



BOTSWANA INSURANCE HOLDINGS LIMITED
 Block A Fairgrounds Office Park, Gaborone
 PO Box 336 Gaborone Botswana
 Telephone +267 3951 791
 Fax +267 3906 386

BOTSWANA INSURANCE FUND MANAGEMENT LIMITED
 Block A Fairgrounds Office Park
 Private Bag BR 185 Gaborone
 Telephone +267 3951 564
 Fax +267 3900 358
 www.bifm.co.bw

BOTSWANA LIFE INSURANCE LIMITED
 Block A Fairgrounds Office Park
 Private Bag 00296 Gaborone
 Telephone +267 3951 791
 Fax +267 3900 358
 www.botswanalifeinsurance.com

BOTSWANA INSURANCE HOLDINGS LIMITED (BIHL)		BIHL FINANCIAL STATEMENTS	
Timeline	IFC	for the twelve months ended 31 December 2006	
Profile	1	Index	
Group structure	1	Directors' report	55
Group highlights	4	Directors' statement of responsibility	56
Economic outlook	5	Report of the independent auditors	57
Financial highlights	6	Report of the statutory actuary	58
Ten year review	8	Basis of presentation and accounting policies	61
Value added statement	10	Risk management	79
Shareholder information	11	Income statements	88
Looking ahead	12	Balance sheets	89
Board of directors	14	Statement of changes in equity	90
Chairman's letter	16	Cash flow statements	91
Financial review	20	Notes to the financial statements	92
		Notice of annual general meeting	112
BOTSWANA LIFE (BLIL)		Explanatory notes to resolution of	
Executive management	24	annual general meeting	113
Highlights and key data	25	Shareholder's calendar	113
CEO's report	26	Glossary of terms	114
Operational review	28	Proxy and voting instructions	117
		Administration and management	IBC
BOTSWANA INSURANCE FUND MANAGERS (BIFM)			
Executive management	32		
Highlights and key data	shortcut		
Bifm Market Linked Fund	33		
CEO's report	34		
Operational review	36		
BIHL (CONTINUED)			
Corporate governance	38		
Corporate Social Investment	46		
Wellness and HIV policy	48		
Embedded value report	50		





1975

April Legislation passed to establish a central bank with the framework to govern financial institutions that will fall under its supervision.

August Botswana Insurance Company formed as a 51% subsidiary of the Botswana Development Corporation.

1977

Botswana Insurance Company sells its first life policy.

1979

First Insurance Act of Botswana promulgated.

1991

Exchange control liberalised, permitting diversification of investments offshore.

Botswana Insurance Company is restructured to separate its general insurance business and life insurance business. Botswana Insurance Holdings Limited (BIHL), which consists of Botswana Life Insurance Limited and Botswana General Insurance Limited, is the result.

August BIHL lists on the Botswana Stock Exchange. Shares are floated at P0.22 and the issue is 273% over subscribed. Some 25% of the BIHL equity is held by the general public comprising some 1500 individual and corporate shareholders.

December BIHL shares rise to P0.32 – a 46.5% increase on the listing price.

1981

Botswana Insurance Company starts development of the country's first major residential estate, Tapologo, on behalf of its life and pension funds.

1987

The Insurance Industry Act of Botswana is promulgated, regulating all aspects of insurance in Botswana and requiring separate legal entities for the underwriting of long- and short-term insurance businesses.

1993

November BIHL acquires control of IGI Botswana Holdings Limited, which is delisted and restructured into BIHL which continues to handle short-term and long-term insurance.

1995

African Life acquires a major shareholding in BIHL from Southern Life and Botswana Development Corporation.

1997

Group refocuses on the long-term life assurance, pension administration and asset management and sells the short-term subsidiary to St Paul, a US-based insurer. African Life acquires St Paul's interest in BIHL, raising its share of the company to 57.5%.

1999

In conjunction with the Botswana Accountancy College, Botswana Life launches insurance courses at the college with the company's initial funding of the project matched by government. Botswana Life also funds 15 of the first 25 students to register for the certificate course.

2001

Botswana Life introduces extended family funeral benefits and the option of automatic premium and benefit increases to counter inflation.

Botswana Life launches Khumo 2016, which offers a savings benefit and the ability to select additional risk benefits as required. The product matures in 2016 to support the government's plans to commemorate the country's 50th anniversary.

2003

Bifm unveils its new Corporate Identity and a definitive positioning statement: "Dynamic Wealth Management".

2004

Bifm refocuses and rolls out new asset management and unitisation systems and sells its employee benefits division.

2005

The top management of BIHL and its subsidiaries is fully localised with Batswana.

BIHL's majority shareholder, African Life Assurance Company Limited, is acquired by Sanlam Limited. Established in 1918, Sanlam is a leading financial services group in South Africa, listed on the JSE Limited in Johannesburg and on the Namibian Stock Exchange. On 31 December 2005, the Group had R350 billion (P290 billion/US\$53 billion) in assets under management and administration.

In compliance with global corporate governance best practice, Bifm sold its remaining 25% shareholding in Glenrand Botswana to Glenrand M.I.B.

2000

With the development of the group's local information and actuarial systems, BIHL becomes the first company in Botswana to report on the embedded value performance. This brings the group in line with leading world accounting reporting.

Botswana Life invests in Funeral Services Group to extend service to policyholders and their families at the time when they most need assistance.

Bifm expands into Zambia.

2006

BIHL launched three new products – Mmoloki, Mothokomedi and a Mortgage Protector Plan.

BOTSWANA INSURANCE HOLDINGS LIMITED

Incorporated in Botswana
Company registration number 90/1818

REGISTERED OFFICE

Block A: Fairgrounds Office Park
PO Box 336
Gaborone

TRANSFER SECRETARIES

PricewaterhouseCoopers (Pty) Limited
Plot 50371
Fairground Office Park
PO Box 294
Gaborone

AUDITORS

Ernst & Young
2nd Floor UN Place
Khama Crescent
PO Box 41015
Gaborone

COMPANY SECRETARY

Spankise Boitumelo

STATUTORY ACTUARY

GT Waugh

GROUP BANKERS

Barclays Bank of Botswana Limited
First National Bank of Botswana Limited
Stanbic Bank Botswana Limited
Standard Chartered Bank Botswana Limited

BOTSWANA INSURANCE FUND MANAGEMENT LIMITED

Block A: Fairgrounds Office Park
Private Bag BR 185
Gaborone

Tel: 3951 564; Fax: 3900 358
www.bifm.co.bw

BOTSWANA LIFE INSURANCE LIMITED

Block A: Fairgrounds Office Park
Private Bag 00296
Gaborone

Tel: 3951 791; Fax: 3905 884
www.botswanalifeinsurance.com

FRANCISTOWN BRANCH OFFICE

Botswana Insurance Building
Private Bag F283
Francistown

Tel: 2413 581; Fax: 2414 614

SELEBI PHIKWE BRANCH OFFICE

Botswana Building Society House
The Mall

Private Bag 0081
Selebi Phikwe
Tel: 2614 226; Fax: 2615 834

PALAPYE BRANCH OFFICE

Mam Estate Unit 3
PO Box 10449
Palapye

Tel: 4922 332; Fax: 4922 416

MAUN BRANCH

Ngami Centre
Private Bag 140
Maun

Tel: 6860 129; Fax: 6860 126

LOBATSE BRANCH OFFICE

Botswana Life Insurance House
Private Bag 105

LOBATSE
Tel: 5331 422; Fax: 5331 423

MANAGEMENT

Botswana Life Insurance Limited

Corporate Business

Florence Matome – Relationship Manager
Martha Seipato – Relationship Manager

High Value Brokers

Moletlanyi Tshosa – Relationship Manager

Business Support

Daphne Smuts – Relationship Manager
Irene Mangope – Relationship Manager
Robert Holgate – Transition Manager

Individual Life

Beauty Buka – Branch Manager (Maun)
Benjamin Mokobela – Branch Manager (Palapye)
Evelyn Modise – Branch Manager (Lobatse)
Gillian Rakwela – Branch Manager (Selebi Phikwe)
Keba Moshé – Branch Manager (Francistown)
Thomas Masifhi – Branch Manager (Gaborone)

Finance

Lorato Mosethanyane – Finance Manager

Human Resources

Gaeyo Moshodi – Services Delivery
Mooketsi Maphane – Business Partner

Botswana Insurance Fund Management Limited

MANAGEMENT

Investment Management

Leonard Siwawa – Portfolio Manager
Glen Lekoma – Business Development & Client Liaison Manager

Moaisi Mathhaku – Portfolio Manager

Mopone Lopang – Head of Research

Operations

Vikas Agarwal – Head of Finance
Ruth Tidi – Investment Accounting Manager
Keedo Segakise – Financial Manager
Mompoti Keabetswe – IT Administration Manager

Support Services

Tebogo Hirschfeldt – Support Services Manager