KGORI CAPITAL

INVEST WITH PRIDE

KGORI INSIGHTS

Quarter ended December

2018

Botswana's leading citizen owned and run Asset Management firm

INVEST WITH PRIDE 2019 KGORI CAPITAL

“Kgori Capital is a proudly Botswana business, and committed more than ever to growing alongside Botswana. We are patriots at heart, and committed towards growing our sector, both in scale and in calibre of excellence.

This is because we believe the time is now for local asset management firms to be recognised for what they bring to the table, boxing with the very best even on an international stage.

Since the inception of our business, we have grown and we have learned.

Our courage of conviction and ambition are to grow our people, including our team, our partners and our clients. We Invest with PRIDE, and for us, this means more than just rhetoric. It means sustainable, meaningful work that is nothing short of excellence. PRIDE, for us, is much more than its traditional definition. It is an inherent realisation of the Values we we live and hold dear to us.”

Clients, partners, and family and friends of Kgori Capital, it gives me great pleasure to introduce the first issue of Kgori Insights for the year 2019!

It is both a privilege and an honour to serve as the Chairman of this great, proudly Botswana brand, and to be part of this very platform which seeks to keep you informed about key business, market and industry updates of this firm. It would be remiss of me, however, not to begin with a simple thank you for the fact that you play a much-valued role in our Kgori Capital narrative, and we are truly grateful for it.

As we look forward to a great 2019 ahead of us, I think it is also key to remind ourselves of learnings and developments we carry from the last year, including some notable achievements for the Kgori Capital team and extensive corporate governance work undertaken:

- Myself and Mr. Motsile Stephen Sibanda having joined the business' Board of Directors, with myself appointed as Chairman;
- Mr. Alphonse Ndzinge appointed as Managing Director;
- Unit Trust (pooled) offerings launched following approval of our Collective Investment Undertaking (CIU) license by NBFIRA;
- Kgori Capital Enhanced Cash Fund launched;
- Asset Manager license awarded by NBFIRA in December;
- Opened our books to a voluntary audit with Deloitte, which yielded positive results;
- Appointment to new client mandates;
- Strong investment performance for all our clients in 2018;
- Kgori Capital Press Club re-introduced;
- New team members added, including Brandon Hartney as an invaluable new Compliance Manager; and
- Having proven ourselves fit and proper, and more committed and passionate than ever before to continue investing with PRIDE for our clients.

It has been a transformative year, and a truly rewarding one at that, as we worked to grow and strengthen our business. Of course, none of this would have been possible without an incredible team, strong leadership, and an immeasurably sound network of clients, partners and stakeholders.

I look forward to even greater growth in 2019, and to enhancing what remains most sacred to us as a business: our relationships.

Best,

Kennedy Melamu
Chairman

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Growing Our Foundation
Towards Excellence

Kgori at a glance:

- Botswana's leading citizen owned and run Asset Management firm
- Botswana based investment management firm with global reach
- Employer of choice
- Sole business is Asset Management
- Unrivalled team skills
- Employee-owned and client-focused

The Kgori Brand:

- Invest with Pride – for Botswana
- Always on the lookout – Awareness
- Grounded, trustworthy
- Always learning… Growing

Building investment solutions for the real development needs of our country

01

BUSINESS INSIGHTS

Alphonse Ndzinge
Managing Director

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ALPHONSE NDZINGE
Managing Director

BUSINESS INSIGHTS

2018 was no doubt a defining year for Kgori Capital. A challenging time in some ways, there were several positive developments worth noting and which we must pay due attention to. On the whole, we made significant necessary investments in the business to ensure the best outcomes for all of our stakeholders.

We have welcomed new team members, proved ourselves fit and proper, and been validated in terms of our sound governance protocols and procedures. We have some new client mandates under our management and continue to dedicate ourselves to showing what it means to be part of the extended Kgori Capital network. We have been encouraged by the immeasurable support and considered insights our business has received from clients and other stakeholders, as well as the clear understanding that Kgori Capital is aligned with their interests. For this, we are grateful, and we are comforted that this proudly Botswana business continues on a sturdy path.

2019 brings with it new ventures and opportunities that we are looking forward to sharing with our clients and partners in the coming weeks and months. Kgori Capital will remain focused on being the leading investment management firm in Botswana. We have shown our commitment to developing our sector, our Nation and growing our business, and this remains unwavering; indeed, our commitment and dedication towards this has only grown stronger in time. All of this has been possible because of the hard work, dedication, resolve and courage of conviction of our truly amazing team. Innovation, awareness, and the relentless pursuit of excellence are at the core of the Kgori Capital way. We continue to be inspired to do more and to do better for our people, our business, our community and our Nation. This is because investing with PRIDE, for us, is more than simple rhetoric. It is a way of doing business, and a guiding compass that we look to for this year and beyond.

In this continued pursuit of excellence, growth and success, I wish to thank all of our staff, clients, intermediaries and stakeholders. We are eternally grateful for your continued trust in our ability to create long-term value with and for you. We wish you the very best for 2019, from our Kgori Capital family to you and yours.

02

MARKET INSIGHTS: GLOBAL MARKET REVIEW

Alphonse Ndzinge
Managing Director

INVEST WITH PRIDE

ALPHONSE NDZINGE

Managing Director

MARKET INSIGHTS: GLOBAL MARKET REVIEW

The fourth quarter of 2018 saw the return of volatility in global stock markets (in particular, a very dismal December), as concerns over slowing global growth and trade tensions kicked in. Many global equity markets consequently had their worst year in a decade.

Global equities

Many global equity markets had their worst year in a decade. US equities led global stock markets.

2018 was a stark reminder that short-term investment returns are often driven by random shifts in sentiment or momentum.

WE BELIEVE

the extent of negative price movement, particularly in December 2018, to be excessive.

Developed market equities (MSCI World Net Total Return Index) declined by 13.1% during the fourth quarter, while emerging market equities (MSCI Emerging Market Net Total Return Local Index) declined by 7.4%.

Within developed markets, US equities (S&P 500 Index) remained within positive territory for most of the year until the sell-off that occurred starting in October; US equities (S&P 500 Index) lost 14.0% during the fourth quarter. Japanese equities (Nikkei 225 Index) declined 17.0% and European equities (Euro Stoxx 50 Index) declined 11.7%. Both 2-year and 10-year US Treasury yields fell more than 30bps, ending at 2.49% and 2.68%, respectively. 10-year German bunds declined by more than 20bps to 0.24%, and Japanese 10-year Government bond yields also fell to zero.

While the US Dollar (DXY Index) lost momentum towards the end of the year, it rallied 1.1%. The Euro recouped some strength, ending at 1.15 against the US Dollar and the Japanese Yen strengthened. The Pula depreciated 1.2% against the US Dollar and strengthened 0.3% versus the Rand.

MARKET PERFORMANCE (LOCAL CURRENCY)

Market	3 Months to 31 Dec 2018	12 months to 31 Dec 2018
Global		
MSCI World	-12.67%	-8.95%
MSCI World (Dev mkts only)	-13.31%	-8.19%
MSCI Emerging mkts	-7.60%	-14.49%
MSCI Dev. Ex US & Canada	-12.49%	-13.32%
Citi World Government Bond Index	1.75%	-0.84%
South Africa		
SWIX	-3.98%	-11.63%
ALSI	-4.87%	-8.43%
CAPI	-4.85%	-7.56%
ALBI	2.74%	7.69%
Americas		
Dow Jones	-11.31%	-3.48%
S&P 500	-13.52%	-4.39%
NASDAQ	-17.28%	-2.81%
Mex IPC	-15.38%	-13.81%
IBOVESPA	10.77%	15.03%
Europe		
Eurostoxx	-11.38%	-11.34%
Stoxx Europe 600	-11.51%	-10.27%
DAX	-13.78%	-18.26%
FTSE 100	-9.61%	-8.78%
CAC 40	-13.56%	-8.14%
SMI	-7.25%	-7.05%
INEX 35	-7.97%	-11.52%
Asia		
NIKKEI	-16.91%	-10.39%
Shanghai Shenzen CSI300	-12.41%	-23.64%
Shanghai Stock Exchange Composite	-11.57%	-22.74%
HANG SENG	-6.73%	-10.55%

- Source: Bloomberg

02

What does this point to?

The last quarter of 2018 was a stark reminder that short-term investment returns are often driven by random shifts in sentiment or momentum, rather than by the inherent strengths or weaknesses of a company, portfolio or investment strategy. As these recent global market trends illustrate, it is impossible to accurately predict how investments will perform over the next week, month or even year. However, over the longer term, the best companies and investment strategies should prosper and investors who bide their time will be rewarded.

Despite weak global equity markets in the fourth quarter, macro indicators remain supportive of continued but decelerating growth. Global markets are now at or below historical valuation levels and corporate management teams remain largely positive in their outlook for 2019.

We expect three key risk factors to continue hanging over the markets for the next few months; namely, Brexit; the showdown between the EU Commission and the Government of Italy on Italian fiscal policy; and the ongoing trade conflict between China and the US. There are similarities between all of these risks in the sense that although they have been identified, nobody really knows what the outcome will be. Prices can drop sharply in the case of negative results (such as a 'no Brexit' deal, mounting tension between Brussels and Rome, or an escalation of the trade war) and vice versa.

In SA, GDP growth will be largely wait-and-see in regards to investment as the outcome of the May 2019 election will largely determine prospects for reform, fixed investment and institutional flows. There is a strong likelihood of another sub 1% GDP growth year as electricity problems and low investment constrain economic activity.

Our currency view (from a US Dollar perspective) is European political woes and weaker Chinese and Eurozone growth prospects weigh negatively on the Euro, while a further delay in Japanese monetary policy normalisation weakens the Yen. These forces propel US Dollar strength in the short term, although market positioning and long-term valuations suggest the Dollar may offer less upside over the next 12 months and may stall rather than strengthen in 2019. This is particularly if the US economy slows and the Fed becomes less hawkish.

While acknowledging that growth will likely be slower in 2019 versus 2018, we believe the extent of negative price movement, particularly in December 2018, to be excessive and maintain a modestly above-neutral risk positioning for our global exposure. With the aforementioned risks abating, the intermediate-term period ahead is set for selective risk-orientation. Within emerging markets, for instance, Chinese growth has not, in our view, bottomed yet. However, Chinese equities have discounted considerable deterioration in fundamentals and are now more attractively valued.

03

MARKET INSIGHTS: LOCAL COMMENTARY

Tshegofatso Tlhong
Portfolio Manager

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TSHEGOFATSO TLHONG
Portfolio Manager

MARKET INSIGHTS: LOCAL COMMENTARY- EQUITY

*Seedco and BancABC Botswana list on the BSE domestic main board.

2018

proved to be another negative year for the domestic equity market.

*The local market valuation has become increasingly cheap, relative to historical levels.

2018 proved to be another negative year for the domestic equity market. We saw muted trading, except for some major corporate actions, and continued negative sentiment.

The Domestic Company Index (DCI) performed relatively better through the fourth quarter, but for the year it was a very different story. In Q4 2018, the DCI rose 0.2% and 1.2% on a price and total return basis respectively. For the year, the local market was down 11.4% and 6.1% on a price and total return basis respectively.

G4S interim results showed a 10.3% decline due to margin compression and slightly slower revenue growth. The company is trading under cautionary due to negotiations over a possible corporate action.

The luxury tourism outfits, Wilderness Holdings and Chobe Holdings posted impressive results for the interim period, driven by higher occupancy rates and US Dollar strength. Wilderness reported a 36.0% growth in profits after tax (PAT) while Chobe achieved PAT growth of 27.0%.

On the property front, Turnstar interim results showed a 22.6% increase in PAT driven by forex gains from their Tanzanian subsidiary. Excluding the unrealised forex gain, operating profit was 14.0% lower than the previous comparable period due to higher finance costs and flat revenue growth. NAP reported a 9.0% increase in full year results on the back of above inflation rental escalations and positive fair value adjustments of investment properties. The company maintains its focus on delivering consistent growth in distributable income even with a property portfolio that remains the same.

Furnmart full year profits were up 67.2% as operations normalised post the exit from Zambia and closure of some non-performing locations. Revenue increased and gross

margins expanded despite a slowdown in Namibia and South Africa. The company has decided to delist from the BSE and go private given poor share price performance and illiquidity. Furnmart also cited a lack of growth opportunities, tightening regulation and unfavourable operating environments as necessitating a more speculative management style. An offer of 65t per share has been made to any investor opting not to go private with the company. The offer price is at a price-to-earnings (PE) multiple of 3.5x on normalised earnings, a very cheap valuation relative to the market PE of 11.7x. This is unfortunate for investors hoping to monetise or regain value lost over the years when the company was underperforming.

BTCL released their interim results, which showed a 12.6% decline in PAT as revenues slowed and the effective tax rate normalised. That said, operating margins expanded as costs continue to decline. The company also maintains healthy cash reserves.

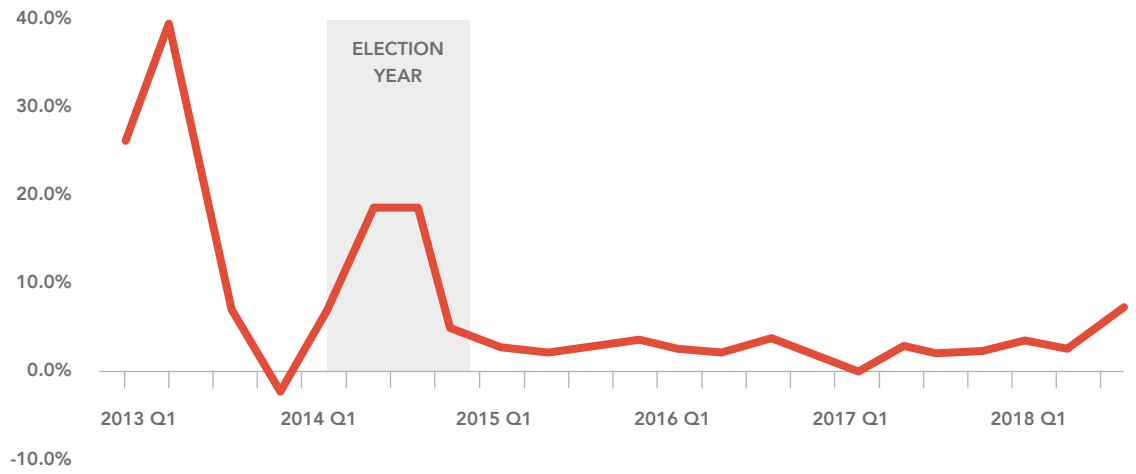
On the corporate actions front, Seedco and BancABC Botswana listed on the BSE domestic main board. Minergy issued P70mn worth of shares at 85t per share to raise capital for the development phase of the project.

Choppies results remained unpublished, resulting in the counter being suspended from trading as of the 1st of November 2018. Independent Non-Executive Director, Sydney Muller, resigned from the Board and Wilfred Mpai was appointed in his stead. The company also appointed Heinrich Mathiam Stander as its new Finance Director.

Cresta intends on acquiring five properties on which it operates hotels in Gaborone, Francistown and Selibe-Phikwe. The combined consideration for the properties is P260mn, wholly funded with debt. Four of these properties are being acquired from LLR, which is reducing its exposure to the hospitality sector.

The current growth in Government spending, though in an uptick as at Q3 2018, is still far below levels seen in the run-up to the last round of elections in 2014. We expect the rate of growth to continue ticking up in 2019. This should boost business credit growth and economic activity. Though we had been hoping for more of a jump-start to the economy, the levels of fiscal spending we are seeing now will prove to be more supportive than transformative.

CHART 1: GROWTH IN GOVERNMENT SPENDING (Y/Y)



- Source: Statistic Botswana

Looking at the banking sector, we expect interest rates to remain at current levels for longer, with modest credit growth driven by corporate and selective household lending. Cost of funding is expected to remain elevated in the near-term given market liquidity dynamics and the planned move of special funds to the Central Bank. There is a substantial dispersion in wholesale deposit rates in the market at present. Banks that have a deeper retail deposit base are less susceptible to engaging in the prevailing price war and are better placed to defend their margins. We expect customer acquisition and increased activity to underpin fee income growth. This will, in turn, drive earnings going forward.

Rental escalations across the spectrum of listed property outfits are outpacing inflation. Location and tenant mix continue to be the main factors that determine the resilience of occupancies and achievable escalations. We expect that two notable changes introduced by the Transfer Duty Amendment Bill No. 32 of 2018 will increase property acquisition costs, and further reduce property yields, going forward. The major one being that share transfers in companies where beneficial ownership of a property changes will now attract transfer duty. Previously, these transactions did not attract any duty and were a preferred way of transferring properties in the market. The second change is the increase in duty payable by non-citizen companies (shareholding not wholly owned by a citizen) from 5% to 30%.

Food inflation for the year has been negative due to Rand weakness and improved agricultural production. Looking to 2019, the Famine Early Warning Warnings Systems Network has noted that below average rainfall since October has resulted in abnormal dryness to drought conditions over central South Africa and south-eastern Botswana. This poses an upside risk to food inflation going into 2019 which is positive for consumer staples retailers. That said, competition is heated in the market and price under-cutting between players will keep margins subdued. The reduction in the alcohol levy and the decision not to pass through the full reduction to consumers is positive for KBL earnings; while stock-outs still plague the Coke business as it transitions operators.

Local coal mining is positioned to benefit from the continuing uncertainty around the Mining Charter in South Africa, which is curtailing investment. International coal prices remain favourable, and that, coupled with the tight inland coal market in South Africa, will support prices as Botswana coal miners go into production. We expect listed junior miners to start monetising their assets in the near-term and unlock value for shareholders in a sector that has a chequered history for local investors.

Overall, the local market has become increasingly cheap relative to historical levels, currently trading at a PE of 11.7x versus a 20yr average of 14.1x. The trailing 12 months market dividend yield stands at 5.4% versus the historical average of 4.8%. At these levels the market is attractive and a number of counters now trade well below their fair value. We expect market performance over the next three years to be driven by dividend returns and the upward re-rating of market multiples from current lows.

CHART 2: DOMESTIC COMPANY INDEX: HISTORIC PRICE/EARNINGS RATIO (20 YEARS)

- Source: Kgori Analysis, Bloomberg

04

MARKET INSIGHTS: LOCAL COMMENTARY - FIXED INCOME AND MACRO

Kwabena Antwi
Investment Analyst

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KWABENA ANTWI
Investment Analyst

MARKET INSIGHTS: LOCAL COMMENTARY FIXED INCOME AND MACROECONOMICS

*Mining is expected to continue its recovery due to resurgence in diamond activity.

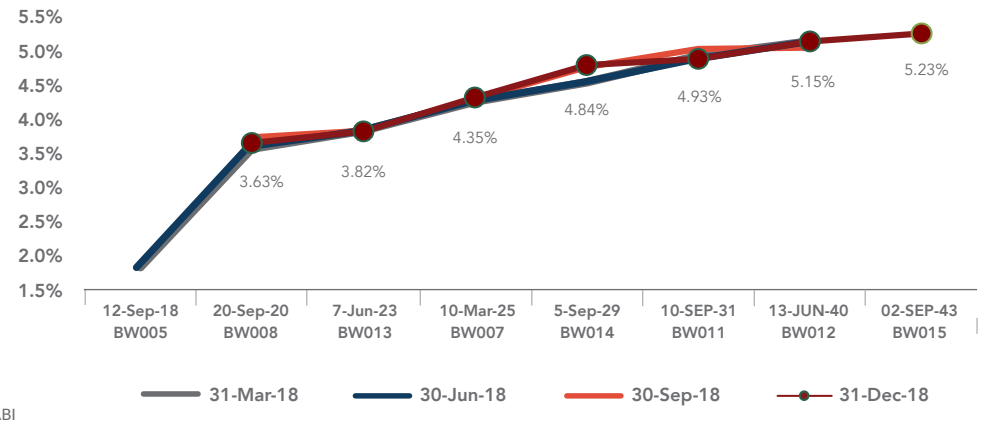
*We expect 2019 to be another year of stable growth.

We forecast growth of +4.5%

*Going forward, we expect inflation to remain below the mid-point of the Bank of Botswana's 3%-6% objective range with risks balanced.

The FABI returned 1.3% for the quarter and 5.0% for the year driven by income returns as yields were mostly static across the curve. The BW008 maturing in 2020 and the BW011 maturing in 2031 declined by 2bps. The BW012 maturing in 2040 declined by 5bps. The BW014 maturing in 2029 and the BW015 maturing in 2043 increased by 2bps and 3bps respectively.

CHART 3: GOVERNMENT BOND YIELD CURVE CHANGES



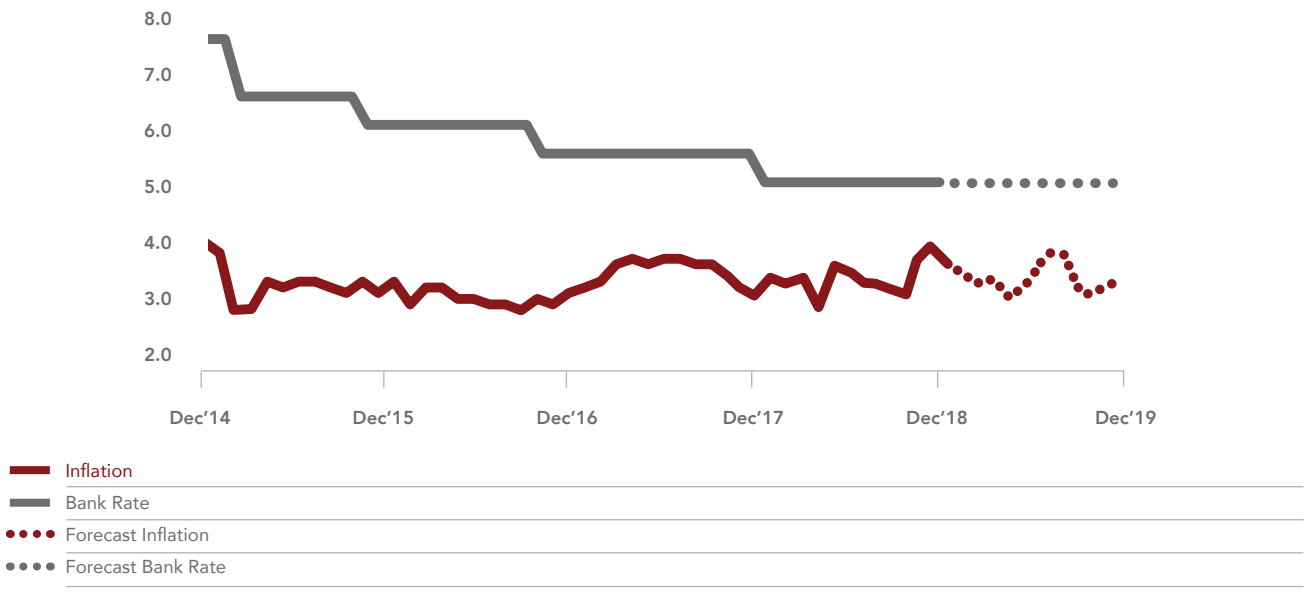
- Source: FABI

04

The November Government Bond and Treasury Bill Auction saw bids of P1,776mn lower than the P1,976mn of bids received in the August auction. The issuance was oversubscribed by P616mn. The most demanded instruments were T-Bills; these were oversubscribed by P558mn.

Inflation remains stuck at the bottom end of the Bank of Botswana's 3%-6% objective range, with December inflation at 3.5% y/y. Inflation remains tepid due to a low food inflation driven by plummeting Bread & Cereals inflation. The main driver of inflation continues to be increases in administered prices. Excluding administered prices core inflation was at 1.8% in December.

CHART 4: BOTSWANA CPI (Y/Y %) AND BANK RATE (%)



- Source: Statisitcs Botswana, Kgori Analysis

Going forward, we expect inflation to remain below the mid-point of the Bank of Botswana's 3%-6% objective range with risks balanced. The main upside risk relates to increases in administered prices such as water and electricity. The pullback in global fuel prices will lead to limited fuel increments going forward. The main risk to the downside emanates from continued lacklustre domestic demand. We expect the Bank to maintain its current accommodative monetary policy stance in order to support economic growth.

The MPC met twice during the fourth quarter, on 22 October and 4 December. The MPC kept the benchmark rate unchanged at 5.0% stating that the current state of the economy and the outlook for both domestic and external economic activity suggested that the prevailing monetary policy stance is consistent with maintaining inflation within the Banks 3%-6% objective range. The Bank still expects inflation to be within its 3%-6% objective range in the medium-term due to subdued demand pressures and modest increases in foreign prices. The Bank also stated that its outlook is subject to upside risks emanating from administered prices, commodity prices and Government levies and/or taxes and down side risk emanating from restrained global economic activity, technological progress and productivity improvement along with modest wage growth.

Economic growth picked up in Q3 2018, accelerating to 5.1% y/y from 4.9% y/y in Q2 2018. Increased economic growth was supported by Trade, Hotels & Restaurants which grew by 7.5% y/y from 6.0% in Q2 2018. Growth in Trade, Hotels & Restaurants was supported by the Wholesale subsector which grew by 10.1 y/y due to an increase in the real value added of downstream diamond industries. The main contributors to growth were Water and Electricity, Trade, Hotels & Restaurants, Transport & Communication, Finance and Business Service and Mining which grew by 27.3%, 7.5%, 5.5%, 4.7% and 4.0% respectively. Despite being a positive contributor to GDP on an annual basis, Mining declined by -7.2% versus Q2 2018 and -2.7% versus Q3 2017.

We maintain our forecast for 2018 growth at 4.0% driven by resurgence in the mining sector. We forecast another year of moderate growth for the Botswana economy in 2019. We expect the economy to expand by 4.5% driven by increased Government spending due to the upcoming National elections, stability in water and electricity supply and stable mining output.

05

GROW YOUR MONEY: INVESTMENT TIPS FOR YOUR FUTURE

INVEST WITH PRIDE

GROW YOUR MONEY: INVESTMENT TIPS FOR YOUR FUTURE

Investing can be intimidating to many and while experience plays an important role in investment success, it is not the only element. Being prepared is the best option. It is therefore important that when making the decision to invest, you have knowledge and understanding of all the investment opportunities available to you, their pros and cons, and also what to look out for.

Let us start by understanding what investment is. Investment is the purchasing of assets such as securities that are not consumed today but are used in the future to create wealth. Investments help you meet your financial goals in life such as your child's higher education, your retirement and to build your wealth. Investments are a form of savings and are the perfect example of saving in the right way. Investing also serves to grow your money fast and generally with higher returns compared to a bank savings account. In today's markets, you are exposed to numerous investment opportunities, allowing you to invest in a number of ways. This includes but is not limited to: shares, bonds, unit trusts, property market, vintage cars, farms, wine and even art, to name but a few.

Our team's extensive experience in the global investment space has been a journey of continued education in many ways. Over the years, we have come to learn that good investment advice is timeless, allowing one to sidestep some of the common traps that damage returns and jeopardise financial goals.

Below are 5 essential tips for investing to get you started.

1. Pay yourself first:

One of the key principles of personal finance, this refers to how to save money. This simply means it is important to spend what is left after saving rather than save what is left after spending. How can this be achieved? One way is to set up automatic transfers from your bank account to a savings account or investment account.

2. Beware of behavioural biases in investment decision making:

Irrational investor behaviours that can affect or unconsciously influence investment decision making. When making an investment, it is important to be aware of such behaviours and biases, such as:

- Confirmation bias - when investors focus on information that confirms their previous beliefs. In this regard, the investor may become overconfident and make bad investment decisions.
- Loss-aversion bias - where investors act to avoid realizing a loss. This is also called "good money following bad money". You don't want to admit the loss on your initial investment and instead you hold on in hopes that you will, one day, make it back to break-even or make a profit.

3. Understand investment costs:

All investors, whether talking about stocks and bonds, unit trusts, insurance products or retirement funds involve costs that investors should research, understand and be aware of. It is important to look for investment products and solutions that have transparent fee structures so as to make a sound investment decision. One way to practice this is to always ask the service provider about the total in all costs and or implicit costs for early termination / cancellation and also look for products and solutions that have transparent fee structures. This will help you decide whether to invest or not.

4. Invest in what you know ... and nothing more:

When investing in industries or markets you are familiar with, you are more likely to make informed choices. If an investor cannot make a reasonable understanding of how a company makes money and the main drivers that impact its industry, it is advisable to invest with caution. As Warren Buffet's personal investing rules say, "*If you don't understand a business, don't buy it.*"

5. Most news is noise, not news:

Every day, we are exposed to a number of financial news and headlines aimed at generating buzz and to trigger our emotions to do something. According to the 99-1 rule, 99% of investment actions we take should be attributed to just 1% of the headlines we are exposed to. This means that investors should be very selective of the news they hear and eventually act upon.

With these tips, it is our hope at Kgori Capital that you are now in a better position to make good investment choices and strategic moves to invest wisely and plan for your future financial wellbeing.

06

GET TO KNOW OUR TEAM: MEET BRANDON HARTNEY

BRANDON HARTNEY

Compliance Manager

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BRANDON HARTNEY
Compliance Manager

Full Name:

Brandon Hartney

Role:

Compliance Manager

Number of Years in Industry:

20 Years

"Kgori Capital has a young, dynamic team that are proficient, responsible, innovative, diligent and exceptional in everything they do".

What attracted you to the Kgori Capital team?

I joined Kgori Capital because I was intrigued that young Batswana could build a business so well that it could actually compete successfully with big international companies. Kgori Capital has a young, dynamic team that are proficient, responsible, innovative, diligent and exceptional in everything they do. This is the culture that makes coming to work a pleasure and even has us voluntarily wanting to come to work on our leave days!

06

"Kgori Capital has some great aspirations and we have what it takes to be recognised locally and internationally as a beacon of Governance and Compliance".

What's your view on the future of Compliance?

In Botswana, Compliance is a fledgling field, and yet a necessary discipline. I often think of Compliance as an art, where a practitioner needs to apply skill and stealth, all the while ensuring best practice and good governance are balanced with good business and sustainability. It is a vital role, we need to see more financial services firms prioritising it and hiring Compliance Officers. Some key things I think we must appreciate in the future are:

- the skill set requirements of a Compliance Officer are changing - greater understanding of financials, how a business operation works, and process flows across various departments; someone who is analytical and observant, and knows how to build close professional relationships with decision makers in their organisation so as to access critical business information while keeping a critical eye on all business activities.
- the need to set up a professional body to ensure that the profession is adequately governed, and compliance officers are rigorously tested to ensure they understand their role. This will add credibility to the field and ensure that companies hire certified compliance professionals with an understanding of their function.
- independent compliance functions outside of businesses themselves, which allows for an added layer of objectivity and independence.

If you could have one superpower, what would it be?

I would want to be able to time travel!

How do you seek to "make a dent" in the world, beginning with Botswana?

To make compliance a recognised profession with its own professional body and to keep arguing the case for outsourced compliance with the regulatory authorities as is the norm in South Africa, the UK and other developed markets. Kgori Capital has some great aspirations and we have what it takes to be recognised locally and internationally as a beacon of Governance and Compliance. We have benchmarked our compliance framework with the highest international standards, and I want to be able to help this grow further.

How would you sum Kgori Capital up in a word?

Ambitious!

What single phrase sums up your character as an individual?

Fearlessly dedicated to a beautiful purpose.

Fearlessly dedicated to a beautiful purpose

07

GROWING OUR FOUNDATION TOWARDS EXCELLENCE

INVEST WITH PRIDE

07

At Kgori Capital, we believe we have a firm foundation of passion, skill and experience in the Asset Management industry. Our team comprises some of the very best in the sector, and we have had the privilege and honour to invest on behalf of some of the most incredible clients, many of whom we still work with today. It is a foundation that was built upon – from the very establishment of this business- a passion for Botswana's growth, and the development of her economy and her people. Today, that passion has not waned.

After over 6 years in the industry, and over 80 years of cumulative team experience, we are invested now in growing our foundation towards excellence. Excellence for our people, our clients, our stakeholders, our community and our Nation. This we do with great PRIDE, for we invest with PRIDE on behalf of our clients. In the grander scheme of things, we are 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.

Why? Because we believe we truly and wholeheartedly have what it takes to make a difference in and for our country. We know this to be true because:

We are 100% Botswana citizen-owned and run, and proudly so:

Kgori Capital is a home-grown Asset Management Company that has always strived to make an enduring difference. We set out to do better for our country, and this determination only grows stronger. It is our conviction that passion for growth and excellence, and our desire to invest with PRIDE for Batswana provides us a distinct advantage over others.

We are grounded by strong Values:

We are patriots and thus take the responsibility that has been bestowed upon us by so many entities extremely seriously.
Our brand promise has always been to "Invest with PRIDE" and we chose the Kori Bustard as our symbol. This great bird spends 70% of its time on foot. Our Kgori icon remains grounded, symbolising a stable, trustworthy and reliable company. The Kori Bustard is however **always on the move, always learning and growing**. This has not changed, and further to this, we continue to build on the foundation started with our establishment, with a future forward ambition for true excellence.

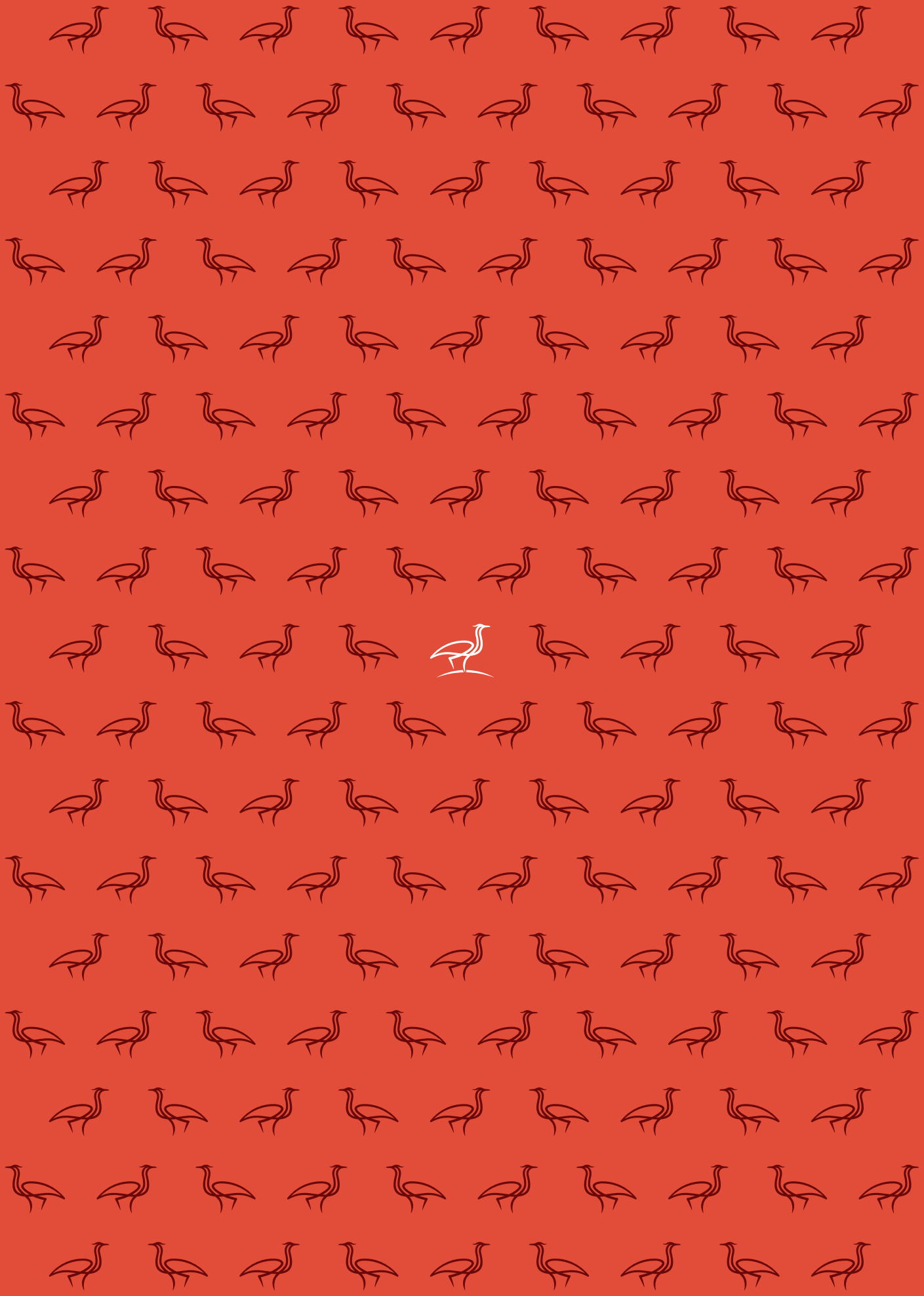
We believe Batswana have the skills, depth of talent and potential to play in even a global playing field:

We are proud to employ 10 skilled, experienced and passionate members of our team, all of whom are shareholders in our business and all of whom are Batswana; in fact, they are also predominantly women. Why does this matter? Because we believe in diversity and inclusion, and we believe in having the very best team to be able to deliver excellence and PRIDE for our clients. Thus, our team is one of the most qualified, committed and able in the sector, and this has allowed us to show a steady growth curve over the years. We are a Botswana business that has always aimed high not in spite of our background, but because of it.

We are focused and determined for a sound future:

We are growing our foundation towards excellence, and channelling this excellence and PRIDE more widely to our network of clients and partners. We 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 our people, our sector, and our National economy. We can confidently say that nobody else can deliver what Kgori Capital delivers, and even then, constantly invest in doing more and being more. We owe it to ourselves and our stakeholders, and this remains our unshakeable belief.

We are Kgori Capital and we are growing our foundation towards Excellence, investing with PRIDE for and with Batswana.



KGORI CAPITAL

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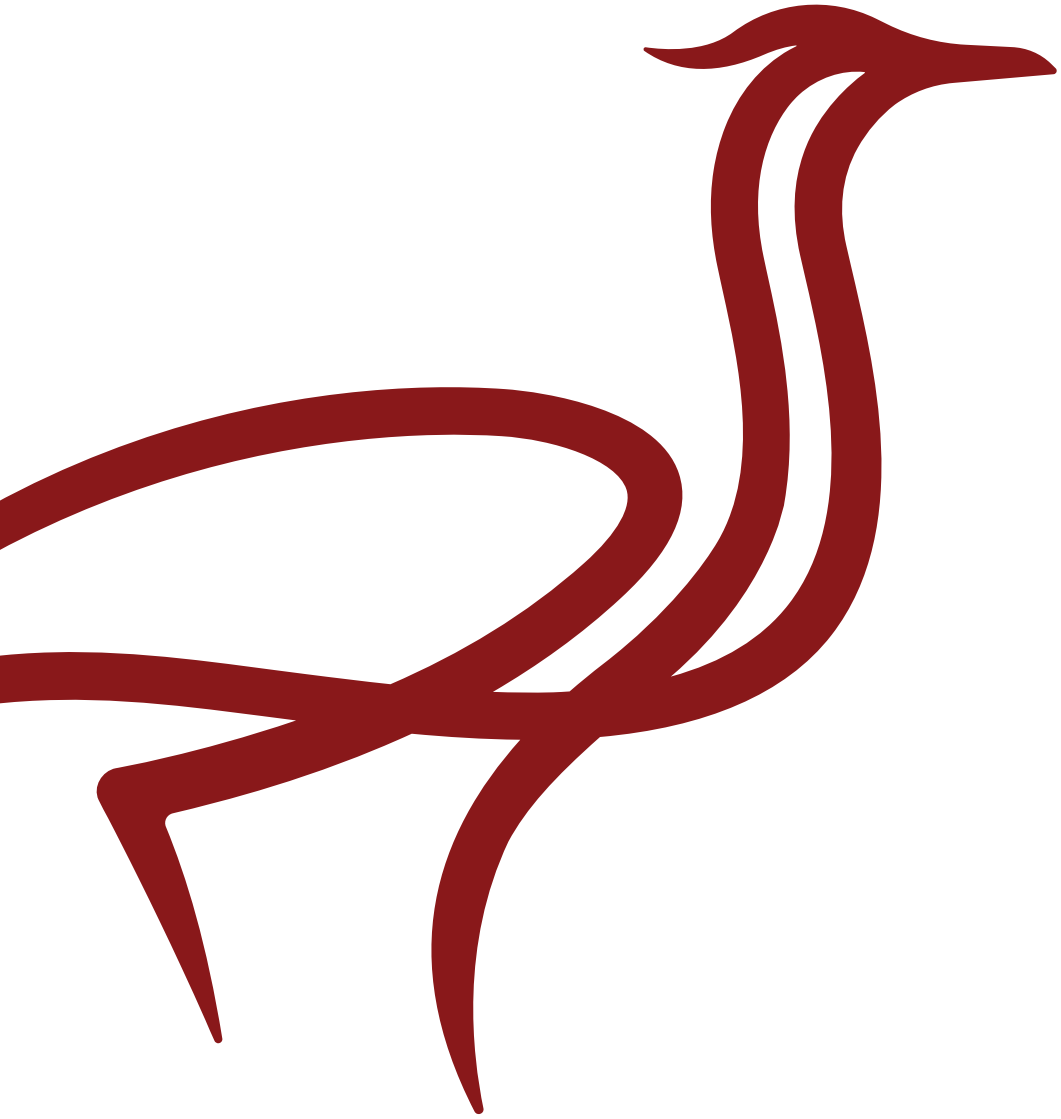

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Kgori Capital (Pty) Ltd is an authorised financial services provider.