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PROPOSAL

Botswana: A Springboard for Development Opportunities in the Southern African Development Community and Sub-Saharan Regions of Africa

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Gaborone, Botswana

Prepared for:

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Executive Summary

The U.S. - Africa Business Summit occurred in Gaborone, Botswana from July 11-14, 2023. Co-hosted by the Corporate Council on Africa (CCA) and the Government of Botswana, the Business Summit aimed to foster a four-day interaction between government and private sector leaders, delivering practical insights for organizational advancement. The event achieved a participation of over 1,400 executives from U.S. and African private sectors, international investors, and senior government and multilateral stakeholders.

Mr. Ante Afahame, Chairman of The CAMDAW Group (CAMDAW), was invited to attend the 2023 U.S. - Africa Business Summit by Former U.S. Ambassador, Richard Carl Paschall, Senior Advisor to the U.S. Corporate Council on Africa. The purpose of this invitation was to explore impact investment opportunities in Sub-Saharan Africa as a model for sustainable growth and development for Sub-Saharan Africa and the entire African continent.

CAMDAW's mission is to revolutionize business practices in Sub-Saharan Africa through innovation, sustainable growth strategies, and knowledge transfer. We are dedicated to supporting the region's transformation by leveraging the expertise and experience of the African diaspora, promoting collaboration, and driving positive change.

CAMDAW's newest subsidiary, CAMDAW Botswana Pty Ltd (CAMDAW BW), was recently established in an effort to support the Botswana leadership in this clearly articulated shift towards a knowledge-driven economy and economic development.

CAMDAW and CAMDAW BW understand the development goals that Botswana has set for itself, as well as the challenges that lie ahead for the African nation and its regional, continental, and international partners. We firmly believe that Botswana will successfully achieve its aspirations, and we are well positioned and prepared to be an effective partner in helping Botswana realize its objectives by leveraging the expertise and experience of the African diaspora, fostering collaboration, and promoting positive change.

This report highlights CAMDAW's findings following the U.S.-Africa Business Summit, and makes several recommendations for business engagements through partnerships with the leadership of Botswana to deliver positive change and take concrete steps towards achieving economic standing as a knowledge-driven economy.

The CAMDAW Group

The CAMDAW Group's mission is to revolutionize business practices in Sub-Saharan Africa through innovation, sustainable growth strategies, and knowledge transfer. We are dedicated to supporting the region's transformation by leveraging the expertise and experience of the African diaspora, promoting collaboration, and driving positive change.

Our commitment to supporting Botswana's shift towards a knowledge-driven economy is deeply rooted in an understanding of the complex development challenges faced by the people and government of Botswana, and an adherence to the valuable guidelines presented in the State of the Nation Address ranging from November 2018 to the present, the Eleventh National Development Plan (NDP 11), Vision 2036, and the nation's Sustainable Development (SDGs) .

Aligning our knowledge, expertise, and understanding to meaningful guidelines ensures that our actions resonate with Botswana's aspirations and objectives, while staying true to our company's values of promoting progress in Africa by Africans. Together, we strive to create a mutually beneficial and sustainable future for all.



The CAMDAW Group, Botswana

The U.S. - Africa Business Summit provided a launching platform for impact investment opportunities based on successful initiatives, regional linkages, potential growth driven by the Africa Continental Free Trade Agreement (AfCFTA), and expanded collaboration between U.S. and African companies. (Figure 1)

Furthermore, the global pandemic accelerated innovation in Africa's Information and Communications Technology (ICT) sector, prompting millions to embrace online activities, spurring dialogue among country leaders, the AU Commissioner, and key companies on strategies to collaboratively advance digital access and economy, aligning with national priorities and AfCFTA negotiations. (Figure 2)

This proven opportunity for business engagement between government and private sector decision makers, combined with a steadfast dedication to narrowing the digital gap, further motivated The CAMDAW Group and its affiliates' drive to pursue developmental prospects in Sub-Saharan Africa.

During the U.S. - Africa Business Summit, The CAMDAW Group engaged in extensive consultations with leaders from the U.S. and African private sectors, international investors, and senior government and multilateral stakeholders. Following thorough discussions and independent analysis, Mr. Ante Afa-hame, Chairman of The CAMDAW Group and its affiliated companies, identified individuals with significant business interests and expertise. These individuals were tasked with the responsibility of formally exploring the viability of establishing and launching a subsidiary in Botswana.

The decision to establish a subsidiary in Botswana was driven by the incredible abundance of opportunities presented and prevalent throughout the nation, as well as by the large number of positive engagements with industry leaders and influential government personnel spanning various business sectors. Moreover, the country's can-do attitude, characterized by a resolute commitment to uplift Botswana by its own people (Batswana), served as a significant source of inspiration for our venture.

CAMDAW immediately began establishing operations in Botswana, envisioning a strategic base for future national and regional efforts, and proceeding accordingly to:

- Secure and occupy office space in Gaborone's Central Business District,
- Interview and hire skilled local professionals to serve in key leadership roles in the organization and begin business operations immediately,
- Identify and address areas of deficiency within Botswana to establish common ground and provide effective solutions,
- Explore and leverage the benefits of Botswana's relatively small population size.

Botswana's small population size offers an advantageous setting for developing, testing, and executing solutions within the region beyond. This enables Botswana to further emerge as a regional leader and a springboard for development opportunities in the Southern African Development Community (SADC) and the Sub-Saharan regions of the African continent.

CAMDAW BW's Botswana-based Chief Executive Officer (CEO), Chief Operations Officer (COO), Principal Financial Director (Principal FD), and Public Relations Director (PRD) have assumed their new roles in our newly secured office space in Gaborone's Central Business District, and will be presenting all findings and proposals, including this Report, to the Office of the Permanent Secretary at the Ministry of Entrepreneurship in support of Botswana's transformational agenda – "Vision 2036: Achieving Prosperity for All".

Additionally, we will be researching and creating development initiatives around:

- **BotswanaPost** – Seeking strategic partners and investors for innovative ways to extend and improve the existing logistics network of the BotswanaPost. BotswanaPost is mandated to efficiently and cost-effectively provide, develop, operate, and manage postal services, along with engaging in other relevant operations and forming bilateral agreements with other postal administrations.
- **High Speed Internet** – Collaborating with existing and new interests on improving affordable and reliable Internet connectivity nationwide.
- **Intercontinental Air Travel** – Evaluating the current standing of the state-owned national flag carrier and foreign airline services in Botswana to identify direct needs, demands, and areas of improvement and expansion that would enhance global mobility across the Southern African Development Community (SADC) regions, Sub-Saharan regions of the African continent, and to the rest of the globe.
- **Mining and Energy** – Creating a sustainable development plan in mining and energy production to diversify the trade and export offerings for Botswana.

Vision 2036: Achieving Prosperity for All

“Vision 2036: Achieving Prosperity for All” is Botswana’s strategic plan to achieve sustainable development and growth by 2036. Initiated due to the changing global economy and societal dynamics, this vision builds on the success of its predecessor, Vision 2016, and introduces four pillars to guide this roadmap:

- Sustainable Economic Development focuses on becoming a high-income nation with diversified and productive sectors,
- Human Social Development aims to create an inclusive and morally strong society through various avenues
- Sustainable Environment emphasizes optimal resource use, climate resilience, and pollution reduction, and
- Governance, Peace, and Security envisions a peaceful and progressive nation with transparent governance.

Aligned with global and regional agendas, Vision 2036 advances Botswana towards prosperity for all, while considering economic, social, environmental, and governance aspects.

In support of that goal, CAMDAW BW applies expertise and experience to the many challenges impeding this national agenda by leveraging the expertise and experience of the African diaspora, promoting collaboration, and driving positive change.

Public-Private Partnerships

Public-Private Partnership (PPP) Statement: The CAMDAW Group

The CAMDAW Group is dedicated to fostering Public-Private Partnerships (PPPs) that drive transformative growth and sustainable development in sub-Saharan Africa. Our commitment to these partnerships reflects our ethos of innovation, inclusivity, and the empowerment of local communities. Through our collaborative efforts, we aim to contribute to the region's progress by leveraging the following core principles.

- 1. Supply and Management Contract Excellence** – The CAMDAW Group believes in the power of well-structured supply and management contracts as the bedrock of successful PPPs. Our commitment to excellence in contractual agreements promotes transparency, accountability, and an efficient allocation of resources. By setting the stage for a strong partnership, we lay the groundwork for mutual success.
- 2. Turnkey Solutions for Holistic Impact** – The CAMDAW Group is unwavering in our pursuit of PPPs in order to deliver turnkey solutions. We recognize that the challenges facing sub-Saharan African nations are multifaceted. By providing comprehensive, end-to-end solutions, we address the complex needs of communities, businesses, and governments, fostering holistic and sustainable development.
- 3. Build, Operate, and Transfer Ownership** – Central to our PPP philosophy is the concept of creating projects that not only benefit our clients but also leave a lasting positive impact. The CAMDAW Group actively seeks to build, operate, and transfer ownership of projects to the appropriate entities, enabling self-reliance and local leadership. This approach embodies our commitment to nurturing self-sustaining growth within the regions we serve.
- 4. Accommodating Concessions for Client Satisfaction** – The CAMDAW Group understands that the success of PPPs hinges on meeting the unique needs of our clients and stakeholders. As part of our core culture, we are committed to accommodating concessions that align with our clients' aspirations. By maintaining open lines of communication and a flexible approach, we ensure the satisfaction of all parties involved, leading to mutually beneficial outcomes.

Our approach to PPPs is deeply rooted in our vision of a prosperous sub-Saharan Africa, driven by collaboration, innovation, and empowerment. Through our commitment to reasonable supply and management contracts, turnkey solutions, ownership transfer, and client-focused concessions, we aim to create enduring partnerships that uplift communities, drive economic progress, and foster a brighter future for the region.

The CAMDAW Group invites governments, businesses, and stakeholders to join us on this journey to shape the destiny of sub-Saharan Africa through purposeful, impactful PPPs. Together, we can transform challenges into opportunities and build a legacy of sustainable development for generations to come.



Community Social Responsibility: Nurturing Impactful Change

At The CAMDAW Group, our commitment to making a positive impact extends beyond our business operations. We firmly believe that the well-being and advancement of our communities are intertwined with our success. Community Social Responsibility (CSR) is not just a term for us; it's a fundamental part of our identity and purpose.

Our Approach - Our CSR initiatives are driven by a deep understanding of the unique challenges faced by the communities in sub-Saharan Africa. We approach CSR with the same dedication, innovation, and collaborative spirit that define our business endeavors. Our goal is to create meaningful, sustainable, and inclusive change that uplifts lives and contributes to the region's growth.

Our Impact - The CAMDAW Group measures its success not only by business growth but also by the positive change we catalyze in the communities we serve. Through our CSR initiatives, we aim to create a ripple effect of empowerment, growth, and improved quality of life. We believe that by investing in the well-being of our communities, we contribute to a more equitable and sustainable future for all.

Joining Hands for a Brighter Future - We invite our partners, clients, and stakeholders to join us in our commitment to community social responsibility. By working together, we can amplify our impact and foster a spirit of unity and progress in sub-Saharan Africa. Through collaboration, empathy, and a shared vision, we can build a legacy of positive change that transcends boundaries and generations.



The CAMDAW Group



CAMDAW BW



Key Pillars

- 1. Education and Skill Enhancement** – We recognize education as a powerful catalyst for change. Through our CSR initiatives, The CAMDAW Group actively supports education and skill enhancement programs. By providing resources, scholarships, and training opportunities, we aim to equip individuals with the knowledge and skills needed to build brighter futures.
- 2. Healthcare and Well-being** – Healthy communities are the bedrock of progress. We channel our efforts into healthcare initiatives that promote well-being and access to quality medical care. By partnering with local healthcare providers, we work to improve health outcomes and enhance the overall quality of life for community members.
- 3. Sustainable Development and Environmental Stewardship** – The CAMDAW Group is deeply committed to environmental sustainability. Our CSR initiatives encompass projects that promote responsible resource management, conservation, and eco-friendly practices. By working hand in hand with communities, we strive to create a harmonious balance between development and the preservation of natural resources.
- 4. Empowerment and Entrepreneurship** – We believe in the potential of entrepreneurship to create economic opportunities and drive progress. Our CSR efforts include supporting local entrepreneurship, microfinance initiatives, and mentoring programs that empower individuals to be agents of change within their own communities.
- 5. Social and Cultural Preservation** – Cultural heritage is a source of identity and pride. We engage in initiatives that preserve and celebrate the rich cultural diversity of sub-Saharan Africa. By supporting cultural events, traditions, and artistic expressions, we contribute to the enrichment of local communities and the promotion of cultural exchange.

Service Delivery Partners

CAMDAW partners with industry leading IT service providers to deliver the much-needed technology transformation a knowledge driven economy requires. Meet our primary technology transformation and IT service delivery partner located in Arlington, VA, US:

HPMA Solutions, LLC

“Enabling technology transformation through bespoke service delivery.”

The work culture at HPMA Solutions supports tailored technology solutions and service delivery for its clients. HPMA is a technology transformation and consulting firm through the efforts of its founding members, and industry partners in:

- Cyber Security Solutions
- Managed IT Services
- Network and Technology Infrastructure Management
- Cloud Computing and Practice Management Solutions
- Data Backup, Recovery, and Business Continuity Solutions.
- Risk Management and Regulatory Compliance, and
- Unified Communications Services

CAMDAW and CAMDAW BW maintain ongoing partnerships with HPMA Solutions, LLC and other industry leaders to compete globally while expanding into the SADC regions of Africa and beyond.



Socio-Economic Challenges and Goals in Botswana

The path towards socio-economic advancement requires Botswana to navigate a series of challenges that demand strategic intervention, ranging from high unemployment rates to digital accessibility. In response, Botswana has outlined a set of resolute goals aimed at overcoming these challenges and propelling the nation towards a future characterized by sustainable growth, shared prosperity, and harmonious development.

Below are the interpreted challenges faced by Botswana, along with corresponding remedial goals:

Challenges

- Unemployment – Unemployment with emphasis on youth unemployment.
- Achieving Prosperity – Ensuring prosperity for all Batswana.
- Economic Diversification – Transitioning from mining sector reliance to a diversified economy.
- Poverty and Food Insecurity – Tackling poverty and food-related challenges.
- Energy Security – Enhancing energy reliability.
- Education – Insufficient job-specific skills to meet demand across diverse industries.
- Digital Access – Improving internet and technology infrastructure Insufficient access and availability.

Goals

- Achieving prosperity for all Batswana across creed, color, and faith.
- Becoming a high-income country driven by a knowledge-based economy and excelling in foreign trade and exports.
- Becoming a net energy exporter.
- Diversify the sources of our gross domestic products to foster economic growth.
- Achieve full employment for all Batswana.
- Reduce emissions by 15% by 2030.
- Promoting sustainable coexistence with the environment.

Government-Led Initiatives

CAMDAW and CAMDAW BW will give precedence to the following government-led initiatives and implementations to assist Botswana's leadership in attaining its objectives:

- The SPEDU Region Incentives
- The 2020/2021 to 2022/2023 Economic Recovery and Transformation Plan (ERTP)
- The Reset Agenda Of May 2021
- The Revised Citizen Entrepreneurial Development Agency (CEDA) Act Of 2020
- The Economic Inclusion Act of 2021

These initiatives demonstrate Botswana leadership's commitment to driving economic transformation. Among these efforts, the most notable pertain to the challenges posed by economic diversification, economic growth, and job creation. Considering the initiatives above, it becomes essential to retool, rethink, and reinvent Botswana's approach to utilize education for the purpose of rebuilding.

The enactment of the Economic Inclusion Act of 2021 aims to support and foster competitive and innovative industries within the country. This legislation focuses on strengthening the linkages of these industries in national and regional production, service, and solutions networks, as well as global value chains. Its implementation is geared towards building robust and interconnected economic systems.

The varied concepts of reliance and sustainability are exemplified by innovation, collaboration, and strategic partnerships, which are all anchored by the following advocates responsible for implementing policies that guide development strategies. Meet Botswana's Ministries leading the nation's charge to build on these concepts:

- The Ministry of Defense and Security
- The Ministry of Entrepreneurship
- The Ministry of Communications, Knowledge, and Technology
- The Ministry of Education and Skills Development
- The Ministry of Agriculture
- The Ministry of Minerals and Energy
- The Ministry of Justice
- The Ministry of Trade and Industry

The Way Forward

The inception of CAMDAW BW stemmed from the aspiration to undertake and execute projects in Southern Africa that generate sustainable employment, foster a greener economy, and leave a lasting positive impact on the communities where our projects come to fruition.

The CAMDAW Group Core Principles

The core principles of The CAMDAW Group serve as the foundation for the organization's mission, and guide its actions in achieving its vision for empowering Sub-Saharan African nations to drive meaningful and lasting positive change. These principles include:

Empowerment

The CAMDAW Group is committed to empowering individuals, businesses, and communities in Sub-Saharan Africa. Through knowledge transfer, skill development, and fostering local leadership, the organization aims to equip the region with the tools and resources to take ownership of its growth and success.

Innovation

The company believes in the power of innovation to transform businesses and drive progress. The CAMDAW Group encourages a culture of creativity and innovative thinking to develop cutting-edge solutions that address unique challenges in the region.

Sustainability

Sustainability is a key principle that underpins all initiatives at The CAMDAW Group. The organization is dedicated to promoting sustainable growth strategies that balance economic development with social and environmental responsibility, ensuring long-term prosperity for the region.

Collaboration

Collaboration is at the heart of The CAMDAW Group approach. The organization values teamwork and believes that collective intelligence yields the best results. By fostering a collaborative spirit among its team members, clients, and stakeholders, The CAMDAW Group can deliver comprehensive and impactful solutions.

Diversity and Inclusivity

The CAMDAW Group recognizes and celebrates the richness of diversity in Sub-Saharan Africa and within its own team. The organization values inclusivity, ensuring that all voices are heard, and respected, and diverse perspectives are embraced to create well-rounded and culturally sensitive solutions.

Client-Centric Focus

The organization places its clients at the center of its operations. Understanding the unique needs and aspirations of clients is paramount, and The CAMDAW Group works in close partnership with its clients to deliver tailored, effective, and sustainable solutions.

Social Impact (SI) and Corporate Social Responsibility (CSR)

The CAMDAW Group is dedicated to making a positive social impact beyond its core business operations. The organization actively engages in SI initiatives and community development projects to contribute to the betterment of society.

Excellence and Integrity

The CAMDAW Group upholds the highest standards of excellence and integrity in all aspects of its work. The organization is committed to delivering top-notch services and conducting business with honesty, transparency, and ethical behavior.

Continuous Learning and Growth

The organization promotes a culture of continuous learning and professional development for its team members. By nurturing a learning environment, The CAMDAW Group ensures that its team stays at the forefront of industry knowledge and expertise.

Local Context Sensitivity

The CAMDAW Group recognizes the importance of understanding and respecting the local context in all its endeavors. The organization tailors its solutions to align with the cultural, social, and economic nuances of the region, ensuring relevance and effectiveness.

These core principles collectively drive The CAMDAW Group's mission to leverage the knowledge and talent of the African Diaspora and empower Sub-Saharan African nations to thrive on the global stage, while fostering sustainable development and positive societal impact.

Investing in Botswana

With one of the world's fastest economic growth rates, Botswana is committed to advancing its core infrastructure, encompassing power plants, fiber-optic networks, transportation routes, railways, and international financial institutions. As a burgeoning hub for innovation and research, exemplified by the Botswana Innovation Hub, the nation is solidifying its reputation as a nation committed to long-term innovation and development.

Investing in Botswana presents a spectrum of clear advantages, including operational double taxation avoidance pacts with prominent nations such as South Africa, the United Kingdom, Sweden, France, Mauritius, Namibia, Zimbabwe, and Russia. Enterprises endorsed by the Innovation Hub also benefit from a 15% tax on profits. Botswana's absence of foreign exchange controls facilitates unrestricted repatriation of dividends, profits, and capital. Furthermore, there's a duty rebate on machinery and raw material imports, alongside a company tax rate of 22% on taxable income. A negotiable tax holiday extending up to a decade is available, and the government allows a 200% deductible training rebate.

The Botswana Ministry Of Entrepreneurship

The Ministry of Entrepreneurship plays a crucial role in fostering economic growth and supporting the business environment in Botswana. Their mandate is extensive and encompasses many responsibilities, ranging from addressing restrictive policies to formulating strategies to support economic growth and foster entrepreneurship and innovation.

Address Restrictive Policies

This involves reviewing and modifying any policies that might be hindering the growth of businesses and entrepreneurship. These policies could include regulations related to licensing, taxation, trade, and other areas that impact business operations.

Reduce Bureaucracy

Streamlining bureaucratic processes and reducing unnecessary red tape can make it easier for entrepreneurs to start and operate businesses. Simplified procedures can save time, effort, and resources for both new and established businesses.

Inadequate Infrastructure

Ensuring that the necessary infrastructure is in place, such as transportation, communication, utilities, and technology, is crucial for businesses to thrive. Improving infrastructure can enhance productivity and competitiveness.

Quick Access to Land Use

Facilitating quick and efficient access to land for business purposes can enable entrepreneurs to set up their operations without unnecessary delays. Land availability and its efficient use are essential for various industries.

Economic Growth and Export Diversification

The ministry plays a role in formulating strategies to grow the economy by fostering entrepreneurship. This could involve supporting startups, encouraging innovation, and creating an environment that attracts investments. Diversifying the export base helps reduce reliance on a single sector and makes the economy more resilient.

Addressing Unemployment

By promoting entrepreneurship and supporting business growth, the ministry can contribute to job creation. Encouraging startups, small and medium-sized enterprises (SMEs), and industries can lead to employment opportunities across various sectors.

It's important for the Ministry of Entrepreneurship to collaborate with other relevant government bodies, private sector stakeholders, and the public to achieve its goals effectively. Policies and initiatives should be well-coordinated to ensure the success of entrepreneurship-related strategies and the overall economic development of the country.

Investment Sectors

Agriculture

Opportunities encompass grain, fruit, vegetable production, irrigation systems, dairy farming, horticulture, leather processing (raw hides and skins), as well as pork and beef products.

Automotive

Prospects include supplying parts to South Africa's automotive industry, providing replacement parts for large-scale projects, expanding existing component manufacturing, conducting research and development (R&D), diversifying after-sales services for vehicles, and establishing training facilities for auto mechanics and technicians.

Cargo, Freight & Logistics

Investment options cover consolidation, distribution, transport, warehouse management, integrated systems, and handling services.

Education

Opportunities extend to training in fields like photographic safari tourism, mining, energy, medical and health sciences, business, and lifelong learning. Also, catering to the education needs of special needs students.

Financial & Business Services

Investment prospects encompass banking, insurance, and investment funds.

Health

Opportunities include establishing diagnostic facilities for imaging and laboratory services, pharmaceutical manufacturing, production of biomedical equipment, and tapping into medical tourism.

Information Communication Technology

Prospects cover innovative financial operations, e-Waste management, TV broadcasting and utilizing White Space technology, e-Health solutions, Business Process Outsourcing (BPO) and Call Centers, e-Commerce, software and app development, and ICT applications in agriculture.

Manufacturing

Opportunities span various sectors, including general manufacturing, bulk breaking, pharmaceuticals, and automotive components.

Mining and Mineral Beneficiation

Investment areas involve mining precious and base metals like gold, uranium, copper, nickel, coal, and manganese, along with mining services. This sector encompasses prospecting, expanding existing mining projects, initiating new ventures, mineral beneficiation, and synergies with other sectors. Additionally, there are opportunities in diamond trading, cutting, polishing, and jewelry manufacturing, along with associated services such as security, banking, insurance, certification, and brokerage.

Botswana Investment and Trade Center (BITC)

The Botswana Investment and Trade Center (BITC) holds a vital function in propelling Botswana's economic advancement. This involves drawing foreign direct investment (FDI), encouraging domestic investment, facilitating business expansions, and taking the lead in expanding exports by advocating for local products in global and regional markets. Furthermore, BITC assumes responsibility for managing the Nation Brand.

With the aspiration to establish itself as a prominent and high-performing Investment Promotion Agency, BITC's core focus lies in investment promotion, which is underpinned by research. This encompasses the identification and profiling of sectors poised for growth, as well as the development of strategic value propositions tailored to attract investors to the country.

International Financial Services Centre (IFSC)

Botswana's IFSC presents an array of tax incentives upon approval, including a flat corporate tax rate of 15%, exemption from withholding taxes on dividends, interest, royalties, and management fees, and unilateral credit for withholding tax encountered in other jurisdictions, regardless of Double Tax Avoidance Agreements.

Specified Collective Investment Undertakings (CIUs) managed by IFSC companies enjoy tax exemption, along with a zero-rate for Value-Added Tax. The network of Double Taxation Avoidance treaties is continually expanding, augmenting the benefits for investors. To fully leverage the IFSC Certification, a BITC registration and accreditation as a member is necessary.

Botswana One Stop Service Centre (BOSSC)

BOSSC, operating under BITC, serves as a streamlined hub where relevant government agencies collaborate seamlessly to offer efficient and transparent services to investors. It simplifies administrative procedures for business approvals, permits, and licenses, eliminating obstacles in establishing and operating businesses in Botswana.

Eligibility

BOSSC serves both domestic and foreign investors establishing, acquiring, or expanding businesses in Botswana with the intent of generating economic value and profit over time.

Access

Businesses accredited by BITC can avail themselves of BOSSC's services, ensuring top-tier assistance and adherence to expected timelines.

Services

BOSSC orchestrates cooperation among government ministries and departments, facilitating timely actions and ensuring customer satisfaction. It closely coordinates with regulatory agencies for smooth business beginnings.

Services include:

- Company and Business Registration
- Trade and Business License Applications
- Entry Visas, Work, and Residence Permits
- Work Permit Exemptions
- Utility Connections (e.g., power, telecommunications, water)
- Income Tax and VAT Registration
- Land Access
- BITC Factory Space Allocation (subject to availability)
- Environmental Impact Assessment (EIA) Compliance
- Business Advisory Services
- Dissemination of information regarding Botswana's business climate, regulations, and investment prospects.

CAMDAW and CAMDAW BW – Your Strategic Partners

Partnering with CAMDAW and CAMDAW BW provides a large array of transformative experience and unrivaled expertise.

- Expertise in High-Capital Projects – Our team brings extensive knowledge and experience in successfully executing high-capital projects, collaborating with diverse teams, and delivering exceptional results.
- Experienced Multi-Skilled Team – Our highly skilled team boasts a collective 60 years of experience in information technology across various disciplines. This expertise ensures seamless project development, implementation, and sustainability, providing a hassle-free process.
- Global Professional Network – Gain access to our extensive network of experts spanning different business sectors, globally, in Botswana, and within the SADC region.
- Sustainable Solutions – We specialize in creating sustainable solutions with an immediate positive impact on Botswana. These solutions are designed to be adaptable for effortless expansion into the broader SADC region and Africa.

Alignment with Vision 2036 and NDP 11 – Our dedicated team not only understands but also shares the goals of Vision 2036 and the realization of NDP 11. Through close collaboration with associate partners, we collectively strive to achieve these objectives.

Research and Development

As CAMDAW BW, we are determined to contribute to the realization of Botswana's inspired dream, considering its critical challenges while recognizing the vast potential for development.

In an effort to be an integral and effective part of Botswana's success, we are committed to collaborating with outlined partners through Public-Private Partnerships to fund projects and ensure their sustainability, thus transforming Botswana into an export-driven economy and an attractive destination for investments. With a range of impact-driven solutions, our focus is to diversify the economy and shift Botswana from a net importer to a net exporter within the Southern African Development Community (SADC), while meeting the needs of the people of Botswana.

Each project has been carefully chosen to address a specific niche in the economy of Botswana, making them suitable for funding. Through this approach, we aim to support key goals of NDP 11 and realize Vision 2036.

To begin, CAMDAW BW will focus on project development and implementation, undertaking project management and administering the funds to ensure effective and sustainable execution. The success of these initial projects will pave the way for further developments in collaboration with all our associate partners. Together, we aspire to achieve lasting progress and prosperity for Botswana.

CAMDAW BW, along with The CAMDAW Group and its affiliates, will employ the process methods of EFPCMT (Engineering, Funding, Procuring, Construction, Managing, and Transfer) to plan, research, and create development initiatives in various areas, including but not limited to, the following:



BotswanaPost

We are actively seeking strategic partners and investors who can bring innovative ideas to enhance and expand the existing logistics network of the BotswanaPost.

Botswana Telecommunications Corporation

In pursuit of high-speed internet, we aim to collaborate with existing and new stakeholders to enhance affordable internet connectivity nationwide.

Air Botswana Corporation

We are undertaking a comprehensive evaluation of the status of intercontinental air travel of both native and foreign airline services in Botswana. The objective is to identify opportunities for improvement and expansion, fostering enhanced global mobility within the SADC regions and worldwide.

Mining and Energy Infrastructure

Our objective is to establish a sustainable development plan in mining and energy production, aimed at diversifying Botswana's trade and export offerings for long-term economic growth.

Medicines and Pharmaceuticals

There is a promising opportunity in the niche market for the manufacturing, packaging, and supply of pharmaceuticals. The advantage of a small and manageable population presents direct opportunities for interventions and opens doors for us to enter not only the regional market but also the broader continent.

Logistics and Petroleum Products

Currently, Botswana relies on South Africa, with some contributions from Mozambique and Namibia, for most of its petroleum product imports, as the country lacks significant manufacturing and industrial diversity. Moreover, limited electrical power availability hampers growth prospects. To address these challenges and enhance fuel security in Botswana, we aim to fulfill an annual demand of 1.2 billion liters and growing.

The implementation of this initiative will lead to the creation of net new jobs, and foster higher disposable income through various avenues, including:

- Direct employment
- Supporting employment in fuel distribution, security, catering, and maintenance services
- Downstream employment in industries like chemicals, fertilizers, explosives, etc.
- Indirect employment in sectors such as hospitality, housing, education, and more.

This comprehensive plan will not only strengthen Botswana's fuel security but also contribute significantly to economic growth and prosperity by generating employment opportunities across various sectors.

Conclusion

The CAMDAW Group and its affiliates recognize the challenges that Botswana faces along with its ambitious developmental aspirations. We hold a firm conviction in the nation's potential to accomplish its goals. We believe that Botswana is primed for success, and that we are the ideal strategic national, regional, and global partners to collaborate with in the pursuit of specific objectives and the attraction of foreign investments to the nation.

We propose the following next steps:

- The CAMDAW Group and its affiliates seek a mandate letter to establish a collaborative framework. This framework aims to foster the development of projects and provide service solutions in conjunction with the Ministry of Entrepreneurship (MoE).
- The CAMDAW Group, alongside its affiliates, intends to establish a PPP entity as outlined in this proposal. This entity's purpose is to facilitate the financing and structuring of feasible projects, potentially catalyzing essential economic transformations in both the country and the region.
- The CAMDAW Group organizes an inaugural meeting in Botswana with the aim to convene stakeholders and prospective investors, serving as a platform for the signing of agreements and the launching of projects.

We are committed to making a positive contribution to Botswana's development, and to continue to research and develop initiatives that play a significant role in achieving the nation's goals of prosperity for all.



This report is unanimously acknowledged as an accurate representation and reflection of the proceedings, duly signed off by the following:

(Signature)

Mr. Ante Afahame, Chairman

The CAMDAW Group

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(Signature)

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Table of Figures

“At this opening session, senior representatives from governments and companies will explore the main theme of this year’s U.S. - Africa Business Summit: Enhancing Africa’s Value in Global Value Chains. There is an increasingly broad array of examples of successful initiatives to increase the value that African enterprises add to production, ranging from Botswana’s example of transforming diamond processing to advanced automobile and vaccine manufacturing to innovations in business and telecommunications services to African-made creative industry productions. African enterprises are also increasingly successful in creating regional and continental linkages that are in turn, creating new possibilities for growth and job creation, in part energized by Africa Continental Free Trade Agreement (AfCFTA).

This forum will highlight common themes from examples of successful endeavors and explore how to replicate and scale these efforts to expand collaboration between U.S. and African companies.”

Figure 1: Scene Setter Plenary: Enhancing Africa’s Value in Global Value Chains

“Before the global pandemic, closing Africa’s digital divide was one of the continent’s greatest challenges in terms of making sure that millions of Africans without access to the internet did not get left behind global growth trends. The pandemic spurred greater innovation in Africa than any other continent in the ICT sector, spurring tens of millions of people to shop online for the first time. Several African countries have made expanding access and developing a robust digital economy strategy a national priority and e-commerce is also an important topic for AfCFTA negotiations. This dialogue will feature country leaders, the AU Commissioner and key companies discussing their plans and how best companies can collaborate with governments to achieve key targets.”

Figure 2: High-Level Dialogue: Enhancing Value in Digital and Cyber Services Value Chains

“It is our aspiration, as a people that our Botswana will be a high-income country, and its people prosperous, living in their full enjoyment of their potential. These are very ambitious aspirations, but they are achievable because we all committed ourselves, and that we said that we will do all that we can to achieve them.”

Mr. Neo Moroka, Chairman of Vision 2036 Presidential Task Team

Figure 3: THE VISION FOR BOTSWANA, Knowing Botswana’s goal - Vision 2036: Achieving Prosperity for All

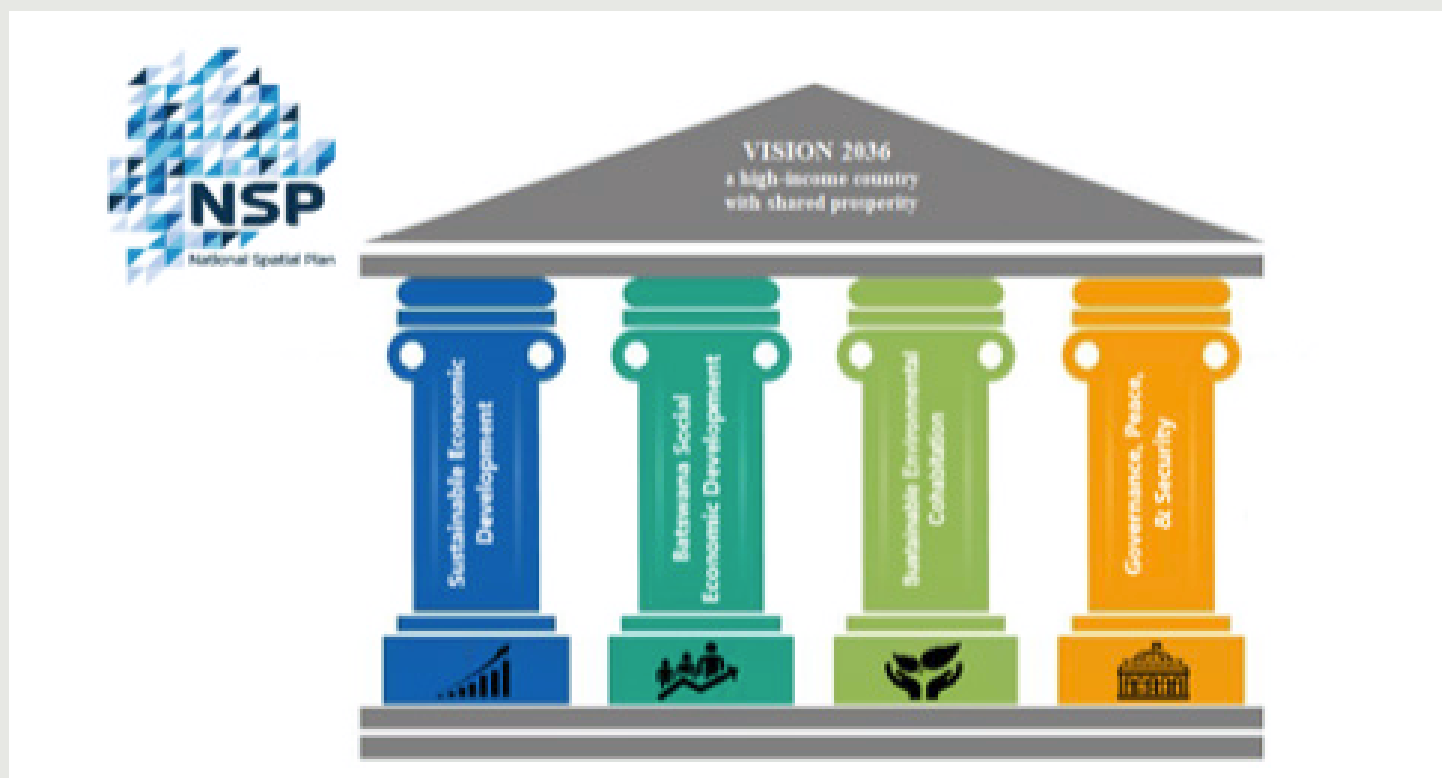




Figure 4: Prosperity Pillars



BOTSWANA INVESTMENT & TRADE CENTRE

SPEDU REGION




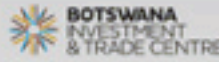
BOTSWANA

- SPEDU Region has a population of 203 000
- SPEDU hub, Selebi Phikwe Town est. in the 70s following discovery and mining and smelting of copper
- Government adopted initiatives to spur econ activity in commercial irrigation and Manufacturing

Fiscal


- 5% for first 5 years; 10% thereafter
- Zero customs duty 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)
- Provide rebate of Customs duties and Value Added Tax for importation of raw materials under Schedule 3 of the customs tariff and VAT Act.





BOTSWANA INVESTMENT & TRADE CENTRE

SPEDU Incentives



BOTSWANA

Provision of Land	<ul style="list-style-type: none"> • Minimum 50 year Lease
Input Costs	<ul style="list-style-type: none"> • SPEDU Region will provide internet connectivity with bandwidth that promotes business competitiveness; • Preferential ICT rates (telecommunications, data and voice rates) as already provided for IFSC companies
Government off-take	<ul style="list-style-type: none"> • Direct Government off-take on procurement of at least 30% (First preference in Government procurement provided the quantity, quality and price requirements are met), in line with Economic Diversification Drive (EDD)
SPEDU Region Labour Laws	<ul style="list-style-type: none"> • SPEDU Region Employer - Employee Relations (To provide work environment which promotes productivity and harmonious employer/ employee relations)

Figure 5: Diversification Plan

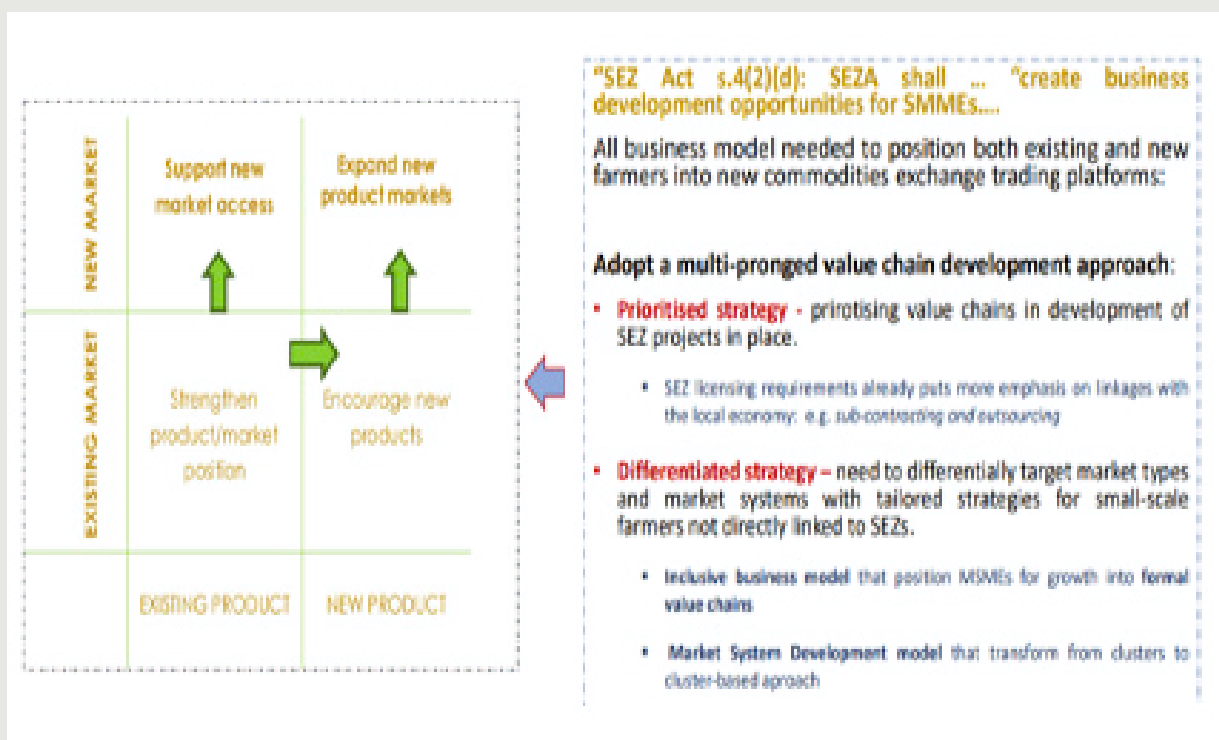


Figure 6: Models Of Value Chains

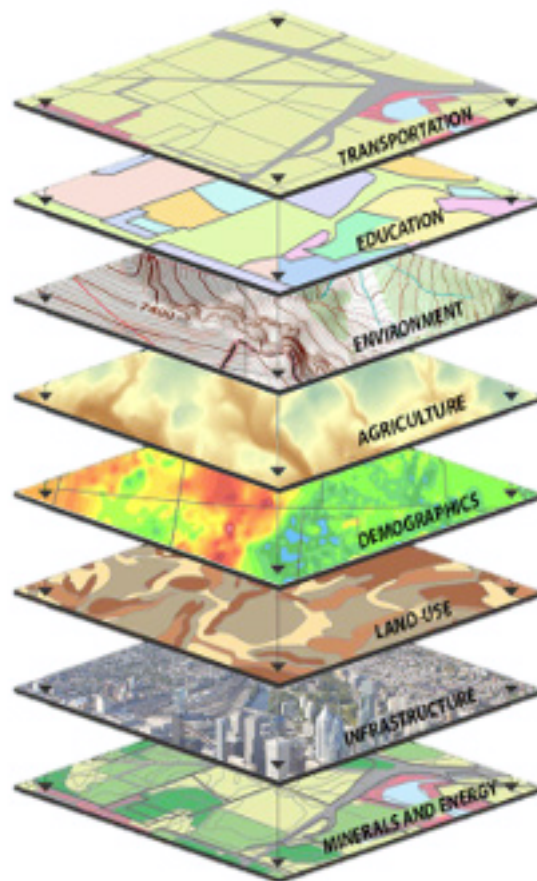


Figure 7: Structures Of Operations




Special Economic Zones in Botswana

- Primary aim of SEZs (Incentives) will overcome barriers to trade, investment & the attraction of FDI
- Address (ie) restrictive policies, excessive bureaucracy and limited access to serviced land
 - Create a more competitive or conducive business environment for the attraction investors
 - Increase and diversify our export, increase our foreign earnings
 - Create substantial employment

The new benefits/incentives will lie specifically in:-

- Creation of competitive, investor friendly business environment to attract both domestic & foreign investors
- Fast tracking of all authorizations to start & operate a business within the zone (achieve business efficiencies):-
- **(Company formation, licensing & permitting, incl. work & Res. permits)**
Provide simplified/ streamlined regulatory compliance procedures – require minimum documentation & quality SEZ infrastructure
- MFG industries. Business Services, Agri-Business/Agro-Processing, Energy, Minerals/Resource Beneficiation, Mining Services & Logistic




SEZs Locations and Focus

SEZ	Existing Industries	New Industries to be considered
SSKIA	<ul style="list-style-type: none"> • Diamond Beneficiation • Automotive Components • Logistics Hub 	<ul style="list-style-type: none"> • Aircraft MRO • Electronics • Electrical • Pharmaceuticals/ Medical Devices
Selibe Phikwe (Tuli Block)	<ul style="list-style-type: none"> • Horticulture 	<ul style="list-style-type: none"> • Tourism
Fairgrounds	<ul style="list-style-type: none"> • Financial Services • ICT Services 	<ul style="list-style-type: none"> • Biotechnology • Healthcare
Lobatse	<ul style="list-style-type: none"> • Meat Manufacturing / Leather/ Biogas 	<ul style="list-style-type: none"> • Biotechnology • Garments
Pandamatenga	<ul style="list-style-type: none"> • Agro-processing 	-
Greater Palapye	<ul style="list-style-type: none"> • Coal, Logistics 	<ul style="list-style-type: none"> • Coal and Coal-based Chemicals • Renewable Energy • Light manufacturing • Education
Francistown	<ul style="list-style-type: none"> • Mining & Logistics 	<ul style="list-style-type: none"> • Logistics-related services (warehousing, processing, packaging, labeling) • Light manufacturing • Financial technology (Fintech) • E-commerce
Selibe Phikwe	<ul style="list-style-type: none"> • Metals & mining, Logistics Hub 	<ul style="list-style-type: none"> • Coal and Coal-based Chemicals • Tourism • Base metal beneficiation (nickel-based alloys)

Figure 8: Special Economic Zones (SEZs)



Figure 9: Botswana's Competitive Edge

Embracing the **MCX-based market reform system** is the only effective catalyst for value chain development

<p>RESET PLAN:</p> <ol style="list-style-type: none"> 1. Capturing the Vision 2. Developing a strategic plan 3. Forging a Healthy Private/Public Partnership 4. Maximizing the benefits of backward linkages 	<p>NEW OPPORTUNITIES FOR JOB CREATION:</p> <ol style="list-style-type: none"> 1. Multi commodities exchange (MCX) 2. The diamond bullion 3. New energy revolution 4. Copper metallurgy for e-mobility 5. Transforming food systems for rural prosperity 6. Unleashing untapped tourism potential
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SEZ SITE VALUE CHAINS PROVIDE NEEDED INFRASTRUCTURE TO REALISE REAL AND PROFOUND 'RESET' PLAN



In addition to its role as a value chain in its own right, transport and logistics is key for the performance of other sectors of the economy: Infrastructure, customs & border procedures, red tape, etc.

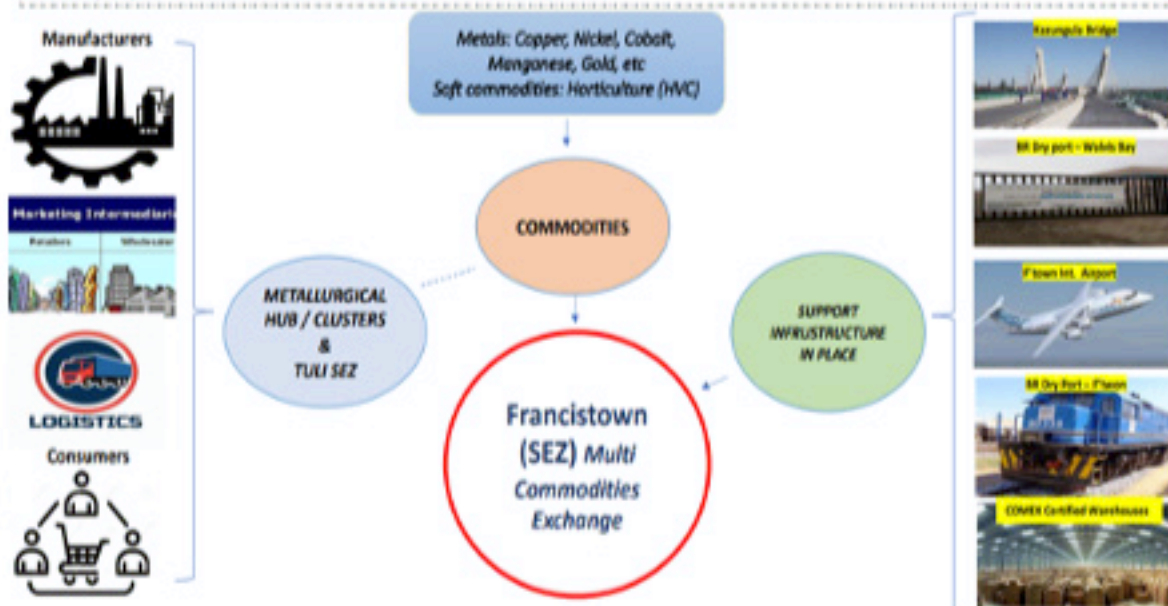


Figure 10: Low Hanging Fruits

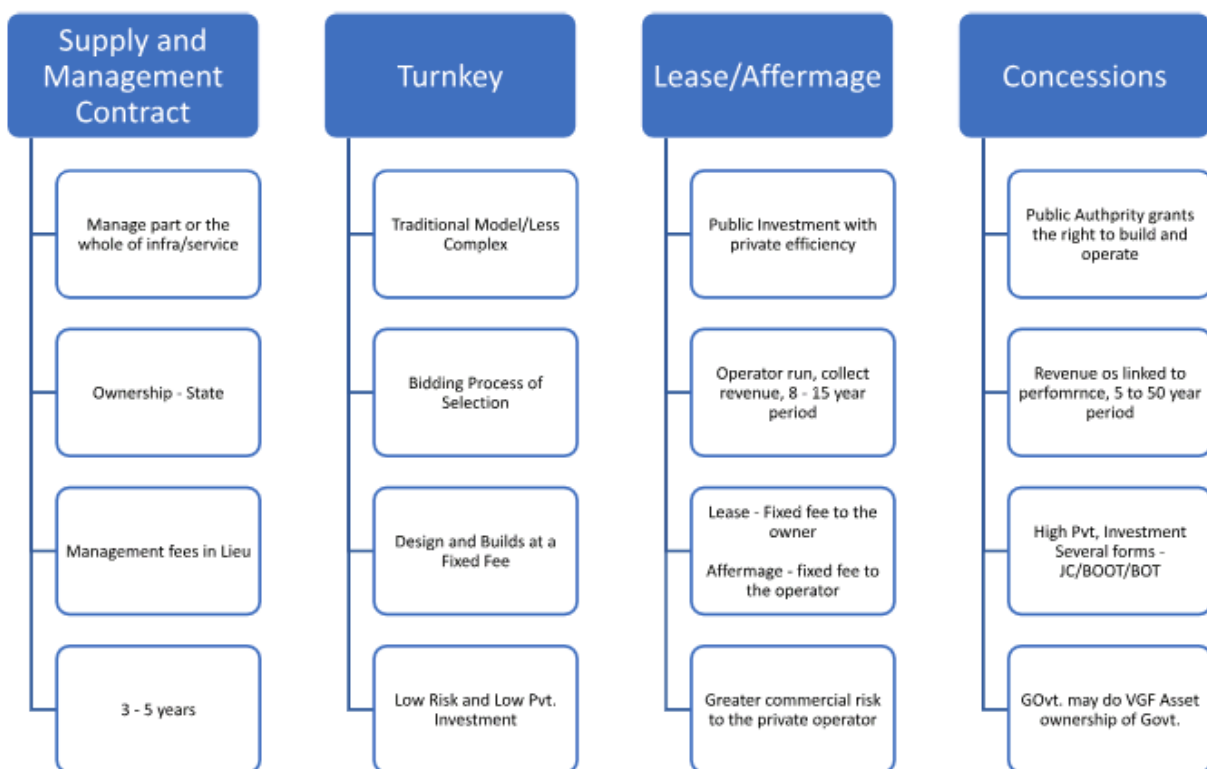


Figure 10: Low Hanging Fruits

Appendix

While a plethora of information is readily accessible on the internet, CAMDAW BW extends its heartfelt gratitude and appreciation to the following entities:

- The Ministry of Entrepreneurship
- The Ministry of Trade and Investment
- Botswana Investment and Trade Center (BITC)
- Special Economic Zones Authority (SEZA) Botswana

With genuine sincerity, we express our thanks.