



Botswana Development Corporation Limited  
"Your Investment Partner"

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**Date:** 14 May 2008

**Communication Collateral:** Press Release

**Subject:** BDC Industry Division  
Stakeholder Breakfast

On the May 13th May 2008 (Tuesday) BDC's Industry division in conjunction with Corporate Communications and Public Relations hosted a Stakeholder breakfast seminar through which the corporation explained procedures, growth and expansion opportunities that are available in the country to its existing clients.

The representatives were urged to closely monitor their products and services life cycles with view to continually researching and developing new products or business lines and improving the products and services through additional features. Mrs. Jane Monyake, principal officer, Industry division explained that expansion opportunities include expansion of the existing markets and penetration of new markets with new products or existing products. She further said the performance of the individual portfolio companies greatly impacts on the overall performance of the Corporation and that together with BDC they contribute to the economy of the country.

The division made emphasis on adoption of best practices to the clients in all their dealings. This is in view of the fact that some of these companies do business outside of our borders and it is imperative that they are seen to be ethical and above board in the way they do business. Of particular attention was the need to develop local human capital through skills transfer. Mrs Baipidi – Maje, Manager, Industry division said skills transfer was something BDC focuses on especially in the Industry sector where the skills are very scarce among locals. Our companies have to show commitment to human resource development in the country.

The clients were further encouraged to support each other and network. Mr. Bakuedi Molosi, senior operations officer in the industry division explained that as manufacturing businesses it is important that they know each other and what the other businesses are doing and also share information about the trends in the sector or any other information that could be helpful to the sector. He further encouraged management of the group companies to look after the assets of their companies, to protect the assets and to continually value the assets. "Keeping up to date valuations of the assets also helps during audits especially on compliance with the IAS 16 which requires that valuations of components should be done on property, plant and equipment." he added.

On compliance issues, the division encouraged the companies to do independent audits of their business. Audits were hailed as crucial as they provide an independent opinion on business and are done by experts. It was further highlighted that audits should be seen as a way of improving doing business.

The forum also availed an opportunity for clients to air their concerns and share ideas regarding a number of issues, including tendering processes and lack of policy implementations.

**For more information, please Contact:**

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