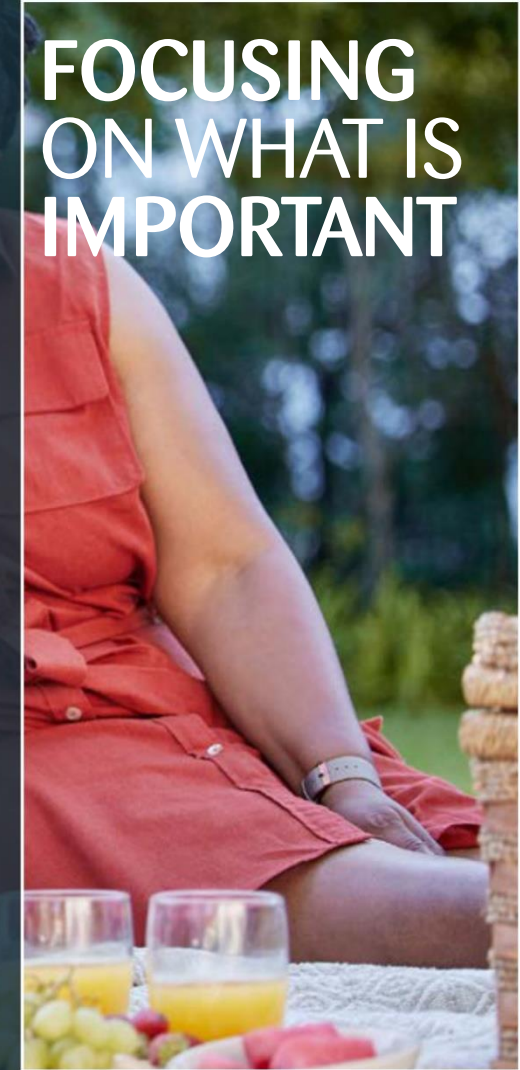


HALF YEAR RESULTS

30 JUNE 2025



AGENDA



Introduction

BIHL Risk & Audit Chair



Operational Overview

BIHL Group Chief Executive Officer



Financial Performance

Botswana Life Senior Actuary



OPERATIONAL OVERVIEW



FOCUSING
ON WHAT IS
IMPORTANT

**Our purpose is to
improve livelihoods.**

We focus on providing suitable
solutions to enable our clients to
enhance their overall quality of life.

We have done so for the past 50 years.



DIVERSE PORTFOLIO OF COMPANIES

BIHL's top shareholders

SanlamAllianz
57.92%

BPOPF
8%

Motor Vehicle Accident Fund
4%

Other
30%



Botswana Life

Botswana Life Insurance Limited

Botswana's most established life insurer, having demonstrated improved livelihoods of Batswana for over **50 years** by keeping their promise when clients needed it most.



Botswana Insurance Fund Management Limited

A pioneer in asset management managing in excess of **P51 billion** in assets across equity, fixed income, real estate, liquidity and alternative investments.

BIHL ASSOCIATES AND JOINT VENTURES



50%



27.46%

GRAND RE 

33%



25.1%

BIFM ASSOCIATES



50%



49%

OPERATING ENVIRONMENT

Resilient performance in a challenging macroeconomic environment



Macros

Adverse economic climate due to trade and tariff wars, and geopolitical tensions.

Botswana's economy remains weak, though the rate of contraction has eased. GDP growth in 2025 is projected to stay broadly flat, with persistent trade deficits and declining foreign reserves continuing to weigh on economic performance.

The Non-Mining Private Sector continued to grow steadily, reinforcing its role as a stabiliser and highlighting the need for long-term diversification reforms.

Liquidity pressures remain elevated across the financial system, fueled by rising government borrowing and a contraction in deposits, leading to higher borrowing costs.



Regulatory and accounting standards impact

The implementation of the Data Protection Act is ongoing after it officially came into effect at the beginning of 2025.

The Bank of Botswana's adjusted currency policy, which accelerated the downward crawl and widened the buy/sell spread, which could raise inflation.



Sustainable growth

Strong performance in Group Corporate business was driven by high scheme retention and organic growth.

Retail sales have improved as measures are being put in place to revitalise retail business lines, operational efficiencies, and customer experience.

Stable Assets Under Management position supported by a strong overall retention rate and additional portfolio flows from existing clients



Investor value creation

Return on Group Equity Value (RoGEV) significantly improved to 12.1% from -5.4% in December 2024 but below the internal target of 14.5%.

Interim dividend proposed of P151 million not subject to tax

Letshego performance has improved significantly compared to prior year, however impairment of the carrying value continue to impact Group returns.

Hyperinflationary pressures and foreign exchange risks persisting in Malawi.

BALANCED PERFORMANCE ON KEY FINANCIAL METRICS

Resilient performance in a challenging macroeconomic environment



Revenue

Total annual premium income (API)
P910 million ↓ 4%

Fee revenue
P162 million ↑ 3%



Profitability

Net Insurance service result
P87 million - Flat

Net Investment service result
P3 million ↓ 96%

Value of new business
P84 million ↑ 49%

Core earnings
P142 million ↓ 52%

Share of Profits of Associates
P149 million ↑ 89%



Value creation

RoGEV
12.1% ↑ 324%

Group equity value
P4.8 billion ↑ 3%

Interim dividend
P151 million ↓ 26%

Impairment of an Associate
-P85 million ↑ 55%



Sustainability

Required capital cover
8.1 times ↑ 19%

Assets under management
P51 billion - Flat

Claims & benefits
P1.1 billion ↑ 7%

OPERATING PERFORMANCE HIGHLIGHTS

Resilient Performance in a Challenging Macroeconomic Environment



SUBSIDIARIES

Sales momentum has continued from last year with **double digit growth**

Corporate business **remained resilient**

Insurance Service Results **remains resilient** amidst high group funeral claims experience

Investment service results **declined sharply**, driven by improved matching

Stable Assets Under Management position supported by a strong overall retention rate and additional portfolio flows from existing clients

ASSOCIATES

NICO Holdings delivered strong operating profits, although adverse currency movements continue to weigh on the realisation of Group value

BIC operating profit **remained resilient**

Letshego performance has **improved significantly** compared to prior year, however impairment of the carrying value continue to impact Group returns

DOING WHAT MATTERS

Delivery on our strategy



OUR VALUES



CARE

Knowing everything we do
leaves a lasting impact



INNOVATION

It is how we strive for
continuous improvement



INTEGRITY

Unwavering in our pursuit
to do the right thing



COLLABORATION

Unlocking our “winning
as 1” spirit

Sustain execution of retail distribution effectiveness initiatives, which continue to yield strong results, while **amplifying the voice of the advisor**

Selective and profitable underwriting of group schemes, complemented by supporting employers with claim trends for targeted employee wellness programs

Elevate the customer voice by reengineering processes, leveraging AI and automation to enhance service, and delivering innovative, relevant products

Maintain **focus on lapse management** to strengthen retention and portfolio quality

Continued implementation of **value enhancing propositions at BIFM** and product development for improved investor returns

Strengthen the employee voice through continued modernization of the workplace, automation to simplify tasks, and investment in technical and leadership training to equip a dynamic 21st-century workforce

FINANCIAL PERFORMANCE

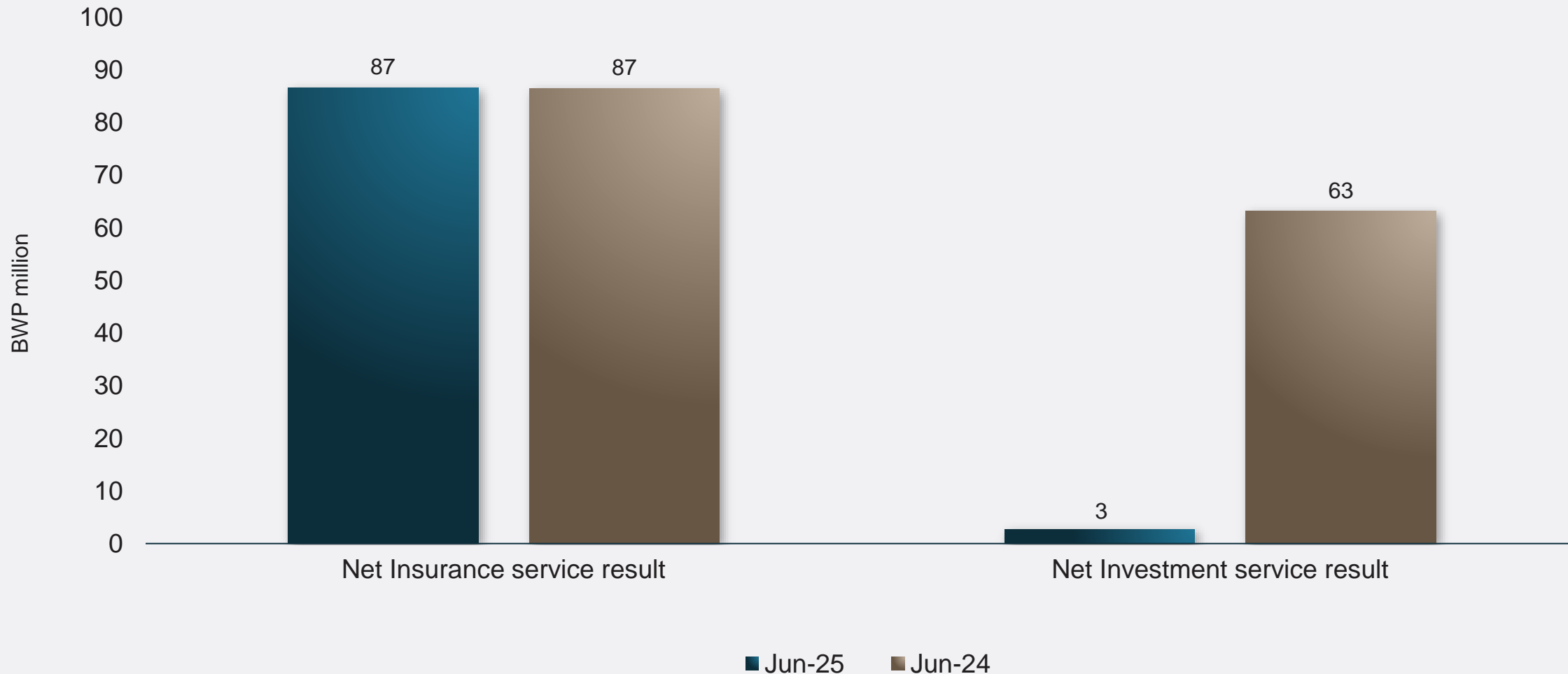
**Our purpose is to
improve livelihoods.**

By focusing on creating value for our stakeholders through our business model and strategy, we can meet their needs by countering the risks that we face and the opportunities presented to us.



**FOCUSING
ON WHAT IS
IMPORTANT**

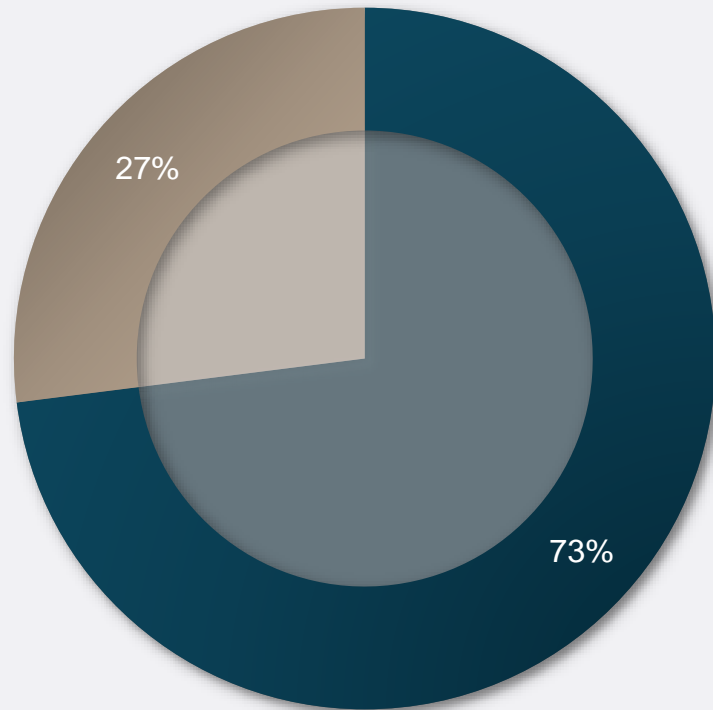
NET RESULT FROM INSURANCE OPERATIONS



SUBSIDIARIES CONTRIBUTION TO OPERATING PROFIT



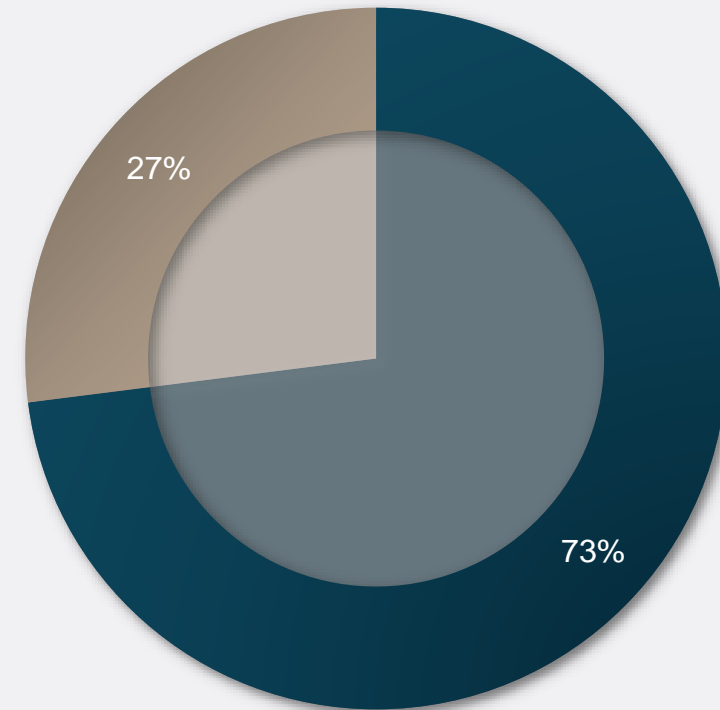
June 2025



■ BLIL

■ BIFM

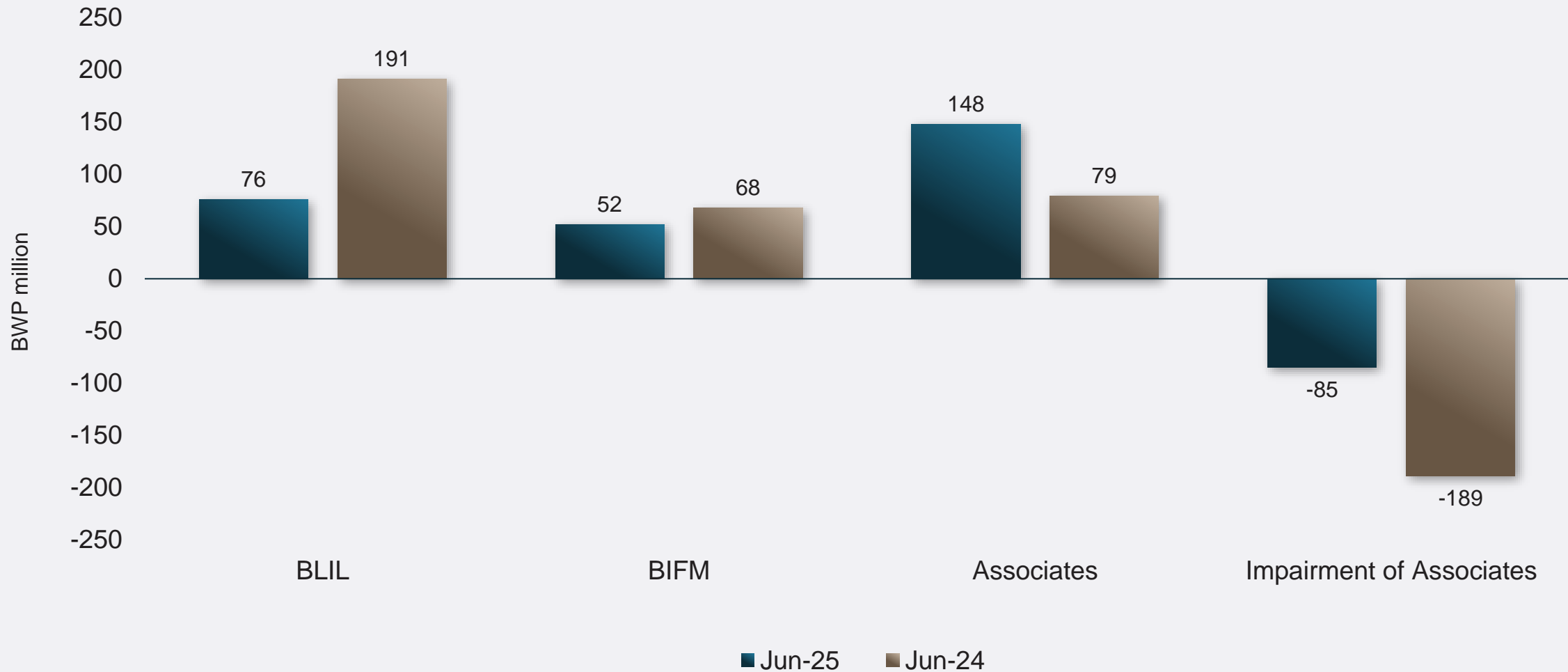
June 2024



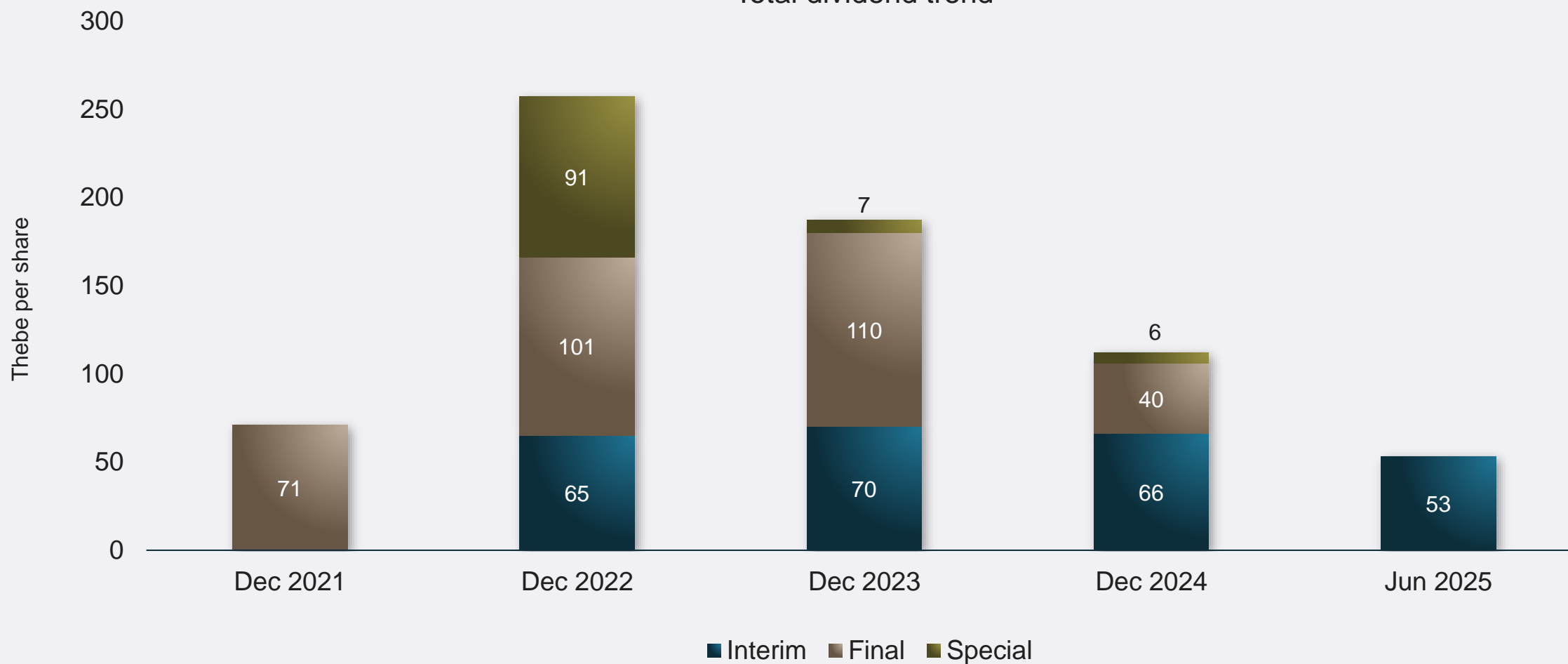
■ BLIL

■ BIFM

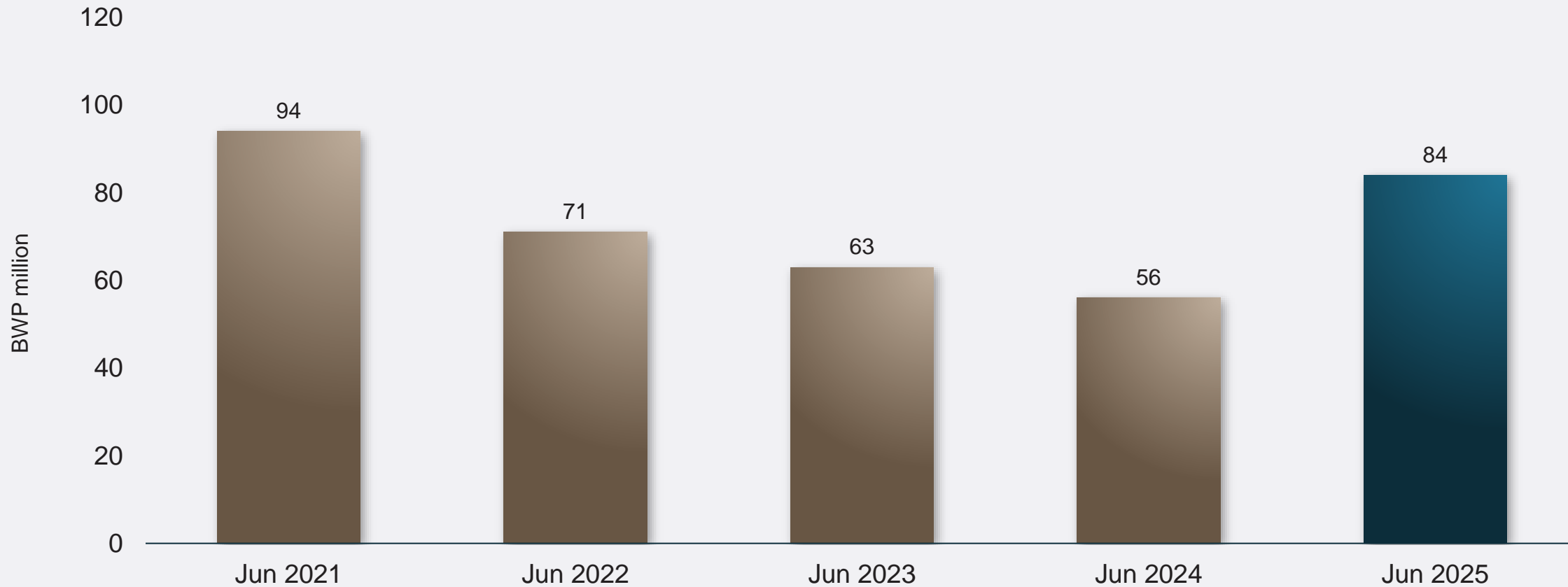
PROFIT AFTER TAX (PAT)



Total dividend trend



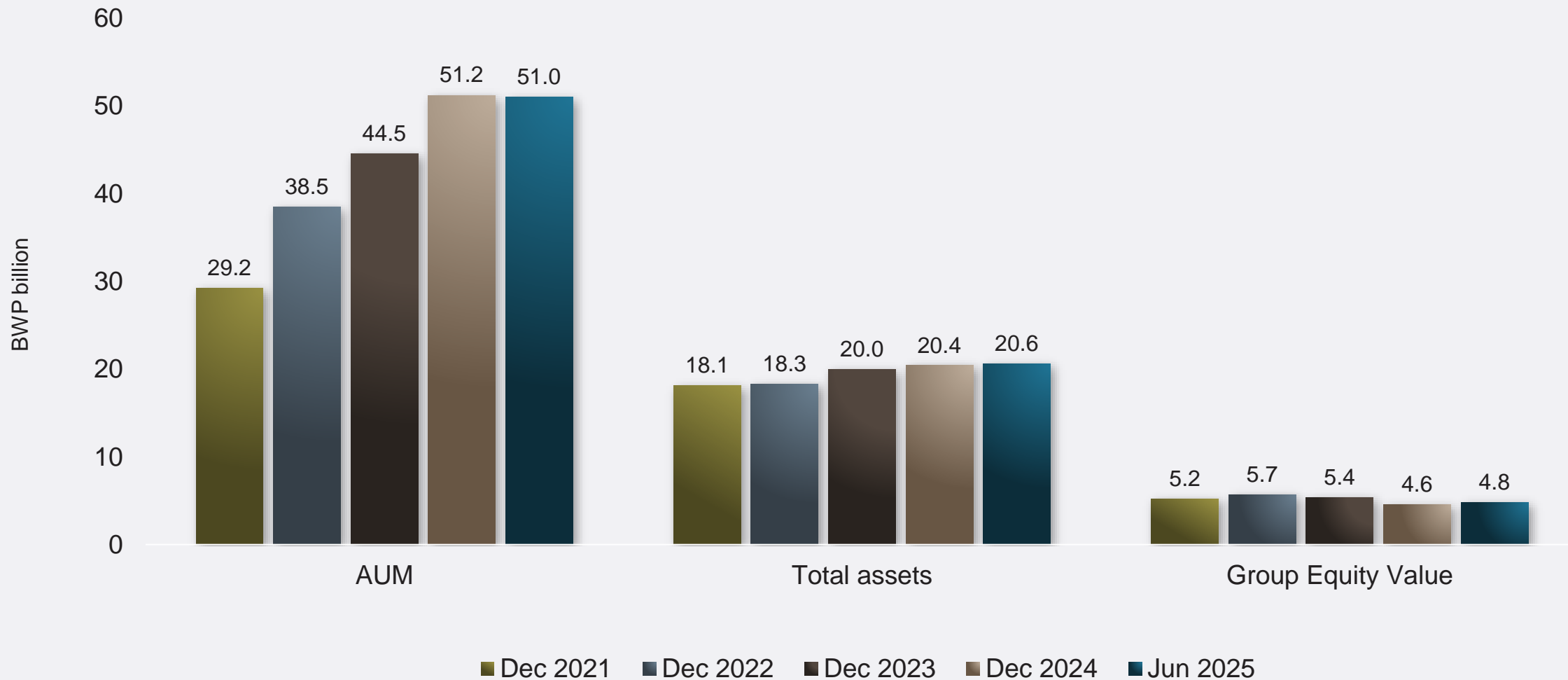
VALUE OF NEW BUSINESS



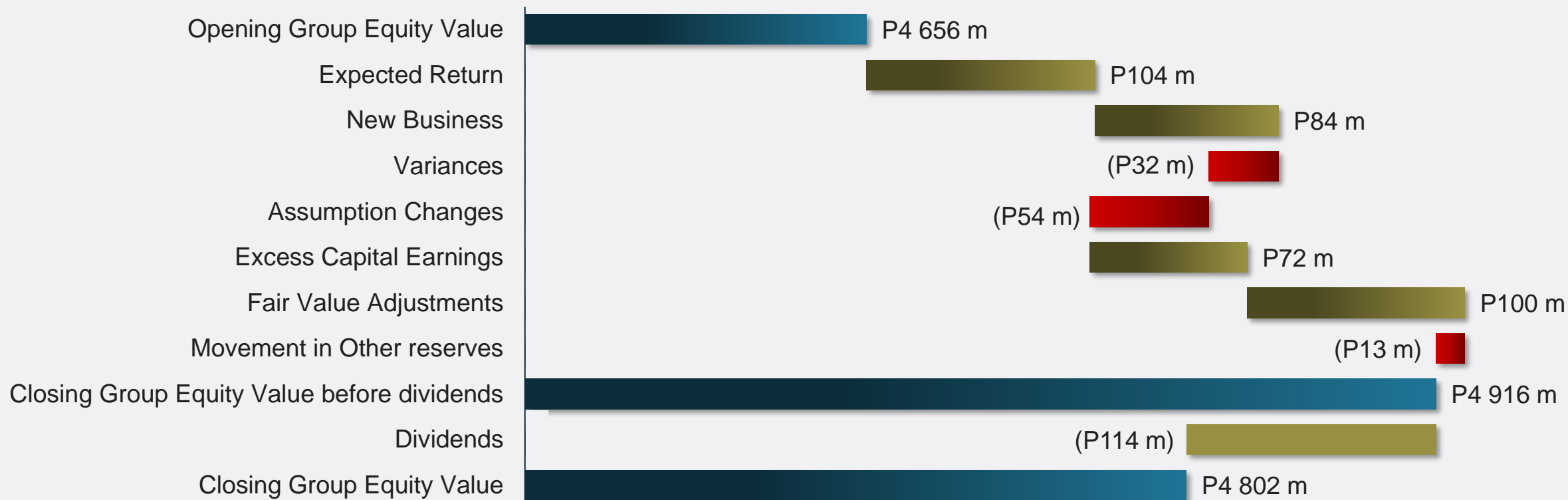
GROUP EQUITY VALUE



FINANCIAL POSITION



GROUP EQUITY VALUE EARNINGS – GEV MOVEMENT



QUESTIONS
THANK YOU

**IMPROVING
LIVELIHOODS**

