Botswana Telecommunications Corporation Limited (BTCL) Information for Shareholders

BTCL wishes to put into perspective some recent potentially misleading media reports.

1. **Market maker**
   A market maker has been appointed for BTCL shares as stated in the Prospectus. A market maker is a market participant, which stands ready to buy or sell shares if there are no buyers or sellers in the market. A market maker is a buyer or seller of last resort (within limits set internally). It is important to note that the BTCL Market Maker will not always provide a bid-offer spread, but will do so only as and when it is decided to be feasible given market conditions as determined by the management of the Market Maker.

2. **Liquidity**
   In the Prospectus, BTCL highlighted liquidity as one of the risks associated with investing in shares, since there is no guarantee that there will always be buyers or sellers of shares. However, BTCL shares have been trading on a regular basis since listing, therefore, BTCL shares have not experienced lack of liquidity since listing.

3. **Share price**
   A change in the share price of a security can be due to a number of factors, such as practical demand and supply forces of the stock, company fundamentals, level of understanding of markets by investors, psychological factors, future prospects of the company etc. It is not always clear which factor is responsible for any share price movement.

4. **Impairment**
   BTCL also wishes to highlight that the loss reported for the year ended 31st March 2016 is not an operational loss, but a loss resultant from a BWP 522.4m impairment charge, i.e. a write down of the carrying value of the assets of the company to align it to the value they generated. An impairment is a non-cash adjustment; the company’s cash position is therefore not affected and BTCL is able to pay dividends against accumulated profits.

5. **Shareholder Performance Agreement**
   BTCL has not signed a Shareholder Performance Agreement with the Ministry of Transport and Communications. Should that come to pass, BTCL will adhere to BSE listing requirements and ensure that all shareholders are given full details.

6. **The Future**
   The company has a positive outlook for the future and expects to make profits in the future, and will focus on five key areas; mobile network growth, data and broadband uptake, customer centricity, cost reduction and asset optimization.