Agriculture and Agro Processing Opportunities in Botswana
Presenter: Mr. Leonard Morakaladi-CEO
Botswana Agricultural Marketing Board
Overview of Agriculture in Botswana

✓ Dualistic Sector - consist of both subsistence farming and commercial farming

✓ Livestock farming: Cattle, Poultry, Small Stock, Piggery, Ostrich

✓ Crop farming: Maize, Sorghum, Oil seeds, Pulses, Millet, Fruits and Vegetables

✓ Crop farming mostly relies on rainfall (Rains are generally low, and erratic)

✓ Agriculture contributes approximately 2% towards the Botswana GDP, with beef production the main contributor.

✓ Annual shortfall/deficit on FOOD Commodities (Relies mostly on Imports) except for Beef

✓ Botswana’s Import bill ranges between 10-14 Billion Pula annually.
Crop Production in Botswana- Rainfed Grains

<table>
<thead>
<tr>
<th>Period</th>
<th>Area Planted(Ha)</th>
<th>Production Tonnes</th>
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<tbody>
<tr>
<td>2014/15</td>
<td>300,000</td>
<td>140,773</td>
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<td>2015/16</td>
<td>292,033</td>
<td>145,629</td>
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<td>2016/17</td>
<td>384,065</td>
<td>193,372</td>
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✓ National demand of cereals: 300,000 Mt
✓ 72%; Sorghum (80% of local demand)
✓ 17% Maize (20% of local demand)

Mostly the shortfall is met by Imports.

Pulses: National Demand: 9000 Mt
Production: 12,399 Tonnes (2016)

The country has Export opportunities for Pulses

(Sorghum, Millet, Maize, Pulses, Groundnuts)
Crop Production in Botswana-Horticulture

- Local demand stands at approx. 90,000 Mt
- Botswana imports close to P200 Mil worth of horticultural products on monthly basis
- Local production only meet 52% of the Demand
- Hectare Planted: 1,947.6 Ha
- Production: 62,110 tonnes
- **Imports** play a major role in sustaining the market
Crop Production Challenges in Botswana and government Interventions

**Challenges**
- Poor climatic Conditions
- Lack of tailored skills and Knowledge
- Lack of specialised Horticultural Skills
- Poor soils
- Lack of innovation and technological management skills

**Government Interventions**
- Increase of land towards crop production
- Specialized economic zones (S/Phikwe & Panda)
- Tailored programmes: ISPAAD, NAMPAAD
- Investments towards Agro-technology
- Support institutions: BAMB, CEDA, NDB, BDC

**Zambezi Integrated Agro-Commercial Development Programme**
- $780 Million Project investment
- To develop infrastructure and water system for 45 000 Ha land
- Targeted to improve the green field farming in Chobe/ Pandamatenga area
- Zambezi area is located in a tourism attraction area
- To draw 495 million cubic meters of water from Zambezi river
- Targeted Products: Cereals, Mangoes, Dairy products, pulses and fodder
Beef Production in Botswana

- Botswana has 2.5 - 2.8 Million cattle Population
- Cattle with identification and Traceability
- EU accredited export abattoirs
- 80% Communal and 20% Commercial, with feedlots capacity of 150,000 cattle
- Free range and natural farming methods.
- No artificial growth stimulants or hormones
- Constitutes 80% of the agricultural exports
- Exports to Norway, RSA and European Union
- Adherence to International Product quality standards
Opportunities in Botswana For China-Beef Industry

✓ Chinese community appetite for Beef on the Increase
✓ Beef supply to China mainly from Brazil, Argentina and Australia
✓ China Beef imports clocked 2.6 Billion USD in 2017

Opportunities

✓ Primary Production and Feeds Supply:
  ✓ 180,000 Mt of feeds required on annual basis, mostly imports
✓ Accredited Private Slaughtering Houses with Chinese sanitary Measures-for local and supply to china
✓ Processed meats and Canning Opportunities for both Pets and Humans
✓ Veterinary Medicine, Health and Services
✓ Livestock Feed manufacturing
## Opportunities in Botswana For China-Crop Production

<table>
<thead>
<tr>
<th>Opportunities</th>
<th>China Interventions</th>
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<tbody>
<tr>
<td>Improved Crop Yields</td>
<td>High Quality Hybrid seeds</td>
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<td>Slow release fertilisers</td>
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<td>Soil management techniques</td>
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<td>genetic improvements in crop varieties and breeding</td>
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<td>Shelf life and storage management</td>
<td>Low energy drying technologies</td>
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<td>Canning techniques</td>
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<td>silo management-Biochar</td>
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<td>Overall farm Productivity</td>
<td>Tailored advice on soil tyoes and sampling</td>
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<td>On-site demonstrations</td>
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<td>Ploughing techniques</td>
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<td>cluster models</td>
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<td>Crop science,Technology and Innovation</td>
<td>grain chemistry,breeding,crop biotechnology</td>
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<td>Combined harvesters and Intelligent technologies</td>
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<td>chip-assisted genomic selections,cell engineering</td>
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<td>Horticulture Development</td>
<td>Cultivation techniques</td>
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<td>energy saving lean green houses</td>
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<td>High and low tunnels</td>
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<td>Organic fertilizers</td>
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<td>Automated multi-spa green houses</td>
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<td>hybrid seeds</td>
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<td>Irrigation systems</td>
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<td>Infrastructure and Water management systems</td>
<td>infrastructure investment in economic zones-Zambezi agro project</td>
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<td>Water pipe line and pumping techniques</td>
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<td>Water recycling techniques</td>
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Other Opportunities in Botswana

- Ostrich farming, meat and By-Products
- Honey and by-Products
- Milk and Milk by Products
- Piggery and by-Products
- Agriculture Insurance
- Poultry
- Fish Farming
- Input Supply
- Fodder Production
Contact

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