



MERGER NOTICE NO 21: 2019

THE PROPOSED ACQUISITION OF THE ENTIRE ISSUED SHARE CAPITAL IN BIHL INSURANCE COMPANY LIMITED T/A LEGAL GUARD BY BOTSWANA INSURANCE COMPANY LIMITED

Pursuant to section 56(1) of the Competition Act [CAP 46:09], the Competition Authority has received a merger notification for the proposed acquisition of the entire issued share capital in BIHL Insurance Company Limited t/a Legal Guard by Botswana Insurance Company Limited ("BIC").

The acquiring enterprise, BIC, is a company incorporated in accordance with the Laws of the Republic of Botswana. BIC is directly controlled by Teledimo (Pty) Ltd and it is indirectly controlled by Botswana Insurance Holdings Limited ("BIHL Group"), Sanlam Limited and Masawara Plc. The acquirer provides short term insurance products and services aimed at specific markets, as well as optimizing its Broker and Agency network as the main delivery channel. Some of the short term lines of insurance provided by BIC include the following: transportation; property; reinsurance; liability; miscellaneous lines; specialised lines and motor. BIC products and services are offered throughout Botswana.

The Directors of BIC are: Messrs S.S. Mutasa (Zimbabwean); L.P. Khupe (Motswana); R.M. Gordon (Irish); G.A. Sainsbury (Australian); B. Le Grange (South African); J. Hinchcliffe (British) and C.B. Lesetedi (Motswana).

The target enterprise, BIHL Insurance Company t/a Legal Guard, is a company incorporated in accordance with the Laws of Republic of Botswana. BIHL Insurance Company t/a Legal Guard is directly controlled by Botswana Insurance Holdings Limited ("BIHL Group") and indirectly controlled by Sanlam Limited. In turn, BIHL directly owns and controls Botswana Insurance Fund Management Limited ("BIFM") which is licensed as an asset management firm; Botswana Life Insurance Limited ("BLIL") which is licensed as a life insurer; and BIHL Insurance Company t/a Legal Guard ("Legal Guard") which is licensed as a short-term insurance company.

Legal Guard is a legal expenses insurer. Currently, Legal Guard offers two types of insurance products being legal expenses insurance and personal accident insurance. All the target enterprise's products and services are offered via a network of six branches located in Gaborone; Francistown; Maun; Selebi-Phikwe; Palapye; and Jwaneng.

The Directors of BIHL Insurance Company t/a Legal Guard are: John Philip Hinchliffe (British); Batsho P. Dambe Groth (Motswana); and Basil Le Grange (South African).

According to section 57(3) of the Competition Act, "any person, including a third party not a party to the proposed merger, may voluntarily submit to the inspector or the Authority any document, affidavit, statement or other relevant information in respect of a proposed merger".

The Competition Authority therefore seeks any stakeholder views for or against the proposed merger, which may be sent within 10 days from date of this publication to the following address:

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