.7%

IMF Forecast : -4.9%

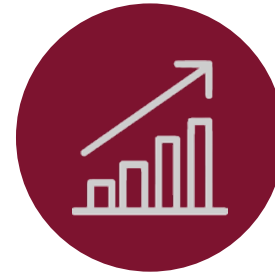


LOCAL GDP

Q4 2019 : 1.6%

Q4 2018 : 4.2%

IMF Forecast : -5.4%



INFLATION

0.9% June 2020

(2.4% May 2020)



BANK RATE

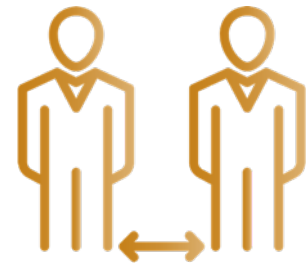
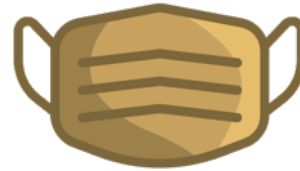
4.25% (50 basis point reduction
April 30, 2020)

***Sources:** Monetary Policy Committee, June 2020; World Economic Outlook Update, June 2020.

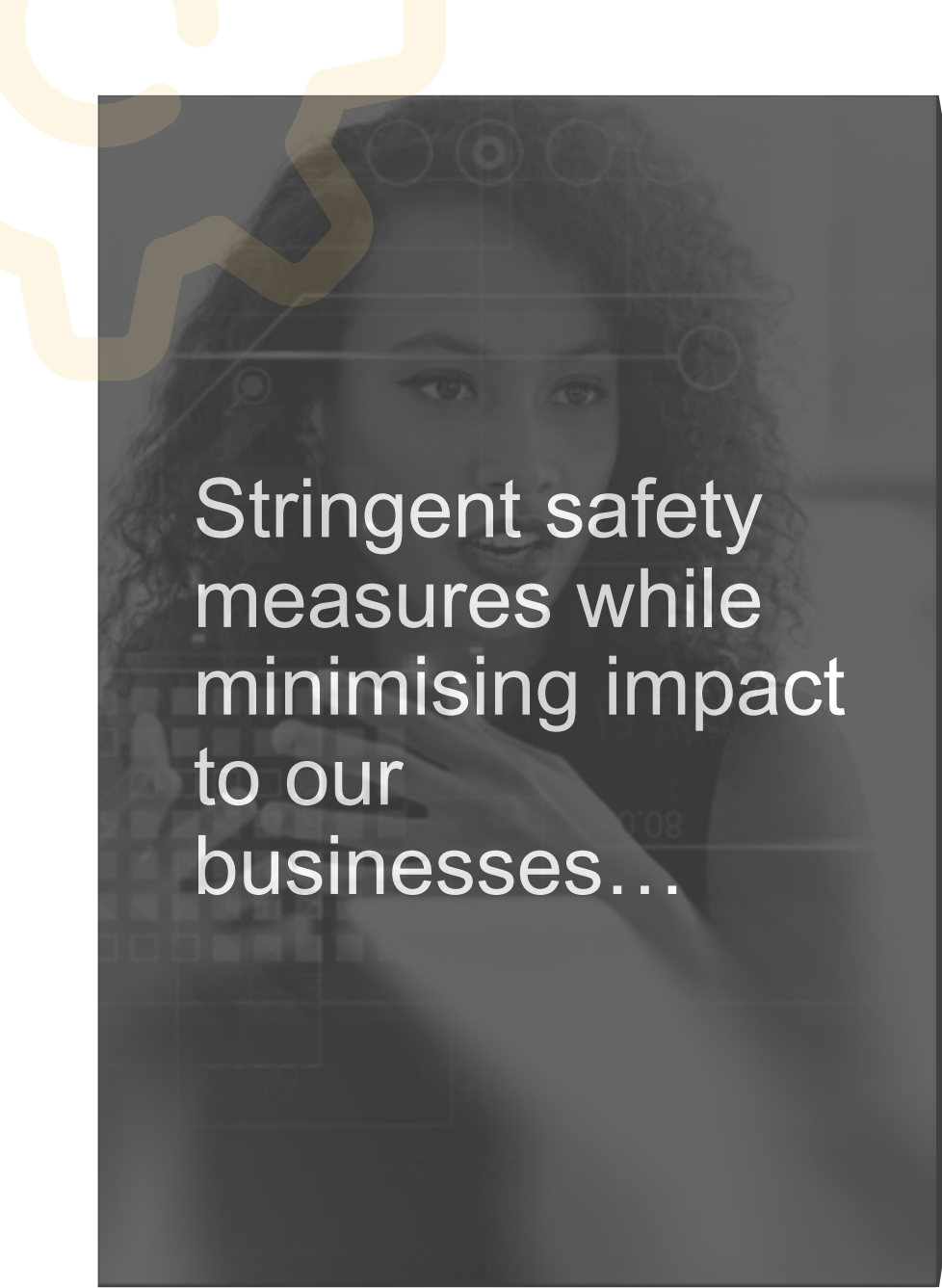
A silhouette of a bull stands on a dark, rounded hill against a dramatic sky at sunset or sunrise. The sky is filled with large, textured clouds, and a bright light source, likely the sun, is partially obscured by the clouds behind the bull's head, creating a strong backlight effect. The overall color palette is dominated by warm, golden-brown and orange tones.

Resilience During the Pandemic

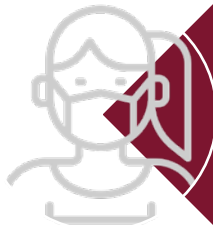
COVID-19 Response



The health and wellbeing of our people is our utmost priority.



Stringent safety
measures while
minimising impact
to our
businesses...



HEALTH PROTOCOLS: PROTECTING COLLEAGUES, CUSTOMERS & PARTNERS

- Remote Working
- Safe Premises
- Awareness Campaigns



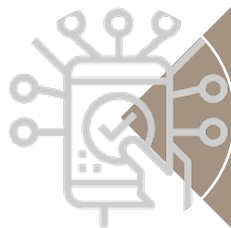
SOCIAL RESPONSIBILITY

- P4.5m Gov Donation
- Premium Holiday Dispensation



BUSINESS IMPACT MINIMISATION

- Rapid Response Plans



ACCELERATED DIGITISATION AND AUTOMATION

A large silhouette of a bull stands on a dark, rounded hill. The background is a dramatic sky at sunset or sunrise, with a bright sun partially obscured by clouds, casting a warm, golden glow. The clouds are dark and textured, with the light from the sun creating a strong contrast and highlighting the edges of the clouds.

Notable Facts

In the last ten years, we have had...

**PREMIUM
INCOME
P20.67bn**

**PBT
P5.2bn**

**TAXES
PAID
P0.9bn**

**PAT over
P4.3bn**





**Over
P13bn
CLAIMS
PAID**




**EMBEDDED
VALUE
P4.69 bn**



**+P29.9mn
invested by
The BIHL Trust
into Botswana
communities**



Performance Highlights



Growth

Net Insurance Premium Income

▼ 5% to P1.21bn

Value of New Business

Flat at P66mn

Fee Revenue

▲ 11% to P53mn

Assets Under Management

▲ 8% to P30.5bn



Earnings

Operating Profit

▲17% to P202mn

Core Earnings

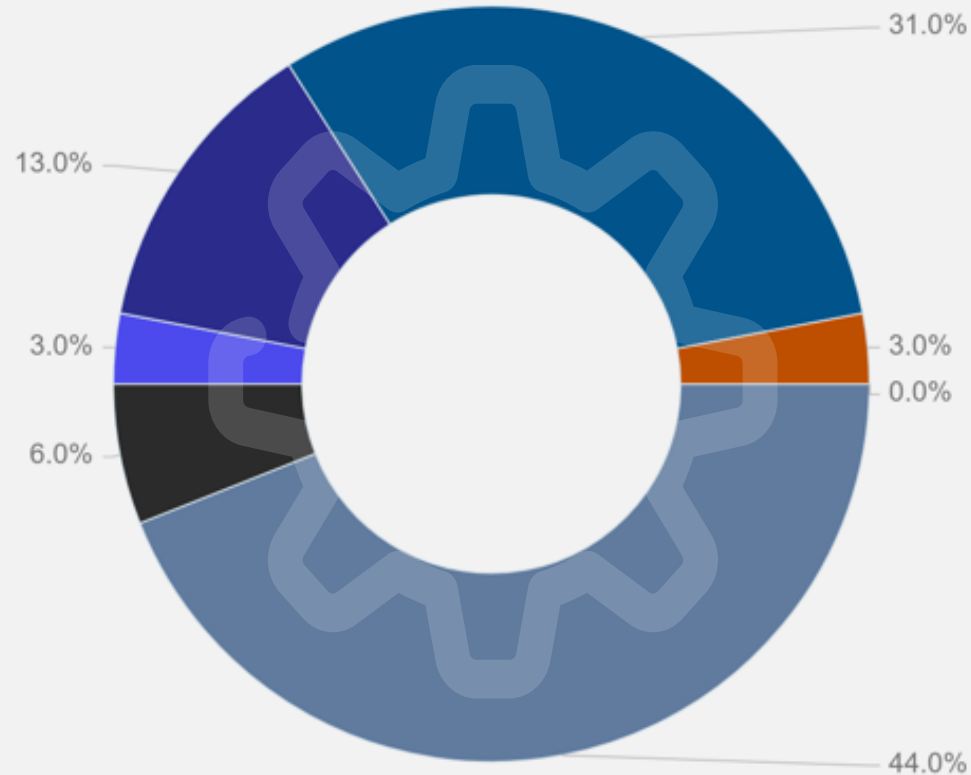
▲7% to P203mn

Profit Attributable to Equity Holders

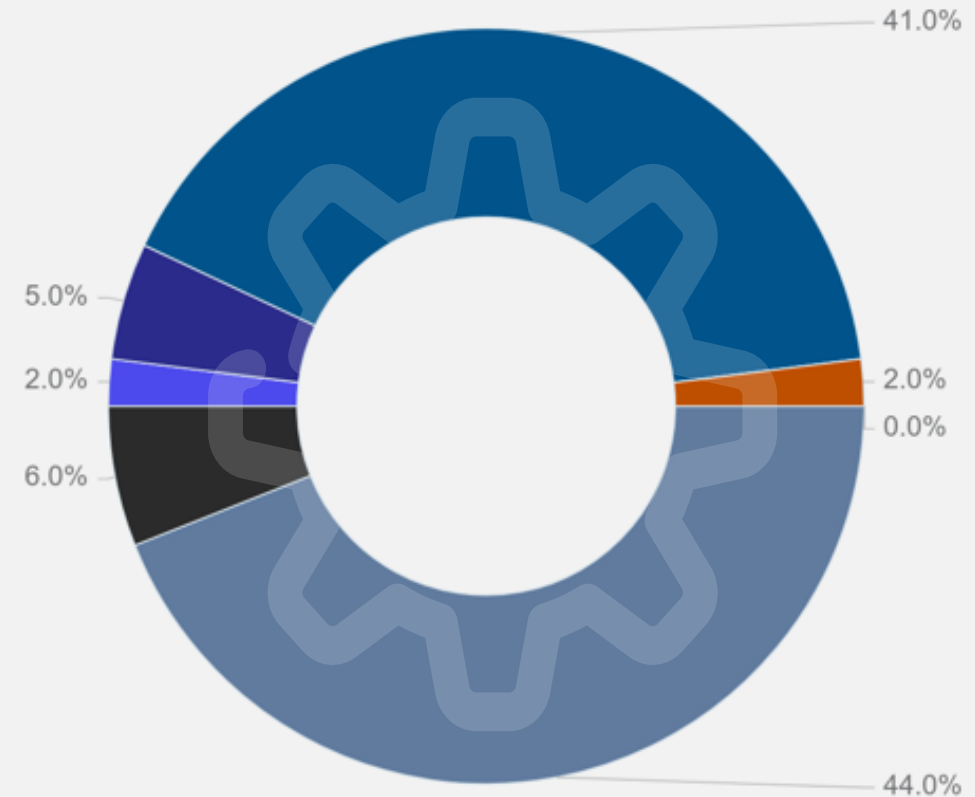
▲45% to P264mn

Operating Profit contributions

H1 2020



H1 2019



Botswana Life

BIFM

BIC

BIFM UT

NICO

Letshego

FSG

A large silhouette of a bull stands on a dark, rounded hill. The background is a dramatic sky at sunset or sunrise, with a bright sun partially obscured by clouds, casting a warm, golden glow. The clouds are dark and textured, with the light from the sun creating a strong backlight effect on the bull's silhouette.

Our Group Strategy



Our Vision

To be the leading **client-centric,**
broad-based financial services Group
in markets we choose to operate in.



A business strategy diagram set against a background of a person in a suit and floating gears. On the left, an orange box labeled 'STRENGTHEN THE CORE' is connected by an orange gear icon to a vertical stack of four dark blue boxes: 'Client Centricity', 'Innovation & Transformation', 'Employee Value Proposition', and 'Collaboration'. These boxes point towards a central tan box labeled 'New Growth Opportunities', which is then connected by a blue gear icon to a large blue box on the right labeled 'EXPAND THE BUSINESS'.

STRENGTHEN THE CORE

Client Centricity

**Innovation &
Transformation**

**Employee Value
Proposition**

Collaboration

**New Growth
Opportunities**

EXPAND THE BUSINESS

Strengthen the Core



Products:
Bifm Unit Trust



Employee Value
Proposition



Group-wide
Business
Development



Transformation
and Innovation



Market Strength
Maintained



Capital
Management
and Solvency



Commitment to
Compliance



Portfolio Review



Challenges during the period

- COVID-19 restrictions impact
- Economic environment
- Household income pressure



The BIHL Trust

**The BIHL Trust 2020 - 2023 Strategy
supports community projects that
help engineer legacies in:**



Social upliftment

Education

Public Health

Conservation of the Environment


A silhouette of a bull stands on a dark, rounded hill against a dramatic sky at sunset or sunrise. The sky is filled with large, textured clouds illuminated from below by a low sun, creating a warm orange and yellow glow. The bull is positioned in the center of the frame, facing left.

Focus Areas Going Forward

A composite image featuring a bull in the bottom left foreground, looking out over a vast landscape at sunset. A winding road leads towards a lone tree in the distance. The text 'Building a digitally enabled business through agile execution' is overlaid in the center.

Building a digitally enabled business through agile execution





Strengthening our business for continued resilience



Empowering our People to work in new ways



Distribution Capability and Reach



Digital Transformation and Innovative Solutions




Agile Execution of our Mandate



Value Proposition defined by Customer Insights



Good Governance, Risk and Compliance



Our journey of
engineering legacies
continues with
greater emphasis on
convenience to
clients through
innovation,
digitisation,
automation **and agile**
execution.

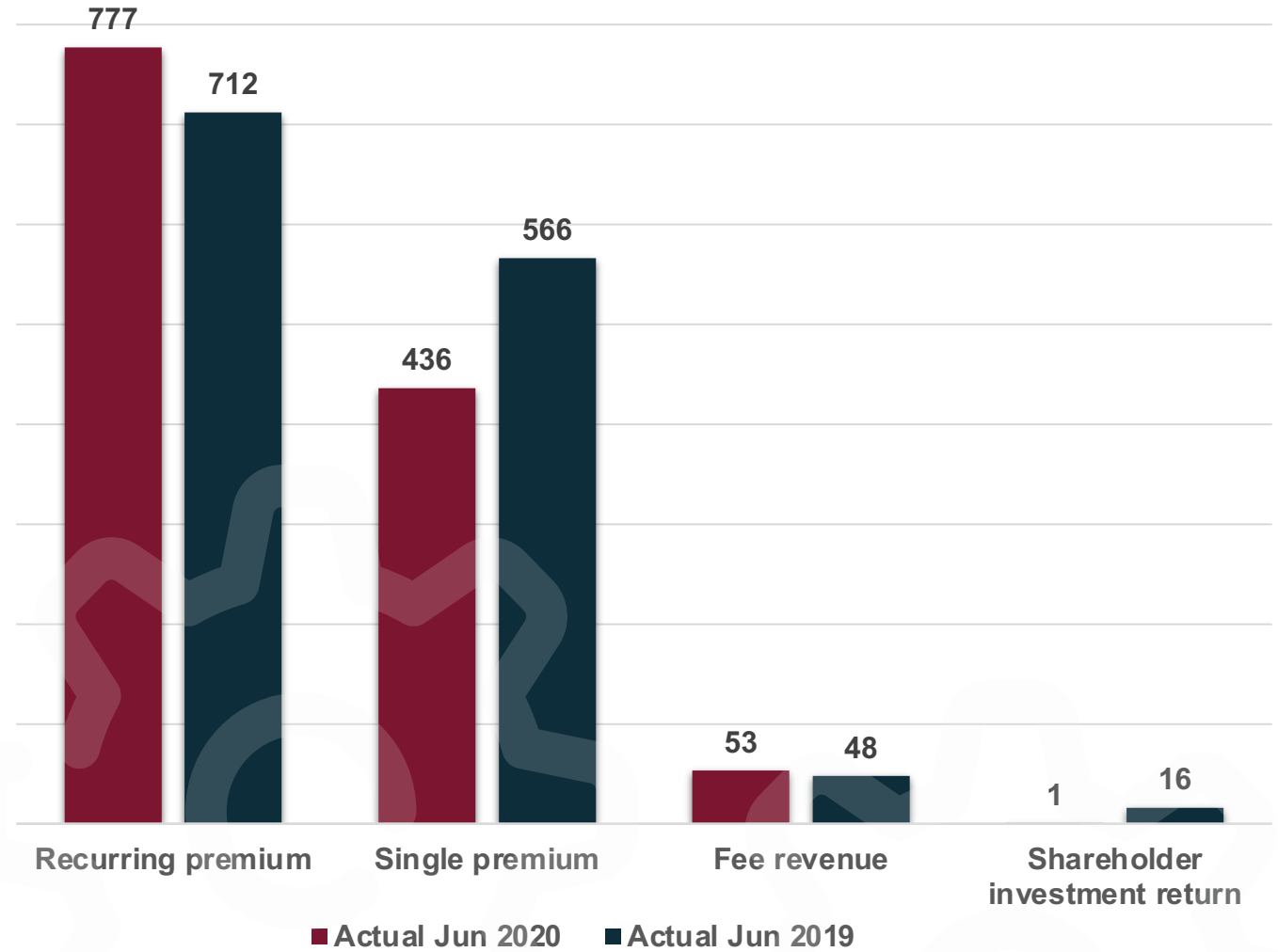


Financial Performance

Kudakwashe Mukushi
Group CFO

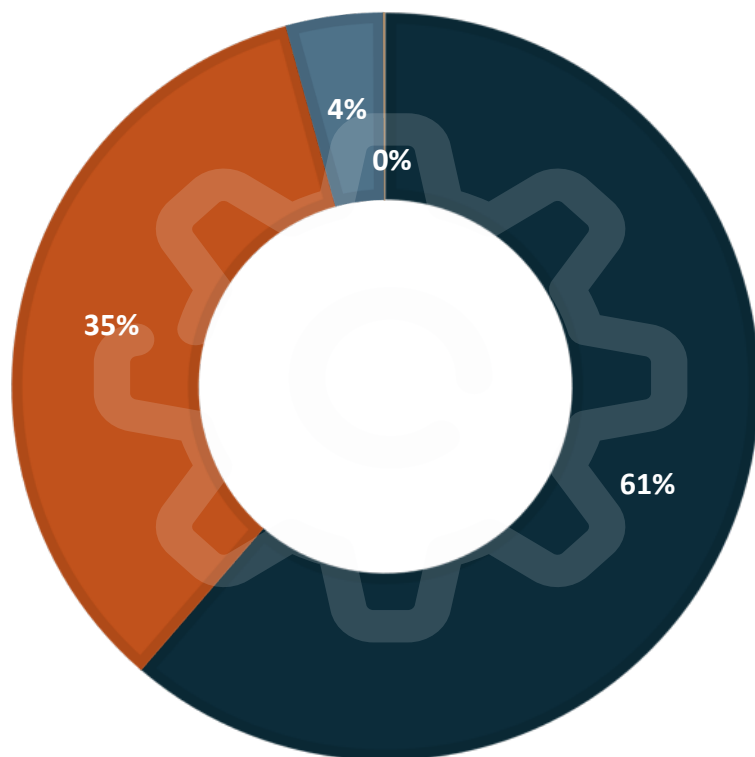
Revenue

BWP Million



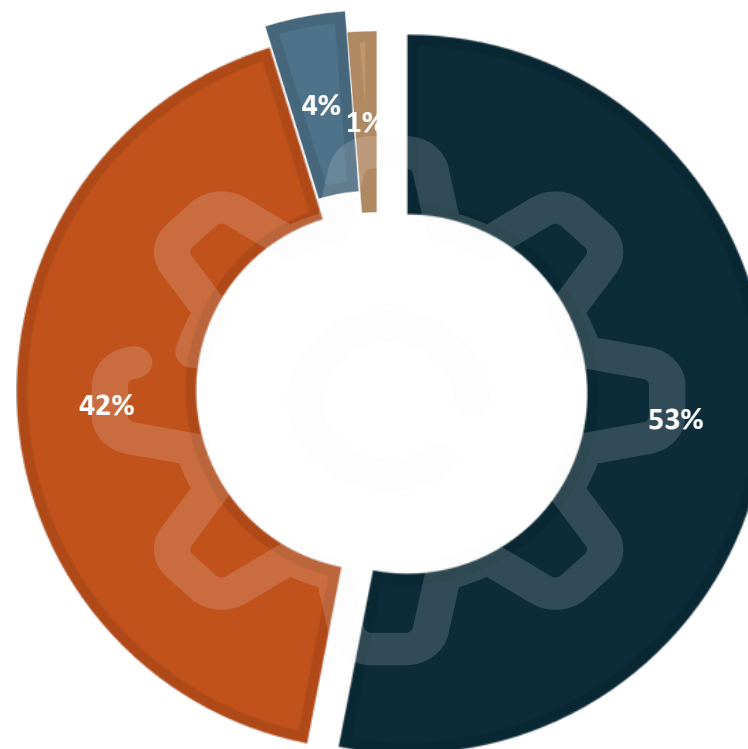
Revenue Split

Actual June 2020



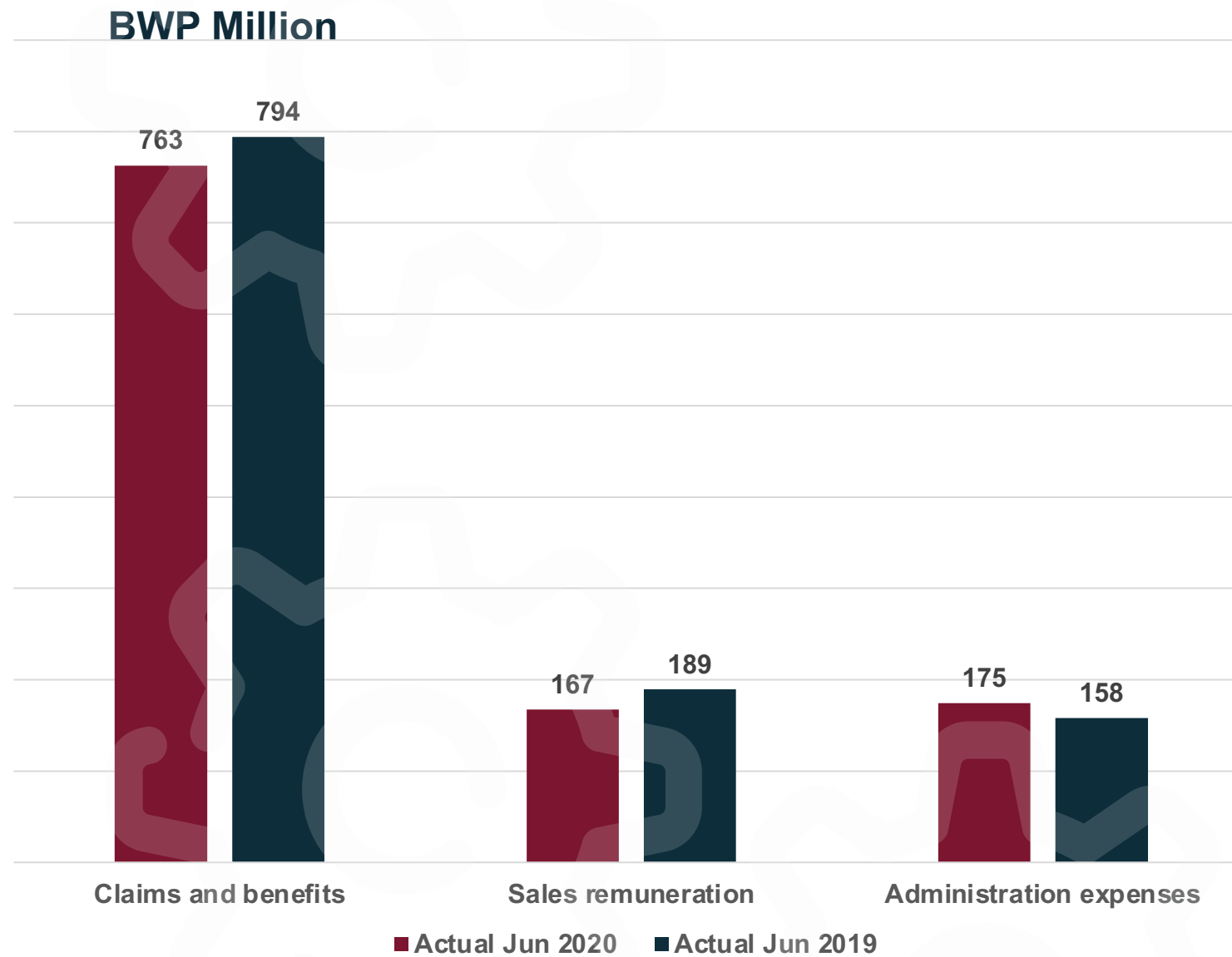
■ Recurring premium
■ Fee revenue

Actual June 2019



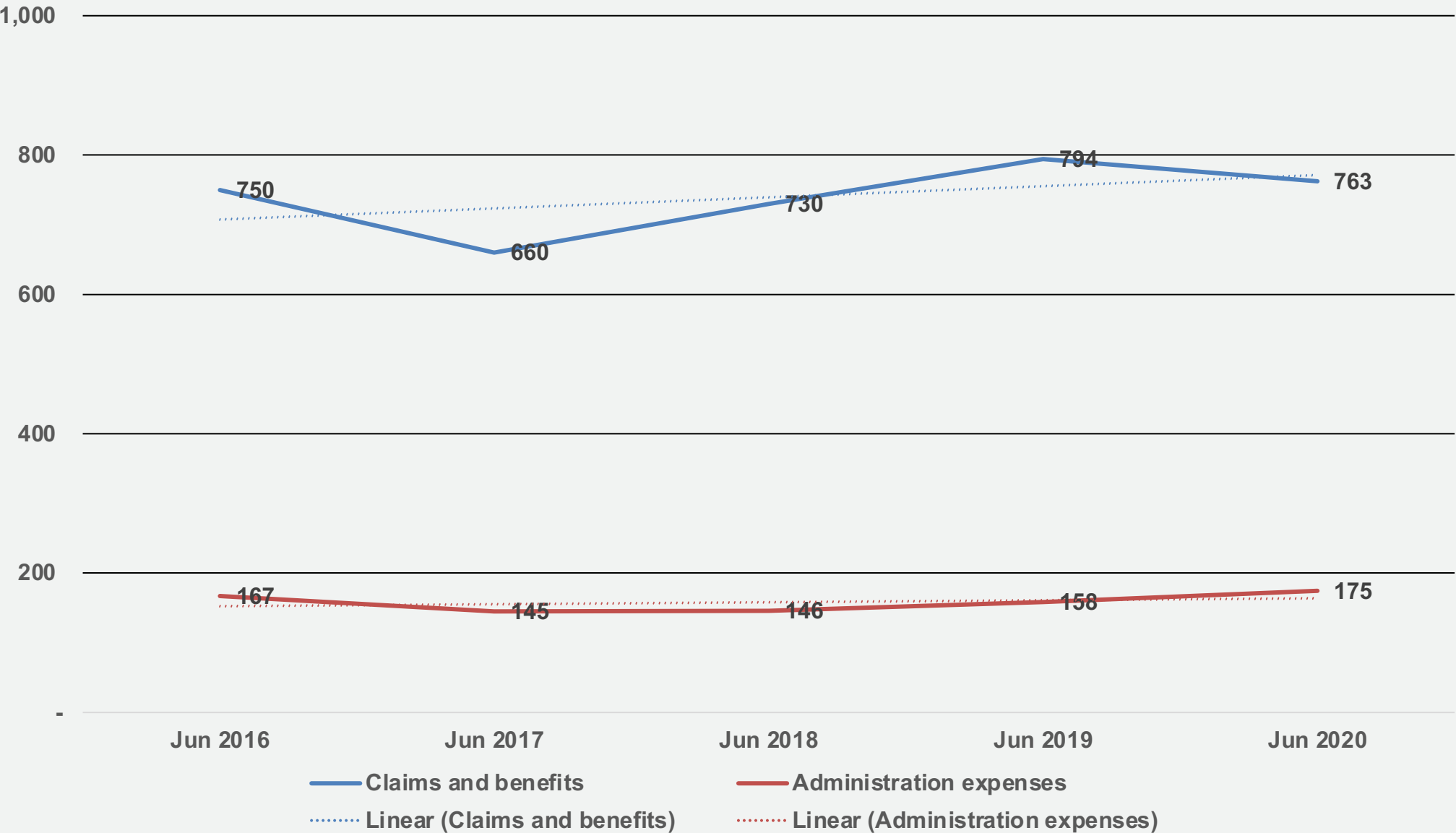
■ Single premium
■ Shareholder investment return

Expenses

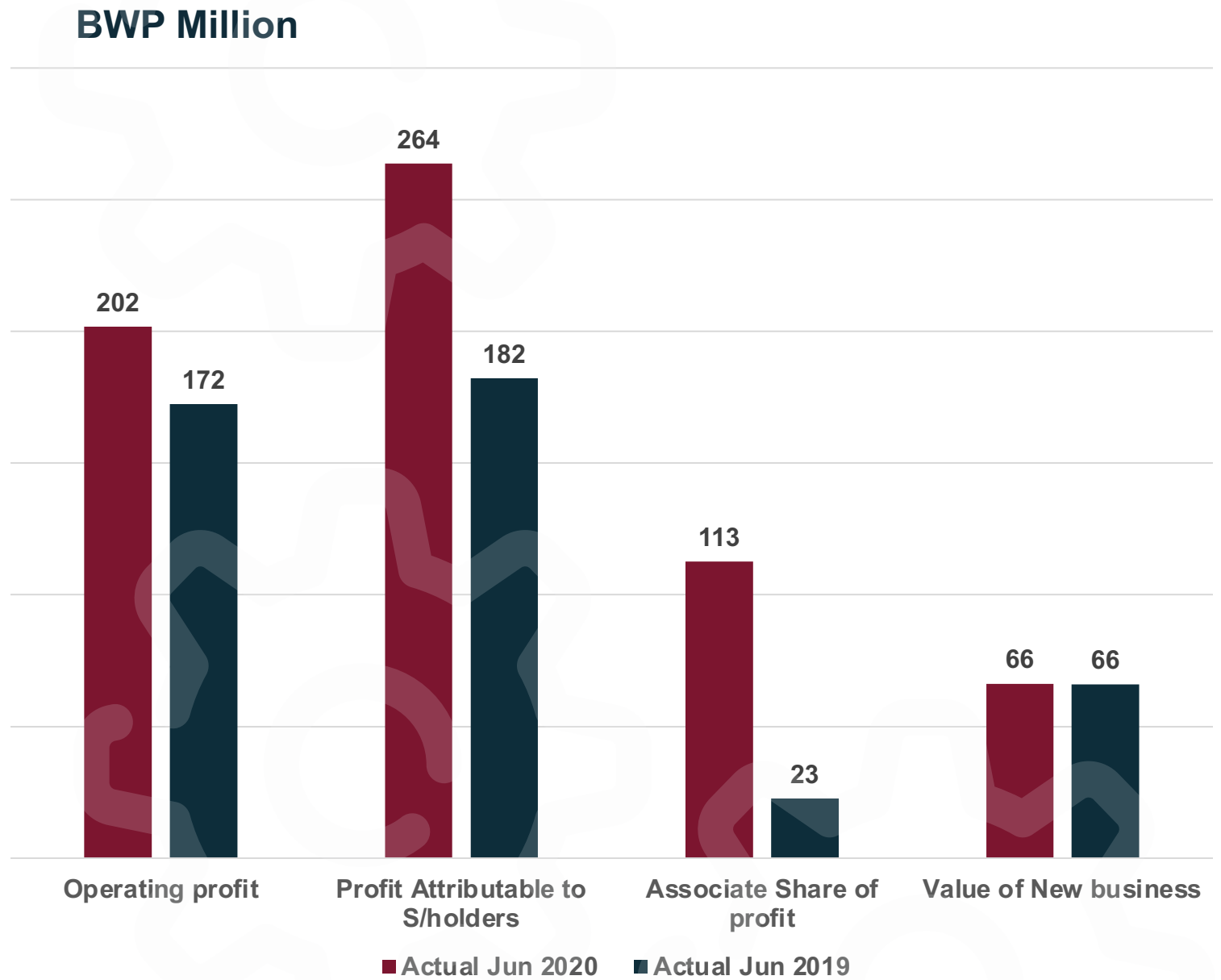




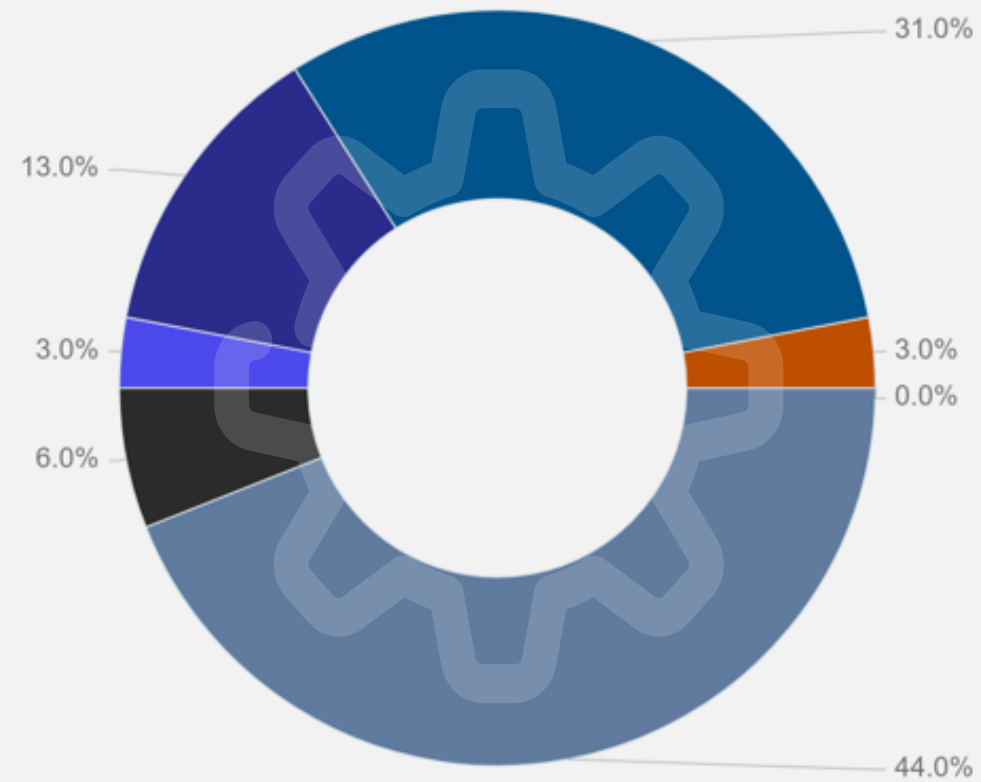
Sustainability BWP Million



Profitability



Operating profit



Botswana Life

BIFM

BIC

BIFM UT

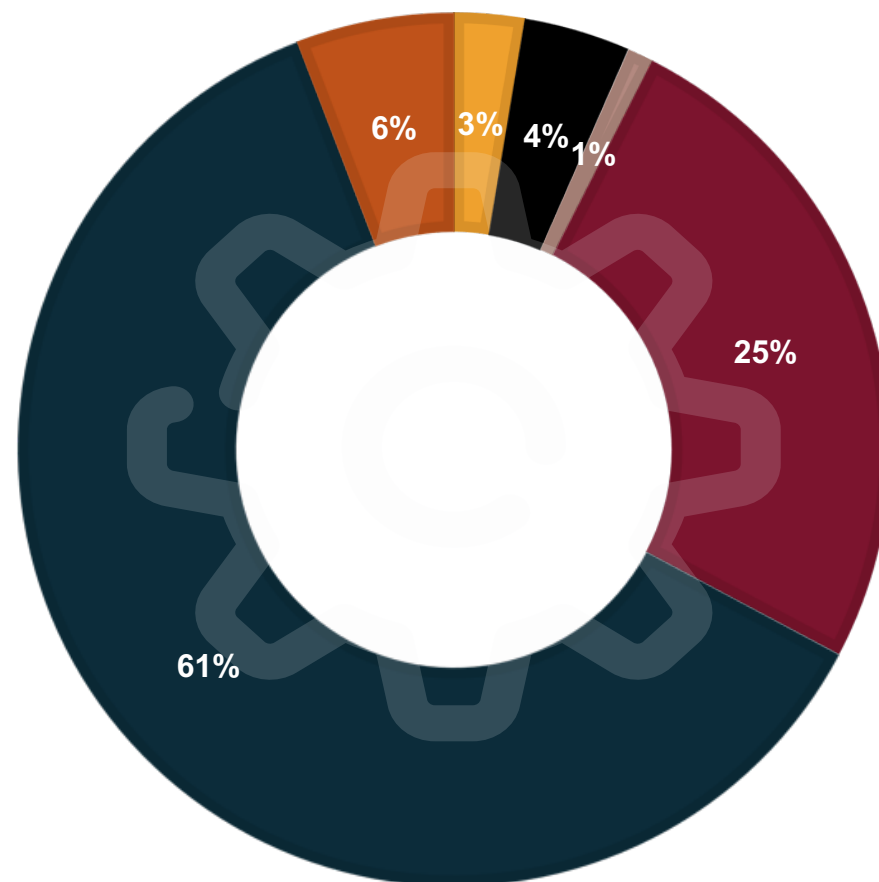
NICO

Letshego

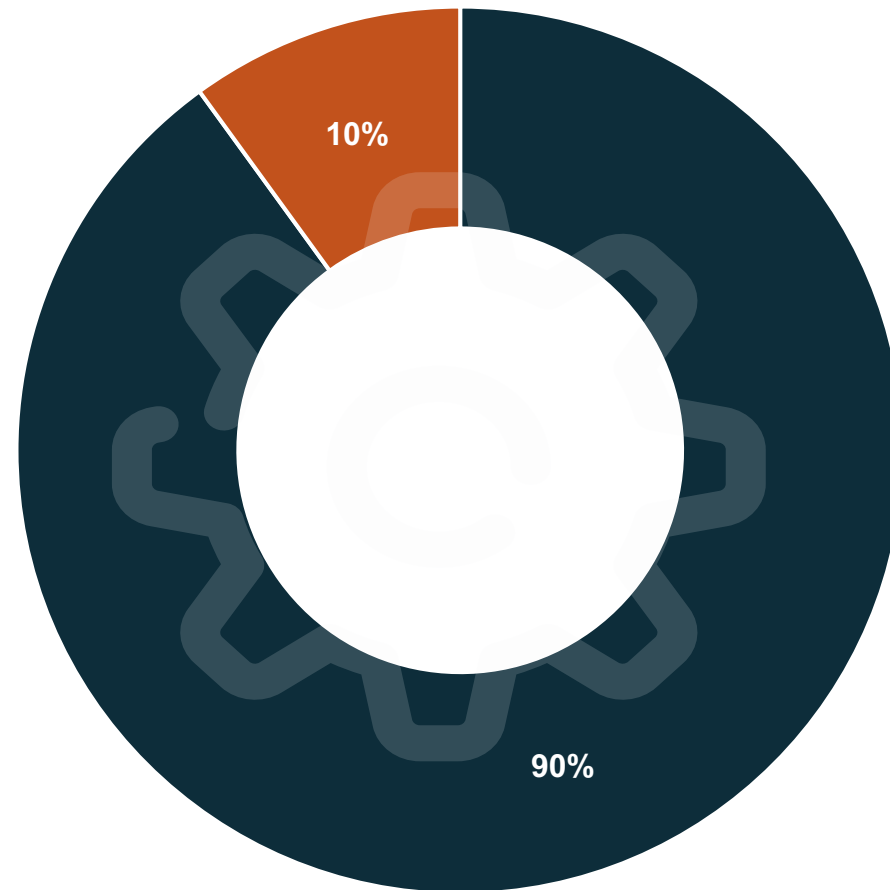
FSG

Associates OP (P'000)

■ BIFM Zambia ■ BIC ■ LG ■ NICO ■ Letshego ■ FSG



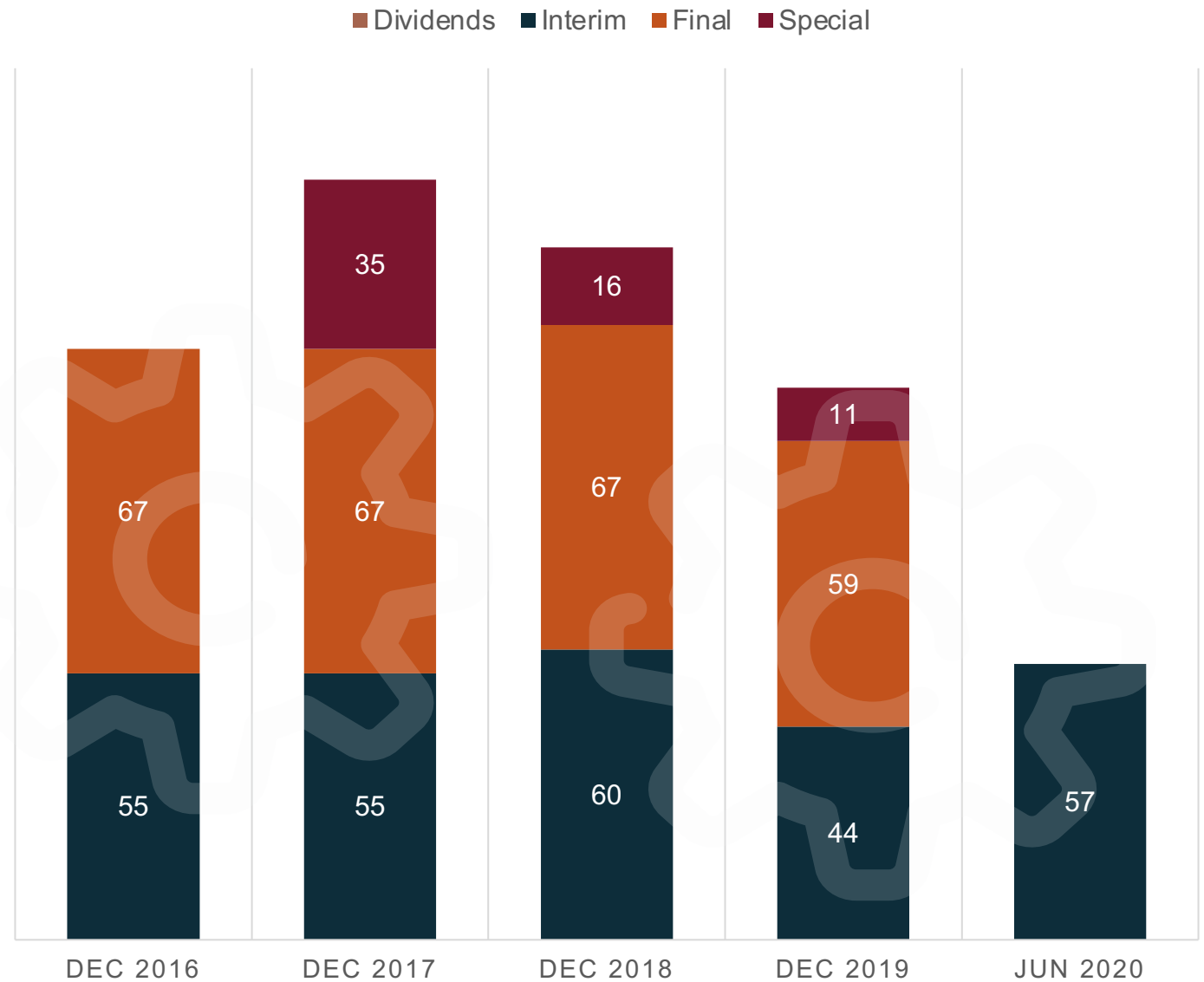
Subsidiaries OP (P'000)



■ Botswana Life ■ BIFM

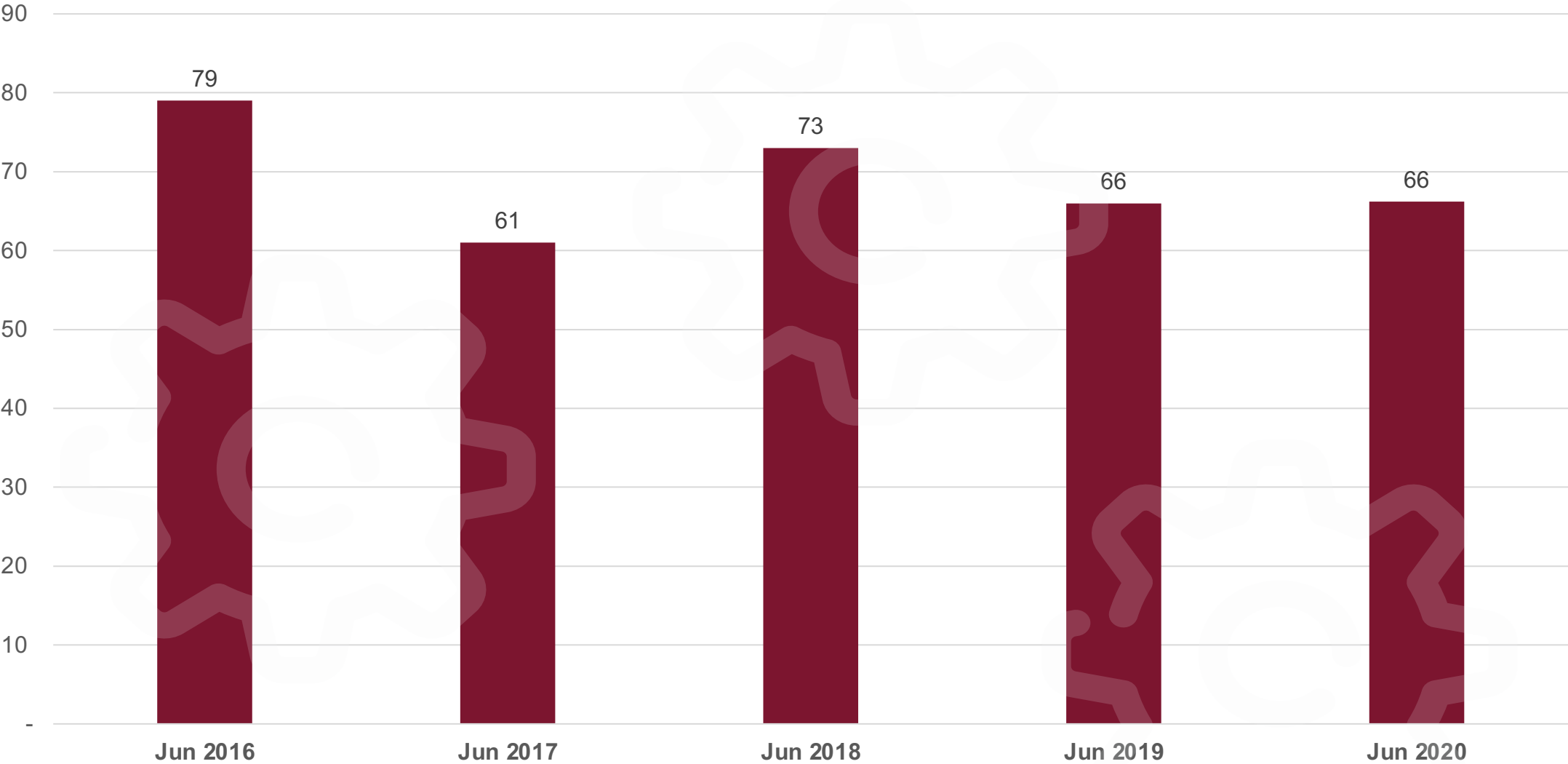
Delivering on our promises

Dividends (thebe
per share)

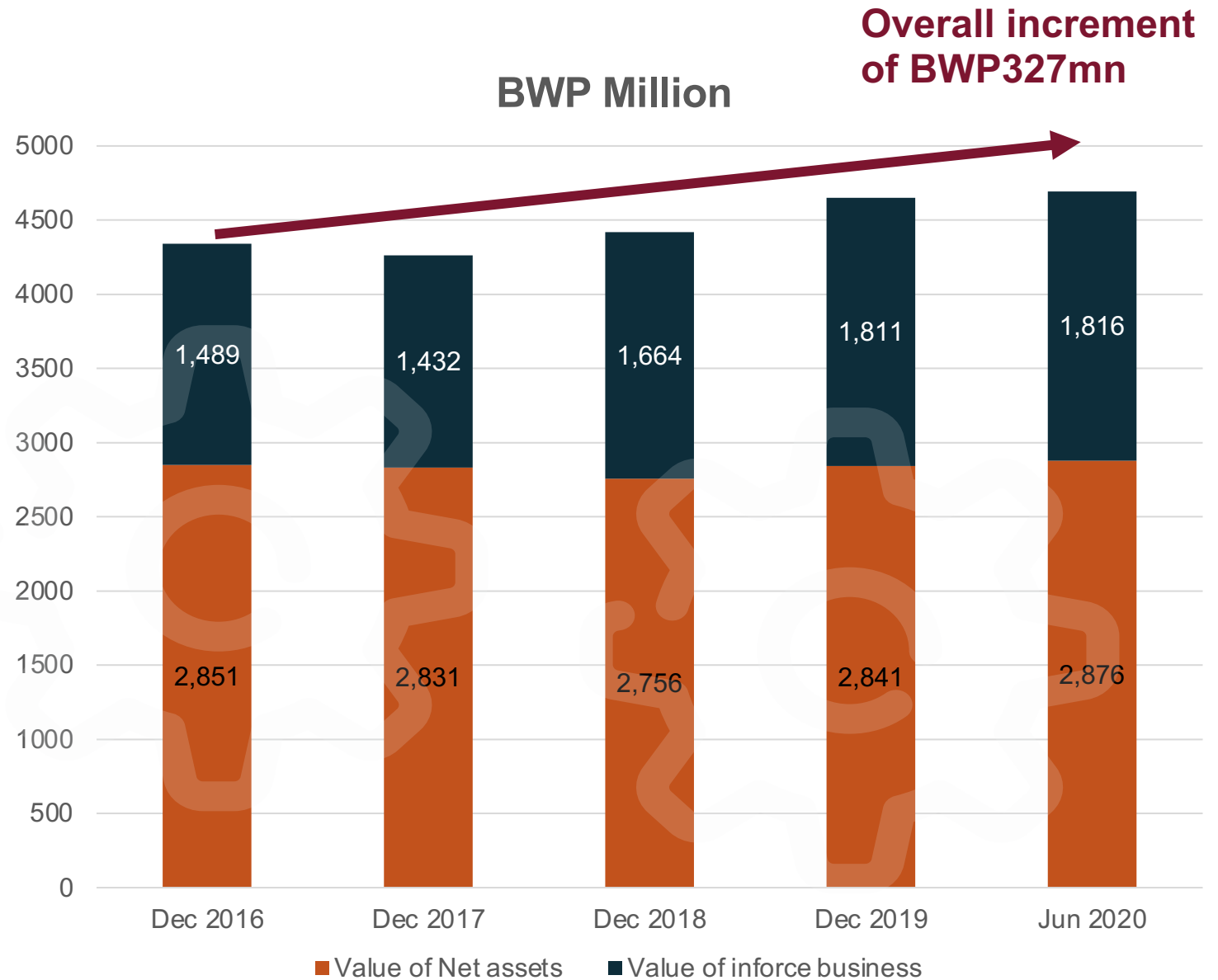




Value of New Business in BWP Million



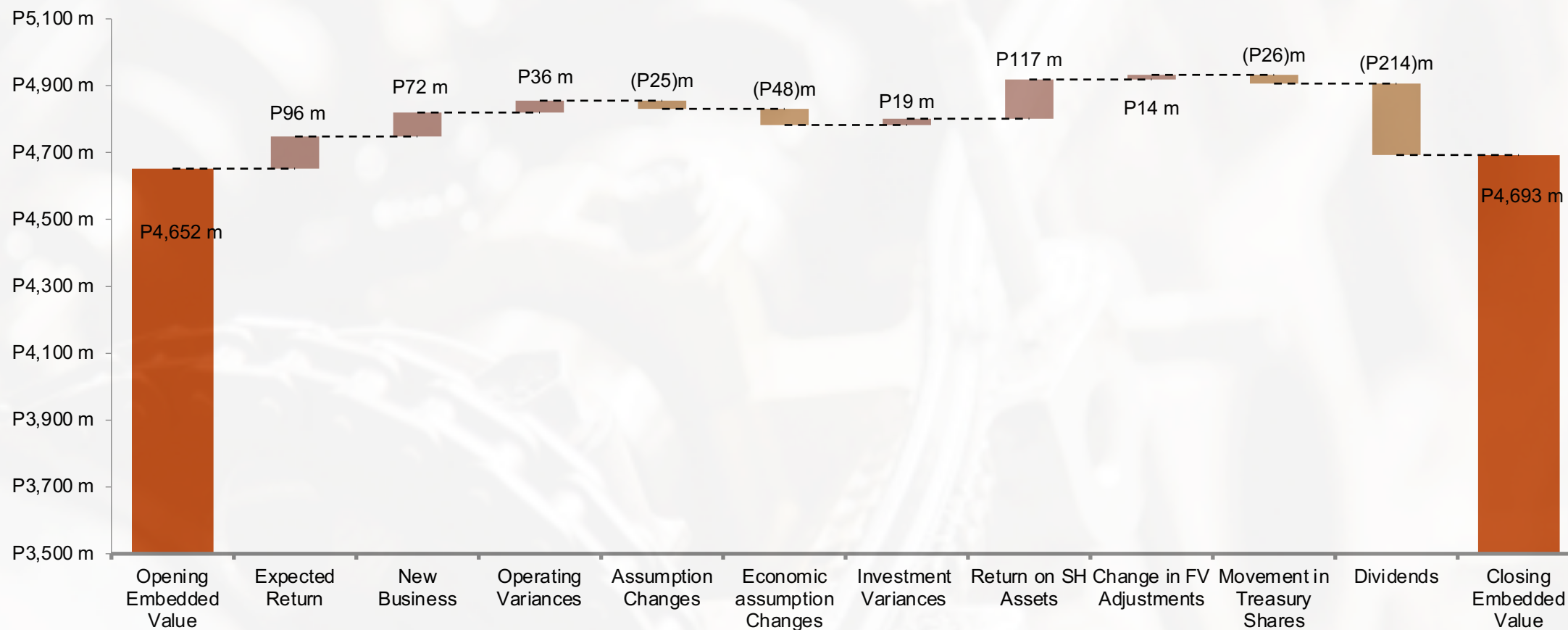
Embedded Value



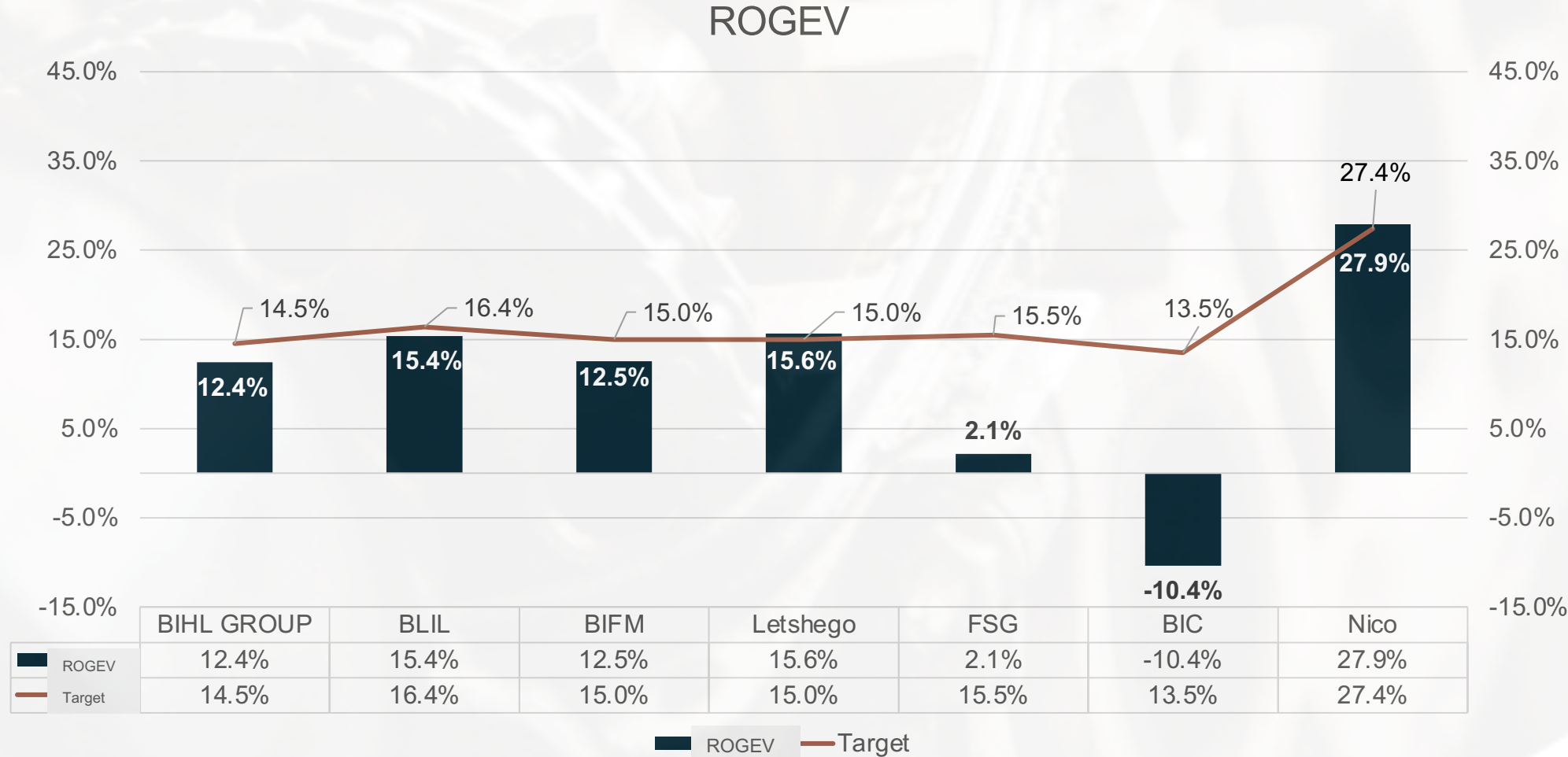
A large silhouette of a bull stands on a dark, rounded hill. The background is a dramatic sky at sunset or sunrise, with a bright sun partially obscured by clouds, creating a warm, golden glow. The clouds are dark and textured, with light breaking through in several places.


Financial Position

Embedded Value Earnings - GEV Movement



Return on Group Embedded Value





Engineered to
deliver, as we
engineer legacies.

Re a leboga.



Any questions?