

“Our approach to investment management services is a combination of long-term performance combined with proactive client relationship management and value added services.”

“We are a proudly Botswana business that is committed to working, as a private sector institution aligned to Government’s Vision 2036 and NDP 11, to help realise a truly sustainable, prosperous Botswana,” said Ndzinge. Moreover, Ndzinge believes the facts about their business and their efforts to date align to improving the lives of Botswana and also to positively contributing to the diversification of the economy.

However, whilst the firm, in the journey of driving positive impact they believe there is more to be done. The Kgori Capital team believe that they can help make a difference and ensure a meaningful contribution to Botswana’s narrative and the fabric of her socio-economic development. “We are passionate and committed to becoming a significant participant in the Botswana investment management industry,” said Ndzinge. The MD also mentioned that they have ambitions to grow the firm in terms of Assets Under Management, number of clients, investment products and distribution channels, all the while working to help shape and grow the sector and the national economy.

As part of their commitment to growing the sector, the firm has a plan to roll out the ESG integration, which is a process of integrating environmental, social and governance (ESG) issues and information into investment analysis. This enables responsible investment that seeks better risk management whilst generating sustainable, long term returns and Principles of Responsible Investment (PRI) across other investment firms and other companies across the country.

There is clearly, a growing beneficiary/client demand for ESG analysis as it empowers asset owners. In addition

to the ESG integration, Kgori Capital Press Club, an initiative that they started four (4) years ago, has aimed at allowing the business community and media to engage on topical issues that are of interest to the public, sharing diverse viewpoints and insights that provoke thought and action. Ndzinge says that they recognise that the media has an important role to play in promoting business and the economic development of the country hence why they hold these Press Clubs. This initiative does not only benefit the media but their customers as well and all key stakeholders involved. To add on, the firm will hold another press club next month and will discuss issues around global economic outlook. Kgori Capital is committed to giving back, building and supporting communities it operates in. As part of their Corporate Social Responsibility (CSR), Kgori Capital has launched several high impact social projects such as the above mentioned Kgori Press Club and Kgori Sunday Standard Initiative.

Additionally, Kgori Capital applies preferential local procurement as much as possible. The main achievement for the firm has been investing significantly in the development of local skills and capabilities to support locals. Kgori Capital believes that Botswana have much to offer as they have the requisite skills and abilities to truly deliver in the industry.

Moreover, the firm has contributed immensely to the education sector as they believe that knowledge is power especially in money matters. The firm has also invested a lot in education initiatives and children’s charities as part of their CSR. According to Ndzinge, there is a lot more that they can do as an industry to demystify investing. Ndzinge noted that, “To start with, we need to develop more marketing

or education campaigns directed towards facilitating a savings culture, which is why we have chosen to donate and sponsor local primary schools.” He also said that the earlier people start saving, the better because it will have exponentially greater benefits.”

**“We are in the no-secrets business, transparency is at the core of our business.”**

“We are in the no-secrets business and our firm remains committed to being transparent so as to reinforce and gain our clients’ trust and confidence. Our employees are committed to exhibiting positive compliance and ethical behavior. The importance of compliance and ethics cannot be over-emphasised and as such we encourage all our employees to share ethical principles with one another,” said Ndzinge.

Despite recent negative associations, it has fast become clear for all to see that Kgori Capital is a sound, committed and wholly transparent business that is determined to make a difference in its sector; a Botswana business with global reach and a passion for excellence. Ndzinge said he wanted to reassure his clients and potential clients that Kgori Capital is a strong and stable business with an otherwise stellar reputation for excellence. “We began as a small but passionate business established by a team of leading Botswana investment professionals, and even with our significant growth, this passion has not changed,” said Ndzinge.

He also said that they will continue working to simply deliver excellent and industry-leading work to and for Botswana. The key thing for the firm is to serve their country and they do so very proudly. In conclusion, he said that this is because they need, as Botswana businesses, to make it clear that Botswana can and will do great things, he also highlighted that as a nation there is a need to invest and believe in ourselves.