

# Botswana, the sparkle of Africa

Explore, Invest, Trade



 **BOTSWANA**  
INVESTMENT  
& TRADE CENTRE

 **BOTSWANA**  
Our pride, your destination



# ABOUT BOTSWANA

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Botswana is a land of unmatched beauty, plentiful in wildlife and rich in culture, giving it a magical and dreamlike quality, from its prominent salt pans to diamond rich deserts and lush flood plains. Since peacefully gaining its independence in 1966, Botswana has managed to exploit its wealth of underground resources, especially diamonds, to develop not only its diverse economy but also its people. The country is the biggest producer of diamonds in the world by value. It is hailed as a shining beacon of democracy, stability and peace.

Its people have a rich diverse culture and embrace all who visit with welcoming warmth.

At 582,000 km<sup>2</sup>, Botswana is a land-linked country at the heart of Southern Africa, bordered by Namibia, Zambia, Zimbabwe and South Africa. Its central location in this region makes the country the perfect gateway for reaching the whole of the Southern African Development Community (SADC), making it the ideal investment, trade and tourism hub.

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## Botswana is a Land of Stunning Beauty

The stunning beauty of the Okavango Delta, the unimaginable vastness of the Central Kalahari Game Reserve, the isolation and other worldliness of the Makgadikgadi, the astoundingly prolific wildlife of the Chobe National Park make Botswana a very unique tourist destination.

## Rich in Natural Resources

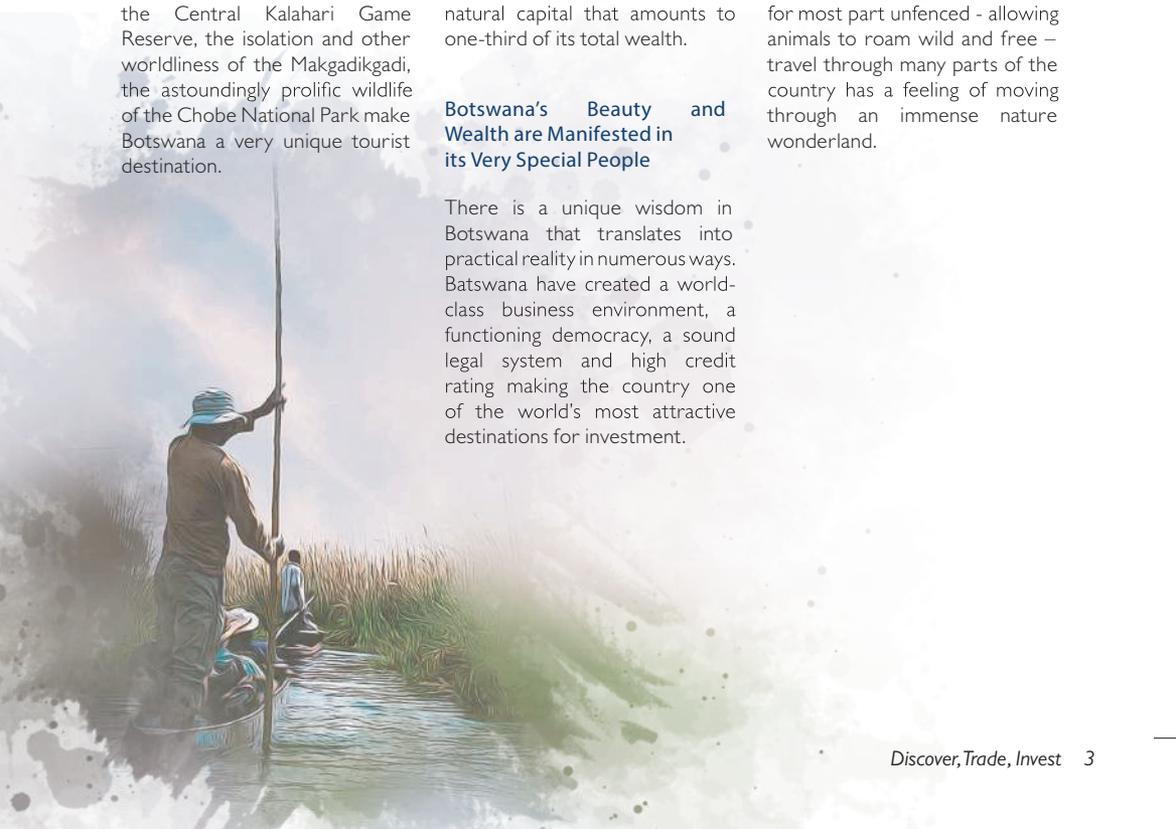
Minerals, energy, protected environmental areas, agriculture, pastureland, and non-timber forest products give Botswana natural capital that amounts to one-third of its total wealth.

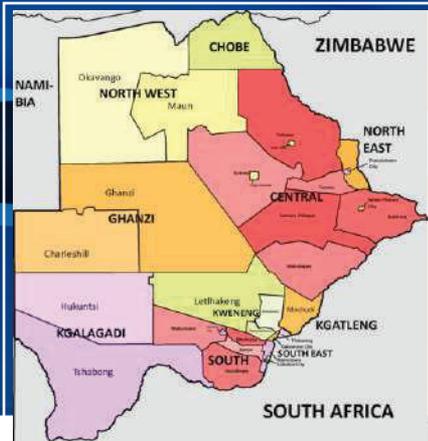
## Botswana's Beauty and Wealth are Manifested in its Very Special People

There is a unique wisdom in Botswana that translates into practical reality in numerous ways. Botswana have created a world-class business environment, a functioning democracy, a sound legal system and high credit rating making the country one of the world's most attractive destinations for investment.

## A Natural Wonder

Botswana has a full 38 percent of its total land area devoted to national parks, nature reserves, and wildlife management areas - for most part unfenced - allowing animals to roam wild and free - travel through many parts of the country has a feeling of moving through an immense nature wonderland.





## BOTSWANA AT A GLANCE

Botswana's economy experience slow growth rate of 2.7 percent in 2023. The current indications are that the economy will contract in 2024 and moderately recover in 2025.

\* (2023) Statistics Botswana

AREA	582,000 km <sup>2</sup>	POPULATION	2.369 million * Statistics Botswana 2023
CAPITAL	Gaborone	FORM OF GOVERNMENT	Parliamentary Republic
HEAD OF STATE	<b>His Excellency, President Advocate Duma Gideon Boko</b>	ADULT LITERACY RATE	90% * Statistics Botswana 2023
OFFICIAL LANGUAGE	English and Setswana	GROSS DOMESTIC PRODUCT (2021)	USD 20.34 billion * Statistics Botswana 2023
PER CAPITA GDP (2023)	US\$ 7,820.20	GDP REAL GROWTH RATE FOR (2023)	2.7% * World Bank
ANNUAL INFLATION (2024)	2.8% * Statistics Botswana 2023	CURRENCY	ISO code is BWP, One Pula = 100 Thebe * Current exchange rate 1 BWP ≈ 0.08103 USD
MONETARY POLICY RATE	1.9% * Bank of Botswana	WEIGHTS & MEASURES	Metric System

Botswana acknowledges the important role that foreign direct investment (FDI) plays in economic development and encourages international tourists and investors to choose the country as a destination for their visit and investment.

Our government's policy is orientated towards sustainable growth and diversification through coordinated efforts and contributions from various sectors of the economy, including mining, agriculture, services, energy and tourism.

Attracting FDI and encouraging joint venture partnerships between local and foreign investors are some of the key issues that will assist in the transfer of skills and ensure that the private sector plays a pivotal role in the development process. To this end, continuous review of the trade, tourism and investment climate has remained an important priority in ensuring that Botswana fully exploits its potential as the preferred investment location.

# MAJOR TOURIST ATTRACTIONS

Botswana is a premier safari destination offering some of the best wilderness and wildlife experiences amongst the African continent. It continues to stand out in terms of its tourism offerings, making it a must-visit destination globally.

Key tourism assets include pristine national parks and game management areas, which are home to a great diversity of wildlife and flora, Wilderness/Wetlands experience, Culture and Heritage, Sports and Adventure and Business Tourism (Meetings Incentives, Conferencing and Events).

Tourism has also been identified by government as one of the priority areas for investment due to its numerous linkages to various other sectors of the economy.

Experience in Botswana the stunning beauty of the world's largest intact inland Delta, the Okavango Delta; the unimaginable vastness of the world's second largest Game Reserve, the Central Kalahari Game Reserve; the isolation and other worldliness of the Makgadikgadi, uninhabited pans the size of Portugal; the dramatic rocky and rugged wilderness, Northern Tuli Game Reserve; and the astoundingly prolific wildlife of the Chobe National Park.



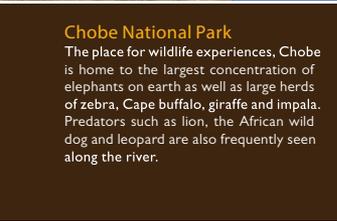
## Makgadikgadi and Nxai Salt Pans

Situated in northern Botswana, the entire Makgadikgadi Pans network is the largest single pan and is famous for its unreal landscape of the pans and their Stone Age archaeological treasures, many of which still lie buried just under the surface.



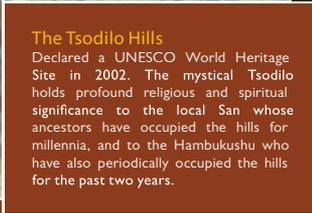
## The Okavango Delta

Declared the 1000<sup>th</sup> UNESCO World Heritage Site declared in 2014, Okavango Delta is the largest inland delta, descending from the highlands of Angola to the Kalahari.



## Chobe National Park

The place for wildlife experiences, Chobe is home to the largest concentration of elephants on earth as well as large herds of zebra, Cape buffalo, giraffe and impala. Predators such as lion, the African wild dog and leopard are also frequently seen along the river.



## The Tsodilo Hills

Declared a UNESCO World Heritage Site in 2002. The mystical Tsodilo holds profound religious and spiritual significance to the local San whose ancestors have occupied the hills for millennia, and to the Hambukushu who have also periodically occupied the hills for the past two years.



## Kgalagadi Transfrontier Park

The Republics of Botswana and South Africa have joined forces in the promotion of Natural resources conservation by forming the world's first ever Transfrontier Park "Kgalagadi Transfrontier Park" in Southern Africa. The formation of this park was merging the formerly known Gemsbok National Park, which is 28,400km<sup>2</sup> and lies in the extreme southwest of Botswana, as well as the former Kalahari Gemsbok National Park which is 9,591 km<sup>2</sup> in the South African side.



## Central Kalahari Game Reserve

Located in the heart of Botswana, the Central Kalahari Game Reserve (CKGR) is the largest and most remote game reserve in the whole of Southern Africa. The Reserve's northern grasslands attract large herds of springbok, gemsbok, wildebeest, hartebeest, eland and giraffe. Of course, their predators are never far away.



## Goo-Moremi Gorge

Declared a protected National Monument, the alluring Goo-Moremi Gorge is a remarkable sight with spectacular gorges, five ascending pools and mystical waterfalls.





## WHY INVEST, VISIT AND LIVE IN BOTSWANA?

### S&P Global Ratings

- On March 15, 2024, S&P Global Ratings affirmed its 'BBB+' long-term and 'A-2' short-term foreign and local currency sovereign credit ratings on Botswana. The outlook is stable. The stable outlook indicates that we anticipate that Botswana's GDP growth will remain relatively resilient and that this will, in turn, support export receipts and fiscal revenue.

<https://www.bankofbotswana.bw/sites/default/files/news-files/SP%20Press%20Release%20-%20Botswana%20Ratings%20Affirmed%2015-03-2024.pdf>

- Botswana's economy is considered "moderately free" according to the 2024 Index and ranks 2nd out of 47 countries in the Sub-Saharan Africa region.

### Botswana is Stable, Peaceful, and Transparent

- Botswana provides a peaceful and stable environment to its citizens and investors and has maintained peace since Independence in 1966,
- We have zero tolerance for corruption, and we boast a sound legal system and adherence to the rule of law: and

- We have been consistently rated as the second least corrupt country in Africa by Transparency International.

### Botswana is committed to Sound Fiscal Policy, Economic Freedom and has a Steady and Dramatic Growth Rate

- We have the highest sovereign credit rating in Africa by Standard and Poor's global ratings (September 2022). S&P global ratings affirmed Botswana's BBB+/A-2 long and short – term foreign and local currency sovereign credit ratings. At the same time, S & P Global affirmed the BBB +/A-2 long and short term foreign and local currency. A stable and predictable institutional framework continues to support the ratings and the monetary policy framework supports macroeconomic stability.
- We are named the 3rd freest economy in Africa by Heritage Foundation (2022).

### Botswana Opens the Door to a Massive Market

- We provide investors with preferential access to the Southern African Development Community's (SADC) entire

marketplace of around 379.69 million people,

- Botswana provides duty-free access to South Africa, Namibia, Lesotho and Eswatini; and
- Botswana provides duty-free and quota-free access to the European Union (EU) market

### The Government of Botswana Wants to Make Your Investment Work for You

- We have no restrictions on business ownership,
- Taxes are very low - 15% for manufacturing and IFSC companies, 22% for other businesses and 25% for individuals: and
- We allow remittance and full repatriation of profits and dividends.

### The Quality of Botswana's Workforce is Second to None in Africa

- The workforce is well educated, 90% are literate and most speak English,
- There are no labour tensions; and
- Our people are peaceful and humble, and the different communities maintain harmonious relations.



## BOTSWANA'S UNIQUE SELLING POINTS

Botswana's economy is considered "moderately free" according to the 2024 Index and ranks

[https://static.heritage.org/index/pdf/2024/2024\\_indexofeconomicfreedom\\_botswana.pdf](https://static.heritage.org/index/pdf/2024/2024_indexofeconomicfreedom_botswana.pdf)

Most attractive jurisdiction in Africa and the highest in Africa based on policy, ranking 4th (of 86) on the policy perception index (PPI) in 2023.

<https://www.fraserinstitute.org/sites/default/files/2023-annual-survey-of-mining-companies.pdf>

Strategically linked to global markets with numerous trade agreements such as; SADC, SACU - ETFA, SADC - EPA, SACU MERCUSOR, UK - SACU + Mozambique, EPA; AfCTA.

Prudent fiscal monetary policies that boost business confidence and guarantee high fiscal strength (Bank of Botswana 2023).

Third freest economy in Sub Saharan Africa out of 47 countries, with regulatory environment encourages growth, and openness to foreign investment and trade promotes competitiveness and resilience. (Heritage Foundation 2023).

Botswana received praise at a Fraser Institute briefing on their soon-to-be published Annual Survey of Mining Companies held during PDAC at MineAfrica's (<https://www.MineAfrica.com>) 21st Annual Investing in African Mining Seminar. The country ranks as one of the world's top ten mining destinations.

# INVESTMENT CLIMATE

Botswana has created an enabling environment for capital and business to thrive and support its strategic focus to diversify the economy into value – adding sectors. As the fourth most competitive economy in Africa and the easiest African countries to do business with. The country has a peaceful democracy with an excellent investment climate. It enjoys good governance and a stable macro-economic environment.

Botswana offers many incentives for investors, including:

- No restrictions on business ownership,
- Up to 100% Duty rebates on importation of machinery,
- Liberal tax regime: 22% corporate and 25% personal tax, with 15% corporate tax for manufacturing and IFSC-registered companies (lowest taxes in the SADC region),
- Negotiable tax holiday up to 10 years maximum; and
- Deductible training rebate of 200%.
- Provide up to 100% duty rebate for customs duties on imported raw materials for manufacturing under schedule 3 of the Customs Act.

## INCENTIVES FOR IFSC ACCREDITED COMPANIES

- A competitive corporate tax incentive framework; 15% corporate tax,
- Exemption from Capital Gains Tax (CGT) and Withholding Tax (WHT),
- Access to a growing network of Double Taxation Avoidance (DTA) Treaties,
- No foreign exchange controls; and
- Denomination of share capital in any major convertible currency.

## SPEDU REGION INCENTIVES

- 5% Corporate Tax for the first 5 years, 10 % thereafter;
- Duty rebates on imported raw material. Provide rebate of Customs duties and value,
- Added tax under schedule 4 – Rebate item 470.03, and VAT Act Third Schedule – Item 470.03 for manufacturing done exclusively for export outside Common Customs Area (CCA), and
- Provide rebate for customs duties and Value Added Tax for importation of raw materials under schedule 3 of the Customs Tariff and VAT Act.

## SPECIAL ECONOMIC ZONES INCENTIVES

- 5% corporate tax for the first 10 years then 10% corporate tax thereafter
- Duty rebates on imports of specialised plant and machinery for manufacturing purposes
- Waiver on transfer duty on land and property and Property Tax Exemption for 5 years
- Zero – rated VAT on raw materials for manufacturing and export
- Fast – tracked land allocation and long-term renewable land leases
- Exemption from payment of transfer duty for purchase of land in Special Economic Zones.

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### Industrial Rebates

Industrial Rebates are specified under Schedule 3 of the Customs and Excise Tariff Schedule, and are granted to manufacturers who import raw materials from outside the SACU market for production of goods for domestic consumption. The Industrial Rebates offer a full or partial exemption of customs duty on the imported raw materials and are generally accessible to a wide range of industries such as Textiles, food, machinery etc. The customs duty liability on the raw materials ceases as soon as manufacture has been completed. In exceptional cases where goods manufactured under Industrial Rebate are disposed of within Botswana, VAT becomes due and payable: Botswana Unified Revenue Services



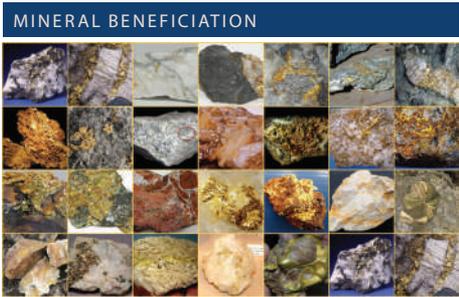
# KEY INVESTMENT OPPORTUNITIES

## KEY PRIORITY SECTORS

Some of the investment opportunities that are actively promoted by BITC include but are not limited to:



Mining and base metals, such as gold, uranium, copper, nickel, coal, manganese and Mining services. Also includes prospecting, expansion of existing mining projects, new mining projects, beneficiation of minerals and business opportunities relating from links with other sectors.



The Botswana mining sector ranks among the highest in Africa on investment returns and policy perception. Botswana maintains its first place out of 16 markets in our Sub-Saharan Africa Mining Risk/Reward Index, with a score of 54.3 (out of 100). The country has particularly elevated 'competitive landscape' and 'mining regulations' sub-component scores, even by global standards. The country's high score in the index is due to the difficulties experienced by rival mining markets.

The country is expected to remain one of the best regulated and strongest performing in mining in Africa over the coming years as the country's overall position

was 13 out of the 122 jurisdictions. This sector is led by the diamond industry, though other metals and minerals are increasing in prominence, including Coal, Soda Ash, Copper and Nickel. The mining sector's attractiveness is demonstrated by the presence of high-profile international operators that have invested in Botswana, taking advantage of the conducive mining investment climate in the country.

## Opportunities in this sector are in:

1. Diamond trading
2. Cutting, and polishing
3. Jewellery manufacturing and diamond related services such as security, banking, insurance, and certification and brokerage services.



Botswana is one of the largest Soda Ash producers and exporters in Africa. Botswana Soda Ash is produced from naturally occurring brine reserves. China, however, is the world largest soda ash producer at close to 20,000,000 tons per annum and consumes a substantial part of that production locally. China uses synthetic process to produce Soda Ash. Other Soda Ash producers include USA, European countries, Middle-east countries and some African countries. Botswana was the 12th largest exporter of Soda Ash in 2013 after Kenya. The world top exporter is United States of America, followed by China and Bulgaria. Botswana has the second most important reserves in the world after the USA. To unlock her potential in the industry Botswana has decided to map out opportunities in the downstream industries;

- Glass manufacturing
- Chromium Production
- Sodium Dichromate
- Potassium Chloride
- Soap & Detergents
- Pulp & Paper
- Sodium Silicate

## BEEF



Botswana beef production is more of a tradition and art. It is the largest component of the agri-food system in the country and constitutes 80% of agriculture exports, while agriculture contributes about 3% to GDP in real terms and low value added to GDP. The country has a large cattle population of about 1,596,605, 80% in communal and 20% in farm-lands. Thus, beef value chain remains largely untapped, from production, processing, services and marketing. Our beef has distinct advantages in that it is primarily grazed in natural pastures which gives it an exceptional quality and taste at home and internationally.

The Botswana Beef Sector presents multiple opportunities under primary production and processing specifically for value addition. Thus, opportunities abound from production, processing through to marketing of beef and beef derivatives. It is important to note that significant import substitution and productivity gains are possible with long-term export focus and that there are currently few local players in this industry.

### Opportunities in this sector are:

- Primary Production, and Supply of Mixed Feed and Fodder
- Slaughtering
- Hides production, Skins and other by-products
- Pet Food: Canned, Dry and others
- Handling facilities
- Packaging/Canning;
- Processed meat derivatives
- Marketing and branding of Botswana Beef
- Veterinary medicine, health and services
- Transportation

## LEATHER



Botswana has an abundance of raw hides and skins locally. The country has an annual national herd size of 2.5 to 3.3 million cattle; with an average off-take ratio of 9% estimated only through the Botswana Meat Commission (BMC) annual throughput, yielding 200,000 to 300,000 hides per year.

As middle-income populations in emerging markets grow, so too does the global demand for leather products. With a small number of micro businesses and artisanal enterprises operating as tanneries, hide collectors and leather product manufacturers, Botswana is in the process of creating a vibrant leather cluster which will kick start with the development of a leather park in Lobatse. Botswana exports most of its raw hides whilst importing manufactured products. A noteworthy opportunity exists to manufacture locally, providing value add to Botswana and the regional and global export market.

Opportunities in this sector are

4. Production of high premium leather
5. Exporting leather and leather goods to high growth markets
6. Investment in supporting sectors
7. Preferential market access through trade agreements to key growth markets: the African Growth and Opportunity Act (AGOA), European Union (EU), Mercado Común del Sur (MERCOSUR), Southern African Development Community (SADC), and the Common Market for Eastern and Southern Africa (COMESA).

## EDUCATION



Photographic safari tourism training, mining and energy technical schools, medical and health sciences institutions, business schools, lifelong training institutions and education services for special needs students.

## AUTOMOTIVE SECTOR



Supply of parts and components to South Africa's automotive sector, supply of replacement parts for vehicles of large-scale projects, expansion of existing component manufacturing industries, R&D services, diversification of after-sales services for private and commercial vehicles and the establishment of skills development / training facilities for auto mechanics and technicians.

### Opportunities in this sector are:

- Supply of **parts & components** to South Africa's automotive sector
- Supply of **replacement parts** for vehicles of large-scale projects (e.g. coal, agricultural projects)
- Expansion of **existing component manufacturing industries** (e.g. batteries, ignition wiring sets)
- **R&D services** for the automotive sector (e.g. extreme weather & terrain testing)
- Diversification of **after-sales services** for private

& commercial vehicles

- Development of **vehicle maintenance service** offering for cross border/regional vehicles
- Establishment of **skills development / training facilities** for auto mechanics and technicians.
- Manufacturing of electric vehicle batteries

## INFORMATION COMMUNICATION TECHNOLOGY (ICT) SECTOR



Innovative money operations, e-Waste, TV White Space, TV Broadcasting, e-Health, BPO and Call Centres and e-Commerce, software and app development and ICT in agriculture, data centres and fintech.

## HEALTH



Diagnostic facilities (imaging and laboratory), pharmaceutical manufacturing, manufacturing of biomedical equipment, medical tourism.

## AGRICULTURE



Grain, fruit and vegetables, irrigation, dairy farming, leather (raw hides and skins), agro-processing, pork and beef products.

## FINANCIAL AND BUSINESS SERVICES



Botswana aims to become a world-class hub for cross-border financial and business services into Africa and globally. As one of the most affluent economies in Southern Africa with a robust growth outlook, Botswana's wealthy population presents a sizeable market for financial services such as banking and insurance, relative to most other regional economies.

Botswana's international financial services centre (IFSC) supporting regulatory framework provides regional and international banks, international business firms, insurance companies and investment funds an advantageous platform to penetrate new markets or consolidate their position in sub-Saharan Africa's (SSA) fast-growing markets. In addition, Botswana has the 3rd best Network Readiness Index overall score in Southern Africa. The country thus has the third highest propensity in the region to exploit the opportunities offered by ICT.

Opportunities in this sector are in

- Life insurance
- Accounting services, Tax Advisory Services, Investment Services
- Business Processing Outsourcing

Botswana has Double Taxation Avoidance (DTA) treaties with key African states, major investor nations and international financial centres. 13 active treaties and another 12 that are either awaiting ratification or are under negotiation provide investors with access to an expanding network.

Holding Company: IFSC-accredited intermediary holding companies receive a number of incentives, making it more cost-effective and efficient to invest in neighbouring countries such as South Africa, Mozambique and Zimbabwe.

# TOURISM INVESTMENT OPPORTUNITIES



## KASANE/ KAZUNGULA TOURISM SITES

Kasane and Kazungula are two towns in northern Botswana sitting along a 14 km waterfront site on the beautiful Chobe River and adjoining the Chobe National Park. Prior to the COVID-19 pandemic the Chobe National Park received over 350,000 tourists a year entering the park for game drives and boat cruises. The region hosts a wide variety of bio-diversity and is home to the world's largest population of African elephants. The Botswana government has a vision of positioning the towns as a tourism hub of note and its first Green City. The Kasane-Kazungula Re-development project was initiated in 2012 to achieve this vision.

The project has identified the four priority development areas which are available for investment which will stimulate tourism growth in the towns and region as a whole;

### 1. Residential Eco-estate and Spa Hotel

- **Area:** 23.64 ha
- **Permitted Developments:** Vacation Homes, Hotel, Food and Beverage Outlets, Boat Jetty

### 2. Kasane Waterfront, Central Tourism Hub and Marina

- **Area:** 13.32 hectares
- **Permitted Developments:** Tourist information; offices; hotel; food and beverage outlets; retail; recreation and marina

### 3. Conference & Events Centre

- **Area:** 18.8 hectares
- **Permitted Developments:** International Conference Center, Guest Accommodation.

### 4. Kazungula Waterfront Tourism Leisure Hub

- **Area:** 13.3 hectares
- **Permitted Developments:** Monument and tourist, information, assembly (outdoor theatre); leisure and recreation area; hotel.



## GABORONE TOURISM PRECINT

An 81.15-hectare plot in the Block 7 area of the capital city Gaborone has been set aside for the development of a “tourism precinct” with the aim of developing iconic buildings which will create an identifiable image for the city and promote Gaborone as a business tourism destination.

Proposed developments at the site are as follows:

1. Hotel (5 star) with 300 beds
2. Hotel (3 star) with 300 beds
3. Conference Facility (3000 people).
4. Office Space
5. Convenience shopping facilities and bistros
6. Recreational Park

## KHUIS TOURISM PARK

The Khuis Tourism Park is located on a 406.2ha piece of land on the eastern border between Botswana and South Africa. The proposed park is located alongside what is arguably the most striking feature of the Molopo fossil River, the Khuis gorge. where the river has cut a 10 km long, and about 30 m deep gorge through quartzites.

The piece of land has been allocated to Khuis Community Economic Development Trust who wish to form a Joint Venture Partnership with an investor for the following developments and activities;

### Developments

- Gate House
- Accommodation (12 chalets, 24 beds)
- Restaurant
- Zipline
- Associated infrastructure (Solar Installation and reticulation, Water reticulation, Sewer reticulation).
- Driveways, walkways and landscaping

### Activities

- Ziplining
- Nature Walks
- Segway Rides

The Khuis tourism Park is also an ideal stop over for tourists visiting the Kgalagadi Transfrontier Park (KTP), the first formally declared trans-border conservation area which Botswana shares with South Africa. The large mammals in the KTP include lion, and dry western species such as Oryx and springbok, with unique behavioral and physiological adaptations to living in

this semi-arid area.

## PHUDUHUDU CULTURAL VILLAGE

The Phuduhudu Cultural Village is to be developed on a 24.8 ha piece of land in Phuduhudu a village in the Kgalagadi area of southern Botswana. The project is to be developed for the benefit of 14 settlements in the Kgalagadi and Ghanzi Districts which are categorized as Remote Area Dwellers (RAD). The project aims to showcase the rich culture and heritage of Khoe and San ethnic groups indigenous to the area. Cultural demonstrators will display daily lifestyle items such as production of crafts ostrich shell jewelry, hunting equipment and preparation of traditional foods. Visitors will also be shown traditional wedding ceremonies and traditional games.

### Proposed developments at the cultural village include;

- Gatehouse with reception, offices and curio shop
- Camping facilities with ablutions.
- Cultural Performance Arena
- Cultural demonstration village



## MARKET ACCESS

Botswana is at the centre of the Southern African Development Community (SADC), with market access to people in 16 countries with a combined GDP of USD 725 billion. SADC's Free Trade Area (FTA) launched in 2008 provides zero tariffs for 85% of goods traded among member states.

As a member of the Southern African Customs Union (SACU), Botswana's products enjoy duty free access to a market of more than 61 million people in five countries with combined GDP of more than US\$60 billion (Botswana, Namibia, Lesotho, Eswatini and South Africa).

Furthermore, through SACU, Botswana is part of the Trade, Investment and Development Cooperation Agreement (TIDCA) with the US; the FTA agreement with the EFTA States and Preferential Trade Agreement (PTA) with MERCOSUR. Negotiations for a PTA with India.

Botswana is eligible for trade benefits with the US under the African Growth and Opportunity Act (AGOA). Botswana enjoys duty free, free market access into EU and UK under SADC – EPA agreement and SACU + Mozambique + UK respectively.

Botswana is also signatory to the African Continental Free Trade Area (AfCTA), which aims at accelerating intra-Africa trade and boosting Africa's trading position in the global market by strengthening Africa's regional integration. The total market size is estimated to be GDP USD3.4 trillion, 2022 and a population of nearly 1.32 billion people.

## CONNECTIVITY

### ROAD

Botswana is connected to South Africa to the south, Zambia and Zimbabwe to the north, and Namibia to the west by a network of tarred roads. The Trans-Kalahari Corridor links South Africa and Walvis Bay in Namibia and transcends through Botswana, while the

North-South Corridor of key Sub-Saharan transport routes also passes through Botswana. The Kazungula Bridge connects Botswana and Zambia and improves linkage to the north. It is a get-way to North and East and Central Africa.

### RAIL

Botswana Railways together with South Africa's Spoornet to the south and National Railways of Zimbabwe to the north provides a connection to the north and south of an unbroken rail link to Zambia, the Democratic Republic of Congo (DRC), Angola, Mozambique, Tanzania, and Malawi. It operates containerised Dry Port facilities in the capital Gaborone, in the north at Francistown and Selebi - Phikwe. The Trans-Kalahari Railway project, which is yet to commence, will connect Botswana to a sea-port on the Namibian coast. A Dry Port facility was established in Walvis Bay to offer a shorter route for exports to Europe and the Americas, at lower cost.

### AIR

Botswana has four international airports and 19 well-maintained airfields throughout the country. Gaborone is linked directly by air with South Africa, Zimbabwe, Zambia and Kenya.

### HIGH CAPACITY, HIGH SPEED DATA TRANSMISSION

The East African Submarine Cable System connects Botswana through Durban, South Africa, to Europe, the Americas, the Middle East and Asia. The West Africa Cable System will when completed connect Botswana through Namibia to the west, to the United Kingdom.



## BOTSWANA INVESTMENT AND TRADE CENTRE

The organization plays a critical role of driving Botswana's economic growth through attraction of Foreign Direct Investment (FDI), domestic investment, facilitation of expansions and further spearheads the growth of exports by promoting locally manufactured goods to regional and international markets. BITC drives wealth creation for Botswana by creating platforms that will initiate and ensure increased citizen participation in the economy and create sustainable job opportunities.

Of great importance within the role of this organization is building and maintaining a positive and impressive image of our country locally and internationally. Through this encompassing mandate, BITC has committed to deliver on the following services, through the **Botswana One Stop Service Centre** housed at its head office in Gaborone to ensure the ease of doing business for all investors:

- Online Company and Business Registration,
- Trade and Business license Applications,
- Entry visas, work, and residence permits,
- Work Permit Exemptions,
- Connection of utilities e.g. Power, Telecommunications and Water,
- Income tax and VAT registration,
- Access to Industrial and commercial land,
- Facilitation of construction permits,
- Allocation of BITC factory space (subject to availability),
- Environmental Impact Assessment (EIA) Compliance,
- Revision of information on the Botswana business climate, regulatory regime and investment opportunities; and
- Opening a Bank Account.



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