



**WELCOME NOTES: BOTSWANA INNOVATION HUB CEO, MR. ALAN BOSHWAEN AT THE  
BIH-LETSHEGO PICTH SESSION**

- Letshego Group CEO, Mr Andrew F. Okai
- CEO of Letshego Botswana, Mr Fergus Ferguson
- Letshego Team
- BIH Team
- Distinguished judges
- Distinguished Innovators
- Members of the media
- Ladies & Gentlemen,

Good Afternoon and welcome to BIH

I am always intrigued by the concept of a pitch session, no matter how many times I have seen them the world over. What makes every pitch session unique is its purpose and many opportunities that lie ahead for the innovators.

Today's pitch session is unique in two fronts; it's a demonstration of Public and Private sector collaboration in action; bringing together Botswana Innovation Hub, Letshego Botswana and the Start-up companies. It is also unique because it does not only incentivise the winning start-ups, but it introduces them to an opportunity to access structured products at Letshego and market access in the Letshego Group of Companies throughout Africa.

We at BIH are delighted to have partnered with Letshego Holdings Limited to establish a pitch session targeted at clients within the BIH ecosystem, with prototype and market ready solutions. The start-ups pitching today have been carefully selected from a pool of start-ups within our Incubation and Acceleration programme where they benefit from a number

of interventions such as; technical advice, coaching, mentorship, access to markets, access to partner programmes, office space, subsidised corporate tax, special dispensation of the import of skilled personnel and many other tailored interventions to help them grow.

When they take to the stage, we are confident that they will put into practice the knowledge we have imparted and demonstrate readiness for further investment into their solutions.

Allow me to use this opportunity to once again underscore our purpose for existence as Botswana's Innovation Agency. We were established in 2012 to deliver 4 objectives;

- ✓ To support growth of start-ups and existing companies through innovation capacity building, access to funding and national technology transfer office services
- ✓ To create linkages between different players in the national innovation ecosystem for collaboration opportunities
- ✓ To Attract like-minded, innovative and technology driven businesses to establish their operations in the Park
- ✓ To manage and develop the science and Technology Park to create a thriving innovation ecosystem

You would agree with me that these are critical objectives in driving Botswana's Transformation Agenda, hence, we cannot deliver on them alone or in isolation. We are glad to have partnered with Letshego Botswana as a strong player in building national innovation ecosystem particularly in the SMMEs space.

It is through collaborations such as this one that we are able to contribute to the growth of our start-ups. Often, partnerships amplify success beyond what a single team may otherwise achieve, creating a win/win situation for all.

On a final note, I wish to note that our partnership with Letshego Botswana is the beginning of a journey of working together to promote and boost technology-led innovations as this is a shared vision for both our organizations. *"Innovation is happening here"*, together *"lets improve life"*. (2 companies' slogans)

Thank you for your attention.