
Investor's Pocket Guide

Quick Guide to Investing
in Botswana



Foreword:

Botswana's Digital Transformation and Sustainable Future

Botswana, known for its **stable governance** and **forward-thinking policies**, is emerging as a **regional hub for digital innovation** and **sustainable growth**. As the country continues to **diversify its economy** beyond **mining and tourism**, new opportunities in sectors like **digital infrastructure**, **renewable energy**, and **e-governance** are taking center stage. This Pocket Guide offers **key insights** into Botswana's investment landscape, focusing on **leveraging digital solutions** to drive development.

The Pocket Guide is developed under the [Data Governance in Africa Initiative](#), Digital Social Innovation (DSI) 'Think Like an Investor' program, led by HAUS ([Finnish Institute of Public Management Ltd](#)) and ESTDEV ([Estonian Centre for International Development](#)). Through 'Think Like an Investor' program, the private sector is encouraged to **leverage data** in creating new services and products that can add **societal value** while promoting **digital and economic transformation across borders** in Botswana.

The [Data Governance in Africa](#) is a 3.5-year AU-EU partnership Initiative designed to foster **human-centric data economy** that supports **sustainable growth** across the continent. The Initiative supports the African Union (AU) and its member states to form development-oriented and human-centric data regulation, data use and data infrastructure at continental, regional and member states levels. The project is co-funded by the European Union, Belgium, Estonia, Finland, France, and Germany under the EU Global Gateway Strategy. It is implemented by Digital Africa, Enabel, ESTDEV, HAUS, Expertise France, and GIZ, under the [Digital for Development \(D4D\) Hub](#).

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EXECUTIVE SUMMARY

Botswana is a landlocked country, located at the centre of Southern Africa, positioned between South Africa, Namibia, Zambia, and Zimbabwe. It forms part of the Southern African Development Community (SADC). It has a population of approximately 2.7 million people and once was one of the world's poorest countries. Botswana gained independence in 1966 it rapidly became one of the fastest-growing economies, through the discovery and mining of its significant diamond deposits. As it remains one of the most unequal countries in the world, and its economy is characterised by a very heavy dependency from diamonds, Botswana faces significant development challenges – some of which are similar to those faced by countries at lower income levels. In saying this, though you will discover in the document a country that is trying to create diversity of income and reduce its reliance on diamonds. Listed in the document are some of the startup companies that are making a difference in e-health, ed-tech, smart agriculture and digital inclusion and these, with further funding, will continue to make a difference in Botswana's journey into the future.



BOTSWANA - GENERAL INFORMATION

	1	Population 2.7 million people		8	Political System Multi-party democracy
	2	GDP € 18.8billion Euros		9	Total Exports € 7 066 536 492
	3	Currency Botswana Pula		10	Total Exports excluding diamonds € 1 413 080 080
	4	GDP Growth Rate 5.2% anticipated for 2025		11	Inflation rate 5.3%
	5	Time Zone GMT+2		12	Internet Penetration 77.3%
	6	National Languages English & Setswana		13	Smart Phone Usage 645 000
	7	Import volumes into Botswana € 7 998 784 655			



SECTION 1: MACRO OUTLOOK IN BOTSWANA

1.1. Economic Overview

The Economic growth of Botswana declined from 5.5% in 2022 to 2.7% in 2023 due to global demand for rough diamonds decreasing. However, growth is set to rebound in 2025/2026 period due to higher quantities and prices of diamonds produced, but there is uncertainty in this sector, which Botswana has relied on, due to global factors such as cheaper lab-grown diamonds and increases in global inventories.

Average inflation fell to 5.3% in 2023—within Bank of Botswana's 3%–6% acceptable range—reflecting downward domestic fuel price adjustments and lower imported inflation. In April 2024, with inflation expectations well anchored, the central bank maintained its monetary policy rate at 2.4% after having reduced it by 25 basis points in December 2023. (<https://www.afdb.org/en/countries/southern-africa/botswana/botswana-economic-outlook>)

Botswana key focus is a shift towards greater private sector participation, a more diversified export base and a more modernised and efficient public sector. The government has many plans and initiatives to move towards social and financial inclusion through the Transitional National Development Plan which has a core focus to grow the economy outside of the traditional reliance on mining activity and has key priorities which are aimed at stimulating growth and creating job opportunities. These include, tourism, agriculture, ICT initiatives and green energy production to name a few.

The contribution of non-minerals in real GDP rose from 71.1% in 2013 to 76.2% in 2023. Over the same decade, the mining sector's GDP contribution fell from 20.0% to 16.7%, and its share of employment dropped from 5.8% to 1.4%. Industry's contribution fell from 18.2% to 16.6%, and its share of employment dropped from 31.4% to 16%. Agriculture's GDP contribution declined from 2.0% to 1.6%, but its share of employment rose from 3.1% to 9.8%. Services' contribution increased from 59.6% to 65.1%, and its share of employment rose from 39.7% to 56.1%. (<https://www.afdb.org/en/countries/southern-africa/botswana/botswana-economic-outlook>)

The Botswana Government is striving to steer away from its reliance on coal (99% of the energy mix is coal-based) for electricity generation through its Integrated Resource Plan (IRP), which aims to derive 30% of its energy mix from renewable sources by 2030, and 50% by 2036. (<https://www.afdb.org/sites/default/files/documents/publications/botswana>).

Botswana: Selected Economic and Social Indicators, 2020-2029

National Income and Prices	2023	2024	2025	2026	2027	2028	2029
Real GDP % Increase	2.7	1.0	5.2	4.8	4.0	4.0	4.0
Nonmineral	2.6	5.1	4.1	4.4	4.4	4.4	4.5
GDP per capita (US dollars)	7,250	7,341	8,003	8,602	9,146	9,726	10,437

Botswana forms part of the Southern African Development Community (SADC), providing access to a market of over 200 million people. The Southern African Development Community (SADC) is a Regional Economic Community comprising 16 Member States; Angola, Botswana, Comoros, Democratic Republic of Congo, Eswatini, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, United Republic of Tanzania, Zambia and Zimbabwe. It also belongs to the Southern African Customs Union (SACU), ensuring low tariff barriers with neighbouring countries. Botswana also participates in the African Continental Free Trade Agreement (AfCTA), which went into force in January 2021. AfCTA gives Botswana greater access to markets across the continent, widening Botswana's potential market to nearly 1.3 billion people.

Botswana is also one of the benefiting countries of the EU-SADC Economic Partnership Agreement (EPA). This agreement came into being in 2016 and is a development-focused trade agreement, granting asymmetric access to the partners in the SADC EPA group. The EU grants 100% duty-free and quota-free access to all imports coming from Botswana and removes customs duties on around 86% of imports from the EU. (<https://trade.ec.europa.eu/access-to-markets>)

Botswana maintains a good credit profile that is supported by robust fiscal measures which maintain the debt level at no more than 40 percent of GDP. The overall fiscal deficit will reach an estimated 3.4% of GDP in 2023 driven by large increases in capital and recurrent spending, and public debt is expected to reach 25.0% of GDP from 22.0% in 2022. Improving the efficiency of public spending and reorienting expenditures toward investment and human capital to raise productivity, create jobs, and diversify the economy by expanding the modest private sector remain key. (<https://www.elibrary.imf.org/view/journals/002/2024>)

Moody's Investor Service maintained Botswana's rating at A3 with a stable outlook. S&P maintained Botswana's credit rating for long and short term foreign and local currency sovereign credit at BBB+/A-2 with a stable outlook.

For its currency the Botswana Pula (BWP), the Government of Botswana (GoB) applies a set of weights composed of 45 percent South African Rand (ZAR) and 55 percent IMF's Special Drawing Rights (SDR), a basket of currencies made up of the U.S. Dollar (USD), British Pound, Euro, Japanese Yen, and Chinese Renminbi.





1.2 Regulatory Framework

Botswana's regulatory framework is driven by the Ministry of Finance and Economic Development (MFED). They are responsible for formulating and reviewing regulations governing different non-bank financial institutions including the BSE; oversight of the development of capital markets in Botswana and the prevention of money-laundering.

Bank of Botswana (BoB)

BoB's responsibility is to supervise and regulate deposit taking institutions; as well as regulate the foreign exchange and money markets.

Non-Bank Financial Institutions Regulatory Authority (NBFIRA)

NBFIRA is an independent regulatory agency for the non-bank financial institutions. Regulates and supervises the BSE, The Central Securities Depository Company of Botswana (CSDB) and the four licensed stockbrokers in conjunction with the BSE. The operations of both NBFIRA and the supervised institutions are governed by the financial service law which includes the NBFIRA Act, BSE Act, Pension and Provident Fund Act, Insurance Industry Act and the Collective Investment Undertaking Act.

Botswana Stock Exchange Committee

BSE is governed by a committee of nine members; three are appointed by the Minister of Finance and Economic Development and six are elected from the brokerage community (with no more than two members coming from any one brokerage firm). The members have promulgated Rules (Members Rules) which provide for the requirements to be fulfilled for the securities listed and trading on the exchange.

Central Securities Depository of Botswana (CSDB)

The CSDB is regulated under the BSE Act, Non-Bank Financial Institutions Regulatory Authority Act (NBFIRA), and the National Clearing and Settlement Systems Act no. 5 (NCSS).

On the policy landscape, as from the 1st of April 2023, Value Added Tax (VAT) reverted to 14% from 12%. The tax was reduced to 12% as one of the measures to ease economic hardships precipitated by the COVID-19 pandemic.

Robust Investment Incentives

Incentives for International Financial Service Centre (IFSC) accredited companies.

The Botswana International Financial Services Centre, Botswana IFSC, was established by the Government of Botswana in 2003, to establish and develop Botswana as a world class hub for cross border financial and business services into Africa and the region.

Incentives for IFSC companies are as follows:

- 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.

Botswana Sustainable Financing Strategy (BSFS) 2023-2030

The integrated National Financing Frameworks (INFF) process emphasizes the importance of attracting both domestic and international private capital to supplement government and official development assistance, in order to support the transition from human-centred Millennium Development Goals (MDGs) to ecosystem centered Sustainable Development Goals (SDGs).

The primary objective of this Strategy is to narrow the SDG financing gap by implementing policy, regulatory, capacity and financial instrument reforms, providing a gender-responsive, green and climate-smart SDG financing strategy based on dialogue and partnerships for the goals.

To align with the Botswana Vision 2036 national development plan four secondary objectives have been identified:

- Domestic Public Investment
- Domestic Private Investment
- International Public Investment
- International Private Investment

This has then been further specified into three multi-sector areas

1. Social Sectors: Health, education, social protection, youth and gender
2. Productive Sectors: Mining, energy, agriculture, manufacturing, transport, trade and industry and infrastructure
3. Tourism and Environment: Tourism, environment, and climate change
(<https://inff.org/assets/resource/botswana-sustainable-financing-strategy-bsfs-2023.pdf>)

Botswana has created 8 “**Special Economic Zones**” (SEZ’s), with each having specific sector focus and each offering specific incentives for investment in them.

These zones are as follows:

- **Sir Seretse Khama International Airport (SSKIA) – Mixed Use**

- o There are existing businesses in this zone
 - Debswana Diamond Company Head Office
 - Diamond Trading Company Botswana (DTCB)
 - Botswana Bureau of Standards (BOBS)
 - Bank of Botswana
 - The Botswana Innovation Hub
 - The Diamond Hub (Diamond Technology Park)
 - Multiple multi-tenant office blocks

- **TULI BLOCK – Agropolis**

- o Horticulture Production
- o Agro Processing
 - Still in the master planning stage

- **Lobatse – Meat and Leather**

- o Meat processing
- o Leather processing
- o Retail of finished meat and leather goods
- o Dairy processing
- o Bio- technology
- o Logistics and distribution.
 - Still Undergoing master planning

- **FAIRGROUNDS – International Finance & Technology**

- o Business Processing Outsourcing (BPO)
- o Investment Fund Management
- o International Banking Products and Services
- o International Insurance

- o Other Fintech Services
- o International Marketing Operations
- o African Headquarters for FDI
 - Botswana Stock Exchange
 - Botswana Development Corporation
 - Botswana Accountancy College
- **PANDAMATENGA – Agropolis**
 - o Agricultural Production (cereal crops, legumes, dairy and horticulture)
 - o Agro Processing and value-added Products
 - o Cereal Processing
 - o Water Management Solutions
 - o Food Processing/food storage facilities
 - o Irrigation Equipment
 - o Pesticides and fertilizer Production
 - Master plan in place
- **Greater Palapye – Energy**
 - o Coal beneficiation
 - o Oil-to-liquid
 - o Coal bed methane gas beneficiation
 - o Renewable energy
 - Master plan in place
- **FRANCISTOWN – Mixed Use**
 - o Freight and Logistics
 - o Distribution of Mining Supplies,
 - o Aerospace and Aviation
 - o Engineering and Electronic
 - Master plan in place
- **SELEBI PHIKWE – Mixed Use**
 - o Agro processing
 - o Iron and steel production,
 - o Pharmaceutical and medical devices,
 - o Garments, and Textile.
 - Master plan in place

(<https://www.seza.co.bw/special-economic-zones/>)

At a high level these are some of the incentives associated with these zones.

- 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)
- Provides Rebate for customs duties and value added tax for importation of raw materials under schedule 3 of the customs tariff and VAT act.
- Duty-free Imports of Specialist Plant and Machinery for Manufacturing Purposes
- Waiver on Transfer Duty on Land and Property and Property Tax Exemption for 5 years
- No Exchange Controls and full Repatriation of Profits and Capital
- Zero-rated VAT on Raw Materials for Manufacturing for Export
- Fast tracked land allocation and long-term renewable land leases.

On 28 February 2020, regulations were issued under the (Public Procurement and Asset Disposal Act) PPAD reserving all works, supplies and services procurement contracts up to the sum of Euro € 690 000 (BWP 10 000 000) for 100% citizen-owned small, medium, and micro enterprises with annual turnovers not exceeding Euro € 690 000 (BWP 10 000 000). An exemption to this reservation may apply where the Public Procurement and Asset Disposal Board is satisfied that no 100% citizen-owned enterprise that is suitable and qualifies for the contract is available.

Botswana's 2003 Trade Act reserves licenses for citizens in 35 sectors, including butcheries, general trading establishments, gas stations, liquor stores, supermarkets (excludes chain stores), bars (other than those associated with hotels), certain types of restaurants, boutiques, auctioneers, car washes, domestic cleaning services, curio shops, fresh produce vendors, funeral homes, hairdressers, various types of rental and for-hire services, laundromats, specific types of government construction projects under a certain dollar amount, certain activities related to road and railway construction and maintenance, and certain types of manufacturing activities including the production of furniture for schools, welding, and bricklaying. The law allows foreigners to participate in these sectors as minority joint venture partners in medium-sized businesses highlighted in the Labour Market Overview below. Foreigners can hold the majority share if they obtain written approval from the trade minister. (<https://www.trade.gov/country-commercial-guides/botswana-licensing-requirements>).



1.3 Labour Market Overview

Botswana has well developed and documented laws pertaining to the labour force. The labour laws that govern worker rights, including conditions of employment, wages, and social security. Employment law in Botswana, although largely codified, has been predominantly developed by the Courts with much guidance gathered from international bodies such as the International Labour Organisation (“the ILO”) and the common law.

Botswana has clearly defined minimum wage rates: For Example, below you will see reflected the minimum per hour rate in the following sectors and the last two mentioned are a per month value.

Construction of buildings, Exploration and Quarrying Industries	BWP9.06	
Wholesale Distributive Trades	BWP9.06	-
Hotel, Catering and Entertainment	BWP9.06	-
Garage, Motor Trade and Road Transport	BWP9.06	-
Manufacturing, Service and Repair Trades	BWP9.06	-
Retail Distributive Trades	BWP9.06	-
Watchmen Employed in Industries and Trades	BWP9.06	-
Security Guards Employed by Security Companies	BWP9.06	-
Domestic Service Sector	-	BWP1,500.00
Agriculture, forestry and fishing	-	BWP1,500.00

(<https://wageindicator.org/salary/minimum-wage/botswana/archive/20240201>)

The NATIONAL HUMAN RESOURCE DEVELOPMENT STRATEGY (NHRDS) approved as far back as 2009 was established to optimise the efficacy and outcomes of the hu-

man resource development to drive Botswana's development agenda. The desired outcomes of the Strategy are economic diversification and societal transformation.

Job creation has been lagging, unemployment is structurally high at 25.9% (2023Q3). Of this, youth unemployment was recorded at 33.5 percent.

- Youth Development Fund (YDF)
- National Internship Programme (NIP)
- Government Voluntary Scheme (GVS)

The efficacy of these programmes is still to be proven, however.

Despite Botswana's upper-middle-income country status, it has one of the highest rates of income inequality in the world and suffers high rates of poverty and unemployment.

Botswana has crafted the national Employment Policy (NEP) to achieve the goal of productive, gainful and decent employment for all in Botswana. Five strategic focus areas of the policy are:

- Strengthening the growth of employment in the private sector.
- Reforming the education and training system.
- Improving the flow of information between job seekers and job openings.
- Strengthening of employment programmes; and
- Developing a framework for coherent and coordinated policies with systematic monitoring and evaluation.

The Citizen Economic Empowerment Policy (CEE Policy), 2012, is a state-driven policy that aims to encourage businesses operating in Botswana, especially foreign-owned companies, to employ citizens rather than non-citizens of the same or similar qualifications and experience. Where a company has employed more than five noncitizen employees it must submit, to the Ministry of Employment, Labour Productivity and Skills Development, a five-year plan for the training and development of Botswana citizens for capacity to replace the non-citizen employees.

The level of preference in preferential schemes is in the following order:

1. Joint ventures between citizen contractors.
2. Sole citizen contractors.
3. Joint ventures between citizen and non-citizen contractors; and
4. Association agreements between citizen sub-contractors and foreign contractors

(<https://www.bowmanslaw.com/wp-content/uploads/2017/06/Guide-Local-Ownership-and-Empowerment.pdf>)

In 2024 Botswana launched their “Advanced Labour Market Information System” (LMIS) with the intention of enabling the efficient collection, analysis, and dissemination of labour market data, providing critical insights for policymakers, employers, and job seekers. This will assist both local and foreign owned companies to match skill to open requirements. (<https://www.ilo.org/resource/article/botswana-launches-advanced-labour-market-information-system>)

As a foreigner applying for work in Botswana can be difficult.

- The application process is difficult and ambiguous.
- The regulations are somewhat ambiguous.
- The immigration board and officials place a lot of emphasis on deciding further requirements and decisions.

The Company that is trying to fulfil the post will have to do the following:

- Proof that you tried to recruit nationals first.
- Proof of a job advert that listed candidate requirements, contact details, a minimum advertising period, and an exclusive period during which only nationals could apply.
- Proof that the advert circulated for at least 14 days and that applications were open only to nationals during that period.
- Proof that the advert is no older than 6 months.

(<https://www.globalization-partners.com/globalpedia/botswana/visa-permits/#gref>)

Should you be a foreigner and are successful in the above process, then the following high-level rules would apply

Citizens from Commonwealth countries, with a few exceptions, do not need a visa to enter to Botswana. However, if you’re planning on working or living in Botswana for more than 3 months, you will need to apply for a Residence Permit through the government website.

The Residence Permit application process is

1. Apply for Residence Permit
2. Submit the form to Immigration office and pay the BWP1500.00 fee (just under Euro€ 105)
3. Receive the outcome within 30 days
4. After 5 years of living in Botswana on a Residency Permit, you’ll be able to apply for permanent residency status



1.4 Legal Overview

The Legal system in Botswana is a dualist system comprising Roman-Dutch common law (a mixture of Roman-Dutch law and English common law) as well as customary law (a mixture of indigenous systems of law maintained by ethnic groups in Botswana). Roman-Dutch common law and customary law operate in parallel. This dualism is reflected by a dualism of courts, with customary courts (dealing primarily with family law and customary law disputes) existing alongside the modern courts (dealing with the laws of Botswana generally).

The process for starting or investing in a business in Botswana is highlighted in the Investment process section following.

1.5 Financial System Overview

The financial system in Botswana is constituted of the following, The Financial Stability Council comprising of the leadership of the Ministry of Finance and Economic Development (MFED), the Bank of Botswana, Non-Bank Financial Institutions Regulatory Authority (NBFIRA), and Financial Intelligence Agency (FIA), these institutions are involved in developing legislation and regulations,

The signing of the Memorandum of Understanding by the respective institutions on February 26, 2019, represented an undertaking to collectively safeguard the continuing soundness and integrity of the financial system. It also facilitates the development of mechanisms and channels for sharing of data and consultation. The thought process for establishment of a Financial Stability Council also involves consideration of a robust legislative backing for the work of the Council and this will accordingly be facilitated in the revised Bank of Botswana Act; consultations between the Bank and MFED on the review are at an advanced stage.

As a foreign company, there are several ways to access finance these include:

- Botswana Development Corporation (BDC)
- Rand Merchant Bank (RMB)
- National Development Bank (NDB)

All of which offer finance options for local projects.

- CEDA Venture Capital Fund

This is a fund that is aimed at providing equity capital to citizens and ventures between citizens and foreign companies.

1.6 Cultural and Language Considerations

The official languages of Botswana are English and Setswana. English is the language of commerce and the official language of the Government of Botswana. Several other local languages are spoken in some parts of the country, including Kalanga, Afrikaans, Shekgalagari, Sesarwa, ShiYeyi, and Sembukushu.

Communication styles in the workplace

Directness

- Botswana leans towards indirect communication.
- Harmony over being critical, with a cautious approach to direct criticism.
- Direct confrontation seen as disrespectful
- Building trust and rapport is essential.
- The Batswana have a high uncertainty avoidance index
- Lengthy open-ended discussions often precede any conclusive outcomes.
- Patience is needed to consider viewpoints of all stakeholders.

Formality

- Basic greetings and phrases in Setswana demonstrate a respect for the culture
- Dress code is conservative professionalism. Suits and ties for men and business suits for women (formal)
- Respect for authority figures is always shown
- Titles and surnames are used when addressing colleagues

Non-Verbal Cues

- None-verbal gestures hold significant meaning.
- Silence is often a respectful sign of careful listening
- Direct eye contact can be seen as challenging. A respectful gaze should be engaged
- Avoid crossed arms as it be seen as negative.

Negotiation practices

This is a crucial part of conducting business in Botswana.

- **Approaches to Negotiation**

- o In Botswana, negotiation is often relationship-based.
- o Building trust and rapport is paramount before delving into negotiations.
- o Botswana prioritizes long-term relationships over short-term gains.
- o The negotiation style is collaborative.
- o Aggressive tactics that could damage relationships are generally avoided.

- **Strategies for Negotiation**

- o Botswana often expresses differing viewpoints indirectly to avoid confrontation.
- o Be prepared for lengthy and extended discussions.

- **Cultural Influences**

- o Negotiation teams may involve senior members who command respect.
- o Be mindful of their position and avoid bypassing them in communication.
- o Body language and facial expressions hold significant weight in Botswana.

- **Team Dynamics**

- o In Botswana, team members demonstrate respect to superiors.
- o Openly challenging decisions from higher-ups might be seen as disrespectful.
- o Despite the hierarchy, collaboration within teams is valued.

Understanding Botswana's holidays and observances is crucial for planning business activities and avoiding disruptions. Here's a breakdown of key dates that impact business operations:

Statutory Holidays

National holidays in Botswana are mandated by the Employment Act. Businesses are typically closed, and employees are entitled to paid leave.

Regional Observances

Certain regions may have specific ceremonies or festivals not considered national holidays. Businesses operating in these areas should be mindful of these local observances.

Impact on Work Schedules

Expect reduced business activity on public holidays and potentially during regional observances. Consult a Botswana calendar beforehand to plan your business activities effectively.



1.7 Investment Process

In terms of setting up a company in Botswana, the process is governed by the Companies Act of 2003 with the latest amendment published in February of 2022. The different types of companies in Botswana are as follows:

- **Sole Proprietorship**
- **Limited Liability Company**
 - Private
 - ← maximum of 25 share holders
 - ← At least one director and must be an ordinary Botswana citizen.
 - Public
 - ← Unlimited share holders
 - ← At least two shareholders, and one needs to be an ordinary Botswana citizen.
- **External Company**
 - No localised ownership rules apply
- **Partnership**

In line with the Country trying to attract foreign direct investment (FDI), Botswana has formed the “Botswana One Stop Service Centre” housed at its head office in Gaborone to ensure the ease of doing business for all investors: This centre will provide essential services to streamline the process establishing a new business in Botswana.

Gaborone Office

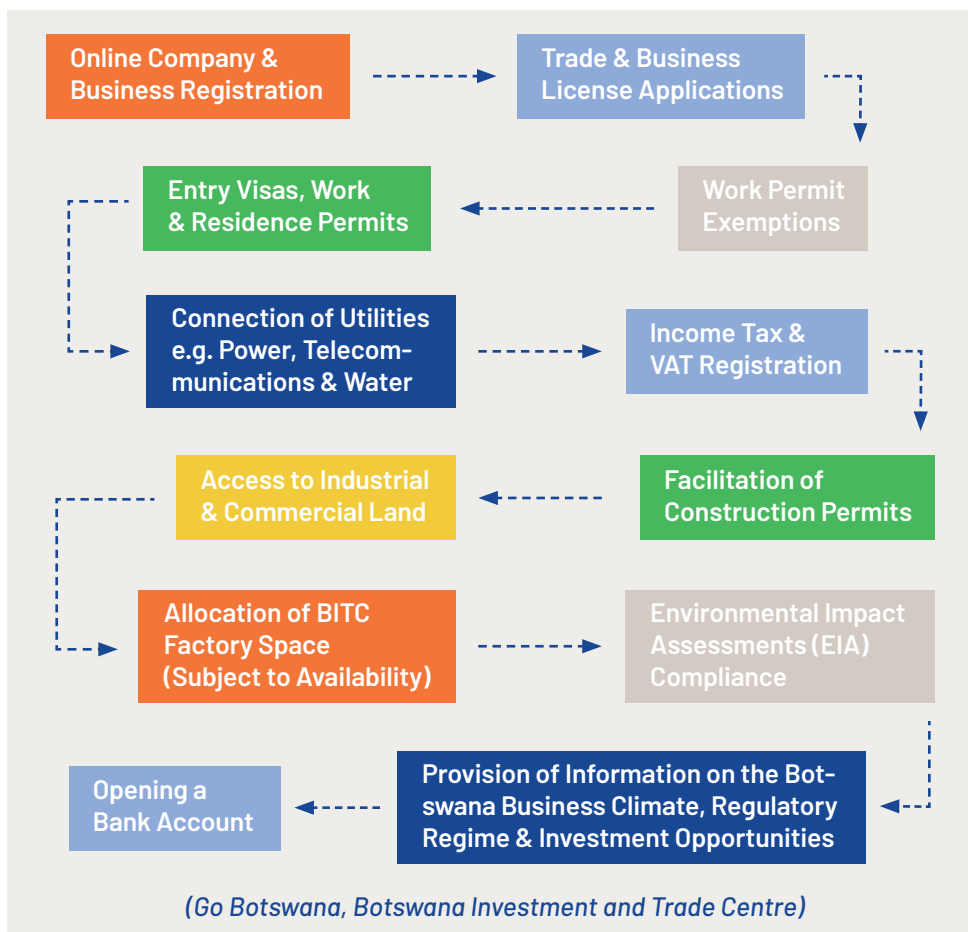
BITC Head Office

Plot 54351, Off PG Matante Road, Central Business District (CBD)

Exponential Building, Gaborone

Tel: +267 363 3300

Fax: +267 318 1941/ +267 317 0452



Included in the Investment process is access to funding mechanisms offered through the following organisations:

EU-SADC Economic Partnership Agreement (EPA) Implementation Support Programme

Concluded in 2024, the Programme aims to promote export-led economic diversification and growth in Botswana, improving employment in targeted value chains. The following are the goals of this initiative:

- Export diversification
- Women and Youth empowerment
- Linking Trade to inward investment.

(<https://www.gopa-group.org/news/botswana-eu-project>)

Market Challenges

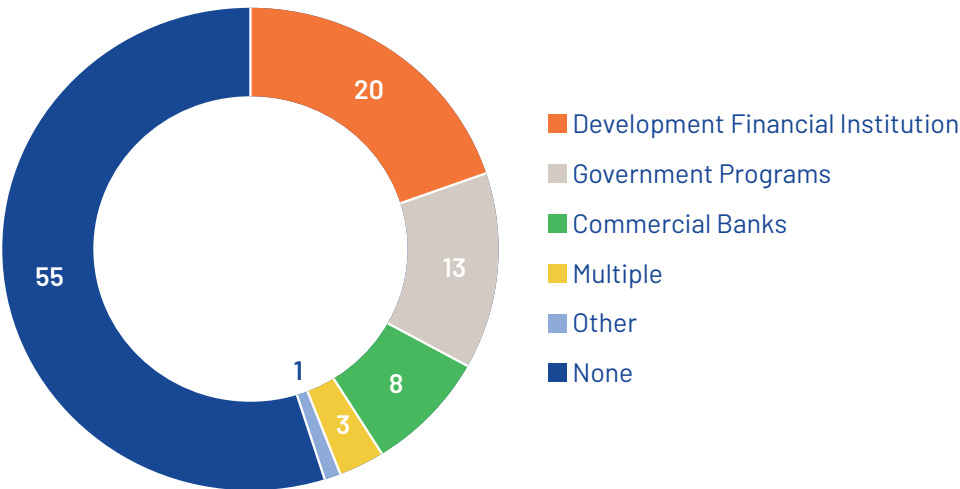
Due to the country's small population and low supply of skilled workers, Botswana does not have enough experienced managers and technical experts to run many of the companies that would otherwise invest in the country.

A free trade agreement between the 16 SADC member states and the simplification of laws, regulations, and procedures would give Botswana the opportunity to reposition themselves as a transportation and logistics hub being at the centre of a 277-million-person free trade zone. Hence the reason for them creating SEZ's that are focussed on logistics such as the Francistown SEZ. However, the slow pace of negotiations within the SADC region has delayed trade liberalization.

Market challenges include regulatory constraints in certain sectors that have little or no public protection function, excessive red tape relating to licenses and permits, limited access to finance, expensive and poor performing internet, poor customer service, and low worker productivity. Some private sector entities report challenges obtaining work permits for foreign-origin skilled labour they seek to employ in Botswana.

Most small and medium enterprises lack access to funding from outside sources
Access to funding by small and medium enterprises

Access to funding by small and medium enterprises



Source: ITC 2019.

The government's increasing number of state-owned enterprises (SOE) and market holdings crowd out the private sector. The Government of Botswana has implemented new programs to address each of these areas in line with IMF recommendations, but results have not yet materialized. Privatization plans for several SOEs have stalled. (<https://www.trade.gov/country-commercial-guides/botswana-market-challenges>)

Challenges specific to value addition in the minerals industry are the cost of manufacturing, a lack of project financing, and restrictions on the volumes of mineral output (copper and sometimes diamonds).

Botswana law restricts 35 service sectors to Botswana citizens. The Ministry of Trade and Industry has historically granted exceptions for large foreign-owned chain stores, but since 2016 it has only granted approval in cases where a localization agreement was reached with the applicant company. Botswana is currently in the process of implementing a Citizens Economic Empowerment (CEE) law, which will require foreign companies to outsource at least 50 percent of their services and projects to citizen-owned companies.

A recently installed Public Procurement Act, in place since April 2022, which replaced the Public Procurement and Asset Disposal Board (PPADB) brought with it new procurement methods and processes that Botswana believes will be more conducive to international companies.

The changes it brought about are:

- **Procurement decentralization:** Procurement is now handled at the ministry level.
- **New procuring authority:** The PPRA is responsible for regulating and overseeing public procurement
- **New roles and responsibilities:** The PPRA sets standards and practices, monitors the performance of procuring entities, and enforces compliance. Accounting Officers (AOs) are now responsible for adjudicating and awarding tenders.
- **New oversight office:** The oversight office replaces tender committees and advises AOs
- **Debarment of public officers:** Public officers and their immediate families are no longer allowed to participate in government tenders or do business with public officers.
- **Preferred procurement method:** Open domestic bidding is the preferred method, unless another method is justified.

(<https://www.trade.gov/country-commercial-guides/botswana-selling-public-sector>)

With the new procurement act in place, corruption should be curbed with respect to Public Sector procurement processes.

The government, however, continues to put more procurement preferences for citizen owned companies. At the GoB's urging, some private companies in Botswana also use local preferences in procurement.

Business decisions are generally slow in Botswana, sometimes taking months or even years, and risk tolerance is low.

Another area where Botswana has placed significant focus is developing the logistic infrastructure in the Country. Since Independence the road network was expanded from under 10 kilometres to 32,564 kilometres in 2021. As stated previously they have also created specific logistics focussed Special Economic Zones which enable them to link themselves effectively with the African trading partners.

1.7 Political Landscape

The Botswana Democratic Party (BDP) has ruled the country since independence in 1966. With its democratic institutions, Botswana is one of the best functioning democracies in Africa. The last national elections were held successfully in October 2019. Vice President Mokgweetsi Masisi assumed the presidency from Ian Khama in April 2018. The Botswana electorate later reaffirmed Masisi's leadership position when his party won general elections in October 2019. The next elections will be held in 2024, anticipated for October 2024.

The outcome of these 2024 elections have proved historic as Duma Boko, the 54-year-old of the Umbrella for Democratic Change (UDC) coalition, replaces President Mokgweetsi Masisi, of the Botswana Democratic Party (BDP) who lost by a landslide for the first time in 58 years.

With this outcome Botswana has become the trailblazer of peaceful, democratic change in the SADC region and a global example.

It is very early on in their governing position for them to prove their manifesto of "Reconstruction and diversification of the economy" which was the centre of the new UDC-led government's election message, also in order to combat high unemployment.

Botswana and the United States enjoy strong bilateral relations as well as do the European Union (EU). The EU-Botswana political relations are stable and charac-

terised by frequent alignment at the international level. Botswana is a constructive ally for the EU both in SADC and in Africa as well as at the multilateral level.

However, a heavy dependence on diamond revenue and the slow pace of economic diversification remains daunting challenges to the government's efforts to grow the economy. As a result, several social ills and challenges proliferate due to high unemployment rates, including escalating crime rates, widening poverty and inequalities. Finally, the government continues to position the country well on the regional and international stage through active participation in regional and international affairs.



2

KEY SECTORS CONTRIBUTING TO BOTSWANA GDP

Botswana's GDP is composed of several key sectors, with some playing a larger role in the economy than others. The country has diversified from its heavy reliance on mining, particularly diamonds, to sectors like services, agriculture, and manufacturing. Here is an overview of the sectors and their approximate contributions to the GDP, based on recent data: (https://www.afdb.org/sites/default/files/2024/06/06/aeo_2024)

1. Mining Sector – ~25% of GDP

- **Diamonds** are the largest contributor within this sector, making Botswana one of the world's top diamond producers.
- Other minerals include copper, nickel, and coal.
- The government has initiatives to expand the beneficiation (value addition) of diamonds and diversify mining activities.

2. Services Sector – ~55% of GDP

- **Finance and Insurance:** The financial services industry, including banking, insurance, and financial markets, is a major component.
- **Tourism:** Botswana's tourism sector, particularly eco-tourism related to the Okavango Delta and Chobe National Park, makes up a significant portion.
- **Government services:** Public administration and defense services are also significant due to the government's role in driving national development.

3. Manufacturing Sector – ~6-7% of GDP

- Botswana's manufacturing sector is still developing but focuses on:
 - o **Textiles and apparel.**
 - o **Food and beverages.**
 - o **Construction materials.**

4. Agriculture Sector – ~2-3% of GDP

- Agriculture has traditionally been a significant part of Botswana's economy but now contributes a smaller percentage of the GDP.
- **Cattle farming** (for beef production) is the dominant agricultural activity.
- Subsistence farming of crops like maize and sorghum remains crucial for rural livelihoods.

5. Construction Sector – ~5-6% of GDP

- Infrastructure development, driven by public and private sector investments, has supported growth in this sector.
- Major projects include residential housing, commercial real estate, and roads.

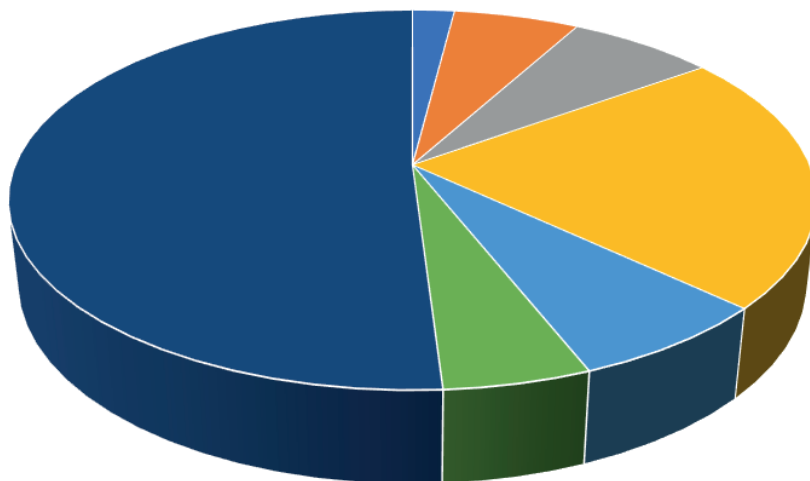
6. Trade, Hotels, and Restaurants – ~10-12% of GDP

- The retail and hospitality industries are growing in Botswana, thanks to rising incomes, urbanization, and the tourism sector.

7. Transport and Communications – ~5% of GDP

- This sector is bolstered by investments in transport infrastructure like highways, airports, and railways, alongside telecom and digital infrastructure development.

Breakdown of Botswana GDP



- GDP from Agriculture 2%
- GDP from Manufacturing 7%
- GDP from Trade and Hotels 7%
- GDP from Services 51%

- GDP from Construction 6%
- GDP from Mining 22%
- GDP from Transport and Communications 5%

3

OVERVIEW AND POTENTIAL INVESTMENT OPPORTUNITIES IN BOTSWANA

Botswana has launched Government based programs to nurture and assist entrepreneurship in the country. Two of these being the Botswana Innovation Hub (<https://www.bih.co.bw/>) and the Neo Hub (<https://theneohub.com/>).

The Neo Hub offers various services to SMMEs, including mentorship, funding opportunities, training, and access to resources and networking events. The Neo Hub offers a focus on a wide range of sectors, including technology, healthcare, education, agriculture, circular economy and energy.

Botswana Digital & Innovation Hub is an innovative and networked organisation that promotes technology, entrepreneurship and commercialisation. It resides under the Ministry of Tertiary Education Research Science and Technology. The Hub's purpose is to provide IT, communications, and bio-technology startup companies with space, infrastructure and incentives as part of an incubation facility.

Botswana also has several Government based agricultural projects through the National Agricultural Research and Development Institute (<https://www.nardi.org.bw/>), which also oversees innovative ground level projects as part of their mandate.

3.1 E-Health

Botswana is a country that has a very pressing need for a developed and functional e-health strategy due to the sparseness and scattered nature of the population. The country has been progressive in exploring the options available through funded papers and as the Internet penetration increases and the usage of mobile phones reaches more of the population, the case for e health becomes increasingly more attractive from an investment point of view. There is a marked increase in focus on telemedicine, electronic health information systems and digital health platforms

in Botswana to improve the overall delivery of basic health services to the broader Botswana population.

The Government, in 2020, already developed an e-Health strategy document which highlighted the following as their core objectives:

- Increased access to accurate and complete reporting on health system activities and outcomes
- Enhanced quality, safety, efficiency and effectiveness of clinical practices, including diagnosis and treatment.
- Efficient patient management practices, including tracking and monitoring for optimal outcomes.
- Effective and efficient utilization of resources at central, district, facility, and community levels.
- Enhanced institutional capacity to implement e-Health solutions at central, district, and community levels
- Affordable healthcare to community members.

([BOT_Botswana_eHealth-Strategy_2020-2024.Pdf](#))

Examples of the startup companies in this space in Botswana that could attract further funding to further the socio-economic impact of these companies in the region.

Yapili: <https://yapili.com/>



Yapili is a peer-to-peer (P2P) platform that connects users to doctors for medical advice. It was formed in 2016 and its last round of funding was in 2019 for an undisclosed sum. Yapili is active in Botswana, Kenya, Nigeria, Rwanda, Tanzania, South Africa, Uganda, Zambia and Zimbabwe.

Rwanda, Tanzania, South Africa, Uganda, Zambia and Zimbabwe.

Teledoc: <https://xavier africa.com/index.php/project/teledoc/>



Teledoc is a cutting-edge telemedicine app that enables doctors to run fully functional virtual offices. It provides all the tools necessary for seamless consultations, patient management, and income generation—without the need for a physical location. Through TeleDoc, healthcare becomes more accessible, connecting doctors and patients across Botswana. Teledoc covers all essential elements of

remote care, from monitoring vitals to informing doctors about patients' reactions to medications. Teedoc is accessed via an App and is also active now in Nigeria.

Plexilife Health (Pty) Ltd: <https://plexilife.co.bw/?v=81043f8c6815>



Plexilife is a healthcare technology startup established in Botswana, with the aim of addressing information-related challenges in the healthcare sector and promoting universal healthcare coverage in Botswana and the surrounding region. Plexilife offers a

unique suite of software solutions designed to simplify access to healthcare services, streamline every aspect of healthcare delivery workflow and apply data science to provide caregivers with full visibility and reporting into the patient's care plan to build assessments, monitor results, track outcomes, and make modifications to address gaps and individual needs.

3.2 Ed-Tech

Ed-Tech is yet another technology vertical well-suited the remoteness of Botswana. The Botswana Government, as far back as the National Broadband Strategy of 2018, aimed to supply both connectivity and devices to schools nationally.

The Botswana Government has through its Digital transformation strategy, connected 609 schools to high-speed internet, giving over 387 000 pupils access to e-learning and other digital resources. In addition, they also purchased 46 700 electronic devices under this programme, which will be distributed to teachers and students across the country in 2024. (<https://itweb.africa/>)

There are several startup companies in Botswana leveraging technology to improve access to education, enhance learning experiences, and provide innovative solutions for students, teachers, and educational institutions. As the penetration of broadband services grows in the region these companies should see a marked increase in the need for their offerings.

Brastorne: <https://brastorne.com>



Brastorne's mission is to connect the unconnected world, by transforming feature phones into affordable but robust devices that connect to the internet, enabling individuals to gain life-altering access to markets, opportunities, and communities. Brastorne has successfully connected over 4.8 million individuals in four African countries to

the incredible power of the Internet. Brastorne has been through two funding rounds Sep 06, 2022 Grant (prize money) of Euro €92k Institutional: **Black Founders Fund** and the second was in Jun 01, 2018 Seed Euro €15.4K Institutional: **Orange Fab France**.

Thuto Platforms (Pty) Ltd: <https://www.thutoplatforms.co.bw>



Thuto Platforms is an online learning platform that supports students in Botswana to prepare for their exams via a subscription fee. It offers learners online study notes, video lessons and revision materials that they can access anytime and anywhere. All the materials are aligned with the national curriculum and created in partnership with a team of experienced teachers and tutors to ensure relevance, accuracy, and effectiveness for the users. Thuto has had initial grant funding.

Trusts Motion: <https://www.trustsmotion.org>



Trust Motion founded in 2018 promotes mental health and wellbeing by supporting people and communities to build brighter futures. They have extended, developed and honed their services to be more effective and efficient, through the use of mobile working, technology and well led staff. As technology plays a more significant role in

the delivery of services funding becomes more critical to ensure the ongoing impact of the work done by Trusts Motion.

3.3 Digital Inclusion

In Botswana there is a serious commitment from the Government through the **Botswana Communications Regulatory Authority (BOCRA)**: BOCRA plays a key role in improving telecommunications infrastructure and promoting affordable internet access across Botswana, helping to create an enabling environment for digital inclusion initiatives.

There is significant focus as the country seeks to build a knowledge-based economy and bridge the digital divide, particularly for marginalized communities. This includes access to affordable digital infrastructure, literacy programs, and the use of **assistive technologies** for people with disabilities.

The **e-Government initiative** in Botswana enables citizens to access public services online, from applying for permits to accessing healthcare information. This has improved access to essential services for people in remote areas. The government and private sector have partnered to implement **digital literacy training** in rural communities, focusing on youth and women. Programs aim to teach essential skills such as using the internet, mobile devices, and basic computing.

Deaftronics: <https://www.facebook.com/Deaftronics/>



Deaftronics (Pty) Ltd developed the first rechargeable hearing aid battery, which lasts for 2-3 years and can be used in 80% of hearing aids on the market today. It is solar powered and can be charged via the sun, household light, or a cell phone plug. No

funding has been raised for this organisation as yet.



Botswana Institute of Technology Research and Innovation (BITRI):

<https://www.bitri.co.bw/>



The reason for including the Institute is that they have developed Signcoach® which is a mobile app developed to ease and facilitate effective communication between members of the public with hearing difficulties and those who do not have. This is a government initiative with the need for funding to increase the impact of the technology

3.4 Climate Change

With the ever-increasing risk of climate change having negative consequences especially for Botswana, being a land locked, dry country. As a semi-arid country, Botswana is particularly vulnerable to changes in temperature and rainfall patterns, which are critical to its agriculture, water resources, and biodiversity. Here are some of the key effects of climate change in Botswana:

- Increasing temperatures
- Water Scarcity
- Agriculture and food security
- Impact of livestock
- Soil degradation

Botswana formed the Botswana Energy Regulation Authority (BERA) in 2016 to assist in Regulating the focus and drive towards green energy production and use. It is envisaged that by 2030 at least 18% of Botswana's power will be generated from renewables, however as BERA it is in our interest for us to see our country reaching this goal earlier and even surpassing it by the set target date. (<https://www.bera.co.bw/renewable-energy.php>)

An Example of the Country addressing the water scarcity issue is through a project funded by the World Bank in 2024

Emergency Water Security and Efficiency Project (\$145.5 million): The World Bank supports Botswana in its efforts to increase the availability of water in drought-vulnerable areas, develop wastewater management in selected systems, and strengthen capacity in drought risk management and resilience. To date 117,119 people have been provided with access to improved water sources of which 62,443 are women. (<https://www.worldbank.org/en/country/botswana/overview>).

Botswana is however, proactively applying adaptation strategies, such as improving water management, investing in renewable energy, and supporting climate-resilient agriculture,

Botswana already in 2020 compiled the National Adaptation Plan Framework for Botswana which builds on the Botswana Climate Change Response Policy draft of 2016, both highlighting the Country's commitment to funding and resourcing of the programs to address climate change.

Botswana currently relies mostly on coal power the economy. Botswana's current total electricity demands stands at about 4,505 GWh³ of which 99% comes from fossil fuels.

The Country is well placed to implement Renewable Energy projects and below is proof of the buy into this transition.

GABORONE, July 12, 2024 - The World Bank's Board of Directors has approved its first lending operation supporting renewable energy development in Botswana. The Botswana Renewable Energy Support and Access Accelerator (RESA) Project, approved on July 11 2024, aims to transform the country's energy landscape through enabling renewable solutions and improved electricity access. (<https://www.world-bank.org/en/news/press-release/2024/07/12>)

Botswana can reduce the negative impacts and build resilience against future climate risks. Below are some of the startup companies focussed on addressing some of these areas of concern.

Go Fresh Botswana: <https://www.gofresh.farm/>



Go Fresh is part of the Accite Holdings portfolio of investment initiatives. Go Fresh is an award-winning Maun based agricultural operation that utilises the latest greenhouse and hydroponic technology to locally grow Grade-1 vegetables consistently, year-round. Go Fresh! grows food-safety certified tomatoes, peppers, cucumbers, leafy greens and herbs. The business has created 45 skilled and unskilled agriculture jobs and can create over 725 new jobs over the next three years by deploying

best-in-class technology with an ISO9001 quality management system, and an operating model that has been proven over the last 3 years.

Using a distributed growing methodology, Go Fresh! supplies domestic markets, with the opportunity to expand into specialized export markets and further distributed operations across the continent. Go Fresh! provides a sustainable solution for grocery retailers, wholesalers, hospitality and tourism customers with high-quality produce that has long shelf life and low-carbon footprint by growing near major distribution and consumption hubs. Grow Fresh! Is in the process of further fundraising initiatives to expand their offering.

Anton Tech (Project Anton): <https://anton.co.bw/>



Project Anton is a machine learning and Deep Learning-based distributed Agritech solution which uses image data remotely sensed from devices (Unmanned Aerial Vehicles (UAVs), satellites) or any other device with a Camera to detect pests, diseases, predict Soil Organic Carbon (SOC) levels and give recommendations on the treatments or appropriate interventions to apply. PA enables decision making in agriculture to become real-time and based on current and accurate information. It can do field mapping, treatment spraying, and real-time crop and animal disease detection. All data is centralised enabling viewing and analysis to be carried out by numerous experts on an ongoing basis.

With further institutional and capital funding this project could have a far reaching and positive impact on the food security of Botswana'

Bugs Life Pty Ltd: <https://ktlouisile.wixsite.com/buglife>



BUGLIFE® Pty Ltd with their offices in Gaborone, is a pioneering company dedicated to transforming organic waste into valuable resources through the utilization of Black Soldier Fly (BSF) technology. Their innovative approach addresses critical environmental challenges by reducing waste, lowering greenhouse gas emissions, and produces high-quality protein and organic fertilizer. Founded on the principles of sustainability and innovation, BUGLIFE® Pty Ltd is committed to creating a circular economy that benefits both the environment and the community of Botswana.

So far there has been private investment into the business only.

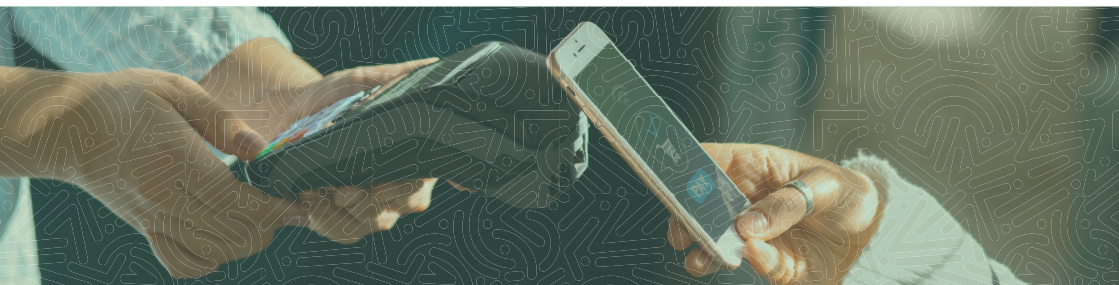
Rewaste Solutions: <https://rewaste.co.bw/>



Rewaste provides waste segregation solutions to achieve a zero waste to landfill goal. through the segregation of

waste at source Rewaste is able to collect and further sort material at its Material Recovery plant in order to ensure the safe and sustainable disposal of waste. Through its solutions it provides awareness and training for the various forms of waste with partners and community members, operating as a buy-back-centre that allows for the receipt of recyclables to earn per kilogram under its poverty eradication program.

Rewaste currently has a 30% diversion rate from landfill through its segregation and recovery strategy, collection on average 3500tons of recyclables on an annual basis, collection 4 types of plastic from beverage, wrapping, yogurt and containers, Paper products, Aluminium cans, Glass, Tetrapak just to name a few.

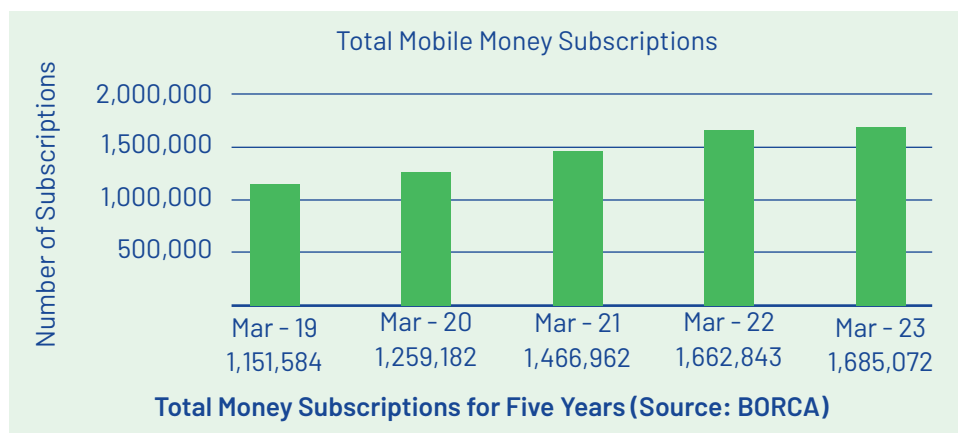


3.5 Financial Inclusion

Botswana has the potential to leverage **open banking** and **inclusive financial models** to enhance its financial ecosystem. These frameworks are emerging as pivotal solutions for increasing access to financial services, promoting competition, and fostering innovation, especially in underserved communities. Most of the larger Telecommunications operators and Banking organisations operating in Botswana have launched or are in the process of launching financial instruments to assist in mobile payment methods, electronic wallets and open banking platforms to assist in banking the previously unbanked population.

Owing to the convergence between technology and financial services, mobile money is interoperable with traditional bank accounts which brought about the much-needed convenience for users. Cross-border transactions are also possible, making mobile money an even more attractive and widely accepted option for payment.

The number of mobile money accounts recorded over the preceding five years, showing an increase of 46% from March 2019 to March 2023. Subscriptions increased from 1,662,843 in March 2022 to 1,685,072 in March 2023.



Below are some niche startup companies beginning to emerge in this space.

N2Pay: n2eon.com



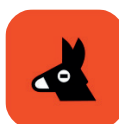
N2 Pay facilitates instant transfers between bank accounts, crypto to bank, card to card and wallet to bank/card as well as wallet banking. N2 Pay is a fintech startup revolutionizing the way money moves across borders and between banks with lightning-fast, secure, and convenient transactions. To empower the unbanked and underbanked communities across Africa by providing accessible, reliable, and innovative financial solutions. N2 Pay has currently raised Approximately Euro €28k through founders' capital but is poised for growth.

MoneyPot: <https://moneypot.webflow.io/>



MoneyPot helps individuals create, join and manage credit & savings groups that are safe, transparent, and easy to use through popular, highly accessible and well-scaled chat apps like WhatsApp & Telegram. With more people now excluded from the formal banking system due to low or reduced incomes, Moneypot sees credit & savings groups as a viable alternative for than traditional banking, not only in lessening the economic impact of COVID-19 on individuals, families, and communities across developing countries, but even in everyday life post-pandemic. Moneypot's goal is to make credit and savings groups a truly viable alternative to traditional banking across developing countries.

Talsbom: <https://taslbom.com/>



Talsbom offers a unified platform for airtime, electricity, data, and bill payments in Africa. Real-time chat bridges consumers and merchants, fostering meaningful connections. Talsbom is a Unified digital service aggregator that offers a comprehensive suite of services designed to streamline operations, boost productivity, and drive growth.

4

CONNECTIVITY IN BOTSWANA

Connectivity is closely linked to broadband penetration and is very closely measured by the Botswana Government. The Botswana Communications Regulatory Authority (BOCRA) launched the National Broadband Strategy in 2018, with the objective of connecting the entire country to reliable high-speed networks. This being the key catalyst to inclusive healthcare, financial inclusion and upliftment of society.

Botswana's internet penetration rate stood at 77.3 percent of the total population at the start of 2024. Out of 2.7m people approximately 2m have access to the internet. (<https://www.statista.com/statistics/1155039/internet-penetration-rate-botswana>).

At the end of August 2024 Starlink was given an operating license for Botswana and the impact of this will be seen over the next 12 months.

<https://datareportal.com> reported the following statistics:

- Botswana was home to 1.10 million social media users in January 2023, equating to 41.3 percent of the total population.
- A total of 4.28 million cellular mobile connections were active in Botswana in early 2023, with this figure equivalent to 161.5 percent of the total population.
- In 2024, the revenue in the Smartphones market in Botswana is estimated to be €91.9m.
- It is projected to experience an annual growth rate of 3.91% (CAGR 2024-2029)..

(<https://www.statista.com/outlook/cmo/consumer-electronics/telephony/smart-phones/botswana>)

Age of Smart phone users in Botswana represented as percentage of total number of users

- 55 years and above 0.4%
- 45-54 years 0.5%
- 35-44 years 1.6%
- 25-34 years 58%
- 18-24 years 39.4%

Internet connection speeds in Botswana in 2023 Data published by Ookla indicate that internet users in Botswana could have expected the following internet connection speeds at the start of 2023:

- Median mobile internet connection speed via cellular networks: 33.05 Mbps.
- Median fixed internet connection speed: 7.52 Mbps.

Ookla's data reveals that the median mobile internet connection speed in Botswana increased by 10.09 Mbps (+43.9 percent) in the twelve months to the start of 2023.

Meanwhile, Ookla's data shows that fixed internet connection speeds in Botswana increased by 0.69 Mbps (+10.1 percent) during the same period.

(<https://datareportal.com/reports/digital-2023-botswana>)

Although Botswana is a landlocked country, BoFiNet (the largest fibre supplier in Botswana) has invested in WACS and EASSY subsea cables and is the operator which connects Botswana to global submarine networks. BoFiNet has co-built with Paratus the fibre network from WACS cable landing station in Swakopmund, Namibia to Botswana. And BoFiNet is co-building with Broadband Infracore the terrestrial fibre cable connecting Botswana and Johannesburg, South Africa.

According to Bofinets 2023 annual results the following has been achieved.

Broadband wireless infrastructure deployed to

153 localities

Fixed access network (FTTx) infrastructure has been provided in

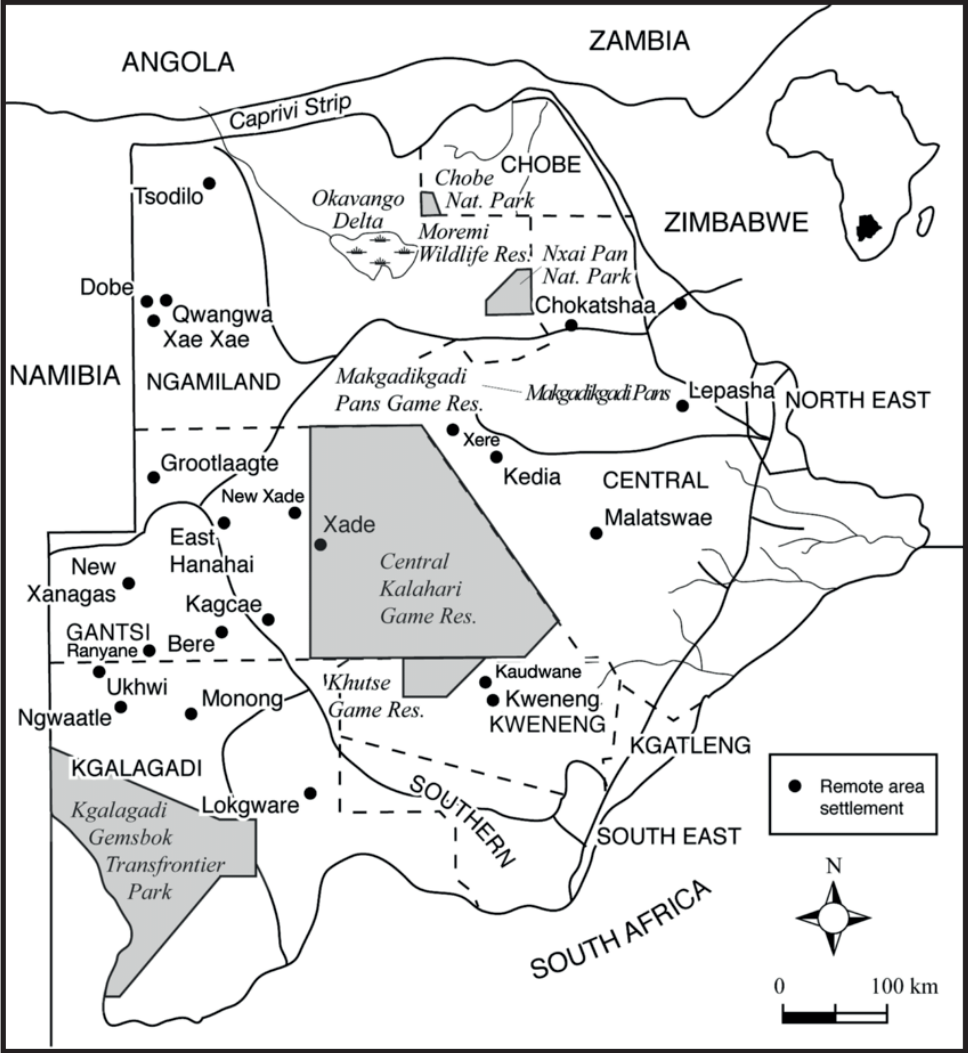
23 localities

Public Wi-Fi hotspots and Smartbots infrastructure deployed to

1272 sites

Botswana Government launched SmartBots (<https://smartbots.gov.bw/home>) which supplies free Wi-Fi hotspots transforming digital access for millions. By supplying these free WiFi routers in public spaces, the project has scored significant wins, with over 1.6 million users in just over five years. Over 1,272 public facilities have been fitted with SmartBots routers. On average, more than 130,000 users access the internet via SmartBots daily, and the government plans to connect more than 500 villages soon as part of the Bofinet's "Unleash 2025"

MAP OF BOTSWANA



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DATA GOVERNANCE IN AFRICA



REPUBLIC OF ESTONIA
MINISTRY OF FOREIGN AFFAIRS



Learn more:

<https://d4dhub.eu/initiatives/data-governance-in-africa>