



THE WEEK **AHEAD**

Botswana Business Intelligence

What Botswana business should be watching this week.

**19 - 25 OCT
2026**

INSIGHTS | OPPORTUNITIES



THIS WEEK IN ONE MINUTE

Watch conference commitments, provisional De Beers talks, fuel costs, Selebi's resource and split transport trends. P3.1bn securities allotments, Letshego's repayment, BDC disbursements and Choppies sales show different cash flows. Pursue evidenced buyers; distinguish funds raised, deployed cash and pipeline.

5 THINGS TO WATCH

BUSINESS DEVELOPMENTS AND THEIR IMPLICATIONS

1

Conference delivery

Francistown hosts the NBC, 18-21 Oct. Watch for named projects, funding, owners and delivery dates; dialogue alone is not a funded commitment.

2

De Beers talks

Reports suggest Botswana's stake could reach about 25%. No signed deal evidenced. Watch funding, governance and state exposure; terms remain provisional.

3

Fuel levy exposure

8 Oct levy return is reported; official notice not confirmed here. Check actual charges before repricing logistics, construction and mining services.

4

Selebi resource

Selebi Main: 32.47Mt inferred, up 72%, NexMetals reports. Not reserves or a funded restart. Watch feasibility, finance and procurement.

5

Transport divergence

Q2 rail freight fell 16.4% q/q; aircraft movements rose 67.6%, passengers 35.8%. Watch logistics capacity and aviation demand; tourism cause not established.

DEADLINES THIS WEEK

CHECK THE OFFICIAL PACKS FOR BID CONDITIONS

20 OCT	Bank of Botswana	Fire-fighting pumps, 10:00 CAT
21 OCT*	BPC	7752/26 consultancy; date check*
23 OCT*	B. Railways	External audit; date check*
CHECK	WUC	Lotsane date conflicts; check pack

Full tender notices: radar.co.bw

WHERE MONEY MOVES

COMMERCIAL FOCUS FOR THE NEXT CALL

SOVEREIGN FUNDING

BoB: P3.1bn securities ALLOTTED, 24 Sep auction. Not project spend; project beneficiaries undisclosed. Confirm funded budgets and procurement routes before pursuing institutional supply.

DEVELOPMENT FINANCE

BDC: P855m DISBURSED in FY to Jun 2026 (unaudited). Individual beneficiaries not named here. Map portfolio buyers and confirmed spend before supplier approaches. No open contracts or funding access inferred.

BALANCE-SHEET RESET

Letshego repaid BPOPF at 29 Sep maturity, with interest. P483m reported; official amount unconfirmed here. COMPLETED repayment. P800m rights offer proposed/underwritten, not received. Monitor capital capacity, not promised loans.

RETAIL CASH FLOW

Choppies FY to Jun 2026: P9.822bn RETAIL SALES; revenue P9.889bn, continuing operations. Customer spending, not supplier awards. Target evidenced efficiency and distribution needs; open subcontracts unconfirmed.

THE RADAR SIGNAL

THE COMMERCIAL IMPLICATION

Turn evidence into a dated pursuit list

Separate financing, repayment, disbursement and customer sales. Identify the actual buyer, funded requirement and next decision before pitching. Prioritise evidenced operating needs; keep ownership and mine-restart stories on watch until signed or financed. Never assume a subcontract is available.

THE NUMBERS

LATEST VERIFIED INDICATORS

RAIL FREIGHT

-16.4%

Q2 2026, q/q

AIR PASSENGERS

+35.8%

Q2 2026, q/q

INFLATION

7.8%

Sep 2026, annual

POLICY RATE

5.50%

BoB, Oct 2026

SOURCES Click watch items, money flows, deadlines and indicator dates for supporting sources. Primary and reported evidence distinguished. 18 Oct correction. Limited newspaper coverage; no full-edition audit claimed. *UNVERIFIED deadline: confirm official pack. WUC date conflict.

