

DOING BUSINESS IN BOTSWANA

ICT/BPO SECTOR OVERVIEW & OPPORTUNITIES IN CZECH REPUBLIC AND BOTSWANA

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Virtual on MS Teams

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Seeff

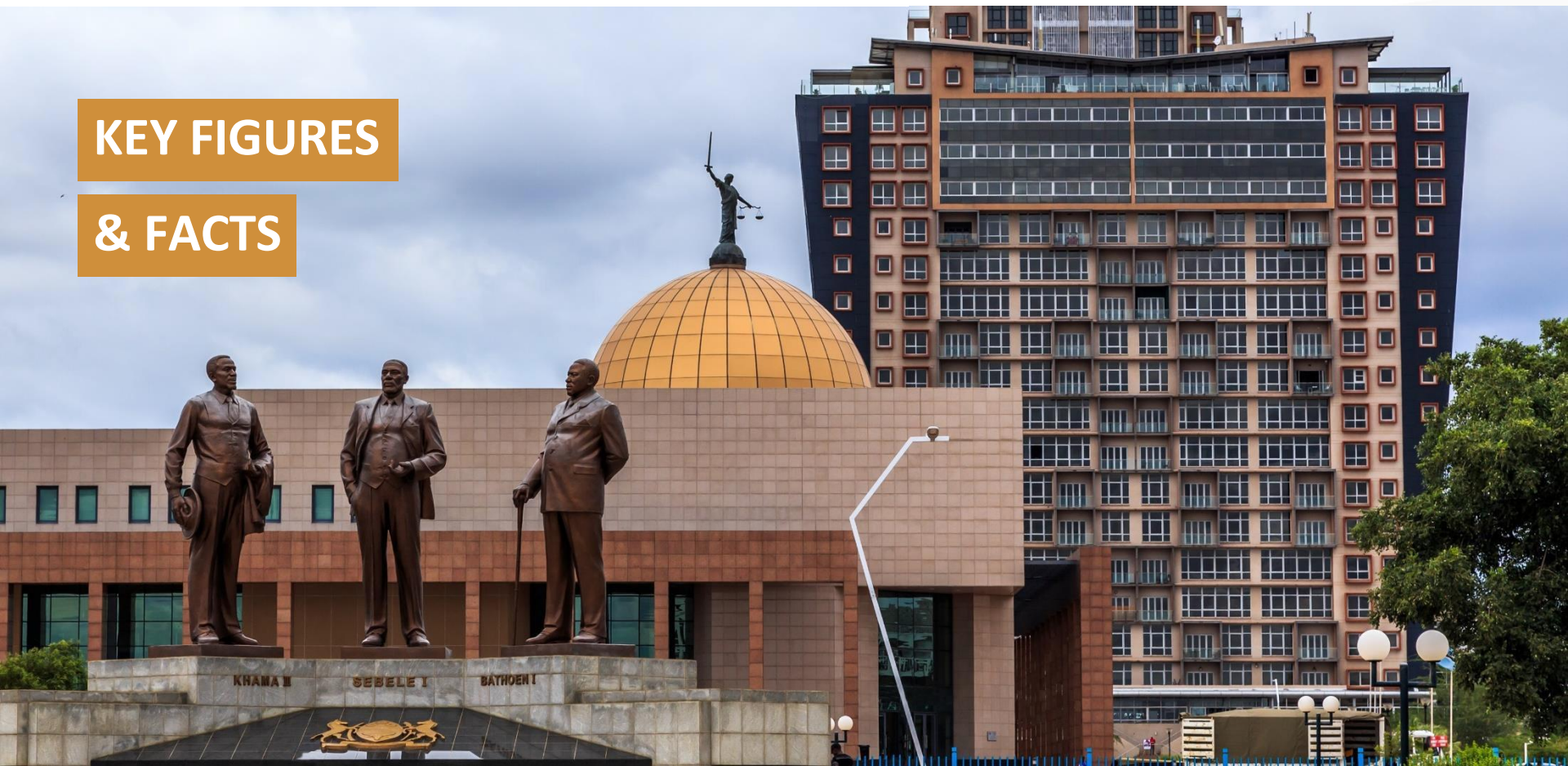


PRESENTATION OUTLINE

- ▶ KEY FIGURES & FACTS
- ▶ COUNTRY KEY COMPETITIVENESS
 - INVESTMENT CLIMATE*
 - INVESTMENT INCENTIVES*
- ▶ KEY SECTOR OPPORTUNITIES
 - INVESTMENT OPPORTUNITIES*
- ▶ ABOUT BITC



KEY FIGURES & FACTS



BOTSWANA: KEY FIGURES & FACTS



POPULATION

2.333 MILLION

BORDERS



LAND MASS

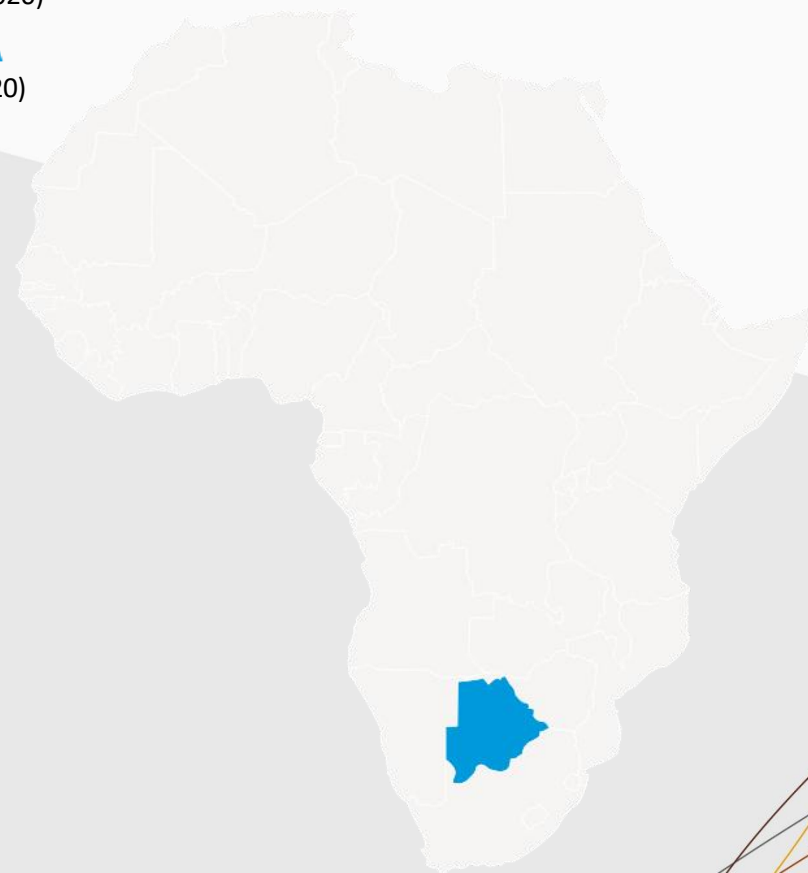
582 000 km²

GDP USD 15.78
Billion (WB 2020)

GDP PER CAPITA
USD 6,319 (WB 2020)



BOTSWANA LOCATION IN AFRICA



INFLATION

(10.6 % January 2022),
BoB Medium Term
Objective 3% - 6%



INTEREST RATES

Bank rate 3.75%:
Prime Rate 5.25%

KEY EXPORT PRODUCTS

(Total merchandize exports
= US\$3.75 billion) (-24.16%): 2020
Diamonds, copper, nickel, Ignition
wiring sets and other wiring sets for
vehicles, boneless beef, soda ash,
and copper ores and concentrates



KEY IMPORT PRODUCTS

(Total merchandize imports
US\$6.29 billion) (-1.06%): 2020
Non-industrial diamonds, petroleum
products, Industrial diamonds



BOTSWANA'S KEY COMPETITIVENESS



INVESTMENT CLIMATE

Sustained periods of economic growth (IMF):
Domestic: (4.5%: 2018 | 4.2%: 2019 -8.5% 2020 | 8.5%: 2021)
Global: 3.5% 2019 | 3.6% 2020

Prudent macro-economic & monetary policy management – boosts business confidence and guarantees high fiscal strength

Strong balance sheet, with net external creditor position

Sound legal system
and adherence to the rule of law

Political stability
Incident free elections every 5 years

Labour market stability
Educated workforce
- **87.7% literacy rate (34%:81)**
(World Bank, 2018)

Highest sovereign credit rating in Africa: “A” investment grade rating from both Moody’s and Standard & Poor (S&P Global)

Investment Attractiveness:
5/10 Investment Attractive African Countries (Rand Merchant Bank, 2021)

INVESTMENT CLIMATE

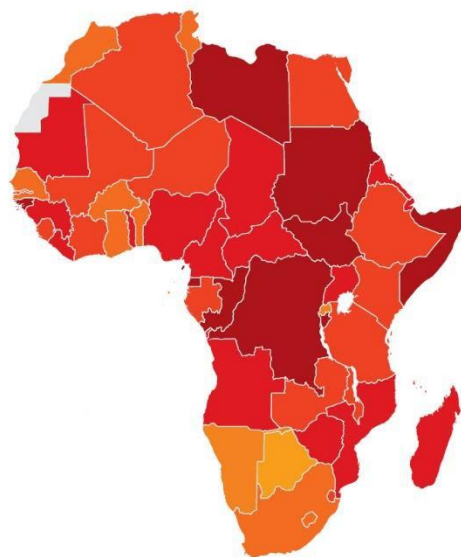
We are committed to progress with integrity...

CORRUPTION PERCEPTIONS INDEX 2020

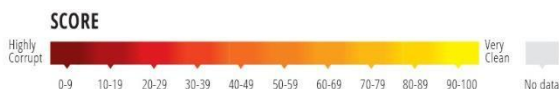
AFRICAN UNION

32/100

AVERAGE SCORE



SCORE	COUNTRY/TERRITORY	RANK	SCORE	COUNTRY/TERRITORY	RANK	SCORE	COUNTRY/TERRITORY	RANK
66	Seychelles	27	36	Algeria	104	25	Cameroon	149
60	Botswana	35	36	Côte d'Ivoire	104	25	Madagascar	149
58	Cabo Verde	41	33	Egypt	117	25	Mozambique	149
54	Rwanda	49	33	Eswatini	117	25	Nigeria	149
53	Mauritius	52	33	Sierra Leone	117	24	Zimbabwe	157
51	Namibia	57	33	Zambia	117	21	Chad	160
47	Sao Tome and Principe	63	32	Niger	123	21	Comoros	160
45	Senegal	67	31	Kenya	124	21	Eritrea	160
44	South Africa	69	30	Gabon	129	19	Burundi	165
44	Tunisia	69	30	Malawi	129	19	Congo	165
43	Ghana	75	30	Mali	129	19	Guinea Bissau	165
41	Benin	83	29	Mauritania	134	18	Democratic Republic of the Congo	170
41	Lesotho	83	29	Togo	134	17	Libya	173
40	Burkina Faso	86	28	Guinea	137	16	Equatorial Guinea	174
40	Morocco	86	28	Liberia	137	16	Sudan	174
38	Ethiopia	94	27	Angola	142	12	Somalia	179
38	Tanzania	94	27	Djibouti	142	12	South Sudan	179
37	Gambia	102	27	Uganda	142			
			26	Central African Republic	146			



Least corrupt country in Mainland Africa.

#cpi2020

www.transparency.org/cpi

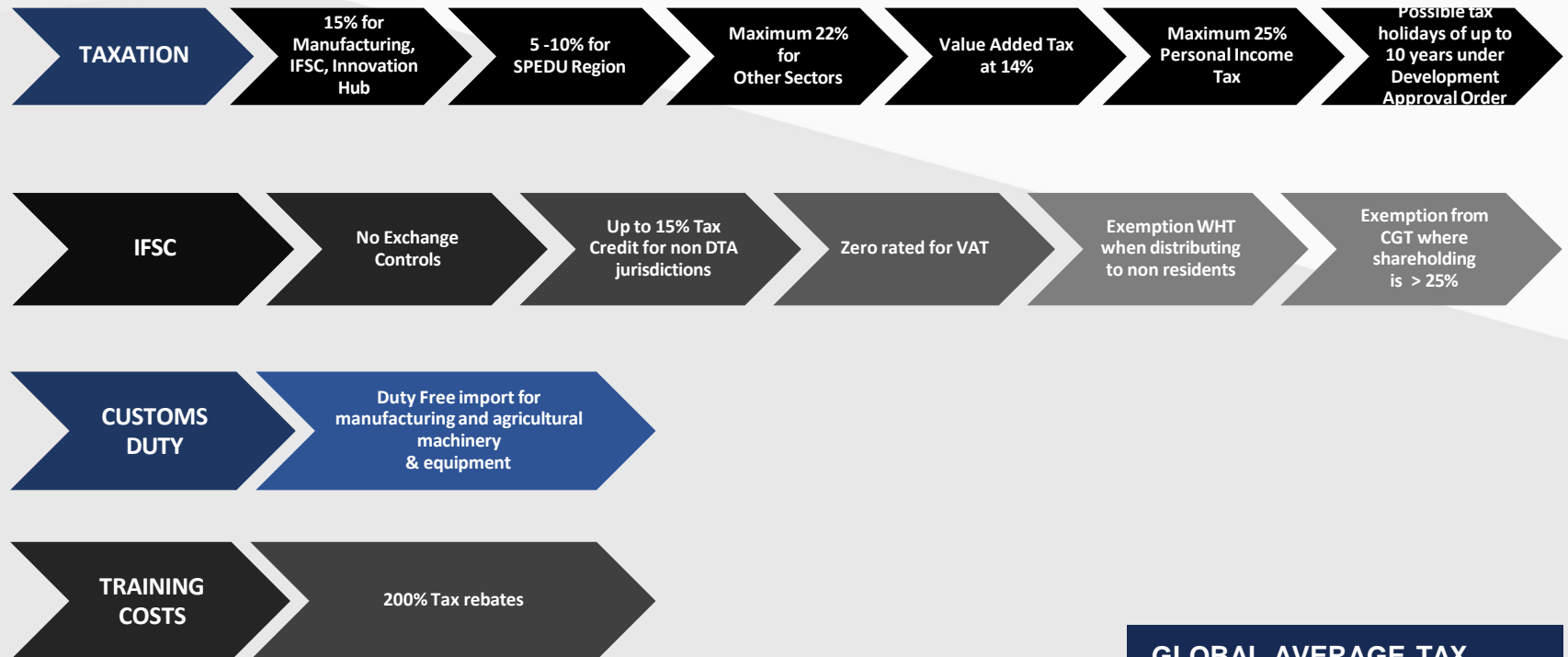
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INVESTMENT INCENTIVES



INVESTMENT INCENTIVES

Botswana's Corporate Tax Rate is Highly Competitive



GLOBAL AVERAGE TAX

(180 countries)

Botswana General:	22%
African Average:	27,97%
Global Average:	23,54%

Source: Tax Foundation, 2020

KEY SECTOR OPPORTUNITIES



INVESTMENT OPPORTUNITIES



Commercialization of the Agriculture and Agribusiness sector

Leather

Beef

Primary Production

(64% market deficit in the grain market)

Agro Processing

Feeds

Pork Farming

Dairy Farming

Ostrich Farming



Mining and Resource Benefication

Soda Ash Coal –

MCM prodn expansion

Diamonds Base

Metals



Manufacturing

Automotive Componentes

General Manufacturing



Services

ICT

Financial & Business

BPO

INVESTMENT OPPORTUNITIES



Energy

Solar
Coal-bed methane (CBM)
Biogas and Biodiesel
Coal to Liquids



Tourism & Hospitality

Hotels & Lodges
Tented Camps
Air Charter Services
Medical Tourism
** Revised Tourism
Policy (2021) for CEE*



Transport & Logistics

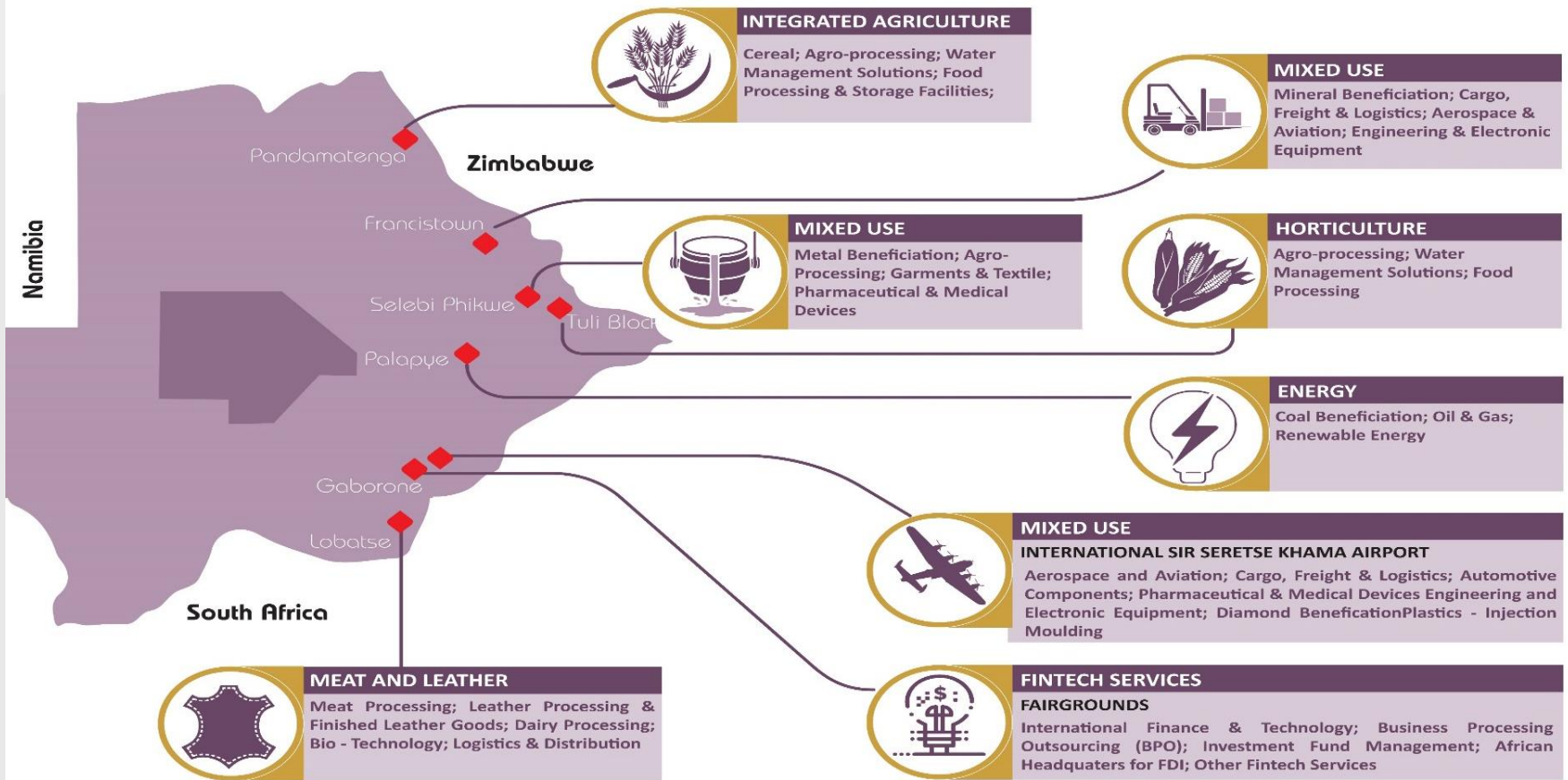
Rail Projects:

Mamabule – Lephalale (57km: US\$200m, 3000jobs, Start 2021)
Mosetse - Kazungula (356km): Completed
Botswana - Mozambique

Aviation

Mohembo Bridge @ 98% completion

SPECIAL ECONOMIC ZONES INVEST OPPORTUNITIES



ABOUT BITC



INVESTOR VALUE ADDED SERVICES

Investment Facilitation Services Through Botswana One Stop Service Centre (BOSC) Offering:



Company & Business
Registration



Opening of Bank
Accounts



Entry Visas, Work &
Residence Permits &
Exemptions



Trade & Business
License Applications



Utility
Connections



Income Tax &
VAT Registration



Industrial & Commercial
Land / Factory Shells




Incentives; IFSC,
Manufacturing, Tax
Holidays (DAO)



Aftercare Services –
renewals, expansions
etc.



Environmental
Impact Assessment
Compliance



**“The cave you fear to
enter may hold the light
you seek.”**



THANK YOU

LEATHER & LEATHER GOODS

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