THE WEEK AHEAD

Botswana Business Intelligence

What Botswana business should be watching this week.

9 - 15 NOVEMBER 2026

INSIGHTS | OPPORTUNITIES

THIS WEEK IN ONE MINUTE

Monday's State of the Nation Address opens the week. Grain farmers have received P60m in overdue payments, and Karowe has ordered underground equipment. For suppliers, the next call depends on who already holds the contract.

5 THINGS TO WATCH

BUSINESS DEVELOPMENTS AND THEIR IMPLICATIONS

1

Monday's policy address

Watch Monday's State of the Nation Address for funded projects and dates before committing staff to public-sector work.

2

Solar plans need grid capacity

Investors have shown interest in over 5 GW of solar. Grid access and power transport charges will shape which sites can sell electricity.

3

Vaccine exporters face new rivals

Namibia and South Africa plan to make more livestock vaccines. Botswana's producers face competition in two nearby markets.

4

Airline investigates cyber incident

Air Botswana says bookings and flights continued after an internal breach. Travel agents can keep booking and monitor airline updates.

5

Retail demand lags recovery

Econsult expects 3.3% growth this year, led by mining. Retailers should check local orders before adding stock for the holidays.

DEADLINES THIS WEEK

CHECK THE OFFICIAL PACKS FOR BID CONDITIONS

10 NOV	**Morupule | Clinic and canteen design - noon** Citizen-owned firms only. Compulsory site visit was 23 October.
11 NOV	**NBFIRA | Social media management - 10:00** Four-year consultancy. Submit to the Gaborone procurement office.
11 NOV	**SADC | Regional infrastructure review - noon** Assess progress on the 2012-2027 plan. Read the addendum.
13 NOV	**BOCRA | Online procurement system - 10:00** Read the addendum and clarification before pricing the system.

Full notices and pack links: radar.co.bw/tenders

WHERE MONEY MOVES

COMMERCIAL FOCUS FOR THE NEXT CALL

GRAIN FARMERS PAID
BAMB paid growers P60m in arrears. P40m remains due. Input suppliers can check which growers now have cash for seed.

KAROWE EQUIPMENT ORDER
Lucara ordered 15 Sandvik drills and loaders with export-backed finance. Parts and servicing are included in the order.

FUEL MARGIN STUDY
BERA awarded Optima Advisors P1.845m to model retail margins. Fuel dealers can follow the findings when reviewing costs.

ANNUAL REPORT DESIGN
BERA approved P116,297 including VAT for Incepta Communications. Design firms have a price benchmark for future reports.

THE RADAR SIGNAL

THE COMMERCIAL IMPLICATION

Find the buyer who still has a decision to make

For this week's open tenders, check the latest addendum and allow time for delivery. For work already awarded, approach the named contractor about any remaining supply needs. Grain payments offer a different opening: call growers before placing seed orders.

THE NUMBERS

LATEST VERIFIED INDICATORS

INFLATION	BOB POLICY RATE	PULA TO RAND	PULA TO US DOLLAR
7.8%	5.50%	R1.2313	$0.0745
Sep 2026	29 Oct decision	Per P1 | 6 Nov 2026	Per P1 | 6 Nov 2026

SOURCES Click the panels for sources | DailyNews | Botswana Gazette | Sunday Standard | The Projects Magazine | ITWeb Africa | EKN | BERA | Bank of Botswana
As at 8 Nov 2026. Times shown are Botswana time. Official tender documents and addenda govern.