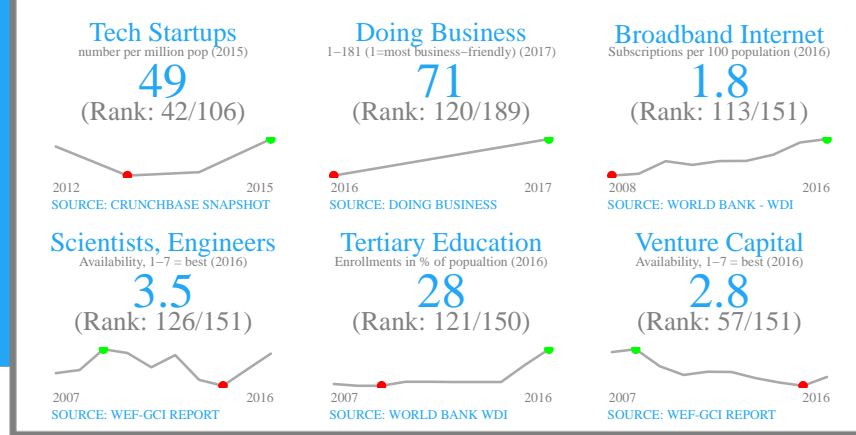


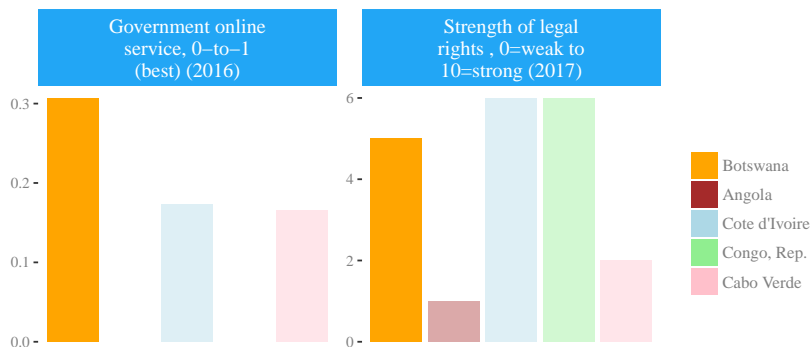
Botswana

Country Snapshot



POLICY Laws, regulations, and government initiatives

GOVERNMENT INDEXES



SOURCE: GLOBAL INFORMATION TECH. REPORT; WDI

INVESTMENT FRIENDLINESS



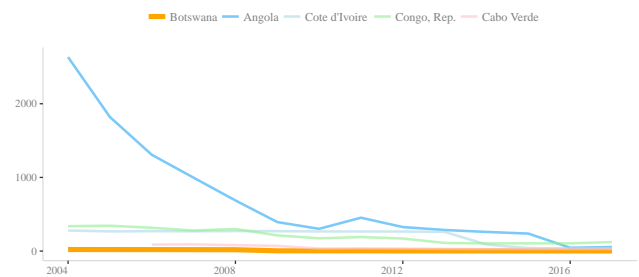
SOURCE: INVESTING ACROSS BORDERS; WDI

DOING BUSINESS 2017

	2016	DTF		2016	Rank	
	2016	2017	Change	2016	2017	Change
Ease of doing business index	65.39	65.55	0.16	70	71	-1
Dealing with Construction Permits	73.7	74.81	1.11	53	50	3
Enforcing Contracts	50.95	50.95	0	130	132	-2
Getting Credit	55	55	0	70	75	-5
Getting Electricity	59.34	59.25	-0.09	124	125	-1
Paying Taxes	80.58	80.58	0	52	55	-3
Protecting Minority Investors	55	55	0	78	81	-3
Registering Property	67.25	67.27	0.02	69	70	-1
Resolving Insolvency	63.8	64.8	1	64	64	0
Starting a Business	76.21	76.21	0	143	153	-10
Trading Across Borders	85.93	85.93	0	51	51	0

SOURCE: DOING BUSINESS

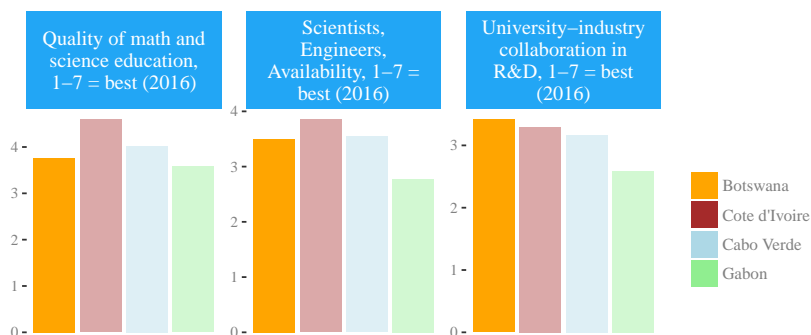
COST OF BUSINESS STARTUP PROCEDURES, % of GNI per capita



SOURCE: WORLD BANK WDI

HUMAN CAPITAL State of educational institutions and access to skilled labor

AVAILABILITY OF SKILLED LABOR AND EDUCATION (1-7, 7 = best)

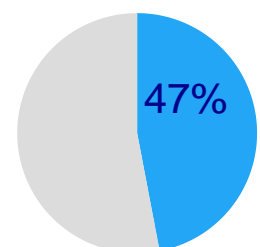
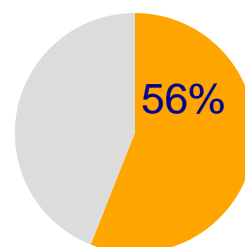


SOURCE: WEF-GCI REPORT

POPULATION EMPLOYED IN SERVICES SECTOR (% total employed population)

Botswana (2010)

SSF (average, 2010)



SOURCE: WORLD BANK WDI

FINANCING

Sources of capital available for digital entrepreneurs, including debt, equity, grants, blended financing, etc

FDI, PUBLIC CAPITAL MARKET AND VENTURE CAPITAL

FDI, net inflows
BoP, current US\$, as % GDP (2015)

2.7

(Rank: 48/195)



Investment in Telecoms w/ Private Part.
current US\$ Million (2012)

28

(Rank: 64/136)



Market Capitaliz. of Listed Companies
% of GDP (2000)

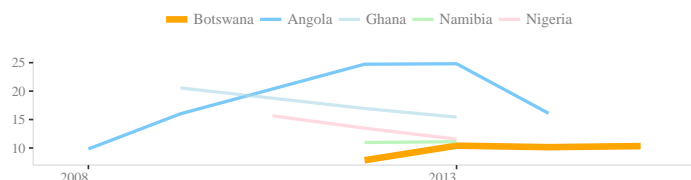
17

(Rank: 79/115)



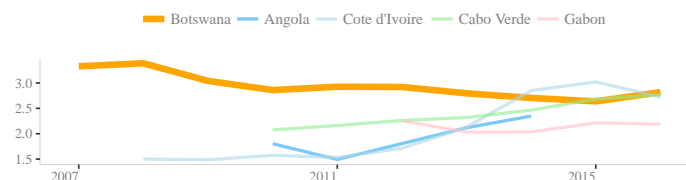
SOURCE: WEF-GCI REPORT; WORLD BANK - WDI

INFORMAL INVESTORS RATE (% of 18-64 population)



SOURCE: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION

VENTURE CAPITAL AVAILABILITY (1-7, best)

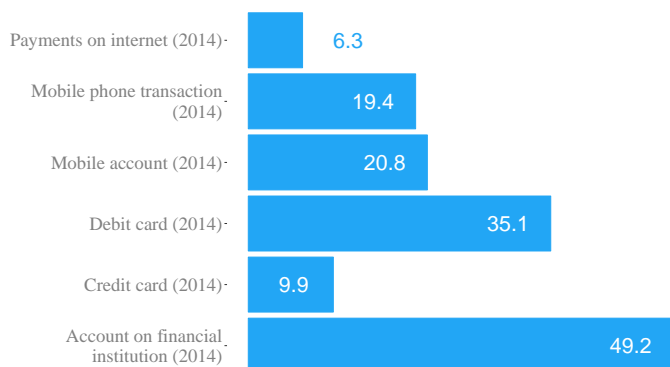


SOURCE: WEF-GCI REPORT

MARKETS

Existence of early customers and distribution channels

FINANCIAL INCLUSION (% age 15+)



SOURCE: WORLD BANK - FINDEX

DIGITAL COMMERCE & INTERNET ACCESS

New business density new registrations per 1,000 people ages 15-64 (2009)	13.1	(Rank: 9/137)
Ratio of online/in store purchases Percentage (2016)		(Rank: /54)
Firms using email to interact with clients/suppliers (%) % of firms (2010)	82.5	(Rank: 51/146)
Firms with their own Website % of firms (2014)	36.6	(Rank: 73/143)
ICT service exports % of service exports, BoP (2014)	18.3	(Rank: 79/178)

SOURCE: ES; WEF-GCI REPORT; WDI; CONSUMER BAROMETER

CULTURE

Societal attitudes toward entrepreneurship

	Avg 2003-2011	2011	2012	2013	2014	2015	2016	
Company spending on R&D, 1-7 = best	2.9	3.0	3.2	2.9	2.6	2.8	3.1	
Listed domestic companies, total, Number	NaN	NA	NA	NA	NA	NA	—	
Perceived Capabilities, % of 18-64 population	NaN	NA	70.6	67.4	67.1	74.1	—	
Fear of Failure Rate, % of 18-64 population	NaN	NA	24.8	18.6	13.7	18.9	—	
Tech Startups, number per million pop	NaN	NA	48.3	45.0	45.4	49.1	—	
High Status Successful Entrepreneurship, % of 18-64 population	NaN	NA	73.3	83.7	78.1	82.0	—	
Media Attention for Entrepreneurship, % of 18-64 population	NaN	NA	79.4	85.6	74.5	76.2	—	
Total early-stage Entrepr. Activity (TEA), % of 18-64 population	NaN	NA	27.7	20.9	32.8	33.2	—	
Improvement-Driven Opp. Entrepr. Activity: Rel. Prevalence, % of TEA	NaN	NA	48.0	52.0	54.7	50.1	—	
New Product early-stage Entrepr. Activity, % of TEA	NaN	NA	33.9	32.9	39.7	30.9	—	

SOURCE: ES; WEF-GCI REPORT; WDI; CONSUMER BAROMETER

SUPPORTS

Infrastructure and support services available through incubators, accelerators and other NGOs

	Avg 2003-2011	2011	2012	2013	2014	2015	2016	
% firms identifying transportation as major constraint, % of firms	20.10	NA	NA	NA	NA	NA	—	
% of firms with an annual fin. Statem. reviewed by ext. audit., % of firms	71.60	NA	NA	NA	NA	NA	—	
Quality of electricity supply, 1-7 = best	4.29	3.54	3.59	3.11	2.41	2.72	3.30	
Broadband Internet. Subscriptions per 100 population	0.41	0.60	0.77	0.78	1.07	1.63	1.79	
Internet bandwidth, kb/s/capita	0.60	0.60	8.44	6.35	6.60	16.44	11.38	
Access to electricity, % population	43.10	NA	53.24	NA	NA	NA	—	
ICT goods imports, % total goods imports	4.21	2.45	2.45	2.23	2.57	NA	—	
Internet users, per 100 population	5.10	8.00	11.50	15.00	18.50	27.50	—	

SOURCE: ES; WEF-GCI REPORT; WORLD BANK - WDI