

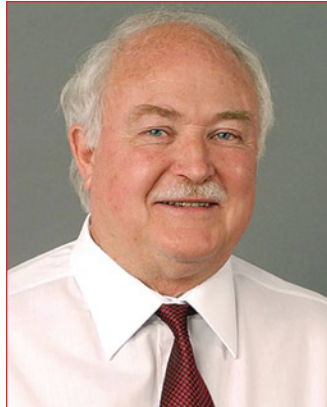


# Agenda

## BANK WINDHOEK CELEBRATES 30 YEARS OF BANKING IN NAMIBIA

**B**ank Windhoek, the second largest bank in Namibia, proudly celebrates its 30 year anniversary this year. Bank Windhoek started with a staff complement of approximately 60 staff members, and eight (8) branches, taken over from Volkskas Bank on 1 April 1982, by a handfull of Namibian entrepreneurs.

These Namibian entrepreneurs had a vision to establish a bank governed and managed in Namibia with a uniquely Namibian ethos and local insight. With a strong belief in this vision, their entrepreneurial spirit and their persistence in building a local



*Koos Brandt*

bank with local capacity, laid a strong foundation for the Bank Windhoek of today.



*Johan Swanepoel*

Today, Bank Windhoek has established itself as one of the leaders in the financial services industry in Namibia, with total assets of N\$17,7 billion as at 29 February 2012, and a national branch network of 52 branches and agencies. The Bank currently employs 1280 Namibian men and women.

In an interview with the Group Managing Director of Capricorn Investment Holdings (CIH) and former Managing Director of Bank Windhoek, Johan Swanepoel, stated: "Over the years the Bank has stayed true to its purpose to make banking a rewarding experience to all its stakeholders and to be a partner in the development and economic growth of our country.

By continually evolving along international and local trends in the industry, investing in our people, building a sound support structure and by offering client-focused solutions, we sustained the Bank's outstanding growth over the years".



*Christo de Vries*

When interviewed, Koos Brandt, Chairman of CIH and a founder member of Bank Windhoek, expressed his gratitude towards the loyal and highly valued clients of the Bank for their continued support: "Firstly, I would like to thank our esteemed clients for their trust and faith they have bestowed upon Bank Windhoek during the past thirty years. Without their support, we would not have been where we are now.

Thank you to the Board of Directors for their hard work and dedication in growing Bank Windhoek, notwithstanding some challenging times.

Furthermore, I say 'Thank You' to all the Bank's staff members, past and present, who, during the past 30 years, have given their utmost best to satisfy the needs of our customers and through hard work and dedication made the Bank an important role player in the Namibian banking industry and in the Namibian economy". **To page 2**



*Some of the first directors of Bank Windhoek Beherend (now CIH) with members of Bank Windhoek's management. York von Schütz, Piet Botha, Vic Verster, Nico Oelofse, Johnny Hamman (Senior), Fanie Spies, Riaan Kruger, Du du Pisani and Johan Pretorius*



*Photo taken at one of the first board meetings of Bank Windhoek. Gert Hanekom, Piet Botha (MD), Vic Verster, J C Brandt, Werner List, Andries Pretorius, Johnny Hamman (Senior), York von Schütz*

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Managing Director of Bank Windhoek, Christo de Vries, said "I am privileged to lead the present team of dedicated staff who, together with their predecessors, can be justifiably proud of their legacy: a bank that throughout the past 30 years, stayed true to its vision of providing banking services for all Namibians and its business philosophy of building long-lasting

relationships with its stakeholders. Bank Windhoek is a success story that every Namibian can be proud of.

Since the establishment of Bank Windhoek, the Bank has continued to show sound and sustained growth in a very competitive and regulated environment. We have succeeded year after year to improve on returns of our shareholders in an increasingly

## INVESTING IN BANK WINDHOEK'S TERM FUND

"What can I do to receive a higher return than what I receive currently on my money market fund without incurring undue higher risk?"

The above need is expressed by many clients currently invested in money market investments. They want to receive a higher return on their investment, but do not wish to be exposed to the higher price volatility associated with alternative investment classes such as long term bonds, listed property or share investments. In addition, such clients wish to have immediate access to their investment capital and in many instances require a monthly income from their investment.

The Bank Windhoek Term Fund addresses the above requirements in a highly innovative and cost effective manner. The investor has immediate access to his investment, similar to a normal money market fund, whilst enjoying the higher returns typically associated with longer term investments. In addition to these benefits the fund makes monthly income distributions.

Most money market investors have a portion of their funds that usually remain untouched, often for several years. This portion can rather be invested in an investment with a slightly longer time horizon which has the potential to provide higher returns whilst still offering to a large degree the same characteristics of a typical money market fund. This is exactly what the Bank Windhoek Term Fund offers.

The Bank Windhoek Term Fund is therefore suitable for the conservative investor with the following needs:

- An expected higher level of income than money market funds over a 12 month rolling period;
- Investors with a short investment time horizon of 1 year;
- High liquidity with funds available on short notice;
- Monthly income distributions.

If you are interested in investing in this excellent investment opportunity or wish to find out more please contact Fouché Brand or Wim Boshoff at telephone number +264 (61) 299 1950 or [infocam@cih.com.na](mailto:infocam@cih.com.na).

Bank Windhoek  
**Term**  
fund



## KUDU BRANCH TEMPORARILY RELOCATED

The Bank Windhoek Kudu Branch temporarily moved to the TransNamib Building (Ground Floor) on 14 May 2012, until further notice. This move is a result of renovation work that is being carried out at the current building. The branch's phone lines will remain the same. For any further enquiries please contact the Branch Administrator, Chris Van Lill at Tel: (061) 299 0311. Bank Windhoek apologises for any inconvenience caused.

competitive environment. The Bank has managed to maintain a position of safety in a prevailing challenging economic climate by continuously applying responsible lending principles, and endeavouring to build lasting relationships with all our stakeholders.

Bank Windhoek will not bask in its achievements of the past 30 years, but rather look towards the future to ensure a safe, convenient and rewarding banking experience for our clients. Yet, to continue making a difference, you need to have staff with dedication, skill and commitment. With our philosophy of Together we do Better to guide us, and the loyalty, skill and knowledge

of the almost 1300 staff members to support us along the way, we will continue to reach new heights and provide a banking experience unlike any other to all our clients."

Johan Swanepoel concluded by saying: "As we celebrate the milestone of 30 years and reflect back on the history and achievements of the Bank, we remain mindful of the foundation on which Bank Windhoek was built namely integrity, entrepreneurship, commitment; hard work, perseverance and dedication. We will continue to build on the legacy of the past to ensure that all our stakeholders experience that, Together we do Better".

## BANK WINDHOEK WARNS OF LATEST SCAM

Bank Windhoek would like to warn its clients and the general public to be aware of the latest fraudulent scam.

The fraudsters are targeting clients and the general public to channel payments intended for creditors to fraudulent accounts. The fraudsters may initially telephone a company (victim) and ask for a contact name and details that they can send the invoice to.

Then a written request will be sent/faxed or emailed (this will appear in order and seemingly from a known supplier, contractor, etc.) advising them that the supplier has changed its bank account details used to receive regular payments and requesting payments to be made via EFT.

The request is usually on a letterhead which appears authentic and the details for the Company Secretary, Finance Director or other officials, including their signature, will appear correct as the information has likely been copied from the company's Annual Report and/or web site. Email addresses used by the fraudsters are masked to appear authentic (for example [accountspayment@gmail.com](mailto:accountspayment@gmail.com)) or are very similar to the genuine email addresses of suppliers, contractors and other third parties.

They also contact the supplier requesting an invoice to be sent to them as if they are the debtor, but the email address would differ. In this way, the fraudsters obtain invoices that they can include in their communication to the victims and to appear more legitimate.

"Clients are requested to be cautious when receiving such communication/correspondence, even if they appear authentic. The golden rule is to determine directly from the supplier (not the contact informing of changes) whether key account details have really been changed" said Ina Muir, Forensic Auditor at Bank Windhoek.

If you have received any suspicious communication/correspondence relating to changing of bank details, please contact Ina Muir at Tel: (061) 2991359 or Email: [muiir@bankwindhoek.com.na](mailto:muiir@bankwindhoek.com.na).



Ina Muir, Forensic Auditor



## BIZZKIDS COMPETITION LAUNCHED FOR YOUNG ENTREPRENEURS

Entrepreneurship is one of the major drivers of any economy, be it a first or third world economy. The willingness of entrepreneurs to take calculated risks and create new inventions, when others are doubtful of their ability, is what drives an economy forward.

Today, many aspiring entrepreneurs prefer to enter into low-risk businesses, such as shebeens, salons and barber shops, cuca shops and dress-making amongst others, which in most cases do not generate the desired profit margins, but as long as the business break even and the owner can afford to feed his/her family and pay for all the basic necessities, including paying for school fees.

Namibians need to shift their



Mr Husselmann ( School Principal) and Mrs Kannemeyer ( Entrepreneur teacher) from Eros Primary school with a few learners during the Bank Windhoek Bizzkids Competition launch on 16 April 2012.

mindset from that of being followers to that of being creators and innovators.

It is therefore important to instill entrepreneurial values in our youth at a young age to encourage them

to believe in their abilities and make their ideas a reality; a youth that is willing to take risks and think beyond traditional ways of doing business.

It is for this reason that Bank Windhoek launched the Bank Windhoek BizzKids Competition three years ago to help scholars realize their business ideas. The BizzKids Competition is a platform created for kids to sell and promote their own products and services.

The competition allows all scholars across Namibia between the ages of 6 and 16, to enter their business plans and win the opportunity to put their business savvy to the test.

The objectives of the Bank Windhoek BizzKids Competition are to educate the Namibian youth about entrepreneurship and give the young entrepreneurs an opportunity to enter a competition whereby they can win one of 10 exhibition stands at the Bank Windhoek Kidz Fun Fair.

The Bank Windhoek Kidz Fun Fair, taking place on 4 and 5 August 2012, will give the ten young BizzKids entrepreneurs an opportunity to showcase their products/ services. In addition, the ten entrepreneurs/ten groups of entrepreneurs will each get a promotional cap, t-shirt and bag to wear at the Bank Windhoek Kidz Fun Fair. The winner gets to be titled the 'Bank Windhoek

BizzKids' and they will keep the proceeds of their sales and no commission will be paid over to Bank Windhoek.

Last year, Alexis Vermaak and Giovanna Fidytek, both 10 years old, from Windhoek Gymnasium School, had a cool idea to sell fairy shoes made with elastics bands. Their idea won N\$5000 and N\$5000 for their school.

"Although we encourage prospective participants to think big and come up with unique and innovative ideas, what is most importantly is that the idea should be marketable and saleable. One should be able to make a profit in order to cover your operating costs", said Marlice Horn, Executive Officer: Marketing and Corporate Communication Services at Bank Windhoek and also one of the judges. The competition was launched on 16 April 2012 and the closing date for entries is 22 June 2012. Winners will be announced on 04 July 2012.

For more information and to download the entry form, visit the Bank Windhoek and Kidz Fun Fair websites at [www.bankwindhoek.com.na](http://www.bankwindhoek.com.na) or [www.kiz-fun-fair.com](http://www.kiz-fun-fair.com).

Entry forms can also be obtained from all 52 Bank Windhoek branches and agencies countrywide.

## 2012 BANK WINDHOEK CANCER APPLE PROJECT

The Bank Windhoek Cancer Apple Project reached another milestone by exceeding its sales target with 53 percent, selling a total of 870 000 apples.

"We can be extremely proud of this achievement as this project continues to be one of Namibia's biggest and most successful fundraising project.

The funds that we raise through the

Apple Project are critical for the day-to-day functioning of the Cancer Association, enabling them to assist cancer patients across Namibia and to educate the Namibian public on a healthy lifestyle and the prevention of cancer. This incredible achievement could not be reached if it were not for the public that responded so well to the call to buy apples", said Christo de Vries, Managing Director of Bank Windhoek.

## BANK WINDHOEK & REPubLIKEIN MOTOR SHOW

The Bank Windhoek/ Republikein Motor Show was launched on 22 May 2012 with two great financing options. The Motor Show is part of the Republikein Namibia Tourism Expo scheduled for 6-9 June 2012 at the Windhoek Show Grounds. Clients can choose one of the two financing options:

1. A repayment period of 72 months (loan amount > N\$100 000.00; normal interest rates applicable.
2. A 3 months repayment holiday (client to choose either to start paying in month 4 after receiving the vehicle OR then

choose any three months within the first three years of finance); normal interest rates and repayment applicable.

**There are also two prizes on offer:**

1. One lucky client will stand a chance to pay 0% interest (capped to the maximum of N\$100 000.00).
2. 10 Clients could each win a breakaway weekend to luxury lodges in Namibia.

Watch the press for more details.



## FIA COMPLIANCY POSTPONED

The deadline for banking clients (clients with a bank account prior to May 2009) to become FIA compliant has been extended to **13 October 2013**, to allow more time for clients to provide the required information and documents.

Bank Windhoek is obliged to comply with the requirements of the Financial Intelligence Act (FIA), as are all financial institutions.

In order to meet its legal obligation, Bank Windhoek compiled an Anti-Money Laundering Compliance Program, together with the Anti-Money Laundering Policy and various procedures, to give effect to the requirements of the Act and apply to all areas of the operation. The purpose of the Anti-Money Laundering Compliance Program is to provide an overview of the legal and regulatory background and a framework for managing the risk of money laundering within the bank and

incorporates the internal rules required in terms of section 25 of the FIA", said Almarie Bartsch, Chief Compliance Officer at Bank Windhoek.

Bank Windhoek had started informing its clients as far back as 2009 through various communication tools such as client statements, client newsletters, the Bank's website, the popular Money Matters newspaper column and booklets that were handed out to clients at all 52 branches and agencies countrywide.

A Financial Intelligence Act Compliance Reference Guide booklet is available in all branches nationwide as well as on our website at [www.bankwindhoek.com.na](http://www.bankwindhoek.com.na) and clearly sets out the guidelines on which documents we will require from you when you wish to enter into a business relationship with us. For additional information on the Act, clients can contact the Financial Intelligence Centre at the Bank of Namibia on Tel: (061) 283 5100.

Besides all these efforts to inform our clients, the Bank is carrying out an internal verification process to ensure that all clients are FIA compliant by the set deadline of October 2013.

Almarie Bartsch, Chief Compliance Officer

## BANK WINDHOEK SPONSORS NATIONAL VOLLEYBALL LEAGUE

**Bank Windhoek** has once again illustrated its commitment towards smaller sport codes by announcing a sponsorship of N\$40 000 to the Namibia Volleyball Federation (NVF) to host the annual National Volleyball League Championship. This league will now be known as the Bank Windhoek National Volleyball League.

The sponsorship will benefit both the Men's and Ladies Volleyball Leagues with equal amounts of N\$ 20 000 each. The National league is scheduled to start on 28 April 2012 and will run until September, with the last match scheduled for 15 September 2012.

This sponsorship is in addition to the sponsorship of N\$30 000 for the first Bank Windhoek Namibia Open Beach Volleyball Tournament held in Swakopmund on 23 – 25 March 2012.

"The Namibian Volleyball Federation is extremely excited about having Bank Windhoek on board as sponsor of the Bank Windhoek National Men's and Ladies Leagues.

The relationship between Bank Windhoek and the NVF started in 2011 when Bank Windhoek got involved in Namibian Beach Volleyball as well as the Volley All Festival, which is held annually in cooperation with the Bank Windhoek Kidz Fun Fair.



Pictured is Joel Matheus, NVF Vice President (left), Nora Ndopu of Bank Windhoek (second from left), Heiko Diehl, President of the NVF (second from right) and Riaan van Rooyen of Bank Windhoek (right) with some of the players of the Namibia Defence Force.

This relationship has now grown and extended to indoor Volleyball and I am looking forward to a great long-term partnership between Bank Windhoek and Namibian Volleyball", said Heiko Diehl, President of the Namibian Volleyball Federation.

When handing over the sponsorship, Nora Ndopu, Communication Practitioner from Bank Windhoek, said: "It is great to see that Volley Ball is growing in Namibia and with this indoor league everything should

go smoothly for the rest of the year.

Volley Ball requires stamina and agility, both qualities that Bank Windhoek can associate with. We wish the Namibia Volley Ball Federation all the best for 2012."

The top four teams from the National league will qualify for participation in the NVF Cup which will be held in October.

### BANK WINDHOEK SPONSORS LADIES COURT CRICKET FESTIVAL

**The Bank Windhoek Ladies Court Cricket Festival** took place on Saturday, 21 April 2012, at Suiderhof Primary School. Twelve teams from Bank Windhoek took part in the festival. The Festival was organised by Cricket Namibia with the aim of promoting ladies cricket in Namibia and get more ladies interested in playing cricket.

