



## Market and Industry Information

Botswana is a land-locked country with about 2.1 Mio. inhabitants on an area of more than 581,000 km<sup>2</sup>. The country records stable growth rates and an increase of about 3.2% is expected for the year 2016. The mining/industry sector is the most important one of the country, focussing on diamond production. However, Botswana is planning to diversify. Other important mineral resources include nickel, iron ore, copper, coal and silver. Infrastructure development and maintenance, especially in the area of transport and energy, is of high importance. Botswana relies on connections to and through the neighboring countries.

About 2.2 Mio. people live in Namibia. The country, with an area of more than 824,000 km<sup>2</sup>, borders in the west onto the Atlantic ocean. Stable growth rates of more than 5% have defined the country in the last years. An increase of 6.5% is expected for the year 2016. Mining and Industry dominate the GDP formation. However, the highest growth rates can be found in the construction sector. Diamonds, copper, gold, zinc and many other resources can be found in Namibia. Energy supply and transport infrastructure are of high relevance. Due to the size of the country, a nationwide coverage is challenging.

## Registration and contact

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Further projects of the BMWi- foreign market entry programme for SMEs can be found on this website:

[www.ixpos.de/markterschliessung](http://www.ixpos.de/markterschliessung)

[www.bmw.de](http://www.bmw.de)

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Federal Ministry  
for Economic Affairs  
and Energy



## Business Delegation

Mining and Infrastructure in Botswana/ Namibia

21 – 25 November 2016

BMW- market promotion programme for SMEs



Facilitator

Deutsche Industrie- und Handelskammer für das südliche Afrika  
Southern African-German Chamber of Commerce and Industry



**Pictures: Southern African - German Chamber of Commerce and Industry; impressions of previous delegations**

## Project Background

Make first contacts, collect most important market and industry information and get first hand insights into the mining and infrastructure sectors of Botswana and Namibia.

### Market exploration trip

The market exploration trip is a business delegation, focussing on the exploration of business potential in new or difficult markets. Therefore, it is specifically applied for transition or developing countries as well as newly developed countries.

The participants gain knowledge about the country in general as well as the specific topic or industry through corresponding information seminars, site visits, meetings and appointments with relevant market players. This should enable the companies to pre-decide about future business activities in the market as well as make important contacts in the country for following activities.

In advance, the participants will be provided with target market information to be able to prepare for the delegation.

## Details of the Delegation

From 21 to 25 November 2017, the Southern African – German Chamber of Commerce and Industry (SAGCC) is organising a business delegation to Botswana and Namibia with focus on mining and infrastructure. enviacon international is supporting the delegation as an official project partner.

The five-day delegation aims to introduce the market to (primarily) small and medium sized German companies, self-employers, freelancer and business-related service providers. Practical information will be provided by combining company visits, seminars, workshops, meetings with local institutions as well as site visits.

The delegation is organised on behalf of the German Federal Ministry for Economic Affairs and Energy (BMWi) and is therefore supported by this Ministry. It is part of the Ministry's Foreign Market Entry Programme for Small and Medium-Sized Enterprises (SMEs).

## Conditions of participation

### Target Group

The trip caters for small and medium sized German companies, self-employers, freelancer and business related service providers with a German business location and relevant industry focus.

### Costs

The number of participants is limited to 20 companies. The registrations will be considered on a first-come, first-serve basis. Due to the support by the German Federal Ministry for Economic Affairs and Energy, the EU regulation regarding De-Minimis support will be applied. Therefore, each company that would like to apply for the support has to provide a De-Minimis declaration together with their registration. Templates can be provided.

Besides the De-Minimis support, the participants have to pay the following participation fee.

### Participation Fee (nett)

500 Euro	Less than 1 Mio. Euro yearly turnover and less than 10 employees
750 Euro	Less than 50 Mio. Euro yearly turnover and less than 500 employees
1.000 Euro	More than 50 Mio. Euro yearly turnover or more than 500 employees

In addition to that, the participants are responsible for their individual travel costs, e.g. flights, hotel, catering.