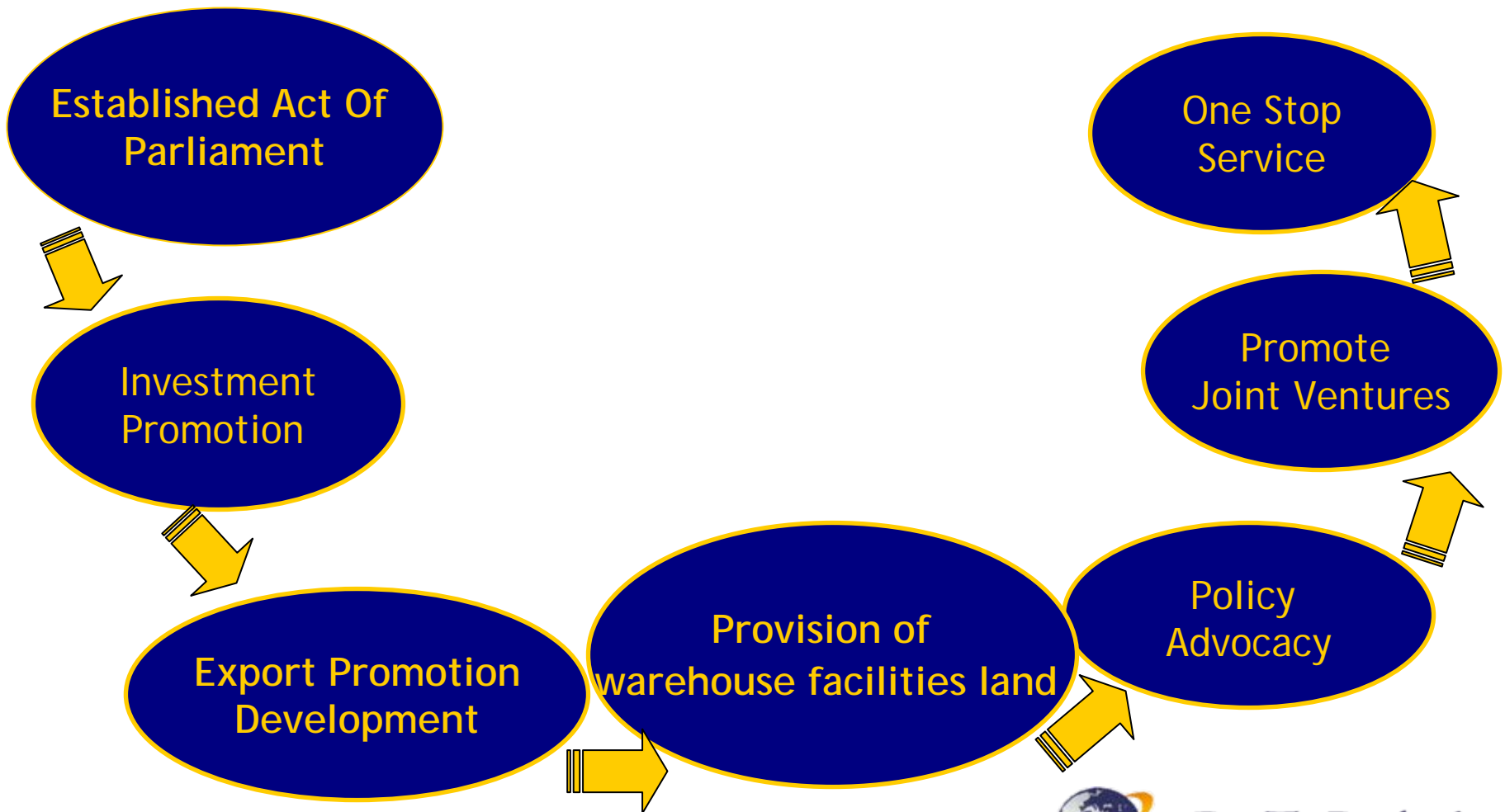


Dorcas Makgato-Malesu
Chief Executive Officer
Botswana Export Development & Investment
Authority (BEDIA)



Mandate Of BEDIA



BEDIA International Offices

- United Kingdom
- Republic Of South Africa
- Intention to expand into target markets
- Collaborative efforts between BEDIA and Botswana Embassies

BEDIA Services



Investment Climate

Liberal tax regime

- 25% personal tax rate
- 15% company tax for manufacturing
- Development Approval Order for tax holidays (5-10 yrs)

Investment Climate

Liberal Foreign Exchange Regime & other benefits

Remittances in full & repatriation of profits/dividends

Foreign currency accounts in USD, ZAR & Pound Sterling

Foreign currency easily available over the counter

Duty free Importation of capital goods or machinery

Duty drawback facility on raw materials

Market Access

Botswana's central location for regional market access:

- Bilateral agreements with Malawi/Zambia/Zimbabwe
 - Southern African Development Community (SADC)-population 200 million
 - Southern African Customs Union (SACU) – population 50 million

Other market access opportunities:

- Economic Partnership Agreement – EU
- AGOA - USA



Nature of Investment Sought

- Strategic in economic diversification
- Utilization of natural resources
- Employment generation
- Meaningful local participation
- Export potential
- Technology transfer

Opportunities Identified

Special bias towards value addition to available raw material and downstream industries:

- Jewelry, Diamond Cutting and Polishing
- Glass and related products
- Leather products
- Beef and Beef by-products
- Services



National Initiatives

- Innovation Hub
- Tertiary Education Hub
- Transport Hub
- Diamond Hub
- Medical Hub
- Agricultural Hub

□ **BEDIA's role towards the national initiatives**

- Packaging of opportunities for investment
- Development of investment incentives



Challenges

- Small internal market
- Distance from ports
- Low entrepreneurial development
- Overdependence on mining



Why Botswana?

- Proven track record of sound macroeconomic management
- Consistent Policies
- Stability and good Governance
- High credit ratings
- Stable convertible currency
- Among top three most competitive economies in Africa
- Positive economic growth rates

Thank you

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