



EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013 BOTSWANA

20th-23rd November 2013

Gaborone, Botswana

Creating Opportunities for a Changing Business Landscape

The East Midlands - Botswana Trade Visit



Organisers:



Supported by:





20th - 23rd November 2013

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GLOBAL EXPO BOTSWANA

Global Expo Botswana is the country's premier international business to business exhibition which is multi sector focus. The exhibition is endorsed by the Government of the Republic of Botswana through the Ministry of Trade & Industry. The expo will be held for four consecutive days at Botswana Conference and Exhibition Centre, Botswana

OBJECTIVE

The aim of this exhibition is to offer exhibitors and visitors an opportunity to actively promote their business and to stimulate intra-regional business exchange.

WHY GLOBAL EXPO BOTSWANA

- Meet buyers/sellers of your product and services
- Take part in the Business Matchmaking
- Strike partnerships and joint Ventures
- Attend all business workshops
- Take part in the Investment Forums
- Meet the government procurement Divisions
- Engage agents/distributors for your products
- Explore new markets in the region and other parts of Africa
- The Global Expo is the only premier multi-sectoral exhibition in Botswana
- The Expo facilitates trade and investment in Botswana under the management of Botswana Investment and Trade Centre (BITC)

EXHIBITOR PROFILE:

- **Agri-business and Agriculture**
- Textiles garments
- Manufactured goods
- Construction materials
- Automobiles
- Electrical goods and appliances
- Timber & furniture
- Engineering products
- Chemical and Cosmetics
- Machinery
- Information Technology
- Consultancy services
- Leather and associated technologies
- Mining
- Tourism
- Power & renewable energy

VISITOR PROFILE:

- **Importers**
- Wholesale & distributors
- Agents
- Business Executives
- Distributors
- Government procurement agencies
- International buyers
- Retailers
- Supply chain management program
-



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DOING BUSINESS IN BOTSWANA

Geographical location

Botswana is centrally located in southern Africa, sharing borders with Zambia and Zimbabwe in the North, South Africa in the South and Namibia in the North West. Botswana is 581,730 square kilometres in area, roughly the size of France with a population of 1.8m. The climate is semi-arid. Average daily maximum temperature is 37c while the average minimum temperature is 5c.



Strengths of Market

- English is widely spoken & accepted as the business language
- Botswana has a free market system and open tenders which are published through the media. In 2011 Botswana published tenders in construction, water supplies for rural areas, road construction, health infrastructure development and many others
- Mining Minerals, especially diamonds, have remained the mainstay of Botswana's economy and Tourism sector is also an increasingly important industry in Botswana, accounting for approximately 11% of GDP. One of the world's unique ecosystems, the Okavango Delta, is located in Botswana.
- In 2010, UK exports to Botswana for goods and services amounted to £63 million, while UK imports from Botswana were valued at £576 million
- There are potential investment opportunities in downstream manufacturing using local raw materials such as gemstones for jewellery, leather and skins, Property development – commercial and industrial, Agri-business, Financial services , other manufacturing activities and services.
- Botswana offers investor friendly policies include the absence of exchange control regulations, and a low a tax system It offers investors incentives such as Duty free and quota free access to EU market, Duty free access to South Africa, Namibia, Lesotho and Swaziland and Preferential access to markets of 14 Southern African countries.



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Why Botswana

1. No foreign exchange controls.
2. The Africa Growth & Opportunity Act of the United States allows new opportunities for duty free and quota free access to U.S markets.
3. Corporate tax is only 15 % for manufacturing companies and IFSC companies.
4. Duty free and quota free access to EU market.
5. Duty free access to South Africa, Namibia, Lesotho and Swaziland.
6. Preferential access to markets of 14 Southern African countries.
7. Botswana is the most transparent country in Africa, according to Transparency International. There is an official policy of zero tolerance for corruption.
8. Low personal income tax, the highest bracket being only 25%.
9. Zero corporate tax under Development Approval Order.
10. Industrial relations are good and trade unions are not militant.

Investment Opportunities are:

Downstream manufacturing using locally available raw materials and by-products e.g. cattle, electronic components for telephones, packaging materials, pharmaceuticals, jewellery and leather goods.

Property- Commercial and Industrial Property Development, Residential Property Development

Agri-business - Dairy, Poultry, Irrigation Crop Production, and Stock feed production, Livestock breeding and feed lot.

Financial Services- There are opportunities in Banking, Management Companies and Insurance Companies. (The I.F.S.C. is a project aiming to make Botswana one of the region's leading locations for the provision of international financial services. A very good environment exists to attract financial institutions and other services, which will primarily provide that services to customers outside Botswana.

Manufacturing Sectors- Botswana has a more conducive investment regime. It offers many advantages that have attracted investors from capital exporting countries such as: South Africa, Portugal, China, India, United Kingdom and Mauritius.

Downstream goods - A wide variety of raw materials is available locally, such as: soda ash, beef and beef by-products, coal, raw diamonds, and other minerals. A broad range of goods is already manufactured for the domestic and export markets. This includes the manufacture of textile, polishing of diamonds and semi-precious stones, leather goods and canned beef products and glass products.

Service Sectors- Opportunities exist to use Botswana as an African gateway in ICT and a wide range of other services.

Data Processing- Using Botswana as a communication or data processing hub for activities such as call centres, business process outsourcing and off-shoring, online access databases such as airline reservations systems, shipping lines, medical records and etc.

ICT -Software development, programming, hardware engineering and robotics

Financial Services - Providing support to the already existing Botswana International Financial Services Centre (BIFSC) to promote the sector.

Tourism - Working jointly with the Botswana Tourism Board (BTB) in promoting investment in tourism infrastructure especially in the hotel sector, as well as marketing the Botswana Tourist Product.

Education and Training

Botswana is land-locked country, sharing its borders with Namibia, Zambia, Zimbabwe and South Africa. All of these countries have upcoming economies and education is one of their top priority. This visit will enable interested educational institutions to meet policy makers and understand the government priorities in primary, secondary, further and higher education. We are also in communication with Tertiary Education Council (TEC) Botswana to facilitate one-to-one meetings with the tertiary education providers in Botswana. The TEC members include:

Public Sector

Institution	Institution
▪ Institute of Health Sciences, Gaborone	▪ Molepolole College of Education
▪ University of Botswana	▪ Botswana College of Distance and Open Learning (Letter of Interim Authority)
▪ Institute of Development Management	▪ Botswana Wildlife Training Institute
▪ Institute of Health Sciences, Francistown	▪ Institute of Health Sciences, Molepolole
▪ Deborah Retief Memorial School of Nursing	▪ Institute of Health Sciences, Serowe
▪ Institute of Health Sciences, Lobatse	▪ Francistown College of Education
▪ Seventh Day Adventist School of Nursing	▪ Botswana College of Engineering and Technology- BCET (Letter of Interim Authority)
▪ Tlokweng College of Education	▪ Botswana Accountancy College
▪ Botswana College of Agriculture	▪ Botswana International University of Science and Technology (Letter of interim Authority)
▪ Bamalete Lutheran School of Nursing	▪ Francistown College of Technical and Vocational Education (Letter of interim Authority)
▪ Serowe College of Education	▪ Gaborone Technical College (Letter of Interim Authority)
▪ Tonota College of Education	▪ Defence Command and Staff College (Letter or Interim Authority)

Private Sector

Institution	Institution
▪ Botho College (formerly NIIT Education and Training Centre)	▪ Kgolagano College of Theological Education (Letter of Interim Authority)
▪ BA ISAGO University College (UNISA Study Centre)	▪ Boitekanelo Training Institute (Letter of Interim Authority)
▪ Gaborone Institution of Professional Studies	▪ Flying Mission Services (Letter of Interim Authority)
▪ Limkokwing University College of Creative Technology (Letter of Interim Authority)	▪ Management College of Southern Africa- MANCOSA (Letter of Interim Authority)
▪ ABM University College	▪ Gaborone Universal College of Law (Letter of Interim Authority)
▪ New Era College of Arts Science and Technology (Letter of Interim Authority)	▪ DAMELIN (Letter of Interim Authority)
▪ Assembly Bible College (Letter of Interim Authority)	▪ Boitekanelo Training Institute (Letter of Interim Authority)

The School Development Support Agency is also keen to develop school-to-school links between UK (East Midlands) schools and schools in Botswana to enhance the learning experience of young people on both sides. This could further develop to exchange visits for both pupils and teachers.



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The East Midlands - Botswana Trade Visit



Botswana offers one of the best climate investments in Africa. The country offers many advantages that have attracted investors from capital exporting countries such as: South Africa, Portugal, China, India, United Kingdom and Mauritius.

A highlight of areas of high priority and opportunities for investment in Botswana are:

1. MANUFACTURING SECTORS – Leather, Textiles, Glass, Beef & Pharmaceuticals

2. SERVICES- Financial service, Data Processing & ICT

3. TOURISM

4. MINING -

5. POWER & RENEWABLE ENERGY

6. EDUCATION

7. OTHERS

- Construction materials
- Infrastructure development
- Automobiles
- Electrical goods and appliances
- Timber and furniture
- Engineering products
- Chemicals and cosmetics
- Machinery
- Consultancy services
- Agri-Business Agriculture



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PROGRAMME

Date: 20th – 23rd November 2013

Venue: Gaborone, BOTSWANA

Day	Date	Location	Details
1	18th Monday	Travel out to Gaborone	
2	19 th Tuesday	PROGRAMME STARTS	<p>Pre – Exhibition Briefing Session</p> <ul style="list-style-type: none"> Meeting with BITC & Botswana Chamber of Commerce & Industry & Networking session Reception at the British High Commission/ Govt. of Botswana (Optional) To be confirmed
3	20 th Wednesday	EXHIBITION STARTS	<ul style="list-style-type: none"> Meeting with prospective clients (pre-arranged and new contacts) Meeting with prospective clients (pre-arranged and new contacts)
4	21 st Thursday	EXHIBITION	<ul style="list-style-type: none"> Meeting with the Botswana Chamber of Commerce & Industry & Networking session Meeting with prospective clients (pre-arranged and new contacts)
5	22 nd Friday	EXHIBITION	<ul style="list-style-type: none"> Meeting with prospective clients (pre-arranged and new contacts)
6	23 rd Saturday	EXHIBITION ENDS	<ul style="list-style-type: none"> CLOSING SESSION
7	24 th Sunday	Departure for the UK/ Excursion	<p>OPTIONAL</p> <ul style="list-style-type: none"> To be arranged **
8	25 th Monday	Excursion	<ul style="list-style-type: none"> To be arranged **
9	26 th Tuesday	Departure for the UK	



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SUPPORT FOR THE DELEGATES BY UK TRADE ORGANISER

The UK trade visit organiser are offering an inclusive package of a group stand space and facilities to ensure delegates get the most out of the Global Expo 2103, even if they are not able to send your own representatives:

- Pre-show identification of potential customers or key suppliers in liaising with BITC
- Planning your promotional material.
- Pre arrange Buyer seller meetings
- Assistance with the VISA application, if required
- Dedicated group stand space at the exhibition
- Arrange for the exhibitors badges and packing
- Display of your promotional material and, where appropriate, samples.
- Representation of your specific interests on the stand by our experienced staff.
- Assistance during the Show
- Post-show contact management assistance.

Please inform us of any special requirements.

The UK trade visit organiser's role is limited to facilitating the participation of UK businesses in the Global Expo 2013, to ensure that they derive maximum benefits from the trade visit, at an affordable cost. The Botswana International Trade Centre BITC is wholly responsible for the delivery and management the Global Expo 2013 and all the services to be provided at the event.

COST OF PARTICIPATION

COSTS: Administrative fees all delegates attending the Global Expo 2013 **£450 per delegate** for and additional cost of displaying at the Exhibition on the Group stand is **£400 per business** Trade associations are to be offered a concessionary rate of £250per delegate

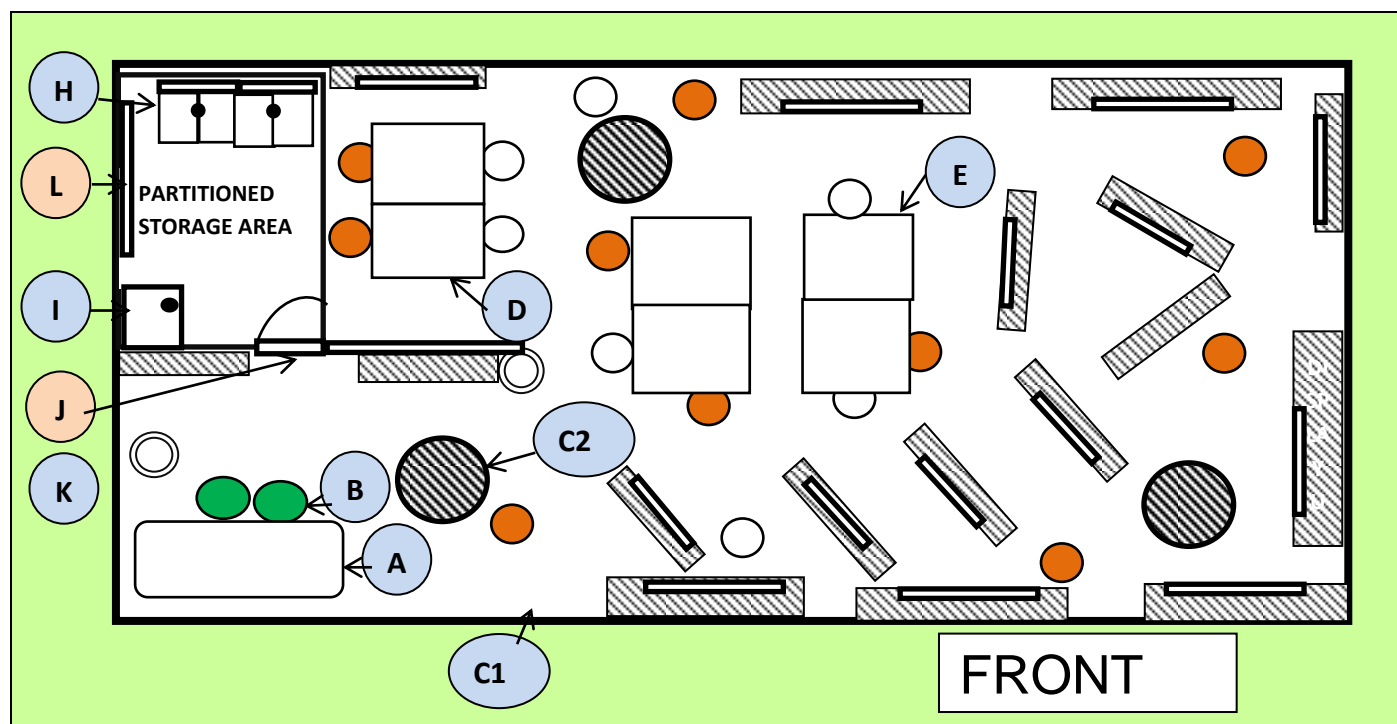
For a limited number of businesses who are unable to send a representative we are able to space for displaying brochure only visiting the market is **£150 per business**

All delegates are responsible for all other additional costs such as Airfares and travel costs in the UK and Botswana, subsistence and accommodation, in the designated group hotel and any in-market activities are also to be covered by the delegates.

Government Support

Solo market travel grant is available from UKTI for eligible businesses in the East Midlands, please contact UKTI East Midlands – East Midlands international Trade Team on Tel: 0845 052 4001 or Email: info@uktiem.co.uk alternative please contact your local Chamber of Commerce for assistance.

GLOBAL EXPO 2013, BOTSWANA STAND - DESIGN 01



FACILITIES ON THE GROUP

PACKAGE

1. SPACE REQUIRED

1	Space	=2(3m x 3m)
1	Partition walls	
1	Fascia with company name and stand number	
	Carpeting	
2	spotlights (per 9 square meters)	
1	Power outlet (per 9 square meters)	

2. FURNITURE & FITTINGS

A	Receptionist table
B	Receptionist chairs
C1	Displays Units – 4-5 feet wide/2/4 stages
C2	Displays Units –medium
C3	Displays Units – round
D	Tables
E	Chairs
H	Cupboards
I	Fridge
K	Waste bins
J	Lockable door
L	Coat Rail

POWER: 1x 13 amp/240 volts will be available for all the stands, with extension leads for individual booth

*Specific power requirement can be provided on request.



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ABOUT EXHIBITION – Photo Gallery from previous Expo





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SERVICES PROVIDERS

FLIGHTS TO BOTSWANA

▪	Air Botswana	http://www.airbotswana.co.uk
▪	British Airways	http://www.britishairways.com
▪	KLM	http://www.klm.com
▪	Air France	http://www.airfrance.co.uk
▪	South African Airways	http://www.flysaa.com
▪	Kenya Airlines	http://www.kenya-airlines.com/uk
▪	Namibia Airlines	http://www.airnamibia.com.na
▪	Lufthansa	http://www.lufthansa.com
▪	Emirates	http://www.emirates.com
▪	Virgin Atlantic	http://www.virgin-atlantic.com
▪	Qatar Airways	http://www.qatarairways.com/uk

ACCOMODATION - Detailed list available on request

HOTEL NAME	CONTACT
CRESTA LODGE	Ednah Paul Tel:+2673975375 . Fax:+2673900635 Email: reslodge@cresta.co.bw . Website: www.cresta-hospitality.com
CRESTA PRESIDENT HOTEL	Tel: (+267) 3953631. Fax: (+267) 3951840 Email: fopresident@cresta.co.bw reservations@cresta.co.bw Website : www.cresta-hospitality.co
SUNINTERNATIONAL	Pearl Botlhasitse Tel: +267-3616011. Fax: +267-3902555 Email: pearl.botlhasitse@bw.suninternational.com Website: www.suninternational.com
PHAKALANE GOLF ESTATE HOTEL RESORT	BothoMogapi Tel:+2673604000/3930000 . Facsimile:+2673159663/3904110 E-mail: bmogapi@phakalane.co.bw / banqueting@ph
PEERMONT MONDIOR GABORONE	Charity Molapisi Tel:+2673190600 Fax:+2673190660 Email: charity@mondiorsummit.co.bw
OASIS MOTEL	Ms Roberta Nsimbi / Mos. Shirley Renders. Tel:+2673928396 Fax:+263928568/+2673132054 Cell:+26774725315/+26771810623/
LANSMORE MASA SQUIRE A LONRHO HOTEL	BothoMogami -Sales and Marketing Manager Mobile : +267 72302543- Hotel: - +267 3159954/9976
BROADHURST INN	: Knowles John Tel/fax: +267 3901004 ' Mobile: +267 77046879 Email: broadhurstinn@hotmail.com Facebook: Broadhurst Inn

* For accurate prices contact the hotel directly.

OTHER SERVICE PROVIDERS

Service Providers for Global Expo Botswana

Category	Company	Contact name	Mobile	Telephone	Fax	E-mail
Catering	Executive	Ms	+267 71244046	+267 3900500	+267 3912245	chanda@botsnet.bw
	Catering Services	ChandaPabalinga				
Stand Design and Custom-Built Stands	779 World Events	TsholofeloLese di	+267 71246752 +267 71360636	+267 3917548	+267 3917548	779@link.co.bw
Additional Security	Regiment 63 Security Services	Thata Aubrey Botsoba	+267 72955581	+267 3938378	+267 3938378	tbotsoba@gmail.com
Freight Forwarding, Custom Clearing and onsite Handling	Speedway Freight (Pty) Ltd	Mr. Kenneth Chalira	+267 72923817/ +267 72163271	+267 3163271	+267 3163269	Kenneth@speedwayfreight.net
	Fast and Furious International	Cyril Thabo Anderson	+267 71379779	+267 3934893	+267 3934897	Cyril.a@gvpedia.com
Plants and Fresh Flowers	The Green Room	Ms. Sylvia Moyo	+267 71631761 +267 72412802	+267 3926280	N/A	Sylvia_moyo@yahoo.co.uk
TV-Video-DVD-Plasma Screens	Door Systems	Mr. Tony Molokwane	+267 73979342 +267 72842381	+267 3654500	+267 3654500	doorproperty@yahoo.com
Decoration	Boikgapo Investments (Pty) Ltd	Boikgabo Ruth Mokgware	+267 72934355	NA	N/A	boikgapoinvestments@gmail.com
Photographic and Video Services	Fats Productions	Mr.KeoagileBongang	+267 71619919 +267 71855533	N/A	N/A	fatsproductions09@gmail.com

OTHER PROVISIONS AT THE EVENT

- VIP Lounge
- International Visitors
- Media and Press Office
- Customs Department (BURS): Room 16
- Customs Clearing and On-site Handling
- Security: Room 26(upstairs)
- Electrician: Room 31(upstairs)
- Cleaning of stands
- **Business Centre** -The business centre offers secretarial, photocopying, binding, fax and e-mailing services.
- **Food Court** -There are catering Companies in the **Annex** offering different varieties



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ORGANISERS

	Contacts
<ul style="list-style-type: none"> African British Business Association (AfBBA) 	<p>Frederick Muyijimi T: 077 8022 1679 E: afbba.org@gmail.com</p>
<ul style="list-style-type: none"> Derbyshire & Nottinghamshire Chamber of Commerce & Industry 	<p>Laura Howard T: 0115 957 8748 E: Laura.Howard@dncc.co.uk</p>
<ul style="list-style-type: none"> Leicestershire Chamber of Commerce & Industry 	<p>Max Boden T: 0116 204 6606 E: boden.m@chamberofcommerce.co.uk</p>
<ul style="list-style-type: none"> Northampton Chamber of Commerce & Industry /Milton Keynes Chambers of Commerce 	<p>Brigid Hodgkinson T: 01604 790 921 E: brigid.hodgkinson@northants-chamber.co.uk</p>
<ul style="list-style-type: none"> Schools Development & Support Agency (SDSA) 	<p>Khalid Mahmood T: 0116 229 5939/07533 84969 E: khalid.mahmood@sdsa.net</p>

Supporters

<ul style="list-style-type: none"> UKTI East Midlands East Midlands International Trade Team Innovations House, Raynesway Derby DE21 7BF 	<p>T: 0845 052 4001 Email: info@uktiem.co.uk</p>
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APPLICATION FORM

COMPANY DETAILS

Name of company			
Product/Services			
VAT No			
Contact Person			
Address			
Post code			
Country			
Telephone			
Fax			
Email			
Website address (if any)			
OPTIONS			
Attending the Show Only (Please tick as appropriate)	<input type="checkbox"/>	No of Participants	<input type="checkbox"/>
Attending the show and Displaying on the Group Exhibition stand	<input type="checkbox"/>	No of participants	<input type="checkbox"/>
Not attending the Show but wish to display Brochure alone	<input type="checkbox"/>		
Any special requirement			
Signature	Date		
Date of Submission			

BOTSWANA INVESTMENT & TRADE CONFERENCE 20-21 NOVEMBER 2013

DRAFT PROGRAMME

TUESDAY 19th NOVEMBER, 2013

- 0800 Arrival of Guests, Speakers, Delegates
1800 Welcome Cocktail/Reception Sponsored by:

OFFICIAL OPENING CEREMONY Wednesday 20th November, 2013

- 0715 Arrival & Registration**
- 0730 Opening Breakfast sponsored by:**
- 0800 Introduction of Guests:**Mr.LetsebeSejoe, Acting Chief Executive Officer, Botswana Investment & Trade Centre
- 0805 Welcome Address:**Hon DorcasMakgato-Malesu, Minister of Trade & Industry
- 0815 Official Opening:**His Honor the Vice President of the Republic of Botswana; Dr PHK Kedikilwe
- 0830 Vote of Thanks:**Mr. Victor Senye, Chairman of the Board of Directors of Botswana Investment & Trade Centre
- 0835 Tour of the Exhibition by His Honor the Vice President and his entourage**

SESSION 1**Plenary Session– Mining**

(How can Botswana capitalize on the mining sector to ensure economic growth & diversification)

0900

Session Chair: Minister of Minerals Energy & Water Resources, Hon OnkokameKitsoMokaila

Guest Speaker – Mrs Bridgette DijengRadebe; Chairperson, Mmakau Mining & Independent Non-Executive Director of Sapp Limited, RSA

Industry Experts – Diamond Hub/DTCB (beneficiation & relocation from London to Gaborone); Coal Dev Unit (strategic railway projects, prospecting & mining licenses, coal as a dirty resource – carbon emissions & credits)

Moderator – Mr. Charles Siwawa; CEO, Botswana Chamber of Mines

Q&A / Discussions

1030 Morning Tea & Coffeesponsored by:

SESSION 2

1100 How can Batswana be encouraged to buy local products and make use of local services, in an effort to stimulate the local economy and help create jobs? (When consumers buy locally produced products and support local service providers, the local economy is stimulated and sustainable job opportunities are created – a case of *Proudly South African*)

Session Chair: Minister of Minerals Energy & Water Resources, Hon OnkokameKitsoMokaila

Session Chair: Minister of Trade & Industry, Hon DorcasMakgato-Malesu

Industry Experts – University of Botswana Faculty of Business, MTI, BITC – Brand Botswana, BEMA, BOCCIM, etc., (what can Botswana learn from the South African experience, what Brand Botswana needs to do to ensure that all Batswana embrace the national brand.)

Guest Speaker – Advocate Lesley Sedibe, CEO, Proudly South African

Industry Experts – University of Botswana Faculty of Business, MTI, BITC – Brand Botswana, BEMA, BOCCIM, etc., (what can Botswana learn from the South African experience, what Brand Botswana needs to do to ensure that all Batswana embrace the national brand.)

1230 Business Luncheon / Roundtable Discussions with Ministers sponsored by:

SESSION 3

1100 **How can Botswana be encouraged to buy local products and make use of local services, in an effort to stimulate the local economy and help create jobs? (When consumers buy locally produced products and support local service providers, the local economy is stimulated and sustainable job opportunities are created – a case of *Proudly South African*)**

Session Chair: Minister of Minerals Energy & Water Resources, Hon OnkokameKitsoMokaila

Session Chair: Minister of Trade & Industry, Hon DorcasMakgato-Malesu

Industry Experts – University of Botswana Faculty of Business, MTI, BITC – Brand Botswana, BEMA, BOCCIM, etc., (what can Botswana learn from the South African experience, what Brand Botswana needs to do to ensure that all Botswana embrace the national brand.)

Guest Speaker – Advocate Lesley Sedibe, CEO, Proudly South African

Industry Experts – University of Botswana Faculty of Business, MTI, BITC – Brand Botswana, BEMA, BOCCIM, etc., (what can Botswana learn from the South African experience, what Brand Botswana needs to do to ensure that all Botswana embrace the national brand.)

1400 **Plenary Session – Regional Integration in the SADC region (How can regional integration reinforce competitiveness across the Tripartite Alliance?)**

Session Chair: Minister of Finance & Development Planning, Hon Ontefetse Kenneth Mathambo

Guest Speaker– MsLinah K. Mohohlo, Governor of the Bank of Botswana

Industry & Academic Experts – University of Botswana, BIDPA, MTI, MFDP (Examine key tools and drivers for integration, define role of the private sector, Feasibility of the SADC FTA, SADC Customs Union, SADC Monetary Area and the Tripartite Alliance in relation to the EPAs)

Moderator – Professor Happy Siphambe; Dean, Faculty of Social Sciences, University of Botswana (UB)

Q&A / Discussions

SESSION 4

1600 **Positioning Botswana as a regional financial services hub (How can Botswana achieve scale and deploy capital in global frontier markets despite its landlocked nature and small population; how can Botswana adapt innovative technologies and services as well as foster a conducive regulatory environment, taking into account security of online and cross-border transactions, as well as privacy of the users)**

Session Chair: Assistant Minister of Trade & Industry, Hon KeletsoRakhudu

Guest Speaker – DrThapelo Clayton Matsheka, Financial Economist & MD, AON Botswana

Industry & Academic Experts – University of Botswana, BIDPA, MTI, MFDP, BITC, Bankers Institute of Botswana, (Achieving scale and deploying capital in frontier markets, adapting innovative technologies and services & fostering a conducive regulatory environment, securing online transaction & privacy of users, banking the unbanked, etc.)

Moderator – MrLetsebeSejoe; Acting CEO, Botswana Investment & Trade Centre

Q&A Session / Discussions

1530 **Afternoon Tea sponsored by:**

1730 **Showcasing Botswana to the World** – a session to showcase investment & trade opportunities available in Botswana to all delegates

1830 **Cocktail function sponsored by:**

0730 Arrival, tea, coffee & registration

SESSION 5

0800 **Plenary Session – Innovation & ICTs (How ICTs and Innovation could be harnessed to enhance Botswana’s competitiveness in the global village)**

Session Chair: Minister of Transport & Communications, Hon Nonofho Molefhi

Guest Speaker – Mr Ian Mann, Director, Gateways Business Consultants; regular contributor to Radio 702’s “Money Show”, Sunday Times Business Section columnist, and author of the best-selling books "*Managing with Intent*," and "*Strategy that Works*."

Industry Experts – Mr. Allan Boshwaen, CEO – Botswana Innovation Hub, Ministry of Transport & Communications, BOCRA (ICTs & Innovation as key tools and drivers for development & competitiveness, define role of the private sector (PPPs))

Moderator – Mr Neo Ngwako; MD - Arabi& Outsource Botswana, and ICT Sector Chair - BOCCIM.

Q&A / Discussions

SESSION 6

0930 **Plenary Session – Agriculture (Leveraging on agro investment opportunities in Botswana for sustainable food security)**

Session Chair: Minister of Agriculture, Hon Christian De Graaf

Guest Speaker – Dr Moraka Nakedi Makhura, Head of Economic Research, Land & Agricultural Development Bank of SA (Land Bank)

Industry Experts – Ministry of Agriculture/Agriculture Hub, BAMB, BHM (Agro investment opportunities in Botswana, Developing Botswana as an agribusiness champion, Leveraging other industries' best practices, enhancing agricultural productivity in Botswana, food security, Securing a sustainable food supply, challenges & threats, developing local & regional markets for horticultural products, etc.)

Moderator – Ms Lorato Morapedi, CEO – NDB

Q&A / Discussions

1100 **Morning Tea & Coffee sponsored by:**

SESSION 7

1130 Private Sector Development Programme in Botswana: Opportunities – the Private Sector Development Program (PSDP) is a government initiative developed in partnership with MTI, European Union and CDE. The PSDP which will run for duration of 3 years aims to stimulate and sustain growth through diversification of the economy while building the capacities of institutions and human resources that support the private sector.

Session Chair: Assistant Minister of Finance & Development Planning, Hon Vincent T. Seretse

Guest Speaker - Mr. Sid Boubekour, Head of CDE Regional Office for Southern Africa

Panel – Ms. Pauline Monare, Director EDD, MTI, **Mr. TebogoMatlhare**, Programme Officer, European Delegation, **Mr. Roger Nguessan**, PSDP Coordinator

Industry Experts –BITC, BOCCIM, BEMA, LEA, CEDA, BOBS, BNPC, HATAB, BIH, BTO, UB – Dept. of Economics, etc., (providing capacity building to SMMEs and CBOs in order to assist the Government of Botswana to upgrade the business environment for enterprises)

Moderator – Mr. Norman Moleele, Director, Membership Services (BOCCIM)

Q&A Session / Discussions

1300 Business Networking Lunch sponsored by:

SESSION 8

1400 Using the Special Economic Zones to promote, attract and facilitate foreign direct investment (FDI) into Botswana.

Session Chair: Minister of Trade & Industry, Hon DorcasMakgato-Malesu

Guest Speaker – Mr CyrilleNabutola, Chief Executive Officer, **Export Processing Zones Authority of Kenya**

Industry Experts – University of Botswana Department of Economics, MTI, BIDPA, BEMA, BOCCIM, etc., (what can Botswana learn from the Kenyan experience; what we need to do as a country to enhance economic development in Botswana by promoting, facilitating and creating enabling environment for investments in Botswana’s Special Economic Zones (SEZs))

Moderator –Dr Patricia M. Makepe, Head of Economics Department, University of Botswana

Q&A Session / Discussions

1530 Official Closing of the Conference by Mrs Ethel Matenge-Sebesho, Vice Chairman of the Board of Botswana Investment & Trade Centre

1545 Excursion to Mokolodi sponsored by: Footprints Africa Safaris*

1900 Closing Cocktail sponsored by:

Friday 22nd November, 2013

1000

GEB Golf Day at Phakalane Golf Estate sponsored by:

END OF CONFERENCE

APPENDIX- BOTSWANA

APPENDIX1.FOREIGN & COMMONWEALTH REPORT ON BOTSWANA



Country information

Area: 581,730 sq. km

Population: 2 million (2011 pop. Census)

Capital City: Gaborone, population 233,135 (2011 pop. Census) People: Predominantly Bantu-speaking African (c. 90% of whom are Tswana), small San communities and white minorities

Languages: English and Setswana

Religion(s): Christianity and indigenous beliefs; small Muslim population

Currency: Pula. 12.34 - £1 (September 2012 2012)

Political parties: Botswana Democratic Party (BDP), Botswana National Front (BNF), Botswana Congress Party (BCP), Botswana Movement for Democracy (BMD) Botswana Peoples' Party (BPP), Marx Engels Lenin and Stalin (MELS)

Head of State: President Lieutenant General Seretse Khama Ian Khama

Foreign Minister: The Hon Phandu Tombola Chaha Skelemani

Membership of international groupings/organisations: United Nations, Commonwealth, Southern African Development Community (SADC), African Union (AU), Non Aligned Movement (NAM), Southern African Customs Union (SACU). Botswana is also a member of the implementation committee of NEPAD (New Partnership for Africa's Development).

ECONOMY

Basic Economic Facts

GDP: US\$14.9 billion (2010 estimate)

GDP per head: US\$6406 (2009)

GDP Growth: 7.2% (2010)

Inflation: 6.9% (September 2012)

Major Industries: Diamonds, copper, nickel, beef and tourism

Major trading partners: the EU and fellow members of the Southern Africa Customs Union comprising South Africa, Namibia, Lesotho and Swaziland

Botswana's economy is sustained by diamonds, which account for 30% of GDP. Over the last three decades Botswana has had one of the fastest growing economies in the world, albeit from a low base, sustained by fiscal discipline and sound management. But diamonds are a finite resource, and the need for economic diversification is one of the Government's most pressing economic challenges. The global recession hit diamond production and sales hard, with production falling by almost 50% in 2009 resulting in a contraction of the economy (-6%). Sales are now recovering but are not expected to return to pre-crisis levels until the beginning of 2013. GDP growth has now improved. Tourism, financial services, light manufacturing and cattle farming are other key sectors. Botswana is notably free of corruption, ranked the least corrupt country in Africa by Transparency International, and the 37th least corrupt country in the world.

TRADE AND INVESTMENT

Trade and Investment with the UK

In 2010, UK exports to Botswana for goods and services amounted to £63 million, while UK imports from Botswana were valued at £576 million.

Development

Sound economic policies and diamond revenue have made Botswana a middle income country, having been one of the poorest countries in the world at the end of the 1960s. But this does not mean that the country is without critical developmental challenges. Chief among these is the incidence of HIV/AIDS, often estimated to be over 30% of the population (although this figure is disputed).

Because of Botswana's middle income status, the Department for International Development withdrew from a traditional bilateral assistance relationship in 2004/2005 and instead contributes to Botswana's development through work with multilateral agencies and through a programme of regional initiatives, including on HIV/AIDS and trade.

APPENDIX 2 – BOTSWANA

Botswana Exports by Product Section in US Dollars - Yearly

Section	2005	2006	2007	2008	2009	2010	2011
Live Animals; Animal Products	\$78,128,071	\$81,734,483	\$112,108,360	\$100,197,518	\$114,364,974	\$159,983,966	\$58,651,263
Vegetable Products	\$7,821,618	\$5,856,009	\$3,444,122	\$3,225,683	\$12,682,478	\$21,543,998	\$19,260,535
Animal or Vegetable Fats and Oils and Their Cleavage Products; Prepared Edible Fats; Animal or Vegetable Waxes	\$364,377	\$629,633	\$778,142	\$933,841	\$761,911	\$1,580,412	\$1,266,730
Prepared Foodstuffs; Beverages, Spirits and Vinegar; Tobacco and Manufactured Tobacco Substitutes	\$21,498,342	\$28,928,337	\$22,211,315	\$39,687,760	\$43,699,807	\$51,759,985	\$54,039,754
Mineral Products	\$20,775,104	\$73,852,922	\$192,639,637	\$241,024,355	\$112,873,816	\$136,181,471	\$100,763,441
Products of the Chemical or Allied Industries	\$29,167,725	\$25,165,365	\$20,203,483	\$32,840,029	\$39,195,905	\$77,963,072	\$51,339,815
Plastics and Articles Thereof; Rubber and Articles Thereof	\$10,048,536	\$16,039,477	\$21,003,168	\$18,932,787	\$15,165,885	\$19,062,018	\$30,636,351
Raw Hides and Skins, Leather, Furskins and Articles Thereof; Saddlery and Harness; Travel Goods, Handbags and Similar Containers; Articles of Animal Gut (Other Than Silk-Worm Gut)	\$1,289,743	\$1,625,976	\$3,371,867	\$1,845,427	\$1,347,985	\$1,290,188	\$1,137,891
Wood and Articles of Wood; Wood Charcoal; Cork and Articles of Cork; Manufactures of Straw, of Esparto or of Other Plaiting Materials; Basketware and Wickerwork	\$344,465	\$511,196	\$549,651	\$2,136,699	\$1,044,012	\$1,178,570	\$4,121,655
Pulp of Wood or of Other Fibrous Cellulosic Material; Recovered (Waste and Scrap) Paper or Paperboard; Paper and Paperboard and Articles Thereof	\$8,108,428	\$10,061,383	\$16,953,944	\$13,814,511	\$14,918,147	\$15,040,557	\$20,610,792
Textiles and Textile Articles	\$218,643,839	\$152,876,161	\$350,837,946	\$270,001,731	\$199,177,680	\$158,219,390	\$259,514,356
Footwear, Headgear, Umbrellas, Sun Umbrellas, Walking-Sticks, Seat-Sticks, Whips, Riding-Crops and Parts Thereof; Prepared Feathers and Articles Made Therewith; Artificial Flowers; Articles of Human Hair	\$2,414,358	\$1,755,839	\$2,859,528	\$2,447,841	\$3,545,045	\$3,633,375	\$2,610,232
Articles of Stone, Plaster, Cement, Asbestos, Mica or Similar Materials; Ceramic Products; Glass and Glassware	\$1,553,933	\$3,339,753	\$2,598,006	\$4,738,466	\$2,071,968	\$2,087,199	\$4,234,008
Natural or Cultured Pearls, Precious or Semi-Precious Stones, Precious Metals, Metals Clad With Precious Metal and Articles Thereof; Imitation Jewellery; Coin	\$3,348,479,370	\$3,350,892,134	\$3,248,293,301	\$3,231,563,566	\$2,240,999,829	\$3,270,138,264	\$4,529,850,045
Base Metals and Articles of Base Metal	\$479,931,176	\$641,301,046	\$938,977,946	\$719,315,168	\$452,292,022	\$549,243,887	\$400,769,913
Machinery and Mechanical Appliances; Electrical Equipment; Parts Thereof; Sound Recorders and Reproducers, Television Image and Sound Recorders and Reproducers, and Parts and Accessories of Such Articles	\$44,517,157	\$36,758,087	\$57,601,327	\$110,117,070	\$73,287,123	\$95,878,025	\$140,284,346
Vehicles, Aircraft, Vessels and Associated Transport Equipment	\$117,647,319	\$33,922,173	\$27,586,822	\$71,084,394	\$80,482,614	\$76,390,991	\$136,599,438
Optical, Photographic, Cinematographic, Measuring, Checking, Precision, Medical or Surgical Instruments and Apparatus; Clocks and Watches; Musical Instruments; Parts and Accessories Thereof	\$2,879,849	\$1,583,253	\$2,492,969	\$2,535,994	\$2,811,838	\$2,260,361	\$2,987,567
Arms and Ammunition; Parts and Accessories Thereof	\$101,373	\$11,277	\$187,425	\$36,130	\$23,172	\$411,275	\$13,228
Miscellaneous Manufactured Articles	\$2,633,188	\$2,636,736	\$3,524,102	\$2,592,938	\$4,030,886	\$4,658,361	\$6,140,915
Works of Art, Collectors' Pieces and Antiques	\$52,942	\$30,013	\$57,135	\$260,655	\$160,101	\$21,235	\$165,924
Other	\$12,788,657	\$13,310,713	\$8,909,326	\$41,951,748	\$11,729,946	\$13,171,835	\$18,800,358
Total	\$4,409,189,570	\$4,482,821,966	\$5,037,189,522	\$4,911,284,311	\$3,426,667,144	\$4,661,698,435	\$5,843,798,557

Botswana Imports by Product Section in US Dollars - Yearly

Section	2005	2006	2007	2008	2009	2010	2011
Live Animals; Animal Products	\$66,672,419	\$58,363,482	\$64,991,309	\$70,884,864	\$66,556,203	\$80,399,588	\$81,081,183
Vegetable Products	\$133,743,626	\$131,731,496	\$153,755,258	\$184,455,962	\$186,515,166	\$189,854,563	\$208,645,690
Animal or Vegetable Fats and Oils and Their Cleavage Products; Prepared Edible Fats; Animal or Vegetable Waxes	\$26,504,424	\$24,261,519	\$35,900,377	\$49,632,176	\$30,435,821	\$33,991,439	\$43,372,526
Prepared Foodstuffs; Beverages, Spirits and Vinegar; Tobacco and Manufactured Tobacco Substitutes	\$203,542,492	\$198,430,078	\$257,686,667	\$303,714,807	\$319,887,183	\$375,361,057	\$405,146,716
Mineral Products	\$540,242,726	\$622,958,060	\$169,939,534	\$245,450,991	\$266,498,872	\$300,022,248	\$373,073,082
Products of the Chemical or Allied Industries	\$254,010,697	\$264,817,409	\$310,041,292	\$331,723,660	\$346,776,033	\$398,486,836	\$417,625,241
Plastics and Articles Thereof; Rubber and Articles Thereof	\$113,435,981	\$109,159,620	\$165,136,226	\$174,734,531	\$154,834,771	\$170,336,820	\$187,489,833
Raw Hides and Skins, Leather, Furskins and Articles Thereof; Saddlery and Harness; Travel Goods, Handbags and Similar Containers; Articles of Animal Gut (Other Than Silk-Worm Gut)	\$5,481,806	\$6,157,229	\$5,928,744	\$6,834,823	\$7,544,886	\$8,134,443	\$7,984,266
Wood and Articles of Wood; Wood Charcoal; Cork and Articles of Cork; Manufactures of Straw, of Esparto or of Other Plaiting Materials; Basketware and Wickerwork	\$44,950,582	\$38,924,270	\$51,031,128	\$66,582,052	\$65,963,096	\$67,188,322	\$71,062,104
Pulp of Wood or of Other Fibrous Cellulosic Material; Recovered (Waste and Scrap) Paper or Paperboard; Paper and Paperboard and Articles Thereof	\$72,419,391	\$71,941,266	\$88,106,265	\$91,156,729	\$104,960,838	\$105,692,278	\$112,558,123
Textiles and Textile Articles	\$119,019,218	\$114,127,394	\$144,497,027	\$158,099,945	\$157,291,456	\$166,450,394	\$192,408,898
Footwear, Headgear, Umbrellas, Sun Umbrellas, Walking-Sticks, Seat-Sticks, Whips, Riding-Crops and Parts Thereof; Prepared Feathers and Articles Made Therewith; Artificial Flowers; Articles of Human Hair	\$33,321,775	\$35,314,720	\$41,782,146	\$46,517,100	\$50,099,137	\$57,381,876	\$64,280,127
Articles of Stone, Plaster, Cement, Asbestos, Mica or Similar Materials; Ceramic Products; Glass and Glassware	\$51,704,815	\$42,181,756	\$55,586,391	\$58,178,797	\$59,834,077	\$77,934,495	\$89,239,136
Natural or Cultured Pearls, Precious or Semi-Precious Stones, Precious Metals, Metals Clad With Precious Metal and Articles Thereof; Imitation Jewellery; Coin	\$33,424,083	\$67,447,910	\$129,535,510	\$465,423,717	\$370,302,254	\$662,891,617	\$865,886,729
Base Metals and Articles of Base Metal	\$226,318,034	\$228,496,601	\$288,589,239	\$348,223,870	\$299,797,267	\$369,107,120	\$487,600,881
Machinery and Mechanical Appliances; Electrical Equipment; Parts Thereof; Sound Recorders and Reproducers, Television Image and Sound Recorders and Reproducers, and Parts and Accessories of Such Articles	\$475,643,624	\$452,488,196	\$648,116,819	\$811,521,763	\$698,222,897	\$808,238,333	\$1,315,348,590
Vehicles, Aircraft, Vessels and Associated Transport Equipment	\$408,929,641	\$296,363,333	\$459,055,929	\$561,541,459	\$592,957,509	\$542,232,570	\$665,208,051
Optical, Photographic, Cinematographic, Measuring, Checking, Precision, Medical or Surgical Instruments and Apparatus; Clocks and Watches; Musical Instruments; Parts and Accessories Thereof	\$36,486,425	\$38,012,862	\$52,580,698	\$54,582,124	\$71,257,024	\$63,654,722	\$74,711,750
Arms and Ammunition; Parts and Accessories Thereof	\$11,277,668	\$13,574,767	\$3,801,859	\$12,575,107	\$2,846,814	\$19,925,534	\$3,189,945
Miscellaneous Manufactured Articles	\$75,953,205	\$72,554,726	\$88,748,408	\$90,093,325	\$105,765,930	\$103,196,486	\$110,331,292
Works of Art, Collectors' Pieces and Antiques	\$122,710	\$152,158	\$236,310	\$252,659	\$412,282	\$677,491	\$506,516
Other	\$103,295,963	\$40,877,198	\$30,537,553	\$48,364,370	\$55,431,516	\$78,501,951	\$83,768,904
Total	\$3,036,501,305	\$2,928,336,050	\$3,245,584,689	\$4,180,544,831	\$4,014,191,032	\$4,679,660,183	\$5,860,519,583

Source: United Nations Commodity Trade Statistics Database

<http://www.indexmundi.com/trade/imports/?country=bw>

APPENDIX 3 - BOTSWANA

Botswana: Commercial information for British companies

About Botswana

Botswana is centrally located in southern Africa, sharing borders with Zambia and Zimbabwe in the North, South Africa in the South and Namibia in the North West. Botswana is 581,730 square kilometres in area, roughly the size of France with a population of 1.8m. The climate is semi arid. Average daily maximum temperature is 37c while the average minimum temperature is 5c.

Political System and Governance Record

Botswana is a multi-party democracy with three arms of government, the executive, legislature and the judiciary. General elections are held every 5 years. Each of the elections since independence has been freely and fairly contested and has been held on schedule. The president of Botswana is indirectly elected. The presidential candidate from the political party that wins the majority of the 57 seats in the National Assembly is sworn in as president.

With its proven record of good economic governance, Botswana is consistently ranked by international organizations as among the freest economies in sub-Saharan Africa. Botswana is ranked the most transparent country in Africa by Transparency International. The World Economic Forum report on the other hand has ranked Botswana 60th on the Global Competitiveness Index of 2009/10, making it the second-best country in sub-Saharan Africa, Botswana performed well in institutions and macro economy but needs to improve areas like health and education according to the report.

The 2010 Mo Ibrahim Foundation index ranked Botswana third on the continent in terms of good governance. In May 2011, Moody's and Standard & Poor's downgraded Botswana's investment grade credit rating from "A" to "A-". The downgrading was due to Botswana's decision to set out plans to boost public spending until March 2012.

The Economy

Botswana has enjoyed one of the fastest growth rates in per capita income in the world since independence, although it has slowed gently since the 1990s and recently experienced a sharp contraction due to the global economic slowdown. The economic growth rate averaged 9% per year from 1967-2006, but slowed during 2007 and 2008 to only 3% before dropping to minus 3.7% in 2009. In 2010, real GDP grew by approximately 7.5%, and it is expected to post an average growth of 6% in 2011 and 2012.

The Bank of Botswana's target inflation rate is 3- 6% although it has rarely been within the target since the pula devaluation in May 2005. Inflation maintained a downward trend during most of 2010 and ended the year at 5.8 percent. Bank of Botswana's 2010 Report indicated that domestic inflation was projected to rise in the short time but should revert to within the bank's inflation objective range of 3-6 % on a sustainable basis from the first quarter of 2011. In actuality, inflation has remained above BoB targets for the first half of 2011.

Minerals, especially diamonds, have remained the mainstay of Botswana's economy. Mining contributes about 40% of Botswana's GDP and account for about 75% of Botswana's export **earnings**. As part of Botswana's drive to diversify and increase local value added within the mining sector, De Beers opened the Diamond Trading Centre Botswana (DTCB) in 2008 to shift sorting, cutting, polishing, aggregating, and marketing to Gaborone from London. In 2009, the DeBeers group postponed moving its worldwide diamond aggregation from London to Botswana. However, the DTCB is currently responsible for sorting all stones mined in Botswana before they are sent for aggregation in London.

Tourism is an increasingly important industry in Botswana, accounting for approximately 11% of GDP. One of the world's unique ecosystems, the Okavango Delta, is located in Botswana.

Investment Incentives in Botswana

Botswana investor friendly policies include the absence of exchange control regulations, a tax system that provides up to as little as 15 percent corporate tax and up to a maximum of 25 percent income tax. In special cases, companies can negotiate for a tax holiday under Special Tax Agreement. Value Added Tax is at low rate of 12% on standard rated supplies while some supplies are zero-rated and others exempted. Other positive factors for investors include duty free and quota free access to the EU market, duty free access to markets to South Africa, Namibia, Lesotho and Swaziland as well as preferential access to markets to 14 Southern African Countries.

Botswana is cited among the leading global innovators in the critical areas of the ease of starting a business, reform of labour laws, and contract enforcement procedures. Companies starting business in Botswana can enjoy packaged investor solutions not only from the Botswana Innovation Hub (BIH) but also from governmental investment agencies e.g. (www.bdc.bw; www.bedia.co.bw) and enjoy the benefits of several schemes.

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Government Economic and Development Strategies

In order to ensure that the economic diversification drive is successful, government has formulated the 'Botswana Excellence Strategy' which serves as a framework for the country to achieve high income status. Principles outlined in the Excellence Strategy, which comprises a range of actions and instruments needed to achieve economic diversification and sustainable growth, these include: creating an enabling framework; mindset change; economic openness; and citizen empowerment through excellence. The strategy also encompasses the six hub projects that have the potential to boost diversification by promoting sustainable new economic activities. These hubs are the Diamond hub, Innovation hub, Health hub, Agriculture hub, Transport hub and the Education hub.

Financial Regulation

Though Botswana has abolished foreign exchange controls, the country continues to monitor the movement of money in and out of the country, in order to collect statistics and monitor capital flows. The Government has legitimised offshore capital investments and allows foreign investors and individuals and Botswana incorporated companies to open foreign currency accounts in specified currencies. The designated currencies are US Dollar, Pound Sterling, Euro and South African Rand.

Bank of Botswana (BoB) is responsible for management of the country's foreign exchange reserves and regulation and supervision of financial institutions operating in Botswana www.bankofbotswana.bw.

Botswana Stock Exchange (BSE) oversees share dealings, listings, mergers, takeovers, etc. www.bse.co.bw.

Botswana Bureau of Standards (BOBS) is the official body responsible for all issues related to standardization and quality assurance at national level. <http://www.bobstandards.bw>. Botswana Revenue Services (BURS) performs tax assessment and collection functions on behalf of the Government and take appropriate measures to counteract tax evasions.

Travel

FCO Travel Advice

The FCO website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there. For advice please visit the FCO Travel section

Visa Requirements

British Citizens do not need Visa to enter Botswana for stays up to 90 days in any one year. See link below for visa requirements for Investors. http://www.bedia.co.bw/article.php?id_mnu=109

Opportunities

Priority sectors for Botswana's Investment Agency: Beef and Beef Products; Glass Products, Information Technology, Jewellery, Tourism, Education, Pharmaceuticals Botswana's main imports: Food, beverages, fuels, chemicals and rubber products, wood and paper products, textiles and footwear, metal and metal products, machinery and electrical equipment, vehicles and transport equipment.

Infrastructure

Botswana's road, rail and air transport is well developed. A network of bituminised roads extend along the eastern and more populated side of the country. The remote western areas are characterised by vast distances between settlements and low population densities. These have been made considerably more accessible since the completion of the Trans - Kalahari Highway. The Trans-Kalahari links the capitals of Botswana and Namibia and serves as a strategic link in the Maputo Walvis Bay Economic Corridor. The route length of railways in Botswana consists of 641km of main line linking Botswana with South Africa and Zimbabwe. There are three branch lines covering 250km, one carrying coal from Morupule to Palapye, another carrying copper nickel from SelebiPhikwe to Serule and the third of 175 km carrying salt and soda ash from Sua Pan to Francistown.

Botswana has a well-developed civil aviation infrastructure and airport facilities. The national airline, Air Botswana operates a limited number of routes domestically and internationally. South African, Kenyan and Zambian Airways also offer services to Botswana. Charter companies operate a variety of services in different parts of the country. Air Botswana carries limited cargo on scheduled flights and also operates dedicated cargo services between Gaborone and Johannesburg.

Botswana has three dry ports, with container terminals located in Gaborone, Francistown and SelebiPhikwe offering fully computerised, containerised door to door delivery. These facilities can handle 3m, 6m and 12m containers.

The Government of Botswana has leased a Dry Port at Walvis Bay, Namibia to facilitate its imports and exports. The Dry Port is envisaged to deal with logistics corridor with Walvis Bay on the West coast and Botswana on the East. The Dry Port at Walvis Bay and the industry in Gaborone will become the origin-destination terminals of the corridor.

Other useful information

Imports and tariffs

Southern African Customs Union

Because of history and geography, Botswana has long had deep ties to the economy of South Africa. The Southern Africa Customs Union (SACU), comprised of Botswana, Namibia, Lesotho, Swaziland, and South Africa, dates from 1910, and is the world's oldest customs union. Under this arrangement, South Africa collects levies from customs, sales, and excise duties for all five members, sharing out proceeds based on each country's portion of imports.

European Union Economic Partnership Agreements (EPA)

Botswana and its smaller counterparts Lesotho and Swaziland have signed but not yet implemented Interim Economic Partnership Agreements with the European Union. Negotiations for a full EPA are ongoing. The key benefit of the Interim and Full EPA is tariff free access to EU markets for Botswana beef producers, something Botswana currently enjoys under a temporary arrangement

Double Taxation Avoidance Agreement

Botswana and the UK signed a Double Taxation Avoidance (DTA) agreement in 2005. The DTA came into effect in the UK from 1 April 2007 for corporation tax and from 6 April 2007 for income tax and capital gains tax. In Botswana it became effective from 1 July 2007

http://faculty.law.wayne.edu/tad/Documents/Tax_treaties/botswana-UK.pdf

Resources/Useful Links

Country Information:

Botswana: Commercial information for British companies-

UKTI <http://www.ukti.gov.uk/export/countries/africa/southernafrica/botswana.html>

Doing Business in Botswana – World Bank

<http://www.doingbusiness.org/data/exploreconomies/botswana/>

FCO Country Profile: <http://www.fco.gov.uk/en/travel-and-living-abroad/travel-advice-by-country/country-profile/>

Culture and communications:

CILT – National Centre for Languages - Regional Language Network in your area:

http://www.cilt.org.uk/workplace/employer_support/in_your_area.aspx

Customs & Regulations:

HM Revenue & Customs: www.hmrc.gov.uk

Economic Information:

Economist

<http://www.economist.com/countries/>

Export Control

Export Control Organisation: <http://www.businesslink.gov.uk/exportcontrol>

Export Finance and Insurance:

ECGD <http://www.ecgd.gov.uk/>

Intellectual Property

Intellectual Property Office: www.ipo.gov.uk

Market Access

Market Access Database for Tariffs (for non-EU markets only):

<http://mkaccdb.eu.int/mkaccdb2/indexPubli.htm>

UK Trade Tariff <http://online.businesslink.gov.uk/bdotg/action/tariff?r.s=tl&r.l1=1079717544&r.lc=en&r.l2=1079841842>

Standard and Technical Regulations:

British Standards Institution (BSI):

<http://www.bsigroup.com/en/sectorsandservices/Disciplines/ImportExport/>

Trade Statistics:

National Statistics Information: <http://www.statistics.gov.uk/hub/index.html>



EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013 BOTSWANA

20th-23rd November 2013

Gaborone, Botswana

Organisers:



Supporters:

