

# Business Botswana Engages French Public Investment Bank Delegation

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Business Botswana recently engaged with a high-level delegation from the French Public Investment Bank (Bpifrance) in a strategic meeting held at the French Embassy. The engagement aimed to facilitate collaboration, financing opportunities, and private sector growth in Botswana.

The session brought together Business Botswana members from key sectors, including agro-processing, renewable energy, transport, finance, talent management, asset management, and digital innovation. Local businesses presented their investment needs, while Bpifrance representatives shared insights into their funding models and collaborative ambitions in Africa.

Mr. Arnaud Floris, Africa Head at Bpifrance, outlined the bank's €60 billion financing portfolio, emphasising support for innovation, entrepreneurship, and international partnerships. He noted that Bpifrance offers funding ranging from €1 million to €15 million for growth-ready ventures, with a focus on sectors where French companies possess competitive advantages, particularly agro-industry, renewable energy, and transport.

Importantly, up to €150 million in funding and equipment could be made available

for projects in Botswana, provided there is a collaborative link with a French company, such as a joint venture, partnership, or supply agreement.



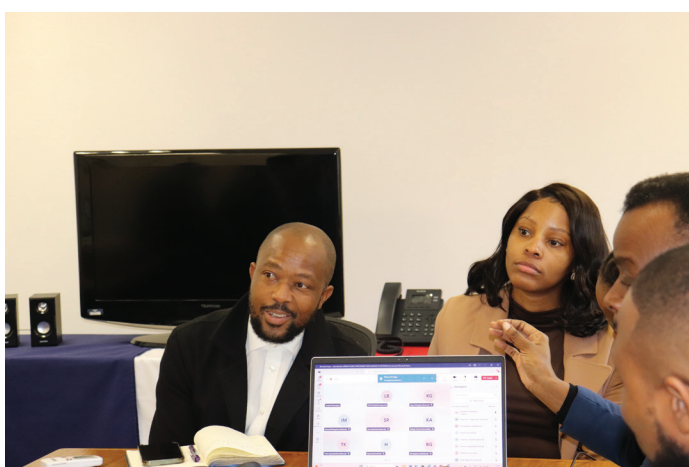
Mr. Lionel Barbaroux, Vice President of Export Finance, highlighted the availability of both corporate and project financing, with turnaround times as short as three months, depending on equity and cash flow positions.

Business Botswana's Head of Policy & Research, Mr. Mpaphi Tsholofelo, emphasised Botswana's urgent infrastructure needs, particularly in renewable energy, identifying solar power as a key area for private investment.

While Bpifrance is currently active in West and Central Africa, it is now expanding its interest to

Southern Africa, with Botswana featuring prominently in its exploratory efforts. The visit provided a platform to assess local opportunities and strengthen bilateral cooperation.

Ms. Soukeyna Fall, Economic, Civil Society & Media Attaché, reaffirmed Bpifrance's interest in Botswana's digital transformation agenda, especially initiatives that empower youth and women.



Bpifrance also offers business networking and capacity-building opportunities through its Euroquity platform, enabling Botswana-based companies to connect directly with French firms. Business Botswana has been invited to attend Bpifrance's flagship business event in Paris on 23 September, which draws over 70,000 participants, as well as a similar forum scheduled in Senegal.



In closing, Mr. Tsholofelo expressed appreciation for the engagement and reiterated the organisation's commitment to facilitating partnerships between local enterprises and reputable French firms to unlock new investment and growth prospects.

**For more information, please contact the Head of Capacity Building and Business Advisory, Mr. Kagiso Koyabe, at [kagiso@bb.org.bw](mailto:kagiso@bb.org.bw) or call: 73074782**



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