



# EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013 BOTSWANA

20th-23<sup>rd</sup> November 2013

Gaborone, Botswana

*Creating Opportunities for a Changing Business Landscape*

The East Midlands - Botswana Trade Visit



**Organisers:**





20th-23<sup>rd</sup> November 2013

Gaborone, BOTSWANA

## EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013

### GLOBAL EXPO BOTSWANA

Global Expo Botswana is the country's premier international business to business exhibition which is multi sector focus. The exhibition is endorsed by the Government of the Republic of Botswana through the Ministry of Trade & Industry. The expo will be held for four consecutive days at Botswana Conference and Exhibition Centre, Botswana

### OBJECTIVE

The aim of this exhibition is to offer exhibitors and visitors an opportunity to actively promote their businesses and to stimulate intra-regional business exchange.

### WHY GLOBAL EXPO BOTSWANA

- Meet buyers/sellers of your product and services
- Take part in the Business Matchmaking
- Strike partnerships and joint Ventures
- Attend all business workshops
- Take part in the Investment Forums
- Meet the government procurement Divisions
- Engage agents/distributors for your products
- Explore new markets

#### EXHIBITOR PROFILE:

- Agri business and Agriculture
- Textiles garments
- Manufactured goods
- Construction materials
- Automobiles
- Electrical goods and appliances
- Timber & furniture
- Engineering products
- Chemical and Cosmetics
- Machinery
- Information Technology
- Consultancy services
- Leather and associated technologies
- Mining
- Tourism
- Power & renewable energy

#### VISITOR PROFILE:

- Importers
- Wholesale & distributors
- Agents
- Business Executives
- Distributors
- Government procurement agencies
- International buyers
- Retailers
- Supply chain management progr.



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### DOING BUSINESS IN BOTSWANA

#### Geographical location

Botswana is centrally located in southern Africa, sharing borders with Zambia and Zimbabwe in the North, South Africa in the South and Namibia in the North West. Botswana is 581,730 square kilometres in area, roughly the size of France with a population of 1.8m. The climate is semi-arid. Average daily maximum temperature is 37c while the average minimum temperature is 5c.



#### Economy

Botswana is a member of the South Africa Development Community (SADC), The Southern Africa Customs Union (SACU), with close ties with South Africa and increasingly seeking more ties with Western European countries.

#### Strengths of Market

- English is widely spoken & accepted as the business language
- Botswana has a free market system and open tenders which are published through the media. In 2011 Botswana published tenders in construction, water supplies for rural areas, road construction, health infrastructure development and many others
- Mining Minerals, especially diamonds, have remained the mainstay of Botswana's economy and Tourism sector is also an increasingly important industry in Botswana, accounting for approximately 11% of GDP. One of the world's unique ecosystems, the Okavango Delta, is located in Botswana.
- In 2010, UK exports to Botswana for goods and services amounted to £63 million, while UK imports from Botswana were valued at £576 million
- There are potential investment opportunities in downstream manufacturing using local raw materials such as gemstones for jewellery, leather and skins, Property development – commercial and industrial, Agri-business, Financial services, other manufacturing activities and services. Botswana
- Botswana offers investor friendly policies include the absence of exchange control regulations, and a low a tax system It offers investors incentives such as Duty free and quota free access to **EU market, Duty free access to South Africa, Namibia, Lesotho and Swaziland and Preferential access to markets of 14 Southern African countries.**



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## EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013

### Why Botswana

1. No foreign exchange controls.
2. The Africa Growth & Opportunity Act of the United States allows new opportunities for duty free and quota free access to U.S markets.
3. Corporate tax is only 15 % for manufacturing companies and IFSC companies.
4. Duty free and quota free access to EU market.
5. Duty free access to South Africa, Namibia, Lesotho and Swaziland.
6. Preferential access to markets of 14 Southern African countries.
7. Botswana is the most transparent country in Africa, according to Transparency International. There is an official policy of zero tolerance for corruption.
8. Low personal income tax, the highest bracket being only 25%.
9. Zero corporate tax under Development Approval Order.
10. Industrial relations are good and trade unions are not militant.

### Investment Opportunities are:

**Downstream manufacturing** using locally available raw materials and by-products e.g. cattle, electronic components for telephones, packaging materials, pharmaceuticals, jewellery and leather goods.

**Property-** Commercial and Industrial Property Development, Residential Property Development

**Agri-business** - Dairy, Poultry, Irrigation Crop Production, and Stock feed production, Livestock breeding and feed lot.

**Financial Services**-There are opportunities in Banking, Management Companies and Insurance Companies. (The I.F.S.C. is a project aiming to make Botswana one of the region's leading locations for the provision of international financial services. A very good environment exists to attract financial institutions and other services, which will primarily provide that services to customers outside Botswana.

**Manufacturing Sectors**- Botswana has a conducive investment regime. It offers many advantages that have attracted investors from capital exporting countries such as: South Africa, Portugal, China, India, United Kingdom and Mauritius.

**Downstream goods** - A wide variety of raw materials is available locally, such as: soda ash, beef and beef by-products, coal, raw diamonds, and other minerals. A broad range of goods is already manufactured for the domestic and export markets. This includes the manufacture of textile, polishing of diamonds and semi-precious stones, leather goods and canned beef products and glass products.

**Service Sectors**- Opportunities exist to use Botswana as an African gateway in ICT and a wide range of other services.

**Data Processing**- Using Botswana as a communication or data processing hub for activities such as call centres, business process outsourcing and off-shoring, online access databases such as airline reservations systems, shipping lines, medical records and etc.

**ICT** -Software development, programming, hardware engineering and robotics

**Financial Services** - Providing support to the already existing Botswana International Financial Services Centre (BIFSC) to promote the sector.

**Tourism** - Working jointly with the Botswana Tourism Board (BTB) in promoting investment in tourism infrastructure especially in the hotel sector, as well as marketing the Botswana Tourist Product.



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## EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013

The East Midlands - Botswana Trade Visit



Botswana offers one of the best climate investments in Africa. The country offers many advantages that have attracted investors from capital exporting countries such as: South Africa, Portugal, China, India, United Kingdom and Mauritius.

A highlight of areas of high priority and opportunities for investment in Botswana are:

**1. MANUFACTURING SECTORS – Leather, Textiles, Glass, Beef & Pharmaceuticals**

**2. SERVICES- Financial service, Data Processing & ICT**

**3. TOURISM**

**4. MINING -**

**5. POWER & RENEWABLE ENERGY**

**6. OTHERS**

- Construction materials
- Infrastructure development
- Automobiles
- Electrical goods and appliances
- Timber and furniture
- Engineering products
- Chemicals and cosmetics
- Machinery
- Consultancy services
- Education
- Agri-Business Agriculture





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## EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013

Day	Date	Location	Details
1	18th Monday	Travel out to Gaborone	
2	19 <sup>th</sup> Tuesday	PROGRAMME STARTS	<p><b>Pre – Exhibition Briefing Session – (2 hour)</b></p> <ul style="list-style-type: none"> <li>Meeting with BITC&amp; Botswana Chamber of Commerce &amp; Industry &amp; Networking session</li> <li>Reception at the British High Commission/ Govt. of Botswana (Optional) To be confirmed</li> </ul>
3	20 <sup>th</sup> Wednesday	EXHIBITION	<ul style="list-style-type: none"> <li>Meeting with prospective clients (pre-arranged and new contacts)</li> <li>Meeting with prospective clients (pre-arranged and new contacts)</li> </ul>
4	21 <sup>st</sup> Thursday	EXHIBITION	<ul style="list-style-type: none"> <li>Meeting with the Botswana Chamber of Commerce &amp; Industry &amp; Networking session</li> <li>Meeting with prospective clients (pre-arranged and new contacts)</li> </ul>
5	22 <sup>nd</sup> Friday	EXHIBITION	<ul style="list-style-type: none"> <li>Meeting with prospective clients (pre-arranged and new contacts)</li> </ul>
6	23 <sup>rd</sup> Saturday	EXHIBITION	<ul style="list-style-type: none"> <li>CLOSING SESSION</li> </ul>
7	24 <sup>th</sup> Sunday	Departure for the UK	



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## **EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013**

- Display Space at the Group exhibition exhibition
- Assitsance with the VISA application, if required
- Pre arrange Buyer seller meetings
- Assistance during the Show

**COSTS: Administrative fees for attendance only is £450 per delegate and**

**Exhibition space for display at the Mission group stand is £400 per business**

**The total package is £850**

Delegates are responsible for the a

**UKTI o**

[jane.waldron@uktiem.co.uk](mailto:jane.waldron@uktiem.co.uk)



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## EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013







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## EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013

### SERVICES PROVIDERS

#### FLIGHTS TO BOTSWANA

•	Air Botswana	<a href="http://www.airbotswana.co.uk">http://www.airbotswana.co.uk</a>
•	British Airways	<a href="http://www.britishairways.com">http://www.britishairways.com</a>
•	KLM	<a href="http://www.klm.com">http://www.klm.com</a>
•	Air France	<a href="http://www.airfrance.co.uk">http://www.airfrance.co.uk</a>
•	South African Airways	<a href="http://www.flysaa.com">http://www.flysaa.com</a>
•	Kenya Airlines	<a href="http://www.kenya-airlines.com/uk">http://www.kenya-airlines.com/uk</a>
•	Namibia Airlines	<a href="http://www.airnamibia.com.na">http://www.airnamibia.com.na</a>
•	Lufthansa	<a href="http://www.lufthansa.com">http://www.lufthansa.com</a>
•	Emirates	<a href="http://www.emirates.com">http://www.emirates.com</a>
•	Virgin Atlantic	<a href="http://www.virgin-atlantic.com">http://www.virgin-atlantic.com</a>
•	Qatar Airways	<a href="http://www.qatarairways.com/uk">http://www.qatarairways.com/uk</a>

#### ACCOMODATION - Detailed list available on request

HOTEL NAME	CONTACT
CRESTA LODGE	Ednah Paul <a href="tel:+2673975375">Tel:+2673975375</a> . Fax:+2673900635 Email: <a href="mailto:reslodge@cresta.co.bw">reslodge@cresta.co.bw</a> . Website: <a href="http://www.cresta-hospitality.com">www.cresta-hospitality.com</a>
CRESTA PRESIDENT HOTEL	Tel: (+267) 3953631. Fax: (+267) 3951840 Email: <a href="mailto:fopresident@cresta.co.bw">fopresident@cresta.co.bw</a> <a href="mailto:reservations@cresta.co.bw">reservations@cresta.co.bw</a> Website : <a href="http://www.cresta-hospitality.co">www.cresta-hospitality.co</a>
SUNINTERNATIONAL	Pearl Bothhasitse Tel: +267-3616011. Fax: +267-3902555 Email: <a href="mailto:pearl.bothhasitse@bw.suninternational.com">pearl.bothhasitse@bw.suninternational.com</a> Website: <a href="http://www.suninternational.com">www.suninternational.com</a>
PHAKALANE GOLF ESTATE HOTEL RESORT	Botho Mogapi <a href="tel:+2673604000/3930000">Tel:+2673604000/3930000</a> . Facsimile:+2673159663/3904110 E-mail: <a href="mailto:bmogapi@phakalane.co.bw">bmogapi@phakalane.co.bw</a> / <a href="mailto:banqueting@ph">banqueting@ph</a>
PEERMONT MONDIOR GABORONE	Charity Molapisi <a href="tel:+2673190600">Tel:+2673190600</a> Fax:+2673190660 Email: <a href="mailto:charity@mondiorsummit.co.bw">charity@mondiorsummit.co.bw</a>
OASIS MOTEL	Ms Roberta Nsimbi / Mos. Shirley Renders. Tel:+2673928396 Fax:+263928568/+2673132054 Cell:+26774725315/+26771810623/
LANSMORE MASA SQUIRE A LONRHO HOTEL	Botho Mogami -Sales and Marketing Manager Mobile : +267 72302543- Hotel: - +267 3159954/9976
BROADHURST INN	: Knowles John Tel/fax: +267 3901004 ' Mobile: +267 77046879 Email: <a href="mailto:broadhurstinn@hotmail.com">broadhurstinn@hotmail.com</a> Facebook: Broadhurst Inn

\* For accurate prices contact the hotel directly.



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## EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013

	Contacts
<ul style="list-style-type: none"> <li>African British Business Association (AfBBA)</li> </ul>	<p><b>Frederick Muyijimi</b>            T: 077 8022 1679            E: afbba.org@gmail.com</p>
<ul style="list-style-type: none"> <li>Derbyshire &amp; Nottinghamshire Chamber of Commerce &amp; Industry</li> </ul>	<p><b>Laura Howard</b>            T: 0115 957 8748            E: Laura.Howard@dncc.co.uk</p>
<ul style="list-style-type: none"> <li>Leicestershire Chamber of Commerce &amp; Industry</li> </ul>	<p><b>Max Boden</b>            T: 0116 204 6606            E:            boden.m@chamberofcommerce.co.uk</p>
<ul style="list-style-type: none"> <li>Northampton Chamber of Commerce &amp; Industry /Milton Keynes Chambers of Commerce</li> </ul>	<p><b>Brigid Hodgkinson</b>            T: 01604 790 921            E:            brigid.hodgkinson@northants-chamber.co.uk</p>
<ul style="list-style-type: none"> <li>Schools Development &amp; Support Agency (SDSA)</li> </ul>	<p><b>Khalid Mahmood</b>            T:0116 229 5939/07533 84969            E:khalid.mahmood@sdsa.net</p>





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## EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO

### COMPANY DETAILS

Name of company			
Product/Services			
VAT No			
Contact Person			
Address			
Post code			
Country			
Telephone			
Fax			
Email			
Website address (if any)			
Attending the Show Only (Please tick as appropriate)	<input type="checkbox"/>	No of Participants	
Attending & Exhibiting at the East Midland's group stand	<input type="checkbox"/>		
Signature	Date		
Date of Submission			

# BOTSWANA INVESTMENT & TRADE CONFERENCE 20-21 NOVEMBER 2013

## DRAFT PROGRAMME

### TUESDAY 19<sup>th</sup> NOVEMBER, 2013

- 0800 Arrival of Guests, Speakers, Delegates  
1800 Welcome Cocktail/Reception Sponsored by:

### OFFICIAL OPENING CEREMONY Wednesday 20<sup>th</sup> November, 2013

- 0715 Arrival & Registration**
- 0730 Opening Breakfast sponsored by:**
- 0800 Introduction of Guests;** Mr Letsebe Sejoe, Acting Chief Executive Officer, Botswana Investment & Trade Centre
- 0805 Welcome Address;** Hon Dorcas Makgato-Malesu, Minister of Trade & Industry
- 0815 Official Opening;** His Honor the Vice President of the Republic of Botswana; Dr PHK Kedikilwe
- 0830 Vote of Thanks;** Mr Victor Senye, Chairman of the Board of Directors of Botswana Investment & Trade Centre
- 0835 Tour of the Exhibition by His Honor the Vice President and his entourage**



**SESSION 1**

0900

**Plenary Session– Mining**

(How can Botswana capitalize on the mining sector to ensure economic growth & diversification)

**Session Chair: Minister of Minerals Energy & Water Resources, Hon**  
OnkokameKitsoMokaila

**Guest Speaker – Mrs Bridgette DijengRadebe;** Chairperson, Mmakau Mining &  
Independent Non-Executive Director of Sapp Limited, RSA

**Industry Experts** – Diamond Hub/DTCB (beneficiation & relocation from London to Gaborone); Coal Dev Unit (strategic railway projects, prospecting & mining licenses, coal as a dirty resource – carbon emissions & credits)

**Moderator** –Mr Charles Siwawa; CEO, Botswana Chamber of Mines

**Q&A / Discussions**

1030

**Morning Tea & Coffeesponsored by:**

**SESSION 2**

1100

**How can Batswana be encouraged to buy local products and make use of local services, in an effort to stimulate the local economy and help create jobs? (When consumers buy locally produced products and support local service providers, the local economy is stimulated and sustainable job opportunities are created – a case of *Proudly South African*)**

**Session Chair: Minister of Minerals Energy & Water Resources, Hon**  
OnkokameKitsoMokaila

**Session Chair: Minister of Trade & Industry, Hon DorcasMakgato-Malesu**

**Industry Experts** – University of Botswana Faculty of Business, MTI, BITC – Brand Botswana, BEMA, BOCCIM, etc., (what can Botswana learn from the South African experience, what Brand Botswana needs to do to ensure that all Batswana embrace the national brand.)

**Guest Speaker – Advocate Lesley Sedibe, CEO, Proudly South African**

**Industry Experts** – University of Botswana Faculty of Business, MTI, BITC – Brand Botswana, BEMA, BOCCIM, etc., (what can Botswana learn from the South African experience, what Brand Botswana needs to do to ensure that all Batswana embrace the national brand.)

1230

**Business Luncheon / Roundtable Discussions with Ministers sponsored by:**

### SESSION 3

**1100**      **How can Botswana be encouraged to buy local products and make use of local services, in an effort to stimulate the local economy and help create jobs? (When consumers buy locally produced products and support local service providers, the local economy is stimulated and sustainable job opportunities are created – a case of *Proudly South African*)**

**Session Chair: Minister of Minerals Energy & Water Resources, Hon Onkokame Kitso Mokaila**

**Session Chair: Minister of Trade & Industry, Hon Dorcas Makgato-Malesu**

**Industry Experts** – University of Botswana Faculty of Business, MTI, BITC – Brand Botswana, BEMA, BOCCIM, etc., (what can Botswana learn from the South African experience, what Brand Botswana needs to do to ensure that all Botswana embrace the national brand.)

**Guest Speaker – Advocate Lesley Sedibe, CEO, Proudly South African**

**Industry Experts** – University of Botswana Faculty of Business, MTI, BITC – Brand Botswana, BEMA, BOCCIM, etc., (what can Botswana learn from the South African experience, what Brand Botswana needs to do to ensure that all Botswana embrace the national brand.)

**1400**      **Plenary Session – Regional Integration in the SADC region (How can regional integration reinforce competitiveness across the Tripartite Alliance)**

**Session Chair: Minister of Finance & Development Planning, Hon Ontefetse Kenneth Mathambo**

**Guest Speaker – Ms Linah K. Mohohlo, Governor of the Bank of Botswana**

**Industry & Academic Experts** – University of Botswana, BIDPA, MTI, MFDP (Examine key tools and drivers for integration, define role of the private sector, Feasibility of the SADC FTA, SADC Customs Union, SADC Monetary Area and the Tripartite Alliance in relation to the EPAs)

**Moderator – Professor Happy Siphambe; Dean, Faculty of Social Sciences, University of Botswana (UB)**

**Q&A / Discussions**

## SESSION 4

**1600**      **Positioning Botswana as a regional financial services hub (How can Botswana achieve scale and deploy capital in global frontier markets despite its landlocked nature and small population; how can Botswana adapt innovative technologies and services as well as foster a conducive regulatory environment, taking into account security of online and cross-border transactions, as well as privacy of the users)**

**Session Chair: Assistant Minister of Trade & Industry, Hon Keletso Rakhudu**

**Guest Speaker – Dr Thapelo Clayton Matsheka, Financial Economist & MD, AON Botswana**

**Industry & Academic Experts** – University of Botswana, BIDPA, MTI, MFDP, BITC, Bankers Institute of Botswana, (Achieving scale and deploying capital in frontier markets, adapting innovative technologies and services & fostering a conducive regulatory environment, securing online transaction & privacy of users, banking the unbanked, etc.)

**Moderator – Mr Letsebe Sejoe; Acting CEO, Botswana Investment & Trade Centre**

**Q&A Session / Discussions**

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**1530**      **Afternoon Tea sponsored by:**

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**1730**      **Showcasing Botswana to the World** – a session to showcase investment & trade opportunities available in Botswana to all delegates

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**1830**      **Cocktail function sponsored by:**

0730 Arrival, tea, coffee & registration

## SESSION 5

0800 **Plenary Session – Innovation & ICTs (How ICTs and Innovation could be harnessed to enhance Botswana’s competitiveness in the global village)**

**Session Chair: Minister of Transport & Communications**, Hon NonofhoMolefhi

**Guest Speaker – Mr Ian Mann**, Director, Gateways Business Consultants; regular contributor to Radio 702's "Money Show", Sunday Times Business Section columnist, and author of the best-selling books "Managing with Intent," and "Strategy that Works."

**Industry Experts – Mr Allan Boshwaen**, CEO – Botswana Innovation Hub, Ministry of Transport & Communications, BOCRA (ICTs & Innovation as key tools and drivers for development & competitiveness, define role of the private sector (PPPs))

**Moderator – Mr Neo Ngwako**; MD - Arabi& Outsource Botswana, and ICT Sector Chair - BOCCIM.

**Q&A / Discussions**

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## SESSION 6

0930 **Plenary Session – Agriculture (Leveraging on agro investment opportunities in Botswana for sustainable food security)**

**Session Chair: Minister of Agriculture**, Hon Christian De Graaf

**Guest Speaker – DrMorakaNakediMakhura**, Head of Economic Research, Land & Agricultural Development Bank of SA (Land Bank)

**Industry Experts –** Ministry of Agriculture/Agriculture Hub, BAMB, BHM (Agro investment opportunities in Botswana, Developing Botswana as an agribusiness champion, Leveraging other industries' best practices, enhancing agricultural productivity in Botswana, food security, Securing a sustainable food supply, challenges & threats, developing local & regional markets for horticultural products, etc.)

**Moderator –MsLoratoMorapedi**, CEO – NDB

**Q&A / Discussions**

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**SESSION 7****1130**

**Private Sector Development Programme in Botswana: Opportunities** – the Private Sector Development Program (PSDP) is a government initiative developed in partnership with MTI, European Union and CDE. The PSDP which will run for duration of 3 years aims to stimulate and sustain growth through diversification of the economy while building the capacities of institutions and human resources that support the private sector.

**Session Chair: Assistant Minister of Finance & Development Planning**, Hon Vincent T. Seretse

**Guest Speaker - Mr Sid Boubekur**, Head of CDE Regional Office for Southern Africa

**Panel – Ms Pauline Monare**, Director EDD, MTI, **Mr. Tebogomathlare**, Programme Officer, European Delegation, **Mr. Roger Nguessan**, PSDP Coordinator

**Industry Experts** –BITC, BOCCIM, BEMA, LEA, CEDA, BOBS, BNPC, HATAB, BIH, BTO, UB – Dept. of Economics, etc., (providing capacity building to SMMEs and CBOs in order to assist the Government of Botswana to upgrade the business environment for enterprises)

**Moderator – Mr Norman Moleele**, Director, Membership Services (BOCCIM)

**Q&A Session / Discussions**

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**1300**

**Business Networking Lunch sponsored by:**

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**SESSION 8****1400**

**Using the Special Economic Zones to promote, attract and facilitate foreign direct investment (FDI) into Botswana.**

**Session Chair: Minister of Trade & Industry**, Hon Dorcas Makgato-Malesu

**Guest Speaker – Mr Cyrille Nabutola**, Chief Executive Officer, **Export Processing Zones Authority of Kenya**

**Industry Experts** – University of Botswana Department of Economics, MTI, BIDPA, BEMA, BOCCIM, etc., (what can Botswana learn from the Kenyan experience; what we need to do as a country to enhance economic development in Botswana by promoting, facilitating and creating enabling environment for investments in Botswana's Special Economic Zones (SEZs))

**Moderator –Dr Patricia M. Makepe**, Head of Economics Department, University of Botswana

**Q&A Session / Discussions**

## PROGRAMME DAY 2

- 1530 **Official Closing of the Conference by Mrs Ethel Matenge-Sebesho**, Vice Chairman of the Board of Botswana Investment & Trade Centre
- 1545 **Excursion to Mokolodi sponsored by:** Footprints Africa Safaris\*
- 1900 **Closing Cocktail sponsored by:**

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## PROGRAMME DAY 3

Friday 22<sup>nd</sup> November, 2013

- 1000 **GEB Golf Day at Phakalane Golf Estate sponsored by:**
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**END OF CONFERENCE**

# APPENDIX- BOTSWANA

## APPENDIX1.FOREIGN & COMMONWEALTH REPORT ON BOTSWANA



### Country information

**Area:** 581,730 sq. km

**Population:** 2 million (2011 pop. Census)

**Capital City:** Gaborone, population 233,135 (2011 pop. Census) People: Predominantly Bantu-speaking African (c. 90% of whom are Tswana), small San communities and white minorities

**Languages:** English and Setswana

**Religion(s):** Christianity and indigenous beliefs; small Muslim population

**Currency:** Pula. 12.34 - £1 (September 2012 2012)

**Political parties:** Botswana Democratic Party (BDP), Botswana National Front (BNF), Botswana Congress Party (BCP), Botswana Movement for Democracy (BMD) Botswana Peoples' Party (BPP), Marx Engels Lenin and Stalin (MELS)

**Head of State:** President Lieutenant General Seretse Khama Ian Khama

**Foreign Minister:** The Hon Phandu Tombola Chaha Skelemani

**Membership of international groupings/organisations:** United Nations, Commonwealth, Southern African Development Community (SADC), African Union (AU), Non Aligned Movement (NAM), Southern African Customs Union (SACU). Botswana is also a member of the implementation committee of NEPAD (New Partnership for Africa's Development).

### ECONOMY

#### Basic Economic Facts

**GDP:** US\$14.9 billion (2010 estimate)

**GDP per head:** US\$6406 (2009)

**GDP Growth:** 7.2% (2010)

**Inflation:** 6.9% (September 2012)

**Major Industries:** Diamonds, copper, nickel, beef and tourism

**Major trading partners:** the EU and fellow members of the Southern Africa Customs Union comprising South Africa, Namibia, Lesotho and Swaziland

Botswana's economy is sustained by diamonds, which account for 30% of GDP. Over the last three decades Botswana has had one of the fastest growing economies in the world, albeit from a low base, sustained by fiscal discipline and sound management. But diamonds are a finite resource, and the need for economic diversification is one of the Government's most pressing economic challenges. The global recession hit diamond production and sales hard, with production falling by almost 50% in 2009 resulting in a contraction of the economy (-6%). Sales are now recovering but are not expected to return to pre-crisis levels until the beginning of 2013. GDP growth has now improved. Tourism, financial services, light manufacturing and cattle farming are other key sectors. Botswana is notably free of corruption, ranked the least corrupt country in Africa by Transparency International, and the 37th least corrupt country in the world.

## **TRADE AND INVESTMENT**

### **Trade and Investment with the UK**

In 2010, UK exports to Botswana for goods and services amounted to £63 million, while UK imports from Botswana were valued at £576 million.

### **Development**

Sound economic policies and diamond revenue have made Botswana a middle income country, having been one of the poorest countries in the world at the end of the 1960s. But this does not mean that the country is without critical developmental challenges. Chief among these is the incidence of HIV/AIDS, often estimated to be over 30% of the population (although this figure is disputed).

Because of Botswana's middle income status, the Department for International Development withdrew from a traditional bilateral assistance relationship in 2004/2005 and instead contributes to Botswana's development through work with multilateral agencies and through a programme of regional initiatives, including on HIV/AIDS and trade.



# APPENDIX 2 – BOTSWANA

## Botswana Exports by Product Section in US Dollars - Yearly

Section	2005	2006	2007	2008	2009	2010	2011
Live Animals; Animal Products	\$78,128,07 <sub>1</sub>	\$81,734,483	\$112,108,3 <sub>60</sub>	\$100,197,518	\$114,364,974	\$159,983,9 <sub>66</sub>	\$58,651,263
Vegetable Products	\$7,821,618	\$5,856,009	\$3,444,122	\$3,225,683	\$12,682,478	\$21,543,99 <sub>8</sub>	\$19,260,535
Animal or Vegetable Fats and Oils and Their Cleavage Products; Prepared Edible Fats; Animal or Vegetable Waxes	\$364,377	\$629,633	\$778,142	\$933,841	\$761,911	\$1,580,412	\$1,266,730
Prepared Foodstuffs; Beverages, Spirits and Vinegar; Tobacco and Manufactured Tobacco Substitutes	\$21,498,34 <sub>2</sub>	\$28,928,337	\$22,211,31 <sub>5</sub>	\$39,687,760	\$43,699,807	\$51,759,98 <sub>5</sub>	\$54,039,754
Mineral Products	\$20,775,10 <sub>4</sub>	\$73,852,922	\$192,639,6 <sub>37</sub>	\$241,024,355	\$112,873,816	\$136,181,4 <sub>71</sub>	\$100,763,441
Products of the Chemical or Allied Industries	\$29,167,72 <sub>5</sub>	\$25,165,365	\$20,203,48 <sub>3</sub>	\$32,840,029	\$39,195,905	\$77,963,07 <sub>2</sub>	\$51,339,815
Plastics and Articles Thereof; Rubber and Articles Thereof	\$10,048,53 <sub>6</sub>	\$16,039,477	\$21,003,16 <sub>8</sub>	\$18,932,787	\$15,165,885	\$19,062,01 <sub>8</sub>	\$30,636,351
Raw Hides and Skins, Leather, Furskins and Articles Thereof; Saddlery and Harness; Travel Goods, Handbags and Similar Containers; Articles of Animal Gut (Other Than Silk-Worm Gut)	\$1,289,743	\$1,625,976	\$3,371,867	\$1,845,427	\$1,347,985	\$1,290,188	\$1,137,891
Wood and Articles of Wood; Wood Charcoal; Cork and Articles of Cork; Manufactures of Straw, of Esparto or of Other Plaiting Materials; Basketware and Wickerwork	\$344,465	\$511,196	\$549,651	\$2,136,699	\$1,044,012	\$1,178,570	\$4,121,655
Pulp of Wood or of Other Fibrous Cellulosic Material; Recovered (Waste and Scrap) Paper or Paperboard; Paper and Paperboard and Articles Thereof	\$8,108,428	\$10,061,383	\$16,953,94 <sub>4</sub>	\$13,814,511	\$14,918,147	\$15,040,55 <sub>7</sub>	\$20,610,792
Textiles and Textile Articles	\$218,643,8 <sub>39</sub>	\$152,876,161	\$350,837,9 <sub>46</sub>	\$270,001,731	\$199,177,680	\$158,219,3 <sub>90</sub>	\$259,514,356
Footwear, Headgear, Umbrellas, Sun Umbrellas, Walking-Sticks, Seat-Sticks, Whips, Riding-Crops and Parts Thereof; Prepared Feathers and Articles Made Therewith; Artificial Flowers; Articles of Human Hair	\$2,414,358	\$1,755,839	\$2,859,528	\$2,447,841	\$3,545,045	\$3,633,375	\$2,610,232
Articles of Stone, Plaster, Cement, Asbestos, Mica or Similar Materials; Ceramic Products; Glass and Glassware	\$1,553,933	\$3,339,753	\$2,598,006	\$4,738,466	\$2,071,968	\$2,087,199	\$4,234,008
Natural or Cultured Pearls, Precious or Semi-Precious Stones, Precious Metals, Metals Clad With Precious Metal and Articles Thereof; Imitation Jewellery; Coin	\$3,348,479, <sub>370</sub>	\$3,350,892,13 <sub>4</sub>	\$3,248,293, <sub>301</sub>	\$3,231,563,56 <sub>6</sub>	\$2,240,999,82 <sub>9</sub>	\$3,270,138, <sub>264</sub>	\$4,529,850,0 <sub>45</sub>
Base Metals and Articles of Base Metal	\$479,931,1 <sub>76</sub>	\$641,301,046	\$938,977,9 <sub>46</sub>	\$719,315,168	\$452,292,022	\$549,243,8 <sub>87</sub>	\$400,769,913
Machinery and Mechanical Appliances; Electrical Equipment; Parts Thereof; Sound Recorders and Reproducers, Television Image and Sound Recorders and Reproducers, and Parts and Accessories of Such Articles	\$44,517,15 <sub>7</sub>	\$36,758,087	\$57,601,32 <sub>7</sub>	\$110,117,070	\$73,287,123	\$95,878,02 <sub>5</sub>	\$140,284,346
Vehicles, Aircraft, Vessels and Associated Transport Equipment	\$117,647,3 <sub>19</sub>	\$33,922,173	\$27,586,82 <sub>2</sub>	\$71,084,394	\$80,482,614	\$76,390,99 <sub>1</sub>	\$136,599,438
Optical, Photographic, Cinematographic, Measuring, Checking, Precision, Medical or Surgical Instruments and Apparatus; Clocks and Watches; Musical Instruments; Parts and Accessories Thereof	\$2,879,849	\$1,583,253	\$2,492,969	\$2,535,994	\$2,811,838	\$2,260,361	\$2,987,567
Arms and Ammunition; Parts and Accessories Thereof	\$101,373	\$11,277	\$187,425	\$36,130	\$23,172	\$411,275	\$13,228
Miscellaneous Manufactured Articles	\$2,633,188	\$2,636,736	\$3,524,102	\$2,592,938	\$4,030,886	\$4,658,361	\$6,140,915
Works of Art, Collectors' Pieces and Antiques	\$52,942	\$30,013	\$57,135	\$260,655	\$160,101	\$21,235	\$165,924
Other	\$12,788,65 <sub>7</sub>	\$13,310,713	\$8,909,326	\$41,951,748	\$11,729,946	\$13,171,83 <sub>5</sub>	\$18,800,358
<b>Total</b>	<b>\$4,409,189,<sub>570</sub></b>	<b>\$4,482,821,96<sub>6</sub></b>	<b>\$5,037,189,<sub>522</sub></b>	<b>\$4,911,284,31<sub>1</sub></b>	<b>\$3,426,667,14<sub>4</sub></b>	<b>\$4,661,698,<sub>435</sub></b>	<b>\$5,843,798,5<sub>57</sub></b>

## Botswana Imports by Product Section in US Dollars - Yearly

Section	2005	2006	2007	2008	2009	2010	2011
Live Animals; Animal Products	\$66,672,419	\$58,363,482	\$64,991,309	\$70,884,864	\$66,556,203	\$80,399,588	\$81,081,183
Vegetable Products	\$133,743,626	\$131,731,496	\$153,755,258	\$184,455,962	\$186,515,166	\$189,854,563	\$208,645,690
Animal or Vegetable Fats and Oils and Their Cleavage Products; Prepared Edible Fats; Animal or Vegetable Waxes	\$26,504,424	\$24,261,519	\$35,900,377	\$49,632,176	\$30,435,821	\$33,991,439	\$43,372,526
Prepared Foodstuffs; Beverages, Spirits and Vinegar; Tobacco and Manufactured Tobacco Substitutes	\$203,542,492	\$198,430,078	\$257,686,667	\$303,714,807	\$319,887,183	\$375,361,057	\$405,146,716
Mineral Products	\$540,242,726	\$622,958,060	\$169,939,534	\$245,450,991	\$266,498,872	\$300,022,248	\$373,073,082
Products of the Chemical or Allied Industries	\$254,010,697	\$264,817,409	\$310,041,292	\$331,723,660	\$346,776,033	\$398,486,836	\$417,625,241
Plastics and Articles Thereof; Rubber and Articles Thereof	\$113,435,981	\$109,159,620	\$165,136,226	\$174,734,531	\$154,834,771	\$170,336,820	\$187,489,833
Raw Hides and Skins, Leather, Furskins and Articles Thereof; Saddlery and Harness; Travel Goods, Handbags and Similar Containers; Articles of Animal Gut (Other Than Silk-Worm Gut)	\$5,481,806	\$6,157,229	\$5,928,744	\$6,834,823	\$7,544,886	\$8,134,443	\$7,984,266
Wood and Articles of Wood; Wood Charcoal; Cork and Articles of Cork; Manufactures of Straw, of Esparto or of Other Plaiting Materials; Basketware and Wickerwork	\$44,950,582	\$38,924,270	\$51,031,128	\$66,582,052	\$65,963,096	\$67,188,322	\$71,062,104
Pulp of Wood or of Other Fibrous Cellulosic Material; Recovered (Waste and Scrap) Paper or Paperboard; Paper and Paperboard and Articles Thereof	\$72,419,391	\$71,941,266	\$88,106,265	\$91,156,729	\$104,960,838	\$105,692,278	\$112,558,123
Textiles and Textile Articles	\$119,019,218	\$114,127,394	\$144,497,027	\$158,099,945	\$157,291,456	\$166,450,394	\$192,408,898
Footwear, Headgear, Umbrellas, Sun Umbrellas, Walking-Sticks, Seat-Sticks, Whips, Riding-Crops and Parts Thereof; Prepared Feathers and Articles Made Therewith; Artificial Flowers; Articles of Human Hair	\$33,321,775	\$35,314,720	\$41,782,146	\$46,517,100	\$50,099,137	\$57,381,876	\$64,280,127
Articles of Stone, Plaster, Cement, Asbestos, Mica or Similar Materials; Ceramic Products; Glass and Glassware	\$51,704,815	\$42,181,756	\$55,586,391	\$58,178,797	\$59,834,077	\$77,934,495	\$89,239,136
Natural or Cultured Pearls, Precious or Semi-Precious Stones, Precious Metals, Metals Clad With Precious Metal and Articles Thereof; Imitation Jewellery; Coin	\$33,424,083	\$67,447,910	\$129,535,510	\$465,423,717	\$370,302,254	\$662,891,617	\$865,886,729
Base Metals and Articles of Base Metal	\$226,318,034	\$228,496,601	\$288,589,239	\$348,223,870	\$299,797,267	\$369,107,120	\$487,600,881
Machinery and Mechanical Appliances; Electrical Equipment; Parts Thereof; Sound Recorders and Reproducers, Television Image and Sound Recorders and Reproducers, and Parts and Accessories of Such Articles	\$475,643,624	\$452,488,196	\$648,116,819	\$811,521,763	\$698,222,897	\$808,238,333	\$1,315,348,590
Vehicles, Aircraft, Vessels and Associated Transport Equipment	\$408,929,641	\$296,363,333	\$459,055,929	\$561,541,459	\$592,957,509	\$542,232,570	\$665,208,051
Optical, Photographic, Cinematographic, Measuring, Checking, Precision, Medical or Surgical Instruments and Apparatus; Clocks and Watches; Musical Instruments; Parts and Accessories Thereof	\$36,486,425	\$38,012,862	\$52,580,698	\$54,582,124	\$71,257,024	\$63,654,722	\$74,711,750
Arms and Ammunition; Parts and Accessories Thereof	\$11,277,668	\$13,574,767	\$3,801,859	\$12,575,107	\$2,846,814	\$19,925,534	\$3,189,945
Miscellaneous Manufactured Articles	\$75,953,205	\$72,554,726	\$88,748,408	\$90,093,325	\$105,765,930	\$103,196,486	\$110,331,292
Works of Art, Collectors' Pieces and Antiques	\$122,710	\$152,158	\$236,310	\$252,659	\$412,282	\$677,491	\$506,516
Other	\$103,295,963	\$40,877,198	\$30,537,553	\$48,364,370	\$55,431,516	\$78,501,951	\$83,768,904
<b>Total</b>	<b>\$3,036,501,305</b>	<b>\$2,928,336,050</b>	<b>\$3,245,584,689</b>	<b>\$4,180,544,831</b>	<b>\$4,014,191,032</b>	<b>\$4,679,660,183</b>	<b>\$5,860,519,583</b>

Source: United Nations Commodity Trade Statistics Database

<http://www.indexmundi.com/trade/imports/?country=bw>

# APPENDIX 3 - BOTSWANA

## Botswana: Commercial information for British companies

### About Botswana

Botswana is centrally located in southern Africa, sharing borders with Zambia and Zimbabwe in the North, South Africa in the South and Namibia in the North West. Botswana is 581,730 square kilometres in area, roughly the size of France with a population of 1.8m. The climate is semi arid. Average daily maximum temperature is 37c while the average minimum temperature is 5c.

### Political System and Governance Record

Botswana is a multi-party democracy with three arms of government, the executive, legislature and the judiciary. General elections are held every 5 years. Each of the elections since independence has been freely and fairly contested and has been held on schedule. The president of Botswana is indirectly elected. The presidential candidate from the political party that wins the majority of the 57 seats in the National Assembly is sworn in as president.

With its proven record of good economic governance, Botswana is consistently ranked by international organizations as among the freest economies in sub-Saharan Africa. Botswana is ranked the most transparent country in Africa by Transparency International. The World Economic Forum report on the other hand has ranked Botswana 60th on the Global Competitiveness Index of 2009/10, making it the second-best country in sub-Saharan Africa, Botswana performed well in institutions and macro economy but needs to improve areas like health and education according to the report.

The 2010 Mo Ibrahim Foundation index ranked Botswana third on the continent in terms of good governance. In May 2011, Moody's and Standard & Poor's downgraded Botswana's investment grade credit rating from "A" to "A-". The downgrading was due to Botswana's decision to set out plans to boost public spending until March 2012.

### The Economy

Botswana has enjoyed one of the fastest growth rates in per capita income in the world since independence, although it has slowed gently since the 1990s and recently experienced a sharp contraction due to the global economic slowdown. The economic growth rate averaged 9% per year from 1967-2006, but slowed during 2007 and 2008 to only 3% before dropping to minus 3.7% in 2009. In 2010, real GDP grew by approximately 7.5%, and it is expected to post an average growth of 6% in 2011 and 2012.

The Bank of Botswana's target inflation rate is 3- 6% although it has rarely been within the target since the pula devaluation in May 2005. Inflation maintained a downward trend during most of 2010 and ended the year at 5.8 percent. Bank of Botswana's 2010 Report indicated that domestic inflation was projected to rise in the short time but should revert to within the bank's inflation objective range of 3-6 % on a sustainable basis from the first quarter of 2011. In actuality, inflation has remained above BoB targets for the first half of 2011.

**Minerals, especially diamonds, have remained the mainstay of Botswana's economy.** Mining contributes about 40% of Botswana's GDP and account for about 75% of Botswana's export **earnings**. As part of Botswana's drive to diversify and increase local value added within the mining sector, De Beers opened the Diamond Trading Centre Botswana (DTCB) in 2008 to shift sorting, cutting, polishing, aggregating, and marketing to Gaborone from London. In 2009, the DeBeers group postponed moving its worldwide diamond aggregation from London to Botswana. However, the DTCB is currently responsible for sorting all stones mined in Botswana before they are sent for aggregation in London.

Tourism is an increasingly important industry in Botswana, accounting for approximately 11% of GDP. One of the world's unique ecosystems, the Okavango Delta, is located in Botswana.

## Investment Incentives in Botswana

Botswana investor friendly policies include the absence of exchange control regulations, a tax system that provides up to as little as 15 percent corporate tax and up to a maximum of 25 percent income tax. In special cases, companies can negotiate for a tax holiday under Special Tax Agreement. Value Added Tax is at low rate of 12% on standard rated supplies while some supplies are zero-rated and others exempted. Other positive factors for investors include duty free and quota free access to the EU market, duty free access to markets to South Africa, Namibia, Lesotho and Swaziland as well as preferential access to markets to 14 Southern African Countries.

Botswana is cited among the leading global innovators in the critical areas of the ease of starting a business, reform of labour laws, and contract enforcement procedures. Companies starting business in Botswana can enjoy packaged investor solutions not only from the Botswana Innovation Hub (BIH) but also from governmental investment agencies e.g. ([www.bdc.bw](http://www.bdc.bw); [www.bedia.co.bw](http://www.bedia.co.bw)) and enjoy the benefits of several schemes.

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## Government Economic and Development Strategies

In order to ensure that the economic diversification drive is successful, government has formulated the 'Botswana Excellence Strategy' which serves as a framework for the country to achieve high income status. Principles outlined in the Excellence Strategy, which comprises a range of actions and instruments needed to achieve economic diversification and sustainable growth, these include: creating an enabling framework; mindset change; economic openness; and citizen empowerment through excellence. The strategy also encompasses the six hub projects that have the potential to boost diversification by promoting sustainable new economic activities. These hubs are the Diamond hub, Innovation hub, Health hub, Agriculture hub, Transport hub and the Education hub.

## Financial Regulation

Though Botswana has abolished foreign exchange controls, the country continues to monitor the movement of money in and out of the country, in order to collect statistics and monitor capital flows. The Government has legitimised offshore capital investments and allows foreign investors and individuals and Botswana incorporated companies to open foreign currency accounts in specified currencies. The designated currencies are US Dollar, Pound Sterling, Euro and South African Rand.

Bank of Botswana (BoB) is responsible for management of the country's foreign exchange reserves and regulation and supervision of financial institutions operating in Botswana [www.bankofbotswana.bw](http://www.bankofbotswana.bw).

Botswana Stock Exchange (BSE) oversees share dealings, listings, mergers, takeovers, etc. [www.bse.co.bw](http://www.bse.co.bw).

Botswana Bureau of Standards (BOBS) is the official body responsible for all issues related to standardization and quality assurance at national level. <http://www.bobstandards.bw>. Botswana Revenue Services (BURS) performs tax assessment and collection functions on behalf of the Government and take appropriate measures to counteract tax evasions.

## Travel

### FCO Travel Advice

The FCO website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there. For advice please visit the FCO Travel section

### Visa Requirements

British Citizens do not need Visa to enter Botswana for stays up to 90 days in any one year. See link below for visa requirements for Investors. [http://www.bedia.co.bw/article.php?id\\_mnu=109](http://www.bedia.co.bw/article.php?id_mnu=109)

## Opportunities

Priority sectors for Botswana's Investment Agency: Beef and Beef Products; Glass Products, Information Technology, Jewellery, Tourism, Education, Pharmaceuticals Botswana's main imports: Food, beverages, fuels, chemicals and rubber products, wood and paper products, textiles and footwear, metal and metal products, machinery and electrical equipment, vehicles and transport equipment.

### Infrastructure

Botswana's road, rail and air transport is well developed. A network of bituminised roads extend along the eastern and more populated side of the country. The remote western areas are characterised by vast distances between settlements and low population densities. These have been made considerably more accessible since the completion of the Trans - Kalahari Highway. The Trans- Kalahari links the capitals of Botswana and Namibia and serves as a strategic link in the Maputo Walvis Bay Economic Corridor. The route length of railways in Botswana consists of 641km of main line linking Botswana with South Africa and Zimbabwe. There are three branch lines covering 250km, one carrying coal from Morupule to Palapye, another carrying copper nickel from Selebi Phikwe to Serule and the third of 175 km carrying salt and soda ash from Sua Pan to Francistown.

Botswana has a well-developed civil aviation infrastructure and airport facilities. The national airline, Air Botswana operates a limited number of routes domestically and internationally. South African, Kenyan and Zambian Airways also offer services to Botswana. Charter companies operate a variety of services in different parts of the country. Air Botswana carries limited cargo on scheduled flights and also operates dedicated cargo services between Gaborone and Johannesburg.

Botswana has three dry ports, with container terminals located in Gaborone, Francistown and Selebi Phikwe offering fully computerised, containerised door to door delivery. These facilities can handle 3m, 6m and 12m containers.

The Government of Botswana has leased a Dry Port at Walvis Bay, Namibia to facilitate its imports and exports. The Dry Port envisages to deal with logistics corridor with Walvis Bay on the West coast and Botswana on the East. The Dry Port at Walvis Bay and the industry in Gaborone will become the origin- destination terminals of the corridor.

## Other useful information

### Imports and tariffs

#### **Southern African Customs Union**

Because of history and geography, Botswana has long had deep ties to the economy of South Africa. The Southern Africa Customs Union (SACU), comprised of Botswana, Namibia, Lesotho, Swaziland, and South Africa, dates from 1910, and is the world's oldest customs union. Under this arrangement, South Africa collects levies from customs, sales, and excise duties for all five members, sharing out proceeds based on each country's portion of imports.

## **European Union Economic Partnership Agreements (EPA)**

Botswana and its smaller counterparts Lesotho and Swaziland have signed but not yet implemented Interim Economic Partnership Agreements with the European Union. Negotiations for a full EPA are ongoing. The key benefit of the Interim and Full EPA is tariff free access to EU markets for Botswana beef producers, something Botswana currently enjoys under a temporary arrangement

## **Double Taxation Avoidance Agreement**

Botswana and the UK signed a Double Taxation Avoidance (DTA) agreement in 2005. The DTA came into effect in the UK from 1 April 2007 for corporation tax and from 6 April 2007 for income tax and capital gains tax. In Botswana it became effective from 1 July 2007

[http://faculty.law.wayne.edu/tad/Documents/Tax\\_treaties/botswana-UK.pdf](http://faculty.law.wayne.edu/tad/Documents/Tax_treaties/botswana-UK.pdf)

## **Resources/Useful Links**

### **Country Information:**

**Botswana:** Commercial information for British companies-

UKTI <http://www.ukti.gov.uk/export/countries/africa/southernafrica/botswana.html>

**Doing Business in Botswana – World Bank**

<http://www.doingbusiness.org/data/exploreeconomies/botswana/>

**FCO Country Profile:** <http://www.fco.gov.uk/en/travel-and-living-abroad/travel-advice-by-country/country-profile/>

### **Culture and communications:**

CILT – National Centre for Languages - Regional Language Network in your area:

[http://www.cilt.org.uk/workplace/employer\\_support/in\\_your\\_area.aspx](http://www.cilt.org.uk/workplace/employer_support/in_your_area.aspx)

### **Customs & Regulations:**

HM Revenue & Customs: [www.hmrc.gov.uk](http://www.hmrc.gov.uk)

### **Economic Information:**

Economist

<http://www.economist.com/countries/>

### **Export Control**

Export Control Organisation: <http://www.businesslink.gov.uk/exportcontrol>

### **Export Finance and Insurance:**

ECGD <http://www.ecgd.gov.uk/>

### **Intellectual Property**

Intellectual Property Office: [www.ipo.gov.uk](http://www.ipo.gov.uk)

### **Market Access**

Market Access Database for Tariffs (for non-EU markets only):

<http://mkacddb.eu.int/mkacddb2/indexPubli.htm>

**UK Trade Tariff** <http://online.businesslink.gov.uk/bdotg/action/tariff?r.s=tl&r.l1=1079717544&r.lc=en&r.l2=1079841842>

### **Standard and Technical Regulations:**

**British Standards Institution (BSI):**

<http://www.bsigroup.com/en/sectorsandservices/Disciplines/ImportExport/>

### **Trade Statistics:**

National Statistics Information: <http://www.statistics.gov.uk/hub/index.html>





# EAST MIDLANDS TRADE VISIT TO THE GLOBAL EXPO 2013 BOTSWANA

20th-23<sup>rd</sup> November 2013

Gaborone, Botswana

## Organisers:



## Supporters:

