

THE BUSINESS WEEKLY & REVIEW

A REFINED READ

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FRIDAY 12 JUNE 2020 -18 JUNE 2020 VOL. 2 ISSUE #299

VAT#: C31201701111 PRICE: BWP 10.50 (Inc. VAT)



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PUBLISHED BY

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3 DAY FORECAST

SATURDAY



SUNNY AND NICE

37°
Lo 12°C

SUNDAY



MOSTLY SUNNY

37°
Lo 15°C

MONDAY



PARTLY SUNNY

39°
Lo 13°C

Source: www.accuweather.com

DIKOLOTI BLAMES LACK OF FOOD SECURITY ON THE YOUTH



Dr Dikoloti

KABO RAMASIA
Staff Writer

When Covid-19 struck and sent the world into panic mode, Botswana's failure to diversify from diamonds and tourism was exposed and its near-total lack of food security laid bare.

Hence the difficulties of the Minister of Agriculture Development and Food Security, Dr Edwin Dikoloti, on Btv this week. "Let me start by saying Botswana has strategic grain reserves that would last us some time if things got bad,"

he started, somewhat hesitantly. "Covid-19 arrived at a time of harvest in Botswana."

He estimated that existing sorghum reserves could last the country for up to nine months. "This does not mean we will manage as there is a lot that we can do as a country to produce food for ourselves and the entire world since we have so much arable land as a country," he went on.

He identified climate change as a deleterious factor on Botswana's efforts to revolutionise agriculture before laying the blame for lack of food security on the youth. "We have

a challenge of lack of interest (in agriculture) by the youth," he said. "For instance, the average age of a farmer is 55 years, which denotes a big gap."

But unlike the minister, a study conducted by the United Nations Development Programme (UNDP) in 2012 noted that the sector was dominated by small scale farmers who produce at subsistence level. The report said only beef production remained a major contributor to the GDP in a sector that had declined.

"The agriculture sector has experienced a steady decline in its contribution to GDP over past 42 years," UNDP observed.

"The poor performance of the sector therefore represents an added challenge to the fight against poverty."

UNDP findings showed that at independence in 1966, the sector accounted for 42.7 percent of GDP but a drastic decline had been recorded over time to a point where agriculture accounts for a paltry 2 percent of GDP today (2012).

Agriculture's poor performance comes against the backdrop of numerous government policies and programmes geared at improving food production but which failed at the implementation stage.



Press Photo

WAGE SUBSIDY FRAUD EXPOSED

• Companies are double dipping • 130 civil servants are under investigation

KABO RAMASIA
Staff Writer

There government has admitted that the COVID-19 wage subsidy scheme is being fleeced and more than 300 civil servants are among the culprits.

Speaking in a televised press briefing yesterday (Thursday), the Secretary of Development and Budget at the Ministry of Finance and Economic Development (MFED), Grace Mudzila, said the fleecing of the scheme had started right from the beginning of the arrangement

by which the government helps employers struggling under difficult conditions occasioned by Covid-19.

Mudzila told journalists that some companies have been double-dipping into the wage subsidy fund, with instances of one person having more than one company applying for the bailout. "So we had all those who were applying under several companies," Mudzila said. "Some two, some three, some four. So you can imagine you have P2500 times three when some people didn't get anything."

She said the fraud was so rife that in some instances senior officials at the finance

ministry decided to withhold payment. "We are engaging those companies and the expectation is that they have to return that money," Mudzila disclosed.

Although the regulations are clear that the wage subsidy scheme is out of bounds to employees of the public sector, Mudzila said more than 300 public servants had benefited from it. This fraud has been reported to directors of the individuals concerned for investigation with a view to the money being returned, she noted.

Government introduced the scheme in March for three months to June. The Acting Commissioner General of BURS, Segolo Lekau, has encouraged

companies to provide correct information so as to speed up processing of the wage subsidy scheme. Lekau disclosed that for the month of May, a total of P212,926,063.05 was disbursed to 13 000 for 149,087 workers.

Meanwhile, the Commissioner of Labour has received 12 letters of intent to retrench over 130 workers. Speaking at the same briefing, the Permanent Secretary for the Ministry of Employment, Labour Productivity and Skills Development, Kabelo Ebineng, said he could not rule out the possibility of more retrenchments because more notices were being received.

MIXED SIGNALS FOR DIAMOND EXPORTS IN THE ADVENT OF COVID-19

Although the mineral sector increased in March 2020, the growth was a decline of 28.2 percent from the level recorded in March 2019.



STAFF WRITER

Botswana's total exports were valued at P4,640.2 million during March 2020, resulting in an increase of 35.3 percent (P1, 210.9 million) from the February value of P3, 429. 3 million, figures from Statistics Botswana show.

The growth was mainly attributed to an increase in exportation of diamonds, copper and salt and soda ash. Diamonds registered an increase of 29.8 percent (P861.8 million), from P2,888.3 million in February to P3,750.1 million in March 2020. Copper also registered a surge of over 100 percent (P278.6 million) from P1.7 million in February to P280.3 million during the period under review.

Likewise, the commodity group of salt and soda ash grew by over 100 percent (P148. 4 million) from P65.4 million recorded in February to P213.7 million during the month under review. This was mainly attributed to the decrease in the exportation of diamonds, having declined by 38.0 percent (P2,301.9 million), from P6,052.0 million registered in March 2019 to P3,750.1 million in March 2020.

In March 2020, total imports amounted to P6,311.4 million, recording an increase of 11.7 percent (P662.4 million) over the February value of P5,649.0 million. The growth in imports was mainly influenced by the rise in Diamonds, Fuel, Chemicals & Rubber Products and Food, Beverages & Tobacco. Diamonds contributed the most to the growth after increasing by 65.8 percent (P632.0 million) from P960.0 million in February to P1,592.1 million registered in March.

Fuel followed with an increase of 47.8 percent (P349.3 million), from P731.1 million registered in February to P1,080.4 million registered in March. Another

noticeable increase was recorded for Chemicals & Rubber Products at 16.4 percent (P86.3million), from P525.9 million recorded in February to P612.2 million recorded during the period under review.

Diamonds registered an increase of 29.8 percent, from P2,888.3 million in February to P3,750.1 million in March 2020. Copper also registered a surge of over 100 percent from P1.7 million in February to P280.3 million

However, imports of Vehicles & Transport Equipment counteracted these increases by dropping by 44.1 percent (P361.8 million) from P819.8 million to P457.9 million during the same period. Comparison of total imports value for March 2020 and March 2019 shows an increase of 8.9 percent (P516.2 million) from P5,795.2 million recorded in March 2019 to P6,311.4 million registered during the period under review. The increase is attributed to the rise in imports of Fuel, Food, Beverages & Tobacco, Chemicals & Rubber Products and Machinery and Electrical Equipment.

Fuel registered an increase of 84.1 percent (P493.6 million) from the March 2019 figure of P586.8 million to P1,080.4 million during March 2020. Imports of Food, Beverages & Tobacco went up by 23.4 percent (P163.6 million), from P699.3 million in March 2019 to P862.8 million in March 2020. Another increase was recorded for Chemicals & Rubber Products at 26.9 percent (P129.6 million) from P482.6 million in March 2019 to P612.2

million during the period under review.

The commodity group Machinery & Electrical Equipment also registered a rise

of 173 percent (P125.8 million) from P725.8 million in March 2019 to P851.6 million recorded during March 2020. These increases were however offset by

the fall of 21.2 percent (P427.8 million) in diamond imports from P2,019.9 million in March 2019 to P1,592.1 million in March 2020.

LAURENCE KHUPE ATTORNEYS Inc. Kelobang Godisang Attorneys

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Closing date: 19th June 2020

TRANSFER PRICING LAW AIMS TO CURB TAX AVOIDANCE

Transfer pricing is the setting of the prices of goods and services sold between controlled legal entities within an enterprise.

TSHEPI GABOTLHOMOLWE
Staff Writer

Two years after the enactment of a new tax law designed to stop Multinational Entities from avoiding paying taxes through complex financial transactions Botswana is making progress to curb such activities as all multinationals are now required to justify prices of goods and services through Transfer Pricing (TP) documentation.

Transfer pricing is the setting of the prices of goods and services sold between controlled legal entities within an enterprise. Transfer pricing legislation was introduced after it was noted that multinationals were abusing their group structures to facilitate



illicit financial flows by a 2017 Financial Action Task Force that Botswana tasked to investigate the matter.

This kind of illicit financial activities are in line what Thabo Mbeki, the former president of South Africa's statement said

in Abuja in 2015 at the AU-ECA Conference of Ministers of Economy and Finance, when he asserted that Africa loses \$50 billion annually to illicit funds outflows, although he didn't specify how much related to transfer pricing. A report by the Washington, DC-based watchdog group Global Financial Integrity (GFI) estimated that Botswana annually loses around \$1bn due to such illegitimate transactions, including transfer pricing.

According to a local tax expert, Jonathan Hore of Aupracon Tax specialists, these complex financial transactions can, especially where no transfer pricing laws are available, be used to reduce tax payable in Botswana, through Base Erosion and Profit Shifting.

Hore explains that base erosion may involve the parent company levying exorbitant management fees on a Botswana company, thereby reducing its taxable income and subsequently, tax collected by the local tax authority, Botswana Unified Revenue Services (BURS).

"As an example, a local subsidiary may have incurred management fees of Prom but without transfer pricing documentation, this may be increased to say P15m, eroding the tax base by inflating expenses," he explains in an emailed response to questions by the Business Weekly and Review. Hore further explained that profit shifting is the act of shifting profits from a high tax jurisdiction to a low tax jurisdiction, through price manipulation. This he adds may be done by reducing the prices of goods sold by a Botswana entity to its related entity based in a lower jurisdiction such as the UAE which suppresses local taxes. He highlights that goods or services worth say P30m may be sold to the non-resident entity at P21m,

shifting profits to the lower tax jurisdiction in the process. The expert notes that Profit shifting results in lower group tax profits, resulting in higher dividends to shareholders. "With the introduction of transfer pricing laws, such business malpractices will be reduced, primarily through the requirement to document how intra-group transactions are concluded," Hore explains.

He further added that the law has already made significant changes as multinationals have started putting in place transfer pricing documentation and filing the same with income tax returns. He however noted that it is too early to quantify or estimate the additional tax revenues that may be raised through the implementation of the law given that the law recently took effect. He added that some of the income tax returns submitted with transfer pricing documentation have not yet been assessed, which makes the quantification and measuring the effectiveness of the law complex and a bit premature. "I have no doubt that the new legislation will increase revenue collections and reduce illicit financial flows that the country has experienced in the past," he said.

The BURS Communications Manager Mable Bolele said although the law is effective, they do not have any country-specific figures to quantify the loss of revenue for Botswana. However, she adds there are a lot of studies by international bodies that show losses of revenue due to lack transfer pricing laws globally and in Africa.

The legislation is targeted at taxpayers who have transactions with connected entities. "The main risk is that since these companies are connected, there is a potential for manipulation of prices geared at reducing taxes payable in a country, resulting in loss of tax to the government," Bolele says in response to emailed questions from The Business Weekly and Review. She further says transfer pricing legislation works by compelling companies to maintain information regarding inter-group pricing and demonstrating that those prices are comparable to prices that would have been charged between independent parties.

Although there has not been any assessment yet of whether entities are complying, Bolele explains that it is hoped that by beefing up transfer pricing legislation in Botswana, the country will lessen financial abuses.

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OP DUCKS QUESTIONS OF CONFLICT OF INTEREST

• President Masisi's spokesman refers BW&R to other newspapers for answers

KABO RAMASIA

Staff Writer

The Office of the President has passed up an opportunity presented by The Business Weekly & Review to explain President Mokgweetsi Masisi's business affairs which have divided the nation over the question of conflict of interest that may arise when the President has to give his assent to a law that has a bearing on business establishments in which Masisi holds equity.

This comes against the background of revelations that President Masisi is in partnership with controversial businessman Ramachandran Ottapathu of Choppies fame who has been shunned by both the Botswana Stock Exchange and the Johannesburg Stock Exchange.

According to media reports, the President and Ram are shareholders in a Choppies sister company called Acree (Pty) Ltd where he owns 10 percent while Ram holds the rest. Reports say altogether the President is in 10 establishments where his partners are people of a specific identity, namely Indian, who are known for their preeminence in business, especially retailing across a whole range of goods and services.

Acree is a detergent manufacturing company that recently hoarded headlines after it came to light that benefited close to P8 million between 2017 and 18 from doing business with Choppies. Last year, Ram was involved in a battle with the Choppies board around failure of the CEO, Ram, to declare third party transactions, thus delaying financial results for 2018. While the 2018 financials were eventually released, Choppies is yet to publish its 2019 results and the retailer remains suspended from both the Botswana Stock Exchange (BSE) and the Johannesburg Stock Exchange (JSE).

This week this publication sought to establish from the Office of the President if Masisi's association with Ram would not compromise the President in any way. However, after telling this reporter to send an email enquiry on Wednesday night, the Press Secretary to the President, Batlhalefi Leagajang, directed The Business Weekly and Review to other publications for answers.

"Please be advised that the questions you raise have already been responded to as raised by other media houses as well as some by your media house in the past," Leagajang said in an email. "They are therefore in the public domain for everyone's perusal."

This newspaper had sought to establish if the President was comfortable doing business with the CEO of a company that is suspended from two of Africa's outstanding stock exchanges and whether President Masisi's association with Choppies, albeit by means of a sister company, would not gain a superior advantage for the controversy-riddled businesses. This publication also sought clarity regarding reports that the President had jumped the queue of bidders for leasing a portion of state-owned Banyana Farms and if this was the result of the President using his position to muscle in.

Other questions to Leagajang were about exactly how many companies the President owns or holds shares in and when the President would remove oversight institutions

from the ambit of his office, especially the Directorate of Intelligence and Security Service (DISS) and Directorate on Corruption and Economic Crime (DCEC).

Meanwhile, the Deputy Secretary General of the Botswana Federation of Public, Private and Parastatal Sector Unions (BOFEPUSU), Kethalefile Motshegwa, has joined the growing list of Masisi's critics.

"Corruption seriously affects the progress and prosperity of the country's economy as funds meant for national development are diverted for personal aggrandisement," he told this publication in an interview. "The citizens then suffer as services are poorly delivered and in some instances are not delivered at all. The biggest problem is that it is perpetuated by and involves high ranking

officials in government with more damning allegations hovering around the State President. The President appoints heads of DCEC, DISS, the Office of the Ombudsman, and the Directorate of Public Prosecutions"

Motshegwa called on the President to clear his name, saying it was incumbent on Masisi to be a role model.

We know you better

Announcement

BBS LIMITED ADVERTISEMENT FOR AN INDEPENDENT BOARD PERFORMANCE ASSESSOR

The Board of Directors of BBS Limited has put in place a "Peer to Peer Review Process" to assess the performance of its Directors individually. This is in addition to the assessment of the Board and its 4 Sub- Committees. Therefore, BBS Limited seeks to engage a suitably qualified and experienced independent assessor to facilitate the process at the end of each BBS Limited financial year which is 31 December. The BBS Limited Constitution allows for up to 9 Board Members, 7 of which are Non-Executive Directors and 2 are Executive Directors. Currently, it has 6 Directors, 5 of whom are Non-Executive and 1 is an Executive.

Qualifications of Board Performance Assessor

The candidate, or entity, should not be a service provider to BBS Limited and will work with the Company Secretary to facilitate the performance assessment of individual Directors to enhance their performance and effectiveness on the BBS Limited Board. The exercise will include the Board and its Sub- Committees to ensure a comprehensive assessment.

Requirements

- At least 10 years' experience working in a financial services, auditing or banking environment.
- Sound knowledge of Board affairs, Board administration and corporate governance.
- Solid experience in Board Directorships.
- Professional qualification in finance, risk, compliance, audit or law.

Tenure

The assessor will be appointed for an initial three year period beginning in 2020.

Qualified candidates or entities should submit their details curriculum vitae or profiles, certified copies of qualifications, fees structure and submit applications to BBS Limited marked "BBSL Board Independent Assessor" no later than 15 July 2020.

Company Secretary
BBS Limited House, Broadhurst
Fourth Floor
Corner of Lemmenyane Way and Segoditshane Road
Or email to showas@bbs.co.bw
Closing date 15 July 2020

Only shortlisted candidates or entities will be contacted.



"Working together
towards a common goal"



BOCRA DEFENDS HIGH INTERNET PRICES

- Discloses that use of mobile Internet in Botswana is higher than use of fixed broadband



KABO RAMASIA
Staff Writer

Use of the Internet is costly to consumers because it is expensive to buy Internet from outside the country, the CEO of Botswana Communications Regulatory Authority (BOCRA), Martin Mokgware, has said.

Like other countries, there are two common ways for Botswana to connect to the Internet - one is mobile broadband that connects to a mobile network through smartphones; the other is fixed line broadband that connects routers to cables.

While the experienced a

The surge in the ICT sector due to the recent lockdown occasioned by Covid-19 has given rise to complaints that the cost of the Internet and mobile data remains is expensive in Botswana. But speaking in a televised press conference recently, Mokgware acknowledged the complaints while defending the high Internet cost and said prices "were greatly reduced."

He added that too much traffic during the lockdown resulted in slow connectivity. "We evaluate and do cost models to determine whether the pricing is right or not," he said. He explained that Botswana buys Internet from the UK which travels under

the sea in super-fast cables through the West Africa Cable System (WACS) to Namibia and from Asia the Eastern Africa Submarine Cable System (EASSy) to Durban in South Africa.

This is followed by transit of Internet infrastructure to Botswana. "Mobile telephony usage is very high as opposed to fixed line broadband," Mokgware said.

The high use was compelling BOCRA to re-strategise to accommodate people working from home to have Internet services, he added. During the lockdown, BOCRA awarded more spectrum to mobile telecoms operators to meet increased usage. "We want them to provide fixed broadband to homesteads," Mokgware said.

His defence of high data prices buttresses a similar position adopted by the Minister of Transport and Communications, Thulaganyo Segokgo, in Parliament in March. Segokgo acknowledged that Botswana's data charges were among the highest in the SADC region but said they were still relatively low compared to other countries'.

"When we make a comparison of prices of data usage at SADC level, we note that dollar to dollar, Botswana prices are amongst the highest in the region similar to South Africa, Namibia and

eSwatini," said Segokgo in response to a question raised by the MP for Nkange Dr Never Tshabang. "However, to do a proper price comparison, we need to factor in the Gross National Income and the Purchase Power Parity of the countries we are comparing with and when we do that, we will note that Botswana prices ... are very competitive and not high as it appears at face value."

According to Segokgo, mobile broadband services affordability is measured as a percentage of the monthly average national income. "As from November 2019, 1 Giga Bit prepaid data bundle in Namibia costs US\$ 9,51, in South Africa it costs US\$10.19 while in Botswana the most expensive operator 1 Giga Bit service costs US\$10.92 and the cheapest is US\$6.82," the minister said.

"However, in relation with other countries with lower purchasing power parity and lower gross national income such as Mozambique the data prices dollar-to-dollar looks relatively high."

Segokgo told Parliament that population density, transit costs and equipment costs are some of the factors that contribute to mobile data pricing. "The high cost of deployment of broadband infrastructure translates to high consumer prices," he said.



STAFF WRITER

As consumers in the US reassess their purchasing behaviour in light of the COVID-19 pandemic, gifts that are meaningful and that retain their value will be the priority as people emerge from lockdown, according to new research undertaken over the past nine weeks by De Beers Group.

The research demonstrated that lockdown had made many consumers feel grateful for things they used to take for granted, such as spending time with family, and that this would influence their purchasing and gifting behaviour in future.

When it came to gifting, and in particular looking forward to the holiday season, 56 percent of respondents felt gifts should be meaningful over and above being practical, functional or fun. Diamonds were seen as the top gift for symbolising intimacy, connectedness and love among both men and women, with the primary desire for purchasing being a reflection of gratitude and acknowledgement during the current crisis.

Ninety per cent of respondents said choosing gifts that hold their value over time

would be an important consideration this holiday season, and more people chose diamonds as the top choice for a gift of this nature from a list of luxury items, including designer clothing and accessories, electronic devices, a piece of furniture or other jewellery.

The findings are the first in a series of Diamond Insight 'Flash' Reports that De Beers Group will publish to share insights regarding the evolving consumer perspective and what it means for diamonds as the world passes through the stages of the COVID-19 crisis.

Other findings from the first report published today are that around two-thirds of the consumers polled indicated that their personal finances have not been affected by COVID-19. Three-quarters of consumers said COVID-19 had not impacted their likelihood to purchase diamond jewellery and the majority of respondents continued to wear their diamond jewellery during lockdown because it made them "feel connected to someone".

Consumers felt safest shopping for jewellery online. However, they clearly distinguished local independent jewellers as the best source for knowledge and product quality, as well as being considered the safest of all the physical outlets for jewellery shopping.

NEW RESEARCH FROM DE BEERS SHOWS SHIFT OF CONSUMER PURCHASING BEHAVIOUR

... but diamonds remain a sparkling constant for connectedness

Bruce Cleaver, CEO, De Beers Group

Forty-five percent of respondents said they would seek to buy fewer, better things when considering clothing and jewellery purchases after the lockdown. Further, consumer preference for travel continues to show a declining trend, with 39 percent of consumers saying it will be seven to 12 months before their travel spending stabilises.

Bruce Cleaver, CEO, De Beers Group, said the COVID-19 crisis and associated lockdowns have caused people all around the world to re-evaluate aspects of what is important in their lives and reinforced the value of personal relationships. He says while consumer confidence and spending has been significantly impacted in the US, this research highlights that diamonds will nonetheless have a unique role to play in people's lives in a post-lockdown world as they seek to celebrate their most meaningful relationships.

"While it will take some time for the market to recover fully, we hope these insights will assist large and independent jewellery retailers alike to understand the evolving consumer perspective as we move through and emerge from the crisis," says Cleaver.



EXTENSION OF 2019/20 TRAINING PERIOD DUE TO THE COVID -19 PANDEMIC

The Human Resource Development Council (HRDC) advises eligible Employers that in response to the restrictions preventing the spread of COVID -19 pandemic, the following interventions have been put in place:

1. Reimbursement of Trainings

Trainings eligible for reimbursement from the Human Resource Development Fund (HRDF) that were scheduled for the month of March 2020, nevertheless cancelled due to the COVID - 19 pandemic can now be rescheduled to a later date.

2. Affected Companies/Organisations

The affected Employers are advised to submit the list of affected programmes, their estimated cost, initial scheduled dates and pre-approval letters where applicable on or before 30th June 2020.

3. Guidance on Trainings Amidst the COVID – 19 Pandemic

In circumstances where training is urgent, eligible Employers are advised to plan and conduct the said training in consideration of the relevant precautionary measures intended to curb the spread of the COVID – 19 and in compliance with the Botswana Qualifications Authority (BQA) regulatory requirements.

4. Deadline for Submission of Reimbursements for Training

The deadline for submission of claims for trainings in respect of the financial year 2019/20 has therefore been extended to 30th November 2020.

5. Suspension of Training Levy Collections

Eligible Employers are kindly advised that, HRDC will in due course provide guidance regarding the possibility of reimbursement for trainings that will be undertaken during the period of the suspension of the Training Levy.

6. Refunds of the Training Levy

Levy Payers who may have paid the Training Levy during the period of suspension are eligible for refund and may contact HRDC for further guidance.

7. Submission of Work Skills Training Plans

Employers eligible to claim from the HRDF are required to submit Work Skills Training Plans (WSTP) for the Financial Year 2020/21. Kindly submit them to dkokorwe@hrdc.org.bw

For more information on the claims process and any other matter relating to the HRDF, contact HRDC at:

HRDC Contact Centre Direct line: +267 316 2169

HRDC Contact Centre Extensions: +267 364 6361/67/73/6293

Email: hrdfclaims@hrdc.org.bw

Physical Address: Plot 60113, Block 7, Ext 48, Gaborone, Botswana

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www.hrdc.org.bw



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PUBLIC NOTICE

CORONAVIRUS – BOFINET BUSINESS CONTINUITY SAFETY MEASURES

In view of the current global outbreak of COVID-19, BoFiNet would like inform its stakeholders and the public on the following specific Business Continuity Management Response Measures we have taken in the wake of the pandemic to ensure that we remain in operation while ensuring the safety of our employees and stakeholders:

1. Staff Accessibility

To ensure safety of our employees and stakeholders 74% of our employees will be working remotely. To ensure that this has the least possible impact on our accessibility and your contact points at BoFiNet remain efficient, all employees who work remotely will have full access to all BoFiNet systems to ensure business efficiency.

2. Use of Digital & Telephonic Platforms with Stakeholders

As a precautionary measure for the protection of stakeholders as well as our staff, BoFiNet encourages its stakeholders to use digital and telephonic communication instead of visiting the office physically.

3. Discouragement of Small Meetings

Meetings, as far as feasible, shall be done through video conferences. Minimise or reschedule meetings involving large number of people unless necessary.

4. Social Distancing:

All meetings such as industry, bilateral and compliance will be postponed until further notice, as a measure to observe social distancing standards.

5. Enhanced Precautionary Measures for Walk-in Visitors

Stakeholders who insist on physically coming to BoFiNet offices are informed that they are likely to experience delayed service delivery due to enhanced precaution measures.

BoFiNet stakeholders and the public are therefore advised to limit physical contact, remain vigilant, disciplined, and observe hygiene protocols issued by the Government of Botswana through the Ministry of Health and Wellness.





PRESS RELEASE

WAGE SUBSIDY PAYMENTS FOR APRIL AND MAY 2020

GABORONE, 22th MAY 2020 - In April 2020, the Government of Botswana developed an economic response to the COVID-19 pandemic with a view to:

- i. Supporting workers through a wage subsidy scheme;
- ii. Stabilising businesses;
- iii. Ensuring availability of strategic reserves; and
- iv. Promoting opportunities for economic diversification

The Botswana Unified Revenue Service (BURS) was given the responsibility of wage subsidy disbursements. This Release is intended to apprise members of the public and all stakeholders on the implementation status of the subsidy scheme thus far:

April 2020 claims

1. 74% of claims made by the 20th April 2020 were paid by the 28th April 2020.
2. The remaining claims made by the 20th April 2020 have been processed but delays were experienced and in some cases continue to be experienced in paying these amounts due to several reasons, including:
 - a. Incorrect bank account details of claimants
 - b. Inoperational (dormant or closed) bank accounts of claimants;
 - c. Duplication of employees; and
 - d. Teething problems in the application of the automated application and claim system.

3. Processing of outstanding claims for April 2020 is ongoing and BURS remains forthright in its endeavours to resolve all outstanding payments for April 2020 in the shortest time possible

May 2020 claims

1. Claims for the month of May 2020 that were uploaded on or before the 15th May 2020 will be made on the 29th May and not 25th May 2020 as initially stated. This is due to technical challenges that BURS started to experience around the 14th May 2020 and continues to experience in transitioning to a new tax and revenue management system, **Lekgetho Live**.
2. Claims submitted after 15th May 2020 will be processed and paid in June 2020. BURS will endeavour to make payment of these amounts as early as possible during June 2020.

Claimants are advised that the commitment to make payment on the dates highlighted above is subject to the claims, including banking details, being correct.

For further information please send email to:
wagesubsidy@burs.org.bw

Tax Column

Commentaries, letters and columns present here are the views of the authors and not necessarily those of The Business Weekly & Review

WRITE TO US AT

The Business Weekly & Review
P.O. Box Post Net Kgale View 449 ADD, Gaborone
www.businessweekly.com



HOUSE TRANSFERS NOW TAX-FREE!

JONATHAN HORE Managing Consultant Aupracon Tax Specialists

The recent changes to the Transfer Duty Act and Capital Transfer Tax Act, coupled with a concession that already existed in the Income Tax Act have simply made house transfers tax-free. This is critical as parents and other persons may now do estate planning through allocating some of their assets whilst they are alive, without fearing that they will conjure heavy tax bills. Of all assets that families have, houses are some of the most valuable amongst individuals' balance sheets. I want to discuss how the legislature made lives so simple by taking away taxes on, especially, house transfers among citizens.

I certainly wouldn't stone you if you are already having goose bumps; it's good to have taxes wiped by the tax authorities! In this article, words importing the masculine shall be deemed to include the feminine.

PROPERTY TAXES BRIEF

When a person sells or somehow disposes of an immovable property such as a house, they are generally expected to pay tax on the capital appreciation of that property. Assuming one purchased a property at P800 000 and they dispose of it when its value would have spiked to P1.8m, they will suffer a tax on the P1m capital appreciation, which may be reduced a bit

by some inflationary adjustment. This is called Capital Gains Tax (CGT) which is payable by the seller or transferor and is chargeable at 25%, at the highest bracket. Secondly, when a person acquires an immovable property, they may also pay a transfer tax called Transfer Duty. This tax is paid by the acquirer at a rate of 5% for citizens and 30% for non-citizens. Lastly, if a person receives a donation or inherits an immovable property (among other assets), they may also be subject to another tax called Capital Transfer Tax or Donations & Inheritance Tax. That is a tax payable by the donee or the one inheriting

such property. For the avoidance of doubt, let me state that some transactions can be exempted from these taxes and this is what I will discuss below. As you may have already sensed, we are now going to analyse why house transfers may now be done without paying a thebe in taxes.

ENTER TAX-FREE ZONE

So, let us now analyse how you can do house transfers without paying 'nothing' in taxes. This is how you do it:

- **Capital Gains Tax:** If an individual disposes of a principal private residence which they owned for at least 5 years, they may duck CGT if that was their only or main house. If one has one house, that becomes their principal private residence, for tax purposes. If they have more than one house, it is their main house which becomes a principal private residence. This exemption has always been in existence and it took effect as from 1 July 2011. So, as a parent or guardian or just a good Samaritan, you can transfer your principal private residence and not worry about getting a call from the taxman.

- **Transfer Duty:** With effect from 1 March 2020, any citizen who receives or acquires a residential property for the first time in their life does not pay tax. This means that a parent may transfer their house to their child without tax arising in the child's name on the basis that the recipient is a first time residential property owner. The same exemption applies when spouses transfer houses between each other. This exemption can also be obtained on any immovable property acquisition by a citizen, provided that the value of such property does not exceed P1m.

- **Donations & Inheritance Tax:** The Capital Transfer Tax Act was amended effective 1 March 2020 to exempt from donations & inheritance tax any property which is exempt from transfer duty. Now, walk with me slowly here; ooh by the way, you are reading! In the above bullet, we stated that an acquirer of a house for the first time is not exempt from Transfer Duty. By extension, the same exemption applies to donations and inheritance tax.

CONCLUSION

From the above, it can be noted that house transfers can now be done by parents, spouses etc without them worrying about taxes. This is now possible because of the amendments which took effect this year, which added on to the principal private residence CGT exemption. I hope that put a smile on your face and if it did, say this with me, 'Bingo!'

Well folks, I hope that was insightful. As Yours Truly says goodbye, remember to pay to Caesar what belongs to him. If you want to join our Tax Whatsapp group, send me a text on the cell number below.

Jonathan Hore is a Managing Tax Consultant at Aupracon Tax Specialists and feedback on this article can be relayed to jhore@aupracontax.co.bw or 7181 5836.

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WEBSITE: www.agc.gov.bw
REFERENCE: **ATT 2/9/8 II (79)**



REPUBLIC OF BOTSWANA

ATTORNEY GENERAL'S CHAMBERS
PRIVATE BAG 009
GABORONE
BOTSWANA

8th June 2020

MEDIA NOTE

STATE FIRES CONTROVERSIAL SHAUN ABRAHAMS...WITH A WHOOPING P17M HANDSHAKE

It has been brought to the attention of the office of the Director, Directorate of Public Prosecutions (DPP) that The Business Weekly & Review, a local newspaper in their last edition dated Friday 05 – 11 June 2020 carried an article with misleading headlines to the effect that the State (in this case the DPP) has fired Advocate Shaun Abrahams, Prosecutor in the National Petroleum Fund (NPF) Case and paid him what the paper calls "Pula 17 Million handshake".

The fact of the matter is that the DPP's office has not parted ways with Advocate Abrahams nor paid him the so called handshake and thus takes a dim view of such palpable falsehood which are no doubt calculated to mislead Botswana and other readers. To this end we urge the said paper and all other Media Houses to always verify their stories prior to publishing them as they may be detrimental to the business and image of the Directorate.

Contact: Directorate of Public Prosecutions
Tel: (267) 3640599/3613928 **Fax:** (267) 3710363/3930261
Email: AGC_Communication_Desk@gov.bw
Website: www.gov.bw

aupracon
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THE
BWR

Companies & Markets

MARKET HIGHLIGHTS

MAJOR MARKET MOVERS (Thebe)

Counter	Share price	Change (%)
BTCL	0.88	0.01

Source: BSE

DOMESTIC EXCHANGE RATES

05/06/2020

	Rate
EURO/BWP	0.0764
GBP/BWP	0.0683
USD/BWP	0.0856
ZAR/BWP	1.4566
YEN/BWP	9.3400

Source: BOB



WORLD MARKETS

As at 05/06/2020

INDEX	VALUE	% CHANGE
AMERICAS INDEXES		
Dow Jones Industrial Average	26281.82	+0.05
S&P 500	3112.35	-0.34
NASDAQ	9515.81	-0.69

EUROPE, MIDDLE EAST & AFRICA INDEXES

EURO STOXX 50 Price EUR	3342.10	+2.47
FTSE 100 Index	6421.36	+1.26
DAX	12714.96	+2.29

ASIA-PACIFIC INDEXES

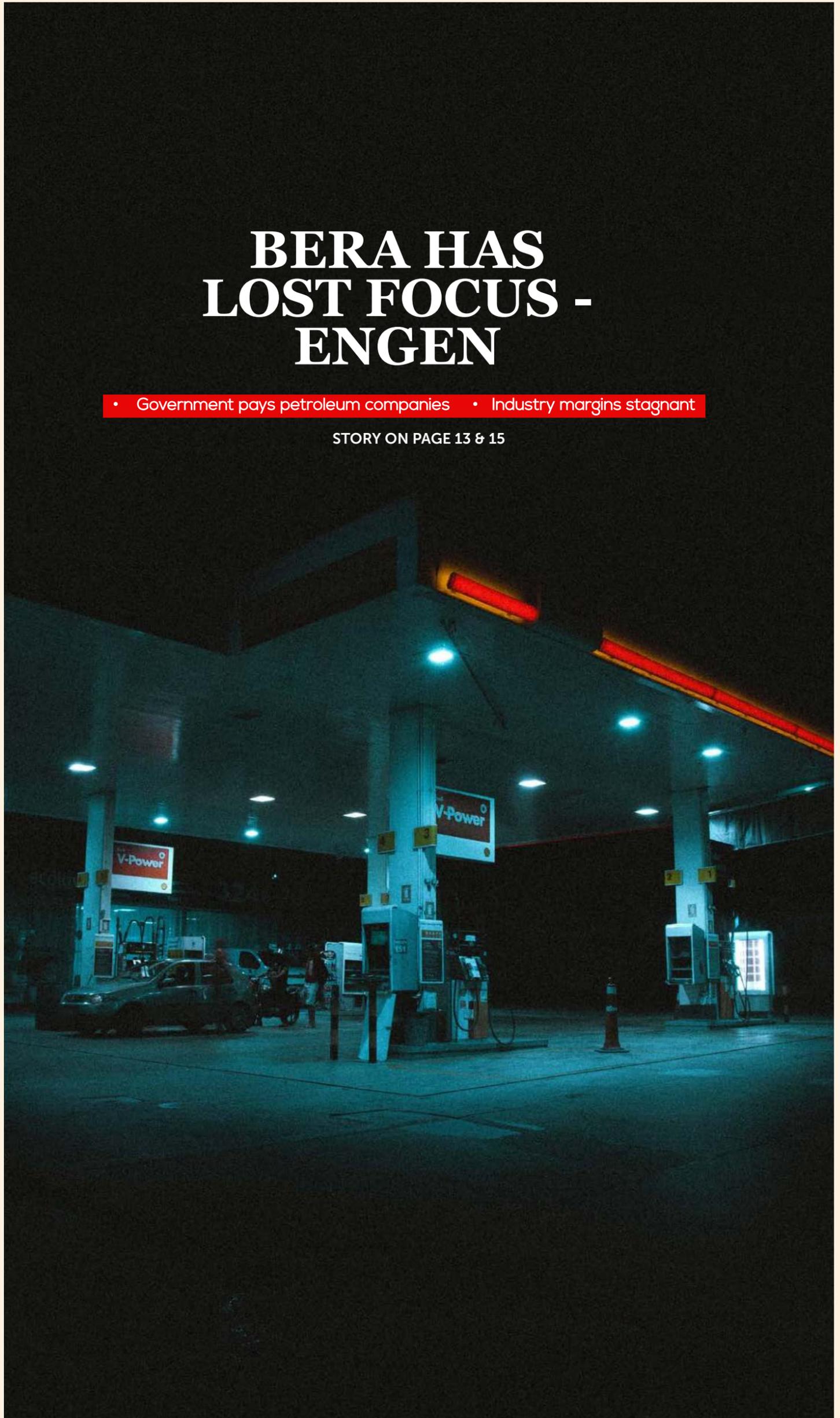
Nikkei	22863.73	+0.74
Hong Kong Hang Seng Index	24788.22	+1.73
TOPIX	1612.48	+0.54

Source: Bloomberg

BERA HAS
LOST FOCUS -
ENGEN

- Government pays petroleum companies
- Industry margins stagnant

STORY ON PAGE 13 & 15



WRITE TO US AT

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HOW BOTSWANA LIFE WAGES PRICE WARS



Botswana Life
CEO, Ronald Samuels

Botswana Life says it is determined to deliver real value to clients, including those with low-premium products. Botswana's largest insurance company pays out P1.6 billion in claims and maturities annually or around P32 million every week.

Results for Botswana Life were exceptionally pleasing, with most areas of the business recording double digit growth. Net premium income grew by 11 percent from P2.3 billion to P2.6 billion. The life insurer's CEO, Ronald Samuels, points out that this reflected an impressive 18 percent growth of total new business written. In addition, he notes that recurring premium income grew by 12 percent from P1.3 billion in 2018 to P1.5 billion in 2019.

Samuels completed his first full year in his position as Chief Executive Officer at Botswana Life Insurance Limited this past year.

One area of the business that recorded single digit growth of 8 percent under his watch was the value of new business. This business represents future profits of new business premiums written during the year. However, Samuels says when one considers the size of the Botswana market, an increase of 8 percent is a good performance by any objective measure.

According to him, the environment in 2019 was extremely difficult because of both internal and external factors. Externally, competition was exceptionally fierce, characterised by a free-for-all price war. "Internally, we were faced with challenges that required significant investments in order to deliver on our operational responsibilities," he says.

Despite enormous challenges in the face of ongoing and unprecedented price wars that are rampant in the corporate space, Botswana Life - which is a subsidiary of the Botswana Insurance Holding Limited (BIHL) - has seen growth across key product lines. Notably, says Samuels, the insurer recorded a remarkable turnaround in the company's corporate business in 2019 led by significant growth in Group Life, Credit Life and Funeral books.

Botswana Life previously took a deliberate decision not to become embroiled in a price war. Samuels says they considered it both unsustainable and unproductive and focus turned to retaining their clients by adding value to every aspect of service, once again reiterating efforts on client delight. "We made our pricing totally transparent and appropriate in terms of what each client required. A closer eye on the loss ratios incurred was maintained, as well as ensuring that every scheme was not only profitable but also unlocked value for our clients," Samuels says, adding that this attention to detail paid off, delivering an improvement on the Group Life line of business of over 60 percent.

"The performance of Annuities, Bancassurance and New Premium Equivalent (APE) was subdued in comparison to the corporate division and these are receiving attention in the current financial year but the broker

business, which had been flat in 2018, experienced a 20 percent surge in 2019," he points out.

However, Samuels says the overall sub-par performance of the retail business is being vigorously addressed as a key priority within the Se, Sarona Strategy. The launch of Botswana Life's five-year 2019-2023 Se, Sarona Strategy's ultimate objective is to deliver a customer experience that truly delights - and this requires a significant investment in new technologies that will enable the insurer to streamline and improve operations holistically. With that, Samuels says in 2019 Operations stream was able to lay a solid foundation on which to build the essence of its contribution to the strategy mandate. He is confident the benefits will be realised in 2020 and beyond.

Some aspects of this have already been put in place. For example, Samuels says they launched Training Academy which will provide extensive training to tied financial advisors, brokers and agencies. "This training is designed to upgrade their skillsets, enabling them to become trusted (and qualified) financial advisors. I am extremely proud that Botswana Life is the first insurance company in Botswana that is developing homegrown financial advisory expertise, enabling us to deliver a professional advisory service that provides local solutions to match specific needs of our customers," he says.

In addition, Samuels notes improved processes and restructured distribution model to support a clearly segmented market approach that will enable them to give clients exactly what they need for their specific life and financial circumstances. "All this will take time to translate into a tangible uptick in the results of our retail business, but the first building blocks are in place," he says.

Another one of the goals of the five-year strategy is to professionalise the environment in which they work and to become a more agile operation. Samuels says they have therefore embarked on a comprehensive digital transformation programme, starting with investment in technology that will deliver immediate improvements to their platform. "We have already enhanced the integration and security of the core retail system, enabling us to provide more mobility and improved convenience to customers," he says. "We can now move away from paper-based systems, which will deliver huge efficiencies including faster turnaround times and data accuracy."

Further, the CEO says they have also automated claims processes, with the focus being to reduce the use of paper when assisting customers. As Botswana's largest insurance company, Botswana Life pays out P1.6 billion in claims and maturities annually or around P32 million every week. Samuels says the upgraded

system will enable them to deliver on their promise of being the company that pays out on claims quickly, efficiently and with as little hassle to customers as possible, even more efficiently than before.

Another noteworthy achievement in the review period was the improvement in policy persistency level, particularly in the face of new business growth. One of the reasons for this is the company's determination to deliver real value to clients, including those with low-premium products. "Achieving this demanded lowering financial advisor and broker commissions on some product lines (and) was obviously unpopular with some independent brokers," Samuels says. "We believe that this move should be regarded as a long-term investment in delivering value to customers."

A change in legislation in Botswana led to Botswana Life initiating another first in the Botswana insurance industry in the form of its Retirement Annuity Fund, a project that Samuels believes will deliver long-term value to both "Botswana Life and our customers". Despite operating expenses rising at more than the inflation rate, operating profit remained relatively flat, rising by about 3 percent in 2019. Samuels says this increase is largely attributable to good growth in its new business volumes of group product lines and the performance of some of the new retail products.



STOP. WEIGH. BE SURE.
Report any fraudulent activities
concerning Botswana Oil Limited.

Competition ends on the 30th of April 2020. Terms and Conditions Apply.

Tip-Offs Anonymous
Toll Free Numbers

BTC: 0800 600 644
Orange: 1144
Mascom: 71 119 372



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BERA HAS LOST FOCUS - ENGEN

• Government pays petroleum companies • Industry margins stagnant

STAFF WRITER

Engen Botswana Limited says instability at the Botswana Energy Regulatory Authority is a cause for concern it has resulted in the organisation being distracted from performing its core mandate of providing economic regulation to the energy sector.

The group's MD, Chimwete Monga, says the industry's margins have not been increased at all since March 2017 while oil companies have been impacted by inflationary pressures on operating expenses over the same period, affecting operational profitability. Monga notes that haulage rates have risen, operating costs grown, cost of spare parts raised, and maintenance and equipment costs for service stations increased while the margin has stayed at 55.007t per litre.

"In an ideal situation in a regulated industry, margins should be increased periodically to keep pace with inflation, and the lack of margin adjustment continues to place undue pressure on profitability of the industry," he says

In 2019, the company relied on its retail market that continued to be the cornerstone of the Engen Botswana business, contributing around 70 percent of total portfolio revenues, compared to approximately 30 percent of revenues contributed by the commercial market. Engen says 2019 saw a 9 percent increase in retail volume generated from its existing network on the back of enhanced operational efficiencies derived from dealer realignment, improved inventory holding and productive promotional activity.

The retail channel also had significant growth in its nonfuel revenue generating activities, with convenience income recording an overall growth of 10 percent compared to the prior year, with Quick Shops, Fast Food and APOs all showing some level of growth. According to the petroleum company, Quick Shop income in 2019 increased by 14 percent over 2018, in part due to Coca-Cola beverages being able to stabilise their stock availability to consistently supply Engen Quick Shops.

The MD says disruption in the supply of small pack water was alleviated through the signing on of a new local supplier, and this contributed to increased Quick Shop revenue during Q4. Monga says these developments were significant as Coca-Cola beverages and small pack water products are key revenue generating products in convenience outlets.

Fast Food income achieved growth of 4 percent compared to 2018. Corner Bakeries performed

exceptionally well and recorded overall growth of 27 percent compared to the prior year. Monga notes that the period under review saw an increase in the level of partnerships between energy companies and food franchises in order to provide this offering at retail outlets. "Alternate Profitability Opportunity (APO) income performed well compared to prior year, achieving overall

growth of 6 percent," he says. "New agreements with banks for installation of ATMs at various Engen service stations have been initiated and will start billing in QTR 1 2020."

During the year, Engen Botswana increased the number of its convenience outlets and is looking at increasing retail initiatives in 2020 to continue to grow the nonfuel revenue stream. While no new service

stations streamed in 2019, Monga says two will stream in early 2020, and that despite considerable competitor activity in this channel, the company managed to maintain its robust market position. Monga would not quantify the market share.

He says the Engen brand has strong equity, and this is the company's key competitive advantage. "The brand reassures consumers that the product and

service quality level they receive at Engen retail outlets will be internationally comparable and locally competitive," he says, adding that the retail department continues to manage credit prudently, ensuring that sites remain well stocked and have reduced organisational exposure and risk.

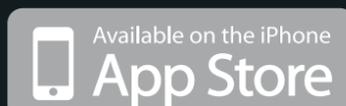
The retail business unit ran

TO PAGE 15



Let's get
to know
each other

We'll get to know your faves, so you can get your food quicker. Download the App and let's make it official.





THE BOTSWANA PENSION FUND COLUMN

SPONSORED BY STRATEGIC WEALTH

Nadine Davies – CEO Strategic Wealth

WELCOME to our monthly feature. As I walked about Gaborone city yesterday, life seemed almost back to normal. The traffic was back, restaurants open and I even met a potential client (masked) face to (masked) face. People are shopping and queuing, planning parties and get-togethers, and it is almost like Covid-19 never happened. But then, I look again and see everyone masked up like highwaymen from an 18th century novella, everywhere we go temperatures are scrutinised, suddenly I remember, Botswana is not the same as it was in January 2020.

I remember the blessing of six weeks at home with the family. In a way, living in isolation has been a revelation and even a privilege in a world where it can be difficult to escape ongoing demands for our immediate attention.

I am reminded that many Botswana have had to take pay cuts, that some have lost or will lose their jobs, that many businesses have been affected. We continue living in a “state of emergency” and not really able to plan for the short-term future.

But something that I do see is the deep and indomitable community spirit in our people and the genuine kindness they show each other. Employees understanding their employers’ crises and accepting pay cuts, people donating food and necessities to those less privileged, businesses finding clever ways to support their people, families and stakeholders.

I can’t predict what the future holds, but I know that the present crisis will pass in time and that

ECONOMIC PERFORMANCE AROUND THE WORLD

REGION	GDP	INFLATION	INTEREST RATES
BOTSWANA	1.7% (DEC-19)	2.5% (APR-20)	4.25 % (APR-20)
USA	-5.0% (MAR-20)	0.1% (MAY-20)	0.25 % (MAY-20)
EUROZONE	-3.6% (MAR-20)	0.1% (MAY-20)	0% (MAY-20)
UK	-2.0% (MAR-20)	0.8%(APR-20)	0.1% (MAY-20)
CHINA	-9.8% (MAR-20)	2.4% (MAY-20)	3.8% (MAY-20)

HOW HAVE INVESTMENTS PERFORMED OVER THE LAST 12 MONTHS TO MARCH 2020?

1 Year Botswana Local shares (TR)	1 Year Botswana Local Bond Performance (Fleming Bond Index)	1 Year money market (BWP) (Overnight Call rate +2%)	1 Year MSCI ACWI (BWP)	1 Year MSCI Emerging Markets	1 Year change Botswana Pula vs US\$
0.02 %	5.07 %	5.07 %	-4.01%	11.67%	10.58%

life will resume, perhaps not entirely the same, but perhaps even with some improvements. What I can say with confidence is that our community spirit and common kindness will continue to be important strengths for us in overcoming this crisis.

Another perspective I can share is that when it comes to looking after your investments and pension savings, there is no need for fear and panic. I have asked my colleague Mark Lindhiem, an investment expert, to write the following article to explain why I say this. Nadine Davies

WHAT'S HAPPENING WITH THE ECONOMY?

It has been over three months since global stock markets started a collective and co-ordinated collapse in response to the Coronavirus, Covid-19 pandemic. March 23 saw the bottom of the fall with many markets around the world having dropped by as much as 30% (and even more) since the beginning of the rout in late February.

Using the US S&P 500 index as a measure, this event goes on record as the fastest market fall ever, as well as one of the largest. However, since March 23, the rebound recovery has been almost as impressive and as of the second week in June, many markets around the world had made up nearly all their losses. Some equity markets, like the Nasdaq 100, have even reached new all-time highs. Trying to make sense of these violent markets is perplexing and can cause great stress. For example, if an investor had sold or reduced exposure to the markets at or near the bottom of the recent fall, reasonably fearing that there was more bad news to come, they would have missed out entirely on the rapid recovery we’ve just experienced. This perspective is exactly why trying to “time” markets, (deciding when to invest and when to disinvest) is impossible. The truth is that no one knows what is going to happen, especially in the short-term. It is only over longer investment peri-

ods that investors can begin to get some relatively reliable picture of what can be expected from investment markets and asset classes in particular.

Expressed another way, investors looking to invest for short periods of time should not have much (if any) exposure to equity markets, which will then insulate them from these violent ups and downs. On the other hand, longer-term investors have to be exposed to riskier growth assets such as equities to ensure they enjoy long-term inflation-beating growth. This commitment to growth assets means that longer-term investors must accept that they will be always be affected by these dramatic market moves, such as those we have just seen.

Understanding and setting the right investment strategy upfront is crucial and enables investors to ride out these unavoidable storms, knowing they have the right long-term plan. In fact, short-term volatility can help long-term investors because when markets are

down, new cash invested at that time will buy more of cheaper assets, which then creates a higher potential for growth in the following years. This investment strategy is exactly how pension funds create predictable long-term investment growth for their members.

We live in a real-time - instant gratification world. If we try to apply this instant reality perspective to investing, this means watching your hard-earned money changing daily, which can be soul-destroying and counterproductive. So, like with a pension fund applying a sound investing process, get professional help and spend enough time upfront to ensure you have the right investment strategy for your needs and time-frame. Once that is done, all you need is the perspective and patience to give your strategy time to work and to build long term compounding returns for you. The power of long-term compounding returns is so amazing, it is often called the “8th Wonder of the World”. Mark Lindhiem

DECODING JARGON

Hindsight Bias: Investors are human and not immune to making mistakes in judgment. Hindsight bias is defined as the tendency to selectively remember any previous views that came true and to ignore / forget those that did not. You can recognise hindsight bias when you hear someone saying something like, “I knew that the stock markets would recover the way they did”. The truth is no one knows what markets will do tomorrow, someone who believes they did yesterday, is unfortunately just suffering from a case of hindsight bias.

COMPETITION

Our competition is suspend-

TO PAGE 16

IN THE MAGISTRATE COURT FOR THE SOUTHERN DISTRICT HELD AT LOBATSE BEFORE H/W DIPATE

CASE NO: CCMLB- 000526-19

In the matter between
SAM HOLDINGS (PTY) LTD
and
GAONE SEBOLAO

SAM HOLDINGS (PTY) LTD Plaintiff
GAONE SEBOLAO Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : NAVY BLUE PEUGEOT 206 REGISTRATION B 762 AOG and SILVER HONDA FIT ARIA REGISTRATION B 752 BJD.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o OTENG LEGAL PRACTICE
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE HIGH COURT OF THE REPUBLIC OF BOTSWANA HELD AT GABORONE Case No. CVHGB – 002779-19

In the matter between:
BARCLAYS BANK OF BOTSWANA LIMITED
And
CLEAR BACKBONE (PROPRIETARY) LTD
MOTSHWARI MOGAPI

BARCLAYS BANK OF BOTSWANA LIMITED PLAINTIFF
CLEAR BACKBONE (PROPRIETARY) LTD 1ST DEFENDANT
MOTSHWARI MOGAPI 2ND DEFENDANT

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to the judgment of the above Honourable Court, the immovable property of the above named 1st Defendant shall be publicly sold in execution by the Deputy Sheriff as follows:

DATE OF SALE : 10th July 2020
VENUE : Lease Area 22-MK, Ghanzi
TIME : 10:00 hrs

PROPERTY TO BE SOLD : Attached developed piece of land being Lease Area 22-MK situate in the Ghanzi, being with a four bedroomed house, Sitting Room, Kitchen, Three Bathroom with Toilet, Boreholes, Reservoir, Two Timber house, Jojo tank and Storeroom. Measuring 5086.8607 ha (Five Zero Eight Six Point Eight Six Zero Seven Hectares);

WHICH PROPERTY : is held under Notarial Deed of Cession and Delegation No. MA 347/2016 dated the 3rd day of June 2016 made in favour of **CLEAR BACKBONE (PROPRIETARY) LIMITED;**

CONDITIONS OF SALE : Details and conditions of sale may be inspected at the Plaintiff's Attorneys offices.

DATED AT GABORONE THIS 10TH DAY OF JUNE 2020.

DEPUTY SHERIFF URGENT CHILISA – 71594008/74770666
C/O BOGOPA, MANEWE, TOBEDZA & CO
Plaintiff's Attorneys
Plot 54368, New CBD
iTowers North
Unit 16 CD, 16th Floor
P. O. Box 26465, GABORONE
Tel: 3905466, Fax: 3905451

bogopa, manewe, tobedza & co.
Attorneys, Notaries, & Conveyancers

BSE TURNOVER LEVELS REACHED HIGH IN MARCH

Local companies continued to be the dominant market participants



STAFF WRITER

The Domestic Company Index (DCI) experienced a depreciation of 2.3 percent during the period 1 January to 31 May 2020 in comparison to a 1.6 percent decrease registered in the same period in 2019, a Botswana Stock Exchange market report has revealed.

According to the report, the BSE's DCI has so far declined by 12.7 percent in US dollar terms attributable to an 11.9 percent appreciation of the US Dollar vs the Pula while MSCI Emerging

Markets Index, a benchmark for global emerging equity markets, experienced a 16.5 percent decline since the beginning of the year. The JSE All Share Index has declined by 28.6 percent while the SEMDEX was down 32.7 percent both in US dollar terms.

The BSE reveals that the Domestic Company Total Return Index (DCTRI) appreciated by 0.7 percent during the period. On the foreign companies' front, the report shows that the Foreign Company Index (FCI) registered a depreciation of 0.7 percent so far in 2020 relative to an increase

of 0.9 percent over the same period in 2019.

The BSE notes that the turnover levels were the highest during the month of March 2020, reaching P117.7 million in equity turnover. Over the period from January to May 2020, total equity turnover amounted to P273.9 million, resulting in an average daily turnover of P2.7 million.

Out of the 32 listed companies, 19 have had price changes. The top five companies that experienced share price increases were Letshego: 15.4 percent, Botswana Diamonds: 8.3 percent, Letlole: 4.4 percent, Cresta: 0.7 percent

and Sefalana: 0.6. The bottom five companies that experienced share price decreases are Lucara: -49.7 percent, followed by Minergy: -22.7 percent, Stanchart: -17.4 percent, SeedCo.: -13.0 percent and BTCL: -12.2 percent.

Twenty six out of 32 companies traded so far in 2020, generating equity turnover of P273.9 million. The top five most traded companies were FNBB (P48.8 million), Letshego (P47.1 million), Sechaba (P43.5 million), BIHL (P27.1 million) and NAP (P14.3 million). Turnover for the top three most traded companies accounted for 56 percent of total

equity turnover.

The BSE says during the period from January to May 2020, followed by foreign companies at 28 percent and local retail investors at 7 percent. Foreign retail investors contributed 2 percent while brokers contributed less than 1 percent.

In monetary terms, foreign companies contributed P76.1 million to equity turnover. Broken down, foreign companies contributed P5.3 million, local individuals contributed P19.0 million, local companies contributed P173.0 million and brokers Po.5 million.

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BERA HAS LOST FOCUS - ENGEN

several promotions during the year, including the Engen Blue Monday promotion that commenced in February of 2019 and ended in April 2019, and a nationwide Win-a-Truck promotion in Q4 of 2019 that is due to end in March 2020 when lucky customers will win 4 KIA 1-tonne trucks over a period of four months. Monga says the promotion

was well received in the market and contributed to the excellent performance achieved in December 2019. This is expected to extend through January and March 2020.

On the other hand, the commercial segment experienced a decline of 8 percent in volume in 2019 due largely to the non-availability of Liquefied Petroleum Gas (LPG) for a certain portion of the year.

With subdued overall economic activity, a number of ongoing government civil construction projects in Botswana were delayed while the implementation of other projects was deferred, according to the MD. Monga says the slowdown in activity in this energy-dependent sector resulted in depressed demand for energy products and increased competition. The commercial segment continued to be an

important part of the business portfolio and contributed 30 percent of the volume generated by Engen Botswana Ltd.

While diesel remained the focal point of the commercial offering, Monga says the lubricants sub-channel continued to be a strong contributor to channel's gross profit, which increased by 6 percent over 2018. "Towards the end of 2019, the company acquired a number of

new customers who will add additional volumes in 2020," he says.

Meanwhile, the company reports that in November 2019, the government paid the slate under-recovery amount owing to Oil Marketing Companies (OMCs) in full, bringing to an end a period of extreme pressure on liquidity in the industry.

IN THE HIGH COURT OF THE REPUBLIC OF BOTSWANA HELD AT GABORONE. **KEBONANG. J**
Case no: CVHGB - 003644-18

In the matter between:
FIRST NATIONAL BANK OF BOTSWANA LIMITED PLAINTIFF
And
PRESTIGE BAKERY (PROPRIETARY) LIMITED 1ST DEFENDANT
REUBEN KEDDY 2ND DEFENDANT

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE that pursuant to the judgment of the above Honourable Court, the immovable property of the above named 2nd Defendant shall be publicly sold in execution by the Deputy Sheriff as follows:

DATE OF SALE : 26th June 2020
VENUE : Tribal Lot 8769, Molepolole
TIME : 10:30 am

PROPERTY TO BE SOLD : Certain piece of land being Tribal Lot 8769, Molepolole, measuring 1483m² (One Thousand Four Hundred and Eighty Three Square Meters) which is held under Memorandum of Agreement of lease NO TL 520/2011 dated 20th day of May, 2011, made in favour of **REUBEN KEDDY** together with the developments thereon being a House with sitting room, Kitchen, two bedroom with toilet, bathroom, house with 3 bed room, master bed room, toilet with bathroom double garage, screen wall.

CONDITIONS OF SALE : Details and conditions of sale may be inspected at the Plaintiff's Attorneys offices, or the Deputy Sheriff's office.

TERMS OF SALE: Cash or bank guaranteed cheques.

DATED AT GABORONE THIS 9TH DAY OF JUNE 2020.

DEPUTY SHERIFF URGENT J. CHILISA: Cell: 71594008/ 3180990
C/O BOGOPA, MANEWE, TOBEDZA & CO
Plaintiff's Attorneys
Plot 54368, New CBD
i Towers North
Unit 16 CD, 16th Floor
P. O. Box 26465
GABORONE
Tel: 3905466, Fax: 3905451

IN THE HIGH COURT OF THE REPUBLIC OF BOTSWANA HELD AT LOBATSE **CASE NO. CVHGB-002578-18**

In the matter between:
BARLOWORLD EQUIPMENT BOTSWANA (PTY) LIMITED PLAINTIFF
And
KGOTLENG CIVIL WORKS (PROPRIETARY) LIMITED 1ST DEFENDANT
KGOTLA ITUMELENG 2ND DEFENDANT

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE that pursuant to the judgment of the above honourable court, the movable property of the above named defendant shall be publicly sold in execution by the Deputy Sheriff as follows:

DATE OF SALE : 26th June 2020
VENUE : Broadhurst Police Station
TIME : 10:00 a.m.

PROPERTY TO BE SOLD : 1 x Tata Truck Registration No. B977 AOT White in Colour and 1 x Tata Truck Registration No. B836 BGU White in Colour, Registration B601 BHU.

WHICH PROPERTY : Cash or bank guaranteed cheques.

WHICH PROPERTY : Details and conditions of sale may be inspected at the Plaintiff's Attorneys offices.

DATED AT GABORONE THIS 10TH DAY OF JUNE 2020.

DEPUTY SHERIFF URGENT CHILISA - 71594008/71263198
C/O BOGOPA, MANEWE, TOBEDZA & CO
Plaintiff's Attorneys
Plot 54368, New CBD
i Towers North
Unit 16 CD, 16th Floor
P. O. Box 26465
GABORONE
Tel: 3905466, Fax: 3905451

NOTICE



KEEPING YOUR BUSINESS RELEVANT DURING THE CORONAVIRUS

modern marketing p's

BAKANG KAUNDA CA Sales and Distribution.

The world of business has evolved and it keeps on evolving significantly. The current coronavirus pandemic has been a perfect example of how catalytic one event can significantly change the way businesses deal with suppliers and the way customers interact with businesses is very much different from the way they did a years ago, the whole business eco-system has been disrupted by a microscopic virus. Everyone in business knows very well that when the market changes and those who fail to pivot or adopt lose relevance and fade away. Businesses need to have a new understanding of their customer needs to remain relevant and strongly operational as well competitive in their respective markets Abraham Maslow's often-quoted "hierarchy of needs" provides a good start in helping to define relevance. Abraham Maslow pursued to map out the psychological needs of humans and what strongly motivated their existence in the world. His framework also offers a model for rethinking the traditional four P's of marketing: product, price, place, and promotion. Most businesses today are still guided by these four aspects of customer engagement.

The problem however, is that businesses using the four P's solely often target a static customer archetype. The reality is that there is no such archetypical customer. Every human being's needs vary depending on time and context. More especially with today's technologies, businesses now have the ability to see and act on these needs fluctuations in the moment without any data

conversion lead-time. Customers are increasingly expecting all companies to do just that, both in their marketing efforts and in the experiences they offer them.

For businesses to retain relevance today, they need to enlarge their thinking to include the following five P's as well: purpose, pride, partnership, protection, and personalization. These form a simple and comprehensive test of relevance. The first four extend from the top to the bottom of the psychological hierarchy — from what Maslow called "self-actualization" or fulfilling your full potential, to safety, a more basic need. The fifth, personalization, enables companies to connect with customers around any of these needs.

- Purpose: Customers feel the company shares and advances their values.
- Pride: Customers feel proud and inspired to use the company's products and services.
- Partnership: Customers feel the company relates to and works well with them.
- Protection: Customers feel secure when doing business with the company.
- Personalization: Customers feel their experiences with the company are continuously tailored to their needs and priorities.

STOP BEING LOYAL TO THE STATUS QUO

The world rewards the brave, to succeed in this era of relevance, businesses must continuously be willing to abandon the old mentality and way of doing things. New technologies continue to shift customer journeys, experiences and

expectations. Businesses should enhance their abilities to engage with customers in the most relevant and instant way. Often, the greatest barrier for a business is lack of willingness to transform their processes, organizations, and mind-sets as needed to be successful and relevant in today's rife and competitive trading market.

To overcome that barrier, some companies have shifted from a product-focused mindset to a platform approach. This is because nearly 99% of consumers have smart phones and they are always using them.

Nike Inc. is a good example of a company that has shifted its model from product-focused to a platform approach. Instead of thinking of itself merely as a sports apparel manufacturer, the company has developed a "connected fitness" ecosystem called the NIKE+ ecosystem. Platforms under the Nike+ ecosystem like Nike+Running, which allows runners to track distance, speed and calories burned; Nike+Training Club, which allows users to choose among over 100 workouts. Chances are if you are reading this you have used or use one of these applications for your fitness and psychologically you feel like you are part of the Nike fitness club and that highly influences your purchases of Nike products because that is the tribe you identify to.

Today's mobile-enabled consumers are constantly evaluating and re-evaluating their purchasing decisions. They will choose the brands most relevant to them at an increasingly rapid speed. They will pay a premium.

Businesses that achieve this deep degree of relevance — will have pricing power and will drive repeat purchases. Those are the ultimate goals of loyalty, now newly attainable, when relevance matters more than ever.

ADVERTISE AGGRESSIVELY THROUGH ALL CHANNELS

I always hear the arguments that social media/digital advertising is taking over and it is the holy grail of advertising and aggressively converting prospects into customers at a very low cost. I agree, compared to 20 years ago when a cellular device; low spec, no internet browser or internet surfing capability and the devices were the size of a brick and weighed closer to one. It was still a rare sighting to see someone with a mobile device because they were extremely expensive. However, fast forward to today and almost 98% if not more of the population has a cell phone device, 60% or more have advanced or rather smartphones that allows them to basically operate their lives through a smartphone. Now, this still shows you that even though social media or digital market is a great. It should not be the only approach. Marketers need to realize that it is only a channel and not a full solution to advertising. Create a full 360 campaign that will encapsulate all your target market. Understand various demographics and segments when choosing various channels and ensure that your messaging is uniform. However, if you are in an extreme niche with a target market that is similar in nature, for example, youth. Then you can aggressively split your advertising

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STRATEGIC WEALTH

ed for now but will resume shortly.

STRATEGIC WEALTH

Strategic Wealth is a Botswana retirement funds investment specialist. We are 100% citizen and female owned and committed to improving retirement fund knowledge in Botswana. Please send all comments or questions to: info@strategicwealth.info with your name, contact details and name of employer or retirement fund.

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allocation to 60% social media or digital, 20% mall and 20% event advertising. We know typically in Botswana those are the 3 best case scenarios of where youth are mostly at and by putting emphasis in these 3 channels for advertising to your youth target market, the rate and probability of messaging impact is extremely high due to 98% face time your advertising gets. It is however to emphasise that businesses that advertise aggressively during a pandemic or economic recession have a higher rate of survival and financial prosperity. The fact that people are locked up at home does not justify stopping to advertise. Everyone is home and digital media consumption and device screen time is extremely high. Cut down on others and aggressively advertise on social media or other digital channels. You should never stop advertising. NEVER.

IN THE HIGH COURT OF THE REPUBLIC OF BOTSWANA HELD AT LOBATSE		DUBE J.
CASE NO. CVHGB-003619-19		
In the matter between: TRANS AFRICA (PTY) LTD		PLAINTIFF
And		
MOMPATI PIHELO KOKETSO PIHELO		1 st Defendant 2 nd Defendant
NOTICE OF SALE IN EXECUTION		
BE PLEASED TO TAKE NOTICE pursuant to a Writ of Execution of this Honourable Court, the following movable property of the 1 st Defendant will be sold by public auction to the highest bidder by Deputy Sheriff Omphemetse Kaisara as follows:		
DATE OF SALE	: 6 th July 2020	
VENUE	: Broadhurst Police Station;	
TIME	: 1030 Hours	
PROPERTY TO BE SOLD	: Toyota Hilux, 2.7 Single Cab, Registration No. B989 AOJ, White in colour;	
TERMS OF SALE	: CASH AND BANK GUARANTEED CHEQUE. Conditions of sale may be examined at the office of the Deputy Sheriff.	
DATED AT GABORONE THIS 2 ND JUNE 2020.		
DEPUTY SHERIFF OMPHEMETSE KAISARA Toll: 7122244/3190188 c/o Kewagamang Legal Plaintiff's Attorneys P.O. Box 26160 GABORONE		KEWAGAMANG Legal

IN THE HIGH COURT OF THE REPUBLIC OF BOTSWANA HELD AT GABORONE		LEBURU J.
CASE NO. CVHGB-002395-19		
In the matter between STANBIC BANK BOTSWANA LIMITED and OTLAADISA MENGWE		PLAINTIFF DEFENDANT
SUBSTITUTED SERVICE		
TO: OTLAADISA MENGWE , an adult male of full legal capacity, whose full and further particulars are unknown to Plaintiff, save to state that his last known address is P.O. Box 1227, Selibe Phikwe.		
TAKE NOTICE THAT by Summons issued out of the High Court, you have been called upon to give notice within fourteen (14) days after publication hereof to the Registrar of the High Court at Gaborone and to the Plaintiff's attorneys, of your intention to defend, (if any) in an action wherein the Plaintiff seeks the following reliefs:		
a) Payment of the amount of P62 497.27 ;		
a) 10% collection commission on the capital amount claimed;		
b) Costs of suit on attorney-client scale;		
c) Further and/or alternative relief		
TAKE NOTICE FURTHER THAT in the event you fail to give such notice within the aforementioned time frame, Judgment, as set out above, may be granted against you without any further reference to you.		
DATED AT GABORONE THIS 08TH DAY OF JUNE 2020.		
COLLINS CHILISA CONSULTANTS Plaintiff's Attorneys The Village Chambers Plot 21064, Next to Nanogang CJSS GABORONE		

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT EXTENSION TWO **BEFORE H/W MORUAKGOMO**

CASE NO: CCSEX – 000799-19

In the matter between
OBENNE BOITUMELO SEKATE Plaintiff
and
IREEN MURETHI Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : RED MAZDA 3 REGISTRATION B 763 BAU.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o OBENNE BOITUMELO SEKATE
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT VILLAGE **BEFORE H/W SIBANDA**

CASE NO: CCMVL – 000939-19

In the matter between
JOHNSON MWANGI KIBOI Plaintiff
and
RODWELL F. JONASI 1ST Defendant
FRANCIS MUCHEPA 2ND Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : 8 BLUE HEAVY DUTY TRUCK REGISTRATION B 458 ATH and HUNDAI WHITE TRUCK REGISTRATION B 710 AFJ.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o JOHNSON MWANGI KIBOI
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT EXTENSION TWO **BEFORE H/W WILLIE**

CASE NO: CCMVL– 001875-19

In the matter between
GAME LEKGOA Plaintiff
and
MOKWALEDI MODIKWANE Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : Panasonic TV, Brown couch, King Size base bed.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o GAME LEKGOA
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE SOUTHERN DISTRICT HELD AT LOBATSE **BEFORE H/W DIPATE**

CASE NO: CCMLB– 000180-19

In the matter between
JABU CHRISTIAN OTENG Plaintiff
and
DAVID ABRAM Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : JVC TV, 3 Piece sofas, LG Home theatre, DSTV Decoder, Wall Mirror, 2 x wall pictures, Defy Microwave, defy Fridge, Bedroom suite (oak), Sleigh bed set, **WHITE X5 BMW REGISTRATION B 685 AVK and SILVER 1 SERIES BMW REGISTRATION B 531 BDL.**

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o JJ MATOMELA ATTORNEYS
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT VILLAGE **BEFORE H/W MAKOFI**

CASE NO: CCMVL – 001023-19

In the matter between
BENJAMIN THEMA Plaintiff
and
LONG REACH INTERNATIONAL (PTY) LTD 1ST Defendant
RATSHEGETSANG RAKGORO 2ND Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : CCTV Receiver, Lenovo Monitor, 3 Black chairs, Green Office chair, Brown Office table, reception Desk + reception chair, 9 piece Boadromm set, 8 Office chairs, 4 YELLOW ZANZI TRACTORS AND 2 YELLOW TRAILERS.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o HOWARD TANTON ATTORNEYS
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT EXTENSION TWO **BEFORE H/W WILLIE**

CASE NO: CCSEX – 001997-19

In the matter between
AGNES SEATLA MODIMOWAGAE Plaintiff
and
SAMUEL GABATHOKWE Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : BLUE TOYOTA SEDAN SPRINTER REGISTRATION B 562 ATJ.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o AGNES S. MODIMOWAGAE
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

LEGAL NOTICE



LEGAL NOTICE

IN THE MAGISTRATE COURT FOR THE SOUTHERN DISTRICT
HELD AT LOBATSE

BEFORE H/W MAKOFI

CASE NO: CCMLB-000227-18

In the matter between
AON BOTSWANA (PTY) LTD
and
KESEGO KETSHABILE

Plaintiff
Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : SILVER TOYOTA AVENTIS REGISTRATION B 433 BFH.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE, 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o LETLOLE & MAKGANE LEGAL PRACTICE
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE INDUSTRIAL COURT OF THE REPUBLIC OF BOTSWANA
HELD AT GABORONE

BEFORE H/W MAKOFI

CASE NO: IC EX – 69-2020

In the matter between
TUMELO SENWELO
and
PREMIER BUILDERS & GENERAL CONSTRUCTION

APPLICANT
RESPONDENT

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : Smildon CPU, 2 LG Monitors, HP 2645 Printer, Acer Projector, 7 piece Boardroom suites, Samsung LED TV, 4 LG Monitors, 9 office chairs, Samsung Xpress M2070 Printer, Logik Bar fridge, Logik Microwave, 4 Black stools, Smildon CPU + LG Monitors, 3 office chairs, Canon Pixma, P7240 Scanner, 2 Power UPS, Server Machine Plant switch and D-Link HUB

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o TUMELO SENWELO
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE
HELD AT EXTENSION TWO

BEFORE H/W WILLIE

CASE NO: CCSEX – 000799-19

In the matter between
THUSANI BONKI
and
KENILWE PLATJEE

Plaintiff
Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : Base Bed, Sewing Machine and Ice Cream Machine.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE, 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o THUSANI BONKI
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE
HELD BROADHURST

BEFORE H/W BALESENG

CASE NO: CCMBR-002048-19

In the matter between
THATAYAONE MOSHE
and
PETER YEKELANI MABULA

Plaintiff
Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : Cream 3 piece sofas, Floor mat, Glass Coffee table, Glass TV stand, Computer desktop, Computer stand, Lexmark Printer, Fan, DSTV Decoder, DVD Player, Hisense TV, 4 Burner electric stove, Defy Fridge, Russell Hobbs, Microwave and Queen size Bed.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o BANYATSI MMEKWA ATTORNEYS
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE INDUSTRIAL COURT OF THE REPUBLIC OF BOTSWANA
HELD AT GABORONE

BEFORE H/W MAKOFI

CASE NO: IC EX – 15-2020

In the matter between
NAMETSO KABOMO
and
DISCOUNT MASTER
MPHO PHALADZE

APPLICANT
1ST RESPONDENT
2ND RESPONDENT

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : WHITE MAZDA TRUCK B 101 AUM, Mat-air Lt 250 Red Compressor, 1R Ingersoll Raud White Compressor, Industrial Fan, Condere Fan, 5x Fire extinguishers and SINAN Scale.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o NAMETSO KABOMO
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE
HELD AT BROADHURST

BEFORE H/W THEDI

CASE NO: CCMBR-000365-19

In the matter between
ROSINA MURINDI
and
MMOLOKI SENTHATI

Plaintiff
Defendant

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : GREEN KIA SOUL REGISTRATION B 937 ATZ, Samsung Flat Screen, DSTV Decoder, Brown wall unit, Grey KIC Fridge, Electric oven stove, 3 burner Gas stove, 19 kg gas cylinder, 3 piece sofas and Brown floor mat

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04TH DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o BANYATSI MMEKWA ATTORNEYS
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663



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IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT VILLAGE **BEFORE H/W MAKOFI**

CASE NO: CCMVL-000921-19

In the matter between
LESEGO EUNICE GAONTEBALE **Plaintiff**
and
MOTSHEGETSI MATEMBE **Defendant**

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : Base bed, Samsung Microwave, Defy fridge, 4 burner Gas Stove, 9kg Gas cylinder, Black Couch, Samsung Washing machine, Samsung Home Theatre, Hisense LED TV, TV stand (Plasma), Floor mat and King Bed.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04th DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o LESEGO EUNICE GAONTEBALE
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
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CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD EXTENSION TWO **BEFORE H/W WILLIE**

CASE NO: CCMEX-001380-19

In the matter between
MAIPELO SWAPO **Plaintiff**
and
NEO TLHASE **Defendant**

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : 3 piece sofas, Samsung Home Theatre, Samsung TV, TV stand, Floor mat, wall mirror, DSTV Decoder, Whirlpool Fridge, Russell Hobbs Microwave, 2 burner stove, 4 burner stove, computer stand and Desktop computer set.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04th DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o MAIPELO SWAPO
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT BROADHURST **BEFORE H/W MOKOBE-OAHILE**

CASE NO: CCMBR – 001574-19

In the matter between
LEBANG DORCAS SANKOLOBA **Plaintiff**
and
FERESI PFIDZFI **Defendant**

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : WHITE HONDA CRV REGISTRATION B 596 BFW.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04th DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o LEBANG DORCAS SANKOLOBA
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE HIGH COURT OF THE REPUBLIC OF BOTSWANA HELD AT GABORONE **MOTUMISE J.**

CASE NO: CCSEX – 001997-19

In the matter between
KOHINOOR ENTERPRISES (PTY) LTD **Plaintiff**
t/a IQRAA AGENCIES & INVESTMENT
and
STORM APPLIANCES (PTY) LTD t/a SAVERITE **Defendant**

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : 6 Double door display fridges, food warmer, display ice cream fridge, meat scale, meat display fridge, 2 steel tables, display fridge, Pop corn machine, vegetable display fridge, Deep freezer, Diamond microwave, food wrapper, 2 point of sale machines, 51 food racks, Deep freezer, industrial stove, STOCK ON TRADE, Single Door Display fridge, 48kg Gas cylinder, 4 cooking Pots, 2 fryers, 8 Black chairs, Honda generator, 2 Deep freezers, cold Room, Bandsall machine, Steel Table, Worse mince Machine, 2 braai stands, 15 trolleys, Ice cream fridge, Brother MFC copier Multi, 2 Hisense LED TVs, Desktop computer set, Bixolon Till Printer, Point of sale station, 2 stools, Office chair, CCTV camera station and 2 food trolleys.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04th DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o NDLOVU & COMPANY CORPORATE LAW
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT EXTENSION TWO **BEFORE H/W WILLIE**

CASE NO: CCSEX – 001898-19

In the matter between
KAGISO KETIMILWE **Plaintiff**
and
MAGDELINE MOTHUSI **Defendant**

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : Black Samsung Double Door Fridge, 5 piece dining set, Chips frier, Compaq Laptop, TV stand, DSTV Decoder, Samsung microwave, Samsung TV, Floor Mat, Maroon 3 piece maroon couch set, wall mirror and Elegance Aircon.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04th DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o KAGISO KETIMILWE
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
P. O. BOX 70697, UB
GABORONE
CONTACTS: 72296140/73818663

IN THE MAGISTRATE COURT FOR THE DISTRICT OF GABORONE HELD AT EXTENSION TWO **BEFORE H/W WILLIE**

CASE NO: CCSEX – 001410-19

In the matter between
KABO MOKAKANGWE **Plaintiff**
and
KENEETSWE KESEBONYE **Defendant**

NOTICE OF SALE IN EXECUTION

BE PLEASED TO TAKE NOTICE THAT pursuant to a Judgment of the above Honourable Court the following movable property of the Defendant will be sold by public auction by **DEPUTY SHERIFF, ERNEST C. BECHANG RAMODISA** to the highest bidder as follows:

DATE OF SALE : FRIDAY 26TH JUNE 2020
TIME OF : 1030 am
VENUE : Broadhurst Police Station

PROPERTY TO BE SOLD : White HP Desktop, 2630 Printer, Russell Hobbs Coffee maker, Russell Hobbs Blender, Russell Hobbs Pro-cook frying pan and Samsung curve 55inch LED TV.

TERMS OF SALE : Cash, EFT or Bank Guaranteed Cheque.

DATED AT GABORONE THIS 04th DAY OF JUNE 2020.

DEPUTY SHERIFF ERNEST C. BECHANG RAMODISA
C/o KABO MOKAKANGWE
PLOT NO: 19410, PHASE 2
NEAR MASA PRIMARY SCHOOL
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- Wash your hands regularly for 20 seconds, with soap and water
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- Avoid close contact (1 meter) with people who are unwell
- Stay home and self-isolate from others in the household if you feel unwell