

Stockbrokers Botswana Ltd.

Member of the Botswana Stock Exchange

Indices	20-Dec-19	13-Dec-19	Wkly %	YTD %
DCI	7500.39	7504.53	-0.06	-4.48
FCI	1562.43	1562.40	0.00	-0.50

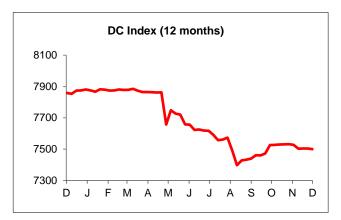
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Key Rates

InterestRates	20-Dec	13-Dec
Inflation	Nov	2.10%
	Oct	2.40%
Bank Rate	4.75%	4.75%
Prime Rate	6.25%	6.25%
7dayBoBC**	1.40%	1.41%
91dayBoBC**	1.49%	1.49%

FXrates	20-Dec	13-Dec	change
US\$	0.0935	0.0931	0.43%
£ Stg	0.0719	0.0691	4.05%
Rand	1.3335	1.3481	-1.08%
Euro	0.0841	0.0834	0.84%
Yen	10.2200	10.2000	0.20%
CNH	0.6552	0.6492	0.92%
AUD	0.1353	0.1335	1.40%
SDR	0.0677	0.0672	0.74%

^{**} These rates are the weighted average stop out yield at the latest BoB



MARKET COMMENTARY

The **DCI** went down by 0.06%, closing at 7500.39 points. The **FCI** was flat, closing at 1562.43 points. **Olympia** was the biggest gainer of the week, closing 4 thebe higher at 16 thebe. The major losers for the week were **BTCL**, going down by 2 thebe to close at 100 thebe and **New Gold** which went down by 460 thebe to close at 14740 thebe.

Turnover for the week amounted to BWP8,834,843 as 2,578,490 shares exchanged hands. The biggest contributors to turnover were FNBB (37%), Sechaba (25%) and Barclays (14%).

CHANGES FOR THE WEEK

COUNTER	PRICE (THEBE)		CHANGE (t)	CHANGE (%)
	13-Dec-19	20-Dec-19	-	
Olympia	12	16	4	33.33%
BOD	12	13	1	8.33%
Cresta	133	134	1	0.75%
Chobe	1102	1110	8	0.73%
Sechaba	2202	2205	3	0.14%
Turnstar	282	281	-1	-0.35%
ABC	203	202	-1	-0.49%
BTCL	102	100	-2	-1.96%
New Gold	15200	14740	-460	-3.03%

COMPANY MEETINGS

Company	Meeting	Date and Time	Venue
NAP	AGM	17.01.2020 @ 0800	Nafprop Boardroom, CBH, Plot 20573/4, Block 3, Gaborone

DIVIDEND ANNOUNCEMENTS

Company	Date declared	Period	Dividend- gross (thebe)	Interest gross (thebe)	LDR	Payable
TURNSTAR	14.10.2019	Interim	0.4507	8.5493	29.11.2019	11.12.2019
RDCP	05.12.2019	Interim	0.489	5.282	17.04.2020	29.04.2020
BTCL	20.12.2019	Interim	3.57		11.02.2020	14.02.2020

ECONOMIC NEWS

Inflation decreases to 2.1% in November - Headline inflation decreased to 2.1 percent from 2.4 percent in October 2019. According to the latest data from Statistics Botswana, the decrease in inflation during November 2019 reflects the easing in the rate of annual change in prices for some categories of goods and services, led by 'Transport' (from 2.7 to 1.4 percent – largely because of base effects associated with fuel price increase in November 2018). Other categories contributing to the lower inflation are: Housing, Water, Electricity, Gas and Other Fuels (from 1.6 to 1.4 percent); Health (from 0.9 to 0.8 percent); and Recreation and Culture (from 0.2 to 0.1 percent). However, the downward pressure on inflation was partly offset by inflation increasing with respect to: Food and Non-alcoholic Beverages (from 2.6 to 2.7 percent); Clothing and Footwear (from 1.4 to 1.5 percent); Furnishing, Household Equipment and Routine Maintenance (from 2.2 to 2.3 percent); Communication (from 0.1 to 0.2 percent); and Restaurants and Hotels (from 2.6 to 2.7 percent). Inflation remained unchanged for: Miscellaneous Goods and Services (5.5 percent); Alcoholic Beverages and Tobacco (3.9 percent); and Education (3.1 percent). The trimmed mean measure of core inflation decreased from 2.1 percent to 1.7 percent, while inflation excluding administered prices increased from 2.3 percent to 2.4 percent.

[Source: Bank of Botswana]

COMPANY NEWS

Update on Choppies Enterprise Limited listing on the Botswana Stock Exchange.

This notice serves to inform market participants and shareholders that Choppies Enterprises Limited (CEL) Audited Financial Statements for the year ended 30th June 2018 together with the Independent Auditor's Report by Price water House Coopers were released on Friday the 13th of December 2019. This however, does not mean that CEL's suspension from trading on the Botswana Stock Exchange has been lifted. The suspension of trading CEL shares will only be lifted once CEL is in full compliance with the Botswana Stock Exchange Equity Listings Requirements including submission of the following:

- Unaudited Financial Statements for the half year ended 31st December 2018; and
- Audited Financial Statements for the year ended 30th June 2019 together with the Independent Auditor's Report.

Market Participants and shareholders will continue to be updated on any developments regarding CEL.

[Source: Botswana Stock Exchange X-News]

Sefalana Cautionary Update

Results for the 6-month period ended 31 October 2019

The Board of Sefalana announced that Sefalana's Group profit before tax for the 6-month period ended 31 October 2019 will be between 16-18% (approximately BWP17 million to BWP19 million) higher than that reported for the comparative period ended 31 October 2018 which amounted to BWP103.6million. Sefalana will be publishing its consolidated financial results of the Group for the 6-month period ended 31 October 2019 by the end of January 2020. This will include commentary on the drivers for the enhanced performance. Update on potential transaction

A cautionary announcement and subsequent updates to this announcement were issued since 28 October 2019, whereby Shareholders of Sefalana Holding Company Limited were advised that the Company has entered into negotiations with a third party outside Botswana, which if successfully concluded, and subject to relevant regulatory approval, will result in a

transaction that might have an impact on the price of the Company's shares. Negotiations are still on-going and further progress is being made. Accordingly, Shareholders and investors are advised to continue to exercise caution when dealing in the Company's securities until further updates are published.

[Source: Botswana Stock Exchange X-News]

FNB Issuance and listing of unsecured subordinated bonds

On 29 November 2019, First National Bank Botswana Limited ("FNBB" or the "Issuer") issued an unsecured subordinated bond in terms of its BWP3 billion Domestic Medium-Term Note Programme (the "Programme") dated 1 December 2011, as amended and/or supplemented from time to time.

Type of security: Unsecured subordinated bond

Bond code: FNBB010 **ISIN:** BW0000002377

Nominal issued: BWP 196,802,000, ten-year floating rate note

Issuance/listing date: 19 December 2019 on Botswana Stock Exchange.

[Source: Botswana Stock Exchange X-News]

BTCL Abridged Unaudited Interim Financial statements for the HY ended 30 September 2019

BTCL has released its half year results. Among its highlights is the growth in revenue by 3.65% to reach BWP719.03 million (H1 2018/19: BWP693.7 million). However, Gross profit on the other hand reduced by 2% to BWP418.6 million (H1 2018/19: BWP427.1 million). Net profit for the period also reduced by 2.6% to BWP83.4 million (H1 2018/19: BWP85.6 million). Basic and diluted earnings per share was 7.94 thebe (H1 2018/19: 8.15 thebe). Balance sheet expanded by 9.15% to BWP2.59 billion (H1 2018: BWP2.37 billion). A gross interim dividend of 3.57 thebe per share has been declared.

[Source: Company Financials]

Choppies Abridged Audited Group Financial Results for the year ended 30 June 2018

Choppies has finally released its 2018 full year results. Among the highlights is the growth in revenue by 23.9% to reach BWP10.79 billion (2017: BWP8.71 billion). Gross profit also increased by 11.9% to BWP2.06 billion (2017: BWP1.84 billion). However, the net loss magnified by 161.8% to BWP444.5 million (2017: BWP169.8 million). The balance sheet shrunk 0.92% to BWP 3.01 billion (2017: BWP3.04 billion). The board of Choppies has decided to declare no dividend. The 2017 results have been restated.

[Source: Company Financials]

Letshego Notice to All Shareholders - Trading Update

<u>Financial results – update</u>

The Group published its interim results on 2 September 2019 for the six month period ended 30 June 2019. As a further update to Shareholders, there is improvement to the Group's financial performance. The latest financial forecast for the year ending 31 December 2019 indicates:

- Group Profit before tax is expected to be between 10% and 15% (P102 million to P157 million) higher than the 31 December 2018 financial year end (2018: P1,020 million)
- Group Profit after tax is expected to be between 25% and 30% (P127 million to P153 million) higher than the 31 December 2018 financial year end (2018: P510 million)

Further updates on the 2019 financial performance will be given during February 2020 in advance of the expected publication of the year end results in early March 2020.

<u>Dividend policy</u>

The Board will review the dividend policy when finalising the 2019 year end results. The 2019 interim dividend was 25% of PAT.

Update on Group Management

The Group Board has reported that considerable progress has been made to fill key top management positions within the Group. Announcements are expected to be made in due course, in line with regulatory requirements. Letshego continues to be led by Dumisani Ndebele, who is serving as the Group's Interim CEO.

Board composition

The Letshego Group Board has announced the appointment of two new Directors to add complementary financial services and banking expertise to the Group's current fiduciary skill sets. **Abiodun Odubola** and **Philip Odera** have both been confirmed as Letshego's new Independent Non-Executive Directors, having recently secured due regulatory approval.

Abiodun Odubola has 30 years of commercial banking experience covering relationship management, credit underwriting, credit risk management, country risk management and country audit from blue chip financial institutions including Firstbank Nigeria, Ecobank Nigeria, Metropolitan Bank Nigeria, Citibank Nigeria and Citibank NA United Kingdom. Abiodun has held non-executive director (NED) roles at financial institutions within and outside of Nigeria, and currently sits on the board of 2 non-banking financial institutions, in addition to the Letshego Group. In 2016, Abiodun founded Camrose Nigeria Limited, a consulting firm that provides international firms and institutions with financial advisory services in risk, credit management, debt and equity raising. Abiodun acquired his BSc in Agricultural Economics at the University of Ibadan, Nigeria (1983), and his MBA from the University of Lagos, Nigeria (1988). He has attended numerous leadership courses with global institutions throughout his career, including Euromoney, Moody's, Citibank and Colombia Business School USA.

Philip Odera has over 30 years of financial and banking experience having led diverse country operations for international banking institutions across sub Saharan Africa. Philip spent 17 years with Stanbic in Africa, with

country leadership roles including Deputy Managing Director for Tanzania, and Country Chief Executive for four of Stanbic's regional markets, namely Malawi, Uganda, South Sudan and most recently, Kenya. Prior to Stanbic, Philip commenced his banking career as a graduate with Citibank Kenya, progressively ascending through the ranks to Vice President of Citibank Kenya. He then relocated to Citibank Congo as the Country Corporate Officer. Today Philip continues to share his knowledge and experience by advising multiple, talented organisations and entrepreneurs in his role as Executive Partner at Titans D'Afrique - a consortium of experienced regional leaders who volunteer their skills to empower and upskill Africa's emerging leaders and institutions in the interest of supporting African businesses, and ultimately sustainable economic development across the continent. Philip secured his Bachelor of Economics from St. Lawrence University, USA (1980) and an MBA in Finance from Suffolk University in Boston (1985). He has attended numerous leadership programs at global academic institutions including Duke, Harvard and Cambridge Universities as well as London Business School.

Notice from Botswana Insurance Holdings Limited - increase in its shareholding

The Board has been informed by Botswana Insurance Holdings Limited (BIHL) that it has increased its shareholding in Letshego Holdings Limited from 26.17% to 27.95%.

[Source: Botswana Stock Exchange X-News]

GAINERS AND LOSERS: YEAR TO DATE

	PRICE (THEBE)		
COUNTER	31-Dec-18	20-Dec-19	CHANGE (t)	CHANGE (%)
Olympia	12	16	4	33.33%
Letlole	176	225	49	27.84%
New Gold	12 640	14 740	2 100	16.61%
FNBB	245	285	40	16.33%
New Plat	8 690	10075	1 385	15.94%
Cresta	120	134	14	11.67%
Sechaba	2 000	2205	205	10.25%
Chobe	1 050	1 110	60	5.71%
Barclays	522	550	28	5.36%
BTCL	95	100	5	5.26%
NewFunds	4 777	5 019	242	5.07%
Minergy	106	110	4	3.77%
Sefalana	878	897	19	2.16%
RDCP	222	225	3	1.35%
ABC	200	202	2	1.00%
A-CAP Resources	39	39	0	0.00%
BIHL	1 750	1 750	0	0.00%
Choppies	69	69	0	0.00%
CA Sales	378	377	-1	-0.26%
Engen	1040	1037	-3	-0.29%
NAP	325	324	-1	-0.31%
FPC	250	246	-4	-1.60%
BBS	112	110	-2	-1.79%
Turnstar	290	281	-9	-3.10%
G4S	364	350	-14	-3.85%
Primetime	305	293	-12	-3.93%
Shumba	115	110	-5	-4.35%
Wilderness	656	625	-31	-4.73%
Afinitas	105	99	-6	-5.71%
BOD	15	13	-2	-13.33%
Lucara	1 600	1 329	-271	-16.94%
Seedco	550	300	-250	-45.45%
Tlou	156	80	-76	-48.72%
Stanchart	380	167	-213	-56.05%
Letshego	162	70	-92	-56.79%

			6 Day
	19-Dec-19	12-Dec-19	%
BBI	193.32	193.20	0.06
GovI	190.95	190.90	0.03
CorpI	199.84	199.52	0.16
BBI Fixed	106.7	106.65	0.05

Bond & Money Market

Listed Bonds	Maturity	Coupon	Buy	Sell	Last	Sales (BWP)	Vol ('000)	Nom Val (Pm)	Interest Due
BBB017	14/Nov/23	-	-	-	100.00	-	-	97.41	14 Feb/14 May/14 Aug/14 Nov
BBB018	14/Nov/28	_	_	_	100.00	_	_	102.59	14 Feb/14 May/14 Aug/14 Nov
BBS 005	3/Dec/23	11.20%	_	_	124.01		_	150	Jun 3 / Dec 3
BDC 001*	9/Jun/29	11.2070	_	_	101.01		_	82.00	9 Jun/9 Dec
BDCL002*	16/Aug/22	-	-	_	101.37	-	-	131.50	16 Feb & 16 Aug
BDC1002*	9/Jun/29	-	-	_	99.99	-	-	142.50	9 Jun/9 Dec
BHC020	10/Dec/20	10.10%	-	-	-	-	-	103	Jun10/ Dec 10
BHC025	10/Dec/25	-	-	-	-	-	-	300	10 Mar/10 Jun/10 Sept/10 Dec
CGL001	9/Apr/24	6.56%	-	-	99.99	-	-	129	8 Jan/8 April/8 Oct
FML025	23/Oct/25	8.20%	-	-	113.02	-	-	150	Apr23/Oct23
FNBB005*	11/Nov/20	6.20%	-	-	99.99	-	-	126	Feb11/Mar11/Aug11/Nov11
FNBB006*	11/Nov/20 11/Nov/22		-		99.99	-	-	112	•
		-	-	-		-	-	161.84	Feb12/Mar11/Aug11/Nov1
FNBB007* FNBB008	1/Dec/26 1/Dec/26	- 7.48%	-	-	101.19	- 511 655.95	500	40	Mar1/Jun1/Sep1/Dec1 Jun1/Dec1
			-		102.33	511 655.95	500		
FNBB009	8/Dec/24	5.95%	-	-	99.99	-	-	126.35	8 Mar/8 Jun/8 Sep/8 Dec
FNBB010*	12/Feb/29	6.75%	-	-	-	-		196.80	2 Mar/2 June/2 Sept/2 Dec
GBL001	31/Dec/21	18.00%	-	-	-	-	-	50	Monthly
GBL002	24/Feb/20	15.00%	-	-	-	-	-	21.8	30 June & 31 Dec
GBL003	31/Dec/20	15.00%	-	-	-	-	-	15	30 June & 31 Dec
GBL004	10/Apr/21	15.00%	-	-	-	-	-	25	30 June & 31 Dec
BW007	10/M ar/25	8.00%	3.60%	3.55%	122.34	-	-	2324	Mar 10/ Sep 10
BW008	8/Sep/20	7.75%	2.70%	2.50%	105.65	-	-	2147	Mar 8/Sep 8
BW011	10/Sep/31	7.75%	5.05%	4.95%	125.75	-	-	2103	Mar 10/Sep 10
BW012	13/Jun/40	6.00%	5.20%	5.20%	107.24	-	-	1618	Dec 13/Jun 13
BW013	7/Jun/23	4.50%	3.30%	3.10%	106.23	-	-	1276	Jun 7/ Dec 7
BW014	5/Sep/29	4.80%	5.25%	5.10%	97.38	-	-	1740	Mar 5/Sept 5
BW015	2/Sep/43	5.30%	5.30%	5.25%	101.60	-	-	651	Mar 2/Sept 2
DPCF006	2/Jun/22	10.75%	-	-	118.75	-	-	55	June 3 / Dec 4
DPCF007	2/Jun/25	10.90%	-	-	135.98	-	-	35	June 3 / Dec 5
IFC001*	20/Sep/24	-	-	-	100.30	-	-	260	20 Mar/20 Jun/20 Sep/20 Dec
INB001*	28/Dec/27	-	-	-	-	-	-	113.38**	28 Dec/28 M ar/28 Jun/28 Sep
LHL06	8/Nov/23	10.50%	-	-	108.04	-	-	200	8 M ay / 8 Nov
LHL07	8/Nov/25	10.50%	-	-	-	-	-	75	8 M ay / 8 Nov
LHL08	8/Nov/27	11.00%	-	-	113.07	-	-	25	8 M ay / 8 Nov
PTP021*	10/Jun/21	-	-	-	101.09	-	-	56	Jun10/ Dec 10
PTP024	10/Jun/24	8.50%	-	-	101.07	-	-	49	Jun 10/Dec 10
PTP026	29/Nov/26	9.00%	-	-	0.00	-	-	70	M ay 29/Nov29
RDCP001	29/M ar/26	8.00%			100.00	-	-	47.4	29 June, 29 Sep, 29 Dec & 29 Ma
SBBL064*	18/Jun/20	-	-	-	99.98	-	-	128	Mar18/Jun18/Sep18/Dec18
SBBL065*	18/Jun/20	-	-	-	102.23	-	-	153	Jun18/Dec18
SBBL066*	15/Jun/27	-	-	-	99.98	-	-	140	15 Sep, 15 Dec, 15 Mar & 15 Jun
SBBL067	15/Jun/21	7.80%	-	-	103.05	412 204.72	0	60	15 Dec & 15 Jun
S CBB 003	20/Dec/20	10.50%	-	-	110.89	22 178.00	20	50	June20 / Dec 20
WUC002	26/Jun/26	10.60%	-	-	128.01		-	205	Dec 27/Jun 26
Total						946 038.67	520	15 730	

^{*} Variable Coupon Rate

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^{**} *USD*