

"Shaping the Future of Botswana's Manufacturing Sector: Exploring the Opportunities of Industrial Manufacturing & Agro Processing"

Date: 01-02 September 2025

Venue: Gaborone International Convention Center (GICC)

DAY 1: 01 September 2025

Director of Ceremonies: Kgomotso Maphane, BrightBox

CHAIRING	TIME (hrs)	ITEM	SPEAKER
	0730 - 0820	Arrival of Guests & Registration	
		0820 – 1000 OFFICIAL OPENING CEREMONY	
Ms Boitumelo Mbaakanyi,	0820 - 0825	The arrival of Minister of Minerals and Energy, Hon. Bogolo	
Programme Manager –		Joy Kenewendo	
Sustainable Private Sector	0825 - 0830	National Anthem	ALL
Development, UNDP	0830 - 0835	Safety Health Environment (SHE) Moment	Mr Lere Matebesi – CEEP Manager, Debswana
			Diamond Company
	0835 - 0845	Introduction of Guests	Mr Alfred Masokoloa, Editor and Media
			Executive, The Projects Magazine
	0845 - 0855	Welcome Remarks	Mr Montwedi Mphathi, President of the
			Botswana Chamber of Mines
	0855 - 0910	Updates:	Mr Charles Siwawa Chief Executive Officer,
		1. LMS24 Progress Update	Botswana Chamber of Mines
	0910 - 0920	2. UNDP's Supplier Development Programme Towards a	Ms Lovita Ramguttee, Resident Rep to Botswana,
		Robust Manufacturing Sector	UNDP
	0920 - 0940	Official Opening of the Local Manufacturing Summit 2025	Minister of Minerals and Energy, Hon. Bogolo Joy
			Kenewendo



CHAIRING	TIME (hrs)	ITEM	SPEAKER		
	0940 - 0950	Presentation of a token of appreciation for the Honourable	Mr Edwin Elias – Botswana Chamber of Mines		
		Minister & Morupule Coal Mine's Contribution to Local	Chairman		
		Manufacturing			
	0950 - 1000	Vote of thanks	Mr Norman Moleele, Chief Executive Officer,		
			Business Botswana		
	1000 - 1010	Closing Remarks	Mr Lebea Sephuma, Head - Global Markets,		
			Stanbic Bank Botswana		
	1010 - 1020	Tour of Exhibition Stalls	Dignitaries led by the Senior Projects Manager Mr		
			Joseph Ramotshabi		
	1020	The Minister De	parts		
	1030 TEA BREAK!!!				
	1010 - 1120	B2B Networking and Extended Stall Tour			
1100 – 1300 SESSION 1: INDUSTRIAL MANUFACTURING					
	1120 – 1200	Presentation: Setting the Scene for Local Manufacturing:	Mr Joel Duke Ramaphoi, Permanent Secretary,		
		Industrial Manufacturing & Agro Processing – The Potentials	Ministry of Trade and Entrepreneurship		
		for Job Creation, Food Security, Economic Diversification, and			
		Inclusion			
	1200 - 1240	Presentation : Off-take agreements for local & export markets.	Mr Joseph Ramotshabi, Senior Projects Manager,		
		(Imperatives for growth & sustenance of local manufacturers).	Botswana Chamber of Mines		
	1240 – 1300	Discussions! Discussions!	All		
	1300 – 1400				
LUNCH BREAK					
	1400 - 1430	Presentation : Export Financing and Risk Management – A	Mr Harold Matenge, Head of Ecosystem Banking,		
		toolkit for growth	ABSA Bank Botswana		
	1430 - 1450	Discussions	All		
	1450 - 1540	Panel Discussion: Local Manufacturing for Export Markets	1. Mr Mike Almond, Chief Financial Officer,		
		(Components and Finished Products) – Insights & Experiences	Delta Automotive Technologies		



CHAIRING	TIME (hrs)	ITEM	SPEAKER
Moderator: Mr Keamogetse			2. Mr Mustapha Adam, Managing Director,
Molebatsi, Managing			Premier Clothing
Director, Oxygas			3. Mr Andrew Madeswi, Chief Executive
			Officer, Botswana Vaccine Institute
	1540 - 1600	Discussions	All
Moderator: Mr Rearabilwe	1600–1650	Panel Discussion: Local Value Addition on Imported	1. Mr Mulenga Febian Kayula, Country Manager
Ramaphane, The Projects,		Machinery & Equipment – The Case of OEMS	and Director, Barloworld Equipment Botswana
Managing Director			2. Mr Peter Mbada, Managing Director - Africa,
			Multotec International
			3. Mr Ernest Modise, Service Manager, Sandvik
	1650 - 1710	Discussions!	All
END OF DAY 1			

DAY 2: 02 September 2025

Director of Ceremony: Kgomotso Maphane, BrightBox

CHAIRING	TIME (hrs)	ITEM	SPEAKER
	0730 - 0800	Registration & Welcome Tea	
	0800 - 0830	Presentation: Situational Analysis: Botswana MSMEs'	Letlhogonolo Moremi, Founder, ParkGrey IP
		Quality Management and Intellectual Property Capacity	Consultants
	0830 - 0840	Discussion! Discussion!	All
	0840 - 0920	Presentation: Key Supply Chain Management Issues for	Mr France Mashinyana, Head of Supply Chain,
		Local and Export Markets: Buyer's Perspective	Debswana Diamond Company
	0920 - 0930	Presentation: SEZs as catalysts to Local Manufacturing,	Ms Tapiwa Masie, Acting Chief Executive Officer,
		Beneficiation, and the Green Energy Revolution	SEZA



TIME (hrs)	ITEM	SPEAKER		
0950 - 1000	Discussion! Discussion!	All		
	1000 1020			
030 – 1300 SESSION 2		OF HIGH-VALUE CROPS		
	FOR LOCAL AND EXPORT MARKETS			
1030 – 1100	Presentation: Unpacking Botswana's National Agro-	Prof. Julius Atlhopheng, Chief Executive Officer,		
	Processing Strategy	NARDI		
1100 - 1200	Panel Discussion: Downstream Value Addition in High-	1. Dr Martin Kebakile, Director, Technology		
	Value Crops and Food Processing	Transfer and Commercialisation (TTC), NARDI		
		2. Mr Rihan Swanepoel, Chief Executive Officer,		
		Techno Feeds		
		3. Mr Fannie Gwizi, Chief Executive Officer,		
		Arona Natural Foods		
1200 - 1220	Discussions	All		
1220 - 1250	Presentation: The Dynamics and Power of Cooperatives	Mr Bamwenda Benard, Chief Executive Officer,		
	and Cluster Development for High-Value Crops	Nkokonjeru Area Cooperative Enterprise		
	Production: Insights and Experience – The Case of Uganda			
1250 - 1300	Discussion!	All		
1300 – 1400 LUNCH BREAK & STALLS TOUR				
1400 – 1420	Virtual Presentation: High-Value Crop Clusters: Cactus	Mr Robert Zuk, Director of Business Development,		
		NOPAL		
1420 - 1440	Presentation: High-Value Crops: Moringa as an Anchor	Mr Elfas Zadzagomo, Executive Director, Hunters		
	Crop in Agriculture-Based Clusters.	Global Network		
1440 - 1500	Discussions!	All		
	0950 - 1000 130 - 1300 SESSION 2 1030 - 1100 1100 - 1200 1200 - 1220 1220 - 1250 1250 - 1300 1400 - 1420 1420 - 1440	1000 - 1030 HEALTH BREAK! 30 - 1300 SESSION 2: AGRO PROCESSING: FARMING & VALUE ADDITION OF FOR LOCAL AND EXPORT MARKETS 1030 - 1100 Presentation: Unpacking Botswana's National Agro-Processing Strategy 1100 - 1200 Panel Discussion: Downstream Value Addition in High-Value Crops and Food Processing 1220 - 1220 Discussions 1220 - 1250 Presentation: The Dynamics and Power of Cooperatives and Cluster Development for High-Value Crops Production: Insights and Experience – The Case of Uganda 1250 - 1300 Discussion! 1300 - 1400 LUNCH BREAK & STALLS TOUR 1400 - 1420 Virtual Presentation: High-Value Crop Clusters: Cactus 1420 - 1440 Presentation: High-Value Crops: Moringa as an Anchor Crop in Agriculture-Based Clusters.		



CHAIRING	TIME (hrs)	ITEM	SPEAKER
Moderator: Mr Wanatsha	1500 - 1600	Panel Discussion: Unlocking Value in Offtake Agreements:	1. Ms Ruth Seipone, Acting Chief Executive Officer,
Moakufi, Head of CEEP,		Building Trust Between Producers, Buyers, and Financiers	BAMB
Diamond Company			2. Mr Obakeng Lesego Mooki, Founder &
			Operations Director, Soil and Dust Binders
			3. Resego Keipidile, Business Development Lead -
			Strategic Partnerships at FNB Botswana
	1600 - 1620	Discussions!	All
SUMMIT WRAP-UP AND CLOSING			
	1620 - 1650	Presentation: Wrap-Up: Consolidation of the Summit	Ms Ndibo Macheke, Botswana Chamber of Mines
		Events and the Next Steps	
	1650 - 1700	Closing Remarks	Assistant Minister of Trade and Entrepreneurship,
			Hon. Baratiwa Mathoothe
COCKTAIL & STALL TOUR			
END OF SUMMIT			



SESSION 1: INDUSTRIAL MANUFACTURING

Presentation: Manufacturing for Local & Export Markets

This session will explore how Botswana can strengthen its industrial base by producing goods that meet both local and international standards. The speaker will reflect on their organisation's journey of integrating local content within global supply chains, highlighting the strategic shift from procurement-based localisation to actual local production. The presentation will unpack what it takes to sustain large-scale manufacturing—touching on capital investment, workforce development, supplier partnerships, and long-term procurement alignment. Drawing from practical experience in the extractives sector, the speaker will also share how strong supplier development frameworks and structured enterprise support have led to reliable, scalable local manufacturing solutions.

Panel Discussion: Local Manufacturing for Export Markets (Components and Finished Products)

This panel will examine the real-world experiences of companies operating successfully in Botswana's industrial manufacturing space—ranging from automotive components to apparel and biological products. Each panellist will shed light on the journey of building robust production ecosystems capable of meeting export-grade standards while also navigating the unique constraints of operating in a relatively small economy. The discussion will uncover how these businesses have sustained growth through innovation, continuous quality improvements, workforce skilling, and a profound understanding of regional market dynamics. The session will also touch on how these firms have built reputations for reliability in highly competitive global value chains.

Panel Discussion: Local Value Addition on Imported Machinery & Equipment - The Case of OEMs

This discussion focuses on the opportunities and challenges of adding value locally to imported equipment used across mining, construction, and industrial sectors. The panellists represent firms with decades of operational history and global backing but a deep local footprint. They will share how their operations have adapted to local conditions through in-country assembly, remanufacturing, parts production, and service innovation. The conversation will explore how localisation goes beyond assembly—extending into supplier development, technical training, and innovation partnerships. Attendees will gain insights into how OEMs contribute to skills transfer, reduce turnaround times, and stimulate local engineering capabilities.



Presentation: Export Financing and Risk Management – A Toolkit for Growth

This presentation will offer manufacturers a practical guide to navigating the complexities of financing and mitigating risks associated with export-orientated production. Drawing on experience from working with SMEs and large manufacturers, the speaker will discuss accessible financial instruments and trade finance solutions that support growth into regional and international markets. Attendees will gain a deeper understanding of how to secure working capital, manage forex risk, and use export insurance to unlock new opportunities while maintaining financial stability.

Presentation: Off-take Agreements for Local & Export Markets

Offtake agreements are critical tools for stabilising demand and securing financing in manufacturing. This session will explore the structures, legal considerations, and commercial strategies required to negotiate strong off-take agreements. The speaker will reference successful cases where guaranteed demand enabled local producers to scale operations and attract investment. The presentation will also examine the role of anchor institutions and government-linked buyers in creating predictable procurement pipelines that encourage local value addition.

SESSION 2: AGRO PROCESSING: FARMING & VALUE ADDITION OF HIGH-VALUE CROPS

Presentation: Unpacking Botswana's National Agro-Processing Strategy

This foundational presentation will provide an overview of Botswana's agro-processing roadmap and outline government priorities for transforming agriculture into an engine for industrial development. The speaker will discuss current bottlenecks and strategic interventions needed to move from subsistence production to high-value, market-orientated processing. Emphasis will be placed on crop selection, aggregation models, supply chain logistics, and how innovation, research, and partnerships are being harnessed to unlock competitiveness in agro-processing.

Panel Discussion: Downstream Value Addition in High-Value Crops and Food Processing

This panel brings together voices from the research, manufacturing, and entrepreneurial communities to discuss how Botswana can maximise the value of local agricultural produce. Panellists will share how their respective organisations have tackled challenges like crop variability, food safety standards, shelf-life optimisation, and market development. The discussion will reveal how investment in R&D, technical processing capacity, and agro-entrepreneurship can bridge the gap between farming and high-value food products.



Presentation: The Dynamics and Power of Cooperatives and Cluster Development - The Case of Uganda

This international case study will showcase how cooperative models and cluster development strategies have transformed rural economies through collective production, marketing, and processing. Drawing from hands-on leadership experience in one of East Africa's most successful agricultural cooperatives, the speaker will explain how smallholder farmers can become competitive actors in local and export value chains. The presentation will delve into cooperative governance, access to finance, infrastructure development, and training frameworks that support resilience and inclusivity.

Presentations: High-Value Crop Clusters - Cactus & Moringa

The session will profile the cactus value chain, with a cluster representative sharing local successes, lessons learnt, and future ambitions. This segment will highlight land requirements, climate suitability, pest management, and market size and linkages—along with current clusters producing this high-value crop. This crop's clusters represent Botswana's opportunity to create competitive rural industries with export potential while also building nutrition security and sustainable farming systems.

Panel Discussion: Unlocking Value in Offtake Agreements: Building Trust Between Producers, Buyers, and Financiers

Offtake agreements are one of the most powerful tools for strengthening local manufacturing and agro-processing. This session will explore how guaranteed market access through offtakes can unlock financing opportunities, improve supply consistency, and create win—win partnerships across the value chain. The discussion will bring together perspectives from the buyer's side, highlighting what is required to meet procurement standards; the producer's side, showcasing how businesses can leverage offtakes to scale operations; and the financier's perspective, examining how banks view off-take contracts as a basis for extending credit to MSMEs.

Participants will gain insights into the mechanics of structuring effective offtake agreements, the challenges of supply reliability and product quality, and the opportunities for building sustainable linkages between buyers, local producers, and financial institutions. The session aims to show how aligning incentives across these three players can drive industrial growth, de-risk small business participation, and accelerate Botswana's journey towards economic diversification.