

Doing Business 2011

Botswana

**Making
a Difference for
Entrepreneurs**

COMPARING BUSINESS REGULATION IN 183 ECONOMIES



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Business Reforms

Doing Business 2011: Making a Difference for Entrepreneurs is the eighth in a series of annual reports investigating regulations that enhance business activity and those that constrain it. *Doing Business* presents quantitative indicators on business regulations and the protection of property rights that can be compared across 183 economies, from Afghanistan to Zimbabwe, over time.

A set of regulations affecting 9 stages of a business's life are measured: starting a business, dealing with construction permits, registering property, getting credit, protecting investors, paying taxes, trading across borders, enforcing contracts and closing a business. Data in *Doing Business 2011* are current as of June 1, 2010*. The indicators are used to analyze economic outcomes and identify what reforms have worked, where, and why.

The Doing Business methodology has limitations. Other areas important to business such as an economy's proximity to large markets, the quality of its infrastructure services (other than those related to trading across borders), the security of property from theft and looting, the transparency of government procurement, macroeconomic conditions or the underlying strength of institutions, are not studied directly by Doing Business. To make the data comparable across economies, the indicators refer to a specific type of business, generally a local limited liability company operating in the largest business city. Because standard assumptions are used in the data collection, comparisons and benchmarks are valid across economies. The data not only highlight the extent of obstacles to doing business; they also help identify the source of those obstacles, supporting policymakers in designing reform.

The data set covers 183 economies: 46 in Sub-Saharan Africa, 32 in Latin America and the Caribbean, 25 in Eastern Europe and Central Asia, 24 in East Asia and Pacific, 18 in the Middle East and North Africa and 8 in South Asia, as well as 30 OECD high-income economies.

The following pages present the summary Doing Business indicators for Botswana. The data used for this economy profile come from the Doing Business database and are summarized in graphs. These graphs allow a comparison of the economies in each region not only with one another but also with the "good practice" economy for each indicator.

The good-practice economies are identified by their position in each indicator as well as their overall ranking and by their capacity to provide good examples of business regulation to other countries. These good-practice economies do not necessarily rank number 1 in the topic or indicator, but they are in the top 10.

More information is available in the full report. *Doing Business 2011: Making a Difference for Entrepreneurs* presents the indicators, analyzes their relationship with economic outcomes and recommends reforms. The data, along with information on ordering the report, are available on the Doing Business website (www.doingbusiness.org).

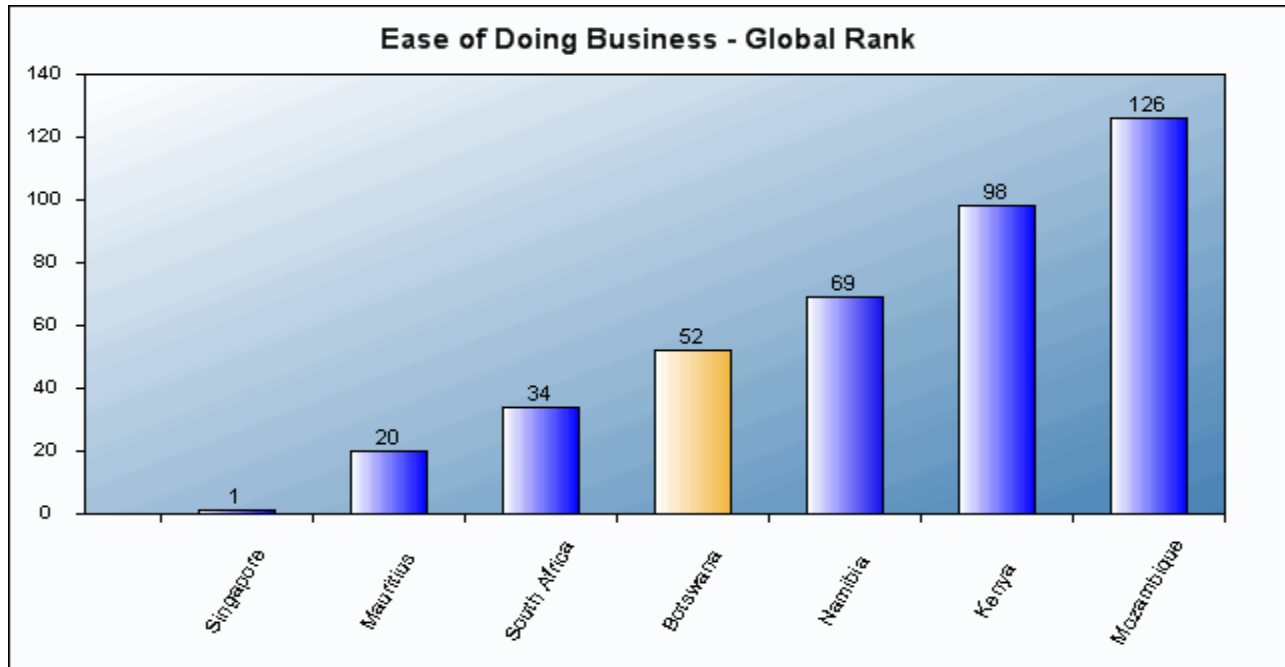
* Except for the Paying Taxes indicator that refers to the period January to December of 2009.

Note: 2008-2010 Doing Business data and rankings have been recalculated to reflect changes to the methodology and the addition of new economies (in the case of the rankings).

Economy Rankings - Ease of Doing Business

Botswana is ranked 52 out of 183 economies. Singapore is the top ranked economy in the Ease of Doing Business.

Botswana - Compared to global good practice economy as well as selected economies:



Botswana's ranking in Doing Business 2011

Rank	Doing Business 2011
Ease of Doing Business	52
Starting a Business	90
Dealing with Construction Permits	127
Registering Property	44
Getting Credit	46
Protecting Investors	44
Paying Taxes	21
Trading Across Borders	151
Enforcing Contracts	70
Closing a Business	27

Summary of Indicators - Botswana

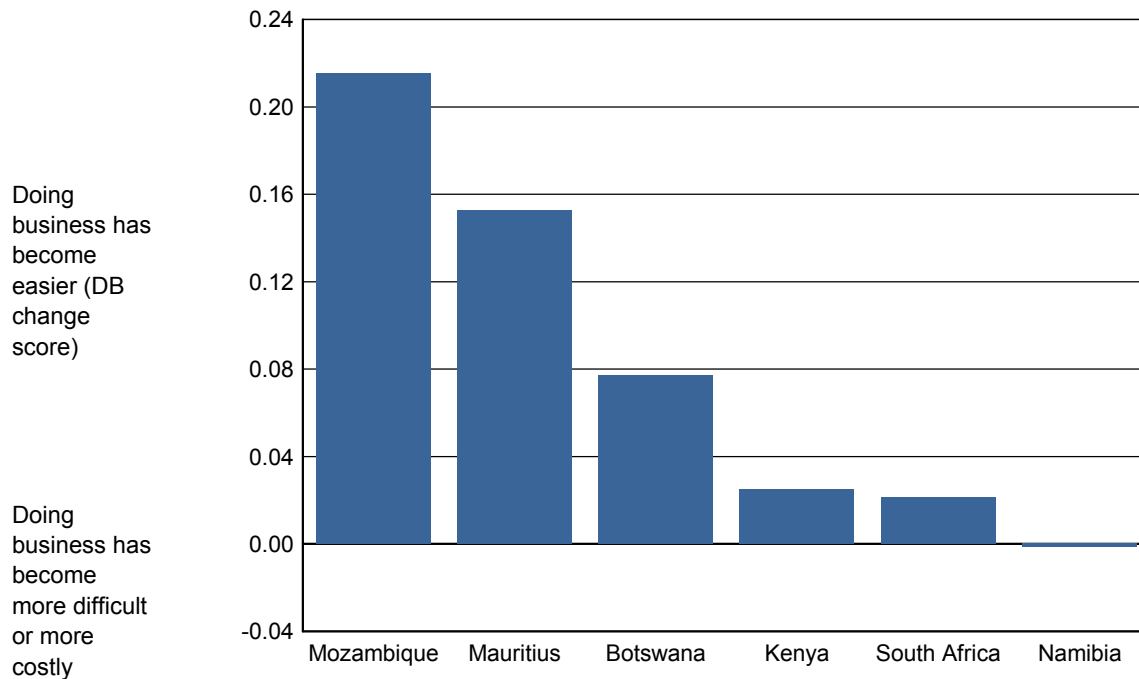
Starting a Business	Procedures (number)	10
	Time (days)	61
	Cost (% of income per capita)	2.2
	Min. capital (% of income per capita)	0.0
Dealing with Construction Permits	Procedures (number)	24
	Time (days)	167
	Cost (% of income per capita)	264.5
Registering Property	Procedures (number)	5
	Time (days)	16
	Cost (% of property value)	5.0
Getting Credit	Strength of legal rights index (0-10)	7
	Depth of credit information index (0-6)	4
	Public registry coverage (% of adults)	0.0
	Private bureau coverage (% of adults)	57.6
Protecting Investors	Extent of disclosure index (0-10)	7
	Extent of director liability index (0-10)	8
	Ease of shareholder suits index (0-10)	3
	Strength of investor protection index (0-10)	6.0
Paying Taxes	Payments (number per year)	19
	Time (hours per year)	152
	Profit tax (%)	15.9
	Labor tax and contributions (%)	0.0
	Other taxes (%)	3.6
	Total tax rate (% profit)	19.5
Trading Across Borders	Documents to export (number)	6
	Time to export (days)	28
	Cost to export (US\$ per container)	3010
	Documents to import (number)	9
	Time to import (days)	41
	Cost to import (US\$ per container)	3390

Enforcing Contracts	Procedures (number)	29
	Time (days)	625
	Cost (% of claim)	28.1
Closing a Business	Recovery rate (cents on the dollar)	63.7
	Time (years)	1.7
	Cost (% of estate)	15

The 5 year measure of cumulative change illustrates how the business regulatory environment has changed in 174 economies from *Doing Business 2006* to *Doing Business 2011*. Instead of highlighting which countries currently have the most business friendly environment, this new approach shows the extent to which an economy's regulatory environment for business has changed compared with 5 years ago.

This snapshot reflects all cumulative changes in an economy's business regulation as measured by the Doing Business indicators—such as a reduction in the time to start a business thanks to a one-stop shop or an increase in the strength of investor protection index thanks to new stock exchange rules that tighten disclosure requirements for related-party transactions.

This figure shows the distribution of cumulative change across the 9 indicators and time between *Doing Business 2006* and *Doing Business 2011*



Many economies have undertaken reforms to smooth the starting a business process in stages—and often as part of a larger regulatory reform program. A number of studies have shown that among the benefits of streamlining the process to start a business have been greater firm satisfaction and savings and more registered businesses, financial resources and job opportunities. Economies with higher entry costs are associated with a larger informal sector and a smaller number of legally registered firms.

Some reform outcomes

In Egypt reductions of the minimum capital requirement in 2007 and 2008 led to an increase of more than 30% in the number of limited liability companies.

In Portugal creation of One-Stop Shop in 2006 and 2007 resulted in a reduction of time to start a business from 54 days to 5. In 2007 and 2008 new business registrations were up by 60% compared with 2006.

In Malaysia reduction of registration fees in 2008 led to an increase in registrations by 16% in 2009.

What does Starting a Business measure?

Procedures to legally start and operate a company (number)

- Preregistration (for example, name verification or reservation, notarization)
- Registration
- Post registration (for example, social security registration, company seal)

Time required to complete each procedure (calendar days)

- Does not include time spent gathering information
- Each procedure starts on a separate day
- Procedure completed once final document is received
- No prior contact with officials

Cost required to complete each procedure (% of income per capita)

- Official costs only, no bribes
- No professional fees unless services required by law

Paid-in minimum capital (% of income per capita)

- Deposited in a bank or with a notary prior to registration begins

Starting a Business: getting a local limited liability company up and running
Rankings are based on 4 subindicators



Case Study Assumptions

- Doing Business records all procedures that are officially required for an entrepreneur to start up and formally operate an industrial or commercial business.
- Any required information is readily available and that all agencies involved in the start-up process function without corruption.

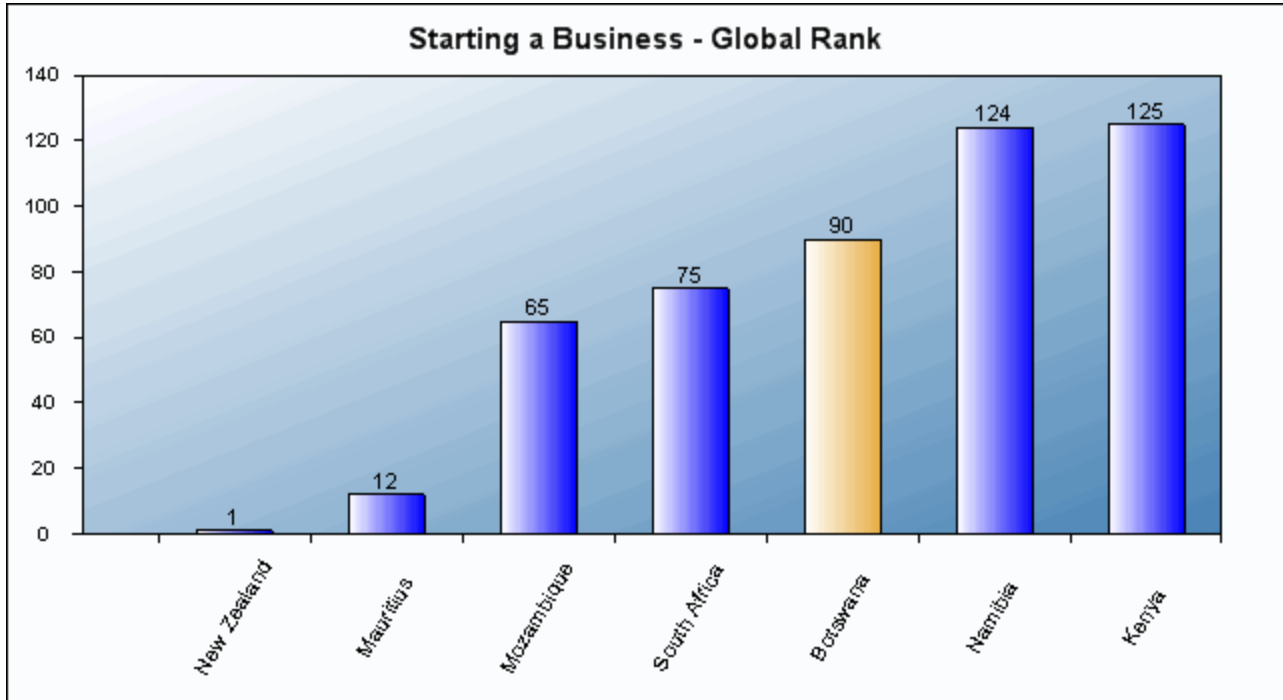
The business:

- is a limited liability company, located in the largest business city
- conducts general commercial activities
- is 100% domestically owned
- has a start-up capital of 10 times income per capita
- has a turnover of at least 100 times income per capita
- has at least 10 and up to 50 employees
- does not qualify for investment incentives or any special benefits
- leases the commercial plant and offices and is not a proprietor of real estate

1. Benchmarking Starting a Business Regulations:

Botswana is ranked 90 overall for Starting a Business.

Ranking of Botswana in Starting a Business - Compared to good practice and selected economies:



The following table shows Starting a Business data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Procedures (number)	Time (days)	Cost (% of income per capita)	Min. capital (% of income per capita)
Denmark*			0.0	
New Zealand*	1	1		0.0

<i>Selected Economy</i>				
Botswana	10	61	2.2	0.0

<i>Comparator Economies</i>				
Kenya	11	33	38.3	0.0
Mauritius	5	6	3.8	0.0
Mozambique	9	13	13.9	0.0
Namibia	10	66	18.5	0.0
South Africa	6	22	6.0	0.0

* The following economies are also good practice economies for :

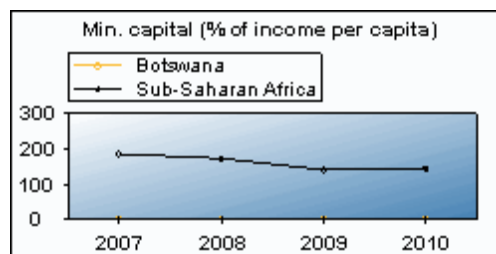
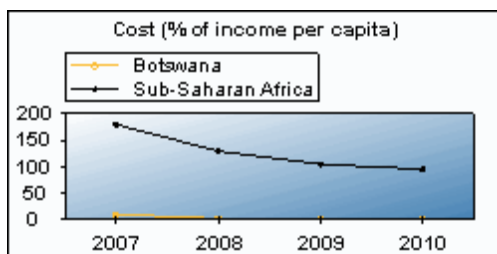
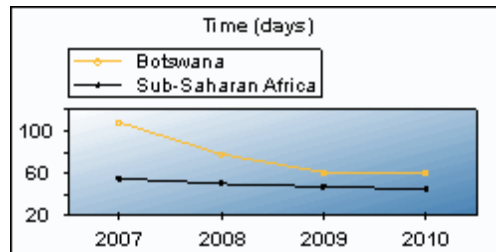
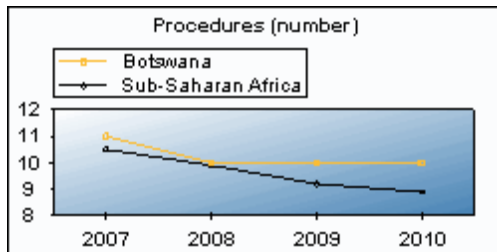
Procedures (number): **Canada**

Cost (% of income per capita): **Slovenia**

2. Historical data: Starting a Business in Botswana

Starting a Business data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	83	90
Procedures (number)	11	10	10	10
Time (days)	108	78	61	61
Cost (% of income per capita)	9.9	2.3	2.1	2.2
Min. capital (% of income per capita)	0.0	0.0	0.0	0.0

3. The following graphs illustrate the Starting a Business sub indicators in Botswana over the past 4 years:



What are the time, cost, paid-in minimum capital and number of procedures to get a local, limited liability company up and running?



This table summarizes the procedures and costs associated with setting up a business in Botswana.

STANDARDIZED COMPANY
 Legal Form: Private Corporation
 City: Gaborone

Registration Requirements:

No:	Procedure	Time to complete	Cost to complete
1	Select and reserve company name	3	BWP 20
2	Sign the declaration of compliance of statutory requirements for incorporation before a commissioner for oaths	1	BWP 75
3	Return the complete statutory return to the Registrar of Companies about re-allotment, directors, auditors, company secretary, and registered officers	1	BWP 300
4	Register the company with the Registrar of Companies at the Ministry of Commerce and Industry	18	BWP 360
5	Advertise the intention of applying for a license in the official gazette	21	BWP 80
6 *	Obtain an approval of the working condition after an inspection of company premises	2	no charge
7 *	Obtain an industrial license from the Industrial Affairs Department, Ministry of Commerce and Industry; or obtain a trading license from the local authority	21	BWP 100

8	Register for Corporate Income Tax number with the Botswana United Revenue Services and obtain the approval from the Commissioner of Taxes for the appointment of a public officer who is in charge of tax return	7	no charge
9	Register for VAT with Director of Customs & Excise	7	no charge
10	Register employees for the work injury insurance	1	no charge

* Takes place simultaneously with another procedure.

Starting a Business Details - Botswana

Procedure	1	Select and reserve company name
Time to complete:	3	
Cost to complete:	BWP 20	
Comment:		
Procedure	2	Sign the declaration of compliance of statutory requirements for incorporation before a commissioner for oaths
Time to complete:	1	
Cost to complete:	BWP 75	
Comment:		
Procedure	3	Return the complete statutory return to the Registrar of Companies about re-allotment, directors, auditors, company secretary, and registered officers
Time to complete:	1	
Cost to complete:	BWP 300	
Comment:		The company representative must submit the following forms to the Registrar of Companies: Form 4 (allotment of shares), Form 2 (list of directors), and Form 5 (location of office). The registration is usually done over the counter.
Procedure	4	Register the company with the Registrar of Companies at the Ministry of Commerce and Industry
Time to complete:	18	
Cost to complete:	BWP 360	
Comment:		
Procedure	5	Advertise the intention of applying for a license in the official gazette
Time to complete:	21	
Cost to complete:	BWP 80	
Comment:		Before submitting the application, the new company must advertise, in two consecutive issues of the Official Gazette, its intent to apply for a license.
Procedure	6	Obtain an approval of the working condition after an inspection of company premises
Time to complete:	2	
Cost to complete:	no charge	

Comment:

Procedure 7 Obtain an industrial license from the Industrial Affairs Department, Ministry of Commerce and Industry; or obtain a trading license from the local authority

Time to complete: 21

Cost to complete: BWP 100

Comment: The trade licensing authorities convene a meeting on the second Tuesday of every month.

Procedure 8 Register for Corporate Income Tax number with the Botswana United Revenue Services and obtain the approval from the Commissioner of Taxes for the appointment of a public officer who is in charge of tax return

Time to complete: 7

Cost to complete: no charge

Comment: The company needs to obtain a CIT number (takes 5 days) then the company representative complete and file a taxpayer registration form, which includes the application for registration of employee withholding tax (pay-as-you-earn tax, or PAYE) (takes 2 days).

Procedure 9 Register for VAT with Director of Customs & Excise

Time to complete: 7

Cost to complete: no charge

Comment:

Procedure 10 Register employees for the work injury insurance

Time to complete: 1

Cost to complete: no charge

Comment: Companies must be insured for workplace injuries. Under the Workers' Compensation Act, they have the option of paying a deposit to the Commissioner as security for any associated claims. Most companies opt to purchase their own insurance.

In many economies, especially developing ones, complying with building regulations is so costly in time and money that many builders opt out. Builders may pay bribes to pass inspections or simply build illegally, leading to hazardous construction. Where the regulatory burden is large, entrepreneurs may tend to move their activity into the informal economy. There they operate with less concern for safety, leaving everyone worse off. In other economies compliance is simple, straightforward and inexpensive, yielding better results.

Some reform outcomes

In Burkina Faso, a one-stop shop for construction permits, "Centre de Facilitation des Actes de Construire", was opened in May 2008. The new regulation merged 32 procedures into 15, reduced the time required from 226 days to 122 and cut the cost by 40%. From May 2009 to May 2010 611 building permits were granted in Ouagadougou, up from an average of about 150 a year in 2002-06.

Toronto, Canada revamped its construction permitting process in 2005 by introducing time limits for different stages of the process and presenting a unique basic list of requirements for each project. Later it provided for electronic information and risk-based approvals with fast-track procedures. Between 2005 and 2008 the number of commercial building permits increased by 17%, the construction value of new commercial buildings by 84%.

What does the Dealing with Construction Permits indicator measure?

Procedures to legally build a warehouse (number)

- Submitting all relevant documents and obtaining all necessary clearances, licenses, permits and certificates
- Completing all required notifications and receiving all necessary inspections
- Obtaining utility connections for electricity, water, sewerage and a land telephone line
- Registering the warehouse after its completion (if required for use as collateral or for transfer of warehouse)

Time required to complete each procedure (calendar days)

- Does not include time spent gathering information
- Each procedure starts on a separate day
- Procedure completed once final document is received
- No prior contact with officials

Cost required to complete each procedure (% of income per capita)

- Official costs only, no bribes

Case Study Assumptions

The business:

- is a small to medium-size limited liability company in the construction industry, located in the economy's largest business city
- is 100% domestically and privately owned and operated
- has 60 builders and other employees
- has at least one employee who is a licensed architect and registered with the local association of architects

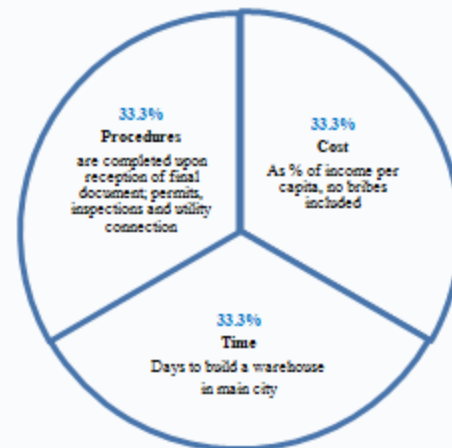
The warehouse:

- is a new construction (there was no previous construction on the land)
- has 2 stories, both above ground, with a total surface of approximately 1,300.6 sq. meters (14,000 sq. feet)
- has complete architectural and technical plans prepared by a licensed architect
- will be connected to electricity, water, sewerage (sewage system, septic tank or their equivalent) and a land telephone line
- will be used for general storage of non-hazardous goods, such as books
- will take 30 weeks to construct (excluding all delays due to administrative and regulatory requirements)

Dealing with Construction Permits:

Building a warehouse

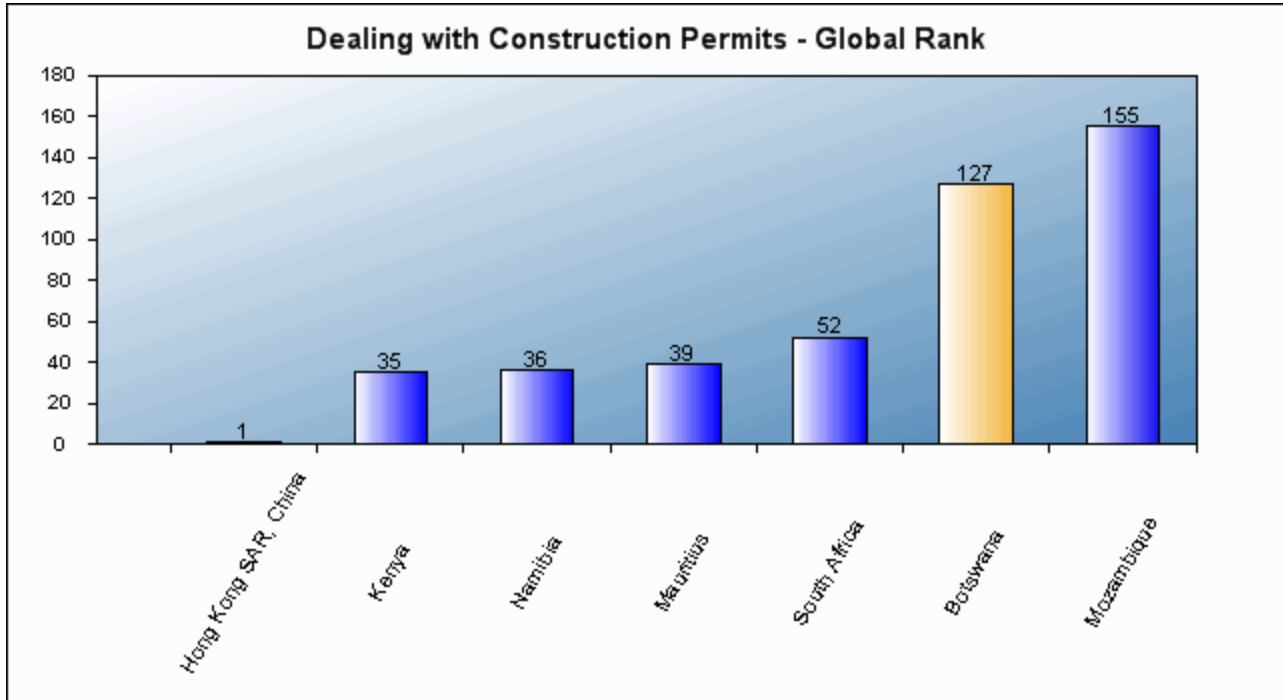
Rankings are based on 3 subindicators



1. Benchmarking Dealing with Construction Permits Regulations:

Botswana is ranked 127 overall for Dealing with Construction Permits.

Ranking of Botswana in Dealing with Construction Permits - Compared to good practice and selected economies:



The following table shows Dealing with Construction Permits data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Procedures (number)	Time (days)	Cost (% of income per capita)
Denmark	6		
Qatar			0.8
Singapore		25	

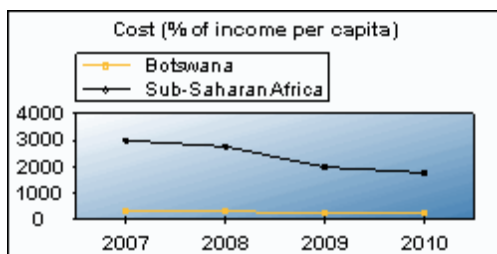
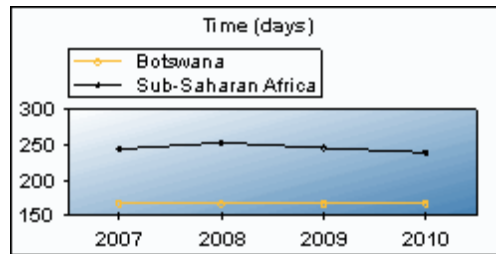
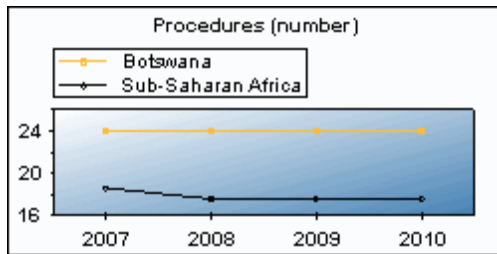
<i>Selected Economy</i>			
Botswana	24	167	264.5

<i>Comparator Economies</i>			
Kenya	11	120	167.8
Mauritius	18	107	32.3
Mozambique	17	381	530.3
Namibia	12	139	113.0
South Africa	17	174	23.1

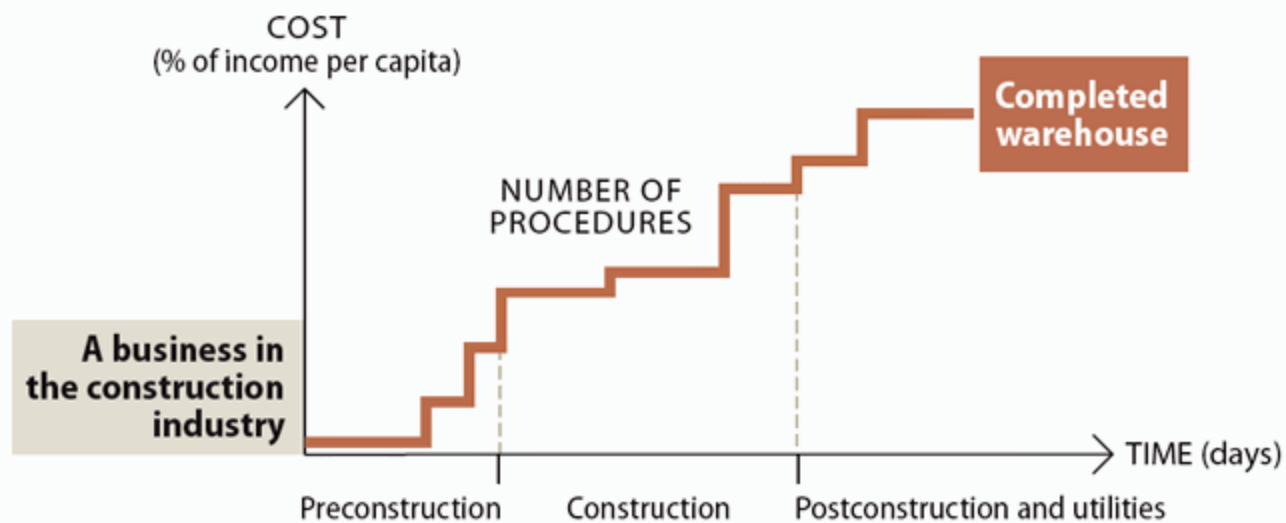
2. Historical data: Dealing with Construction Permits in Botswana

Dealing with Construction Permits data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	121	127
Procedures (number)	24	24	24	24
Time (days)	167	167	167	167
Cost (% of income per capita)	322.3	311.9	246.2	264.5

3. The following graphs illustrate the Dealing with Construction Permits sub indicators in Botswana over the past 4 years:



What are the time, cost and number of procedures to comply with formalities to build a warehouse?



The table below summarizes the procedures, time, and costs to build a warehouse in Botswana.

BUILDING A WAREHOUSE

City: Gaborone

Registration Requirements:

No:	Procedure	Time to complete	Cost to complete
1	Obtain a site plan from the Department of Surveys and Maps	1 day	BWP 2
2	Obtain a certified copy of rates certificate from the Gaborone City Council	1 day	BWP 1
3	Obtain an environmental management plan	90 days	BWP 50,000
4 *	Obtain an environmental impact assessment	60 days	BWP 39,000
5	Submit permit application at Gaborone City Council	1 day	no charge
6	Receive inspection from the Gaborone City Council	1 day	no charge
7	Obtain planning and building permit from the Gaborone City Council	30 days	BWP 4,000
8	Apply for sewage connection	1 day	BWP 5,000

9	Receive on-site inspection	1 day	no charge
10	Receive inspection from Gaborone City Council of the start of excavation work	1 day	no charge
11	Receive labor inspection	1 day	no charge
12	Receive labor inspection	1 day	no charge
13	Receive labor inspection	1 day	no charge
14	Receive inspection from City Council of the start of foundation work	1 day	no charge
15	Receive inspection from City Council of the start of concrete work	1 day	no charge
16	Receive inspection from City Council of the start of slabs and damp-proof course	1 day	no charge
17	Receive inspection from City Council of the setup of structure	1 day	no charge
18	Notify the City Council of the practical completion of the building	1 day	no charge
19	Receive on-site inspection	1 day	no charge
20	Request and receive electricity inspection	1 day	BWP 8,000
21	Obtain electricity connection	29 days	no charge
22 *	Obtain water connection with Water Utilities Corporation	7 days	BWP 2,500
23 *	Obtain telephone connection	7 days	BWP 2,500
24	Obtain occupation permit	1 day	no charge

* Takes place simultaneously with another procedure.

Dealing with Construction Permits Details - Botswana

Procedure 1 Obtain a site plan from the Department of Surveys and Maps

Time to complete: 1 day

Cost to complete: BWP 2

Agency: Department of Surveys and Maps

Comment:

Procedure 2 Obtain a certified copy of rates certificate from the Gaborone City Council

Time to complete: 1 day

Cost to complete: BWP 1

Agency: Gaborone City Council

Comment: The rates certificate verifies BuildCo's tax payment status.

Procedure 3 Obtain an environmental management plan

Time to complete: 90 days

Cost to complete: BWP 50,000

Comment: New regulations introduced in 2005 require the submission of an environmental management plan before an environmental impact assessment is obtained.

Procedure 4 Obtain an environmental impact assessment

Time to complete: 60 days

Cost to complete: BWP 39,000

Agency: Independent Company

Comment: An environmental impact assessment is mandatory for every building. It is normally conducted by an independent company before site construction (i.e., during the site analysis phase). To assist with plan designs, BuildCo would have to obtain the following documents:

- Development Control Code 1995.
- Building Control Act and Regulations, which regulates the nature of structures erected.
- Urban Development Standards, guidelines set by the Ministry of Local Government Lands and Housing.
- Factories Act, which sets health and safety regulations.
- Town and Country Planning Act, which regulates use and development of land.
- Public Health Act, which regulates sanitation and housing.

Procedure 5 Submit permit application at Gaborone City Council

Time to complete: 1 day
Cost to complete: no charge
Agency: Gaborone City Council
Comment:

Procedure 6 Receive inspection from the Gaborone City Council

Time to complete: 1 day
Cost to complete: no charge
Agency: Gaborone City Council
Comment:

Procedure 7 Obtain planning and building permit from the Gaborone City Council

Time to complete: 30 days
Cost to complete: BWP 4,000
Agency: Gaborone City Council
Comment: Gaborone City Council approval is required to obtain a planning and building permit. The council examines the drawings and pays a site visit to ensure compliance with regulations and restrictions on health, sewer, fire, building, and planning. For any construction over 1,000 sq. m., the City Council forwards the filed documents for the approval of the Department of Town and Regional Planning (DTRP). Thus, BuildCo never enters into direct contact with the department.

Note that a certified copy of the title deed is required. There are no restrictions on how recent the copy of the deed should be.

Procedure 8 Apply for sewage connection

Time to complete: 1 day
Cost to complete: BWP 5,000
Agency: Gaborone City Council
Comment: Before construction starts, the City Council must approve the sewage connection. The connection fee has increased to BWP 5,000.

Procedure 9 Receive on-site inspection

Time to complete: 1 day
Cost to complete: no charge
Agency: Gaborone City Council

Comment:

Procedure 10 Receive inspection from Gaborone City Council of the start of excavation work

Time to complete: 1 day

Cost to complete: no charge

Agency: Gaborone City Council

Comment: This inspection is conducted after the completion of every stage of construction. It is unadvisable to perform construction without inspections; builders run the risk of being ordered to demolish a defective structure.

Procedure 11 Receive labor inspection

Time to complete: 1 day

Cost to complete: no charge

Agency: Department of Labor

Comment: The Department of Labor Conducts ongoing inspections to check the site workers' work permit documentation to ensure they are not undocumented illegal immigrants. Construction must stop if the sanitary or safety standards are below requirements, and if illegal workers are found on site.

Procedure 12 Receive labor inspection

Time to complete: 1 day

Cost to complete: no charge

Agency: Department of Labor

Comment: The Department of Labor Conducts ongoing inspections to check the site workers' work permit documentation to ensure they are not undocumented illegal immigrants. Construction must stop if the sanitary or safety standards are below requirements, and if illegal workers are found on site.

Procedure 13 Receive labor inspection

Time to complete: 1 day

Cost to complete: no charge

Agency: Department of Labor

Comment: The Department of Labor Conducts ongoing inspections to check the site workers' work permit documentation to ensure they are not undocumented illegal immigrants. Construction must stop if the sanitary or safety standards are below requirements, and if illegal workers are found on site.

Procedure 14 Receive inspection from City Council of the start of foundation work

Time to complete: 1 day

Cost to complete: no charge

Agency: Gaborone City Council

Comment:

Procedure 15 Receive inspection from City Council of the start of concrete work

Time to complete: 1 day

Cost to complete: no charge

Agency: Gaborone City Council

Comment:

Procedure 16 Receive inspection from City Council of the start of slabs and damp-proof course

Time to complete: 1 day

Cost to complete: no charge

Agency: Gaborone City Council

Comment:

Procedure 17 Receive inspection from City Council of the setup of structure

Time to complete: 1 day

Cost to complete: no charge

Agency: Gaborone City Council

Comment:

Procedure 18 Notify the City Council of the practical completion of the building

Time to complete: 1 day

Cost to complete: no charge

Agency: Gaborone City Council

Comment:

Procedure 19 Receive on-site inspection

Time to complete: 1 day

Cost to complete: no charge
Agency: Gaborone City Council
Comment:

Procedure 20 Request and receive electricity inspection

Time to complete: 1 day
Cost to complete: BWP 8,000
Agency: Botswana Power Corporation
Comment: Time and money are required to ensure that the power connections are up to standard and correspond to required capacity. A residential or office building normally requires 240 volts, or one-phase power. In comparison, industrial facilities, such as warehouses, require 400 volts, or three-phase power.

Procedure 21 Obtain electricity connection

Time to complete: 29 days
Cost to complete: no charge
Agency: Botswana Power Corporation
Comment: Electricity connections are tested by Botswana Power Corporation when the connection has been requested and fees paid. It takes time and money to ensure that power connections are up to required standards and capacity.

Procedure 22 Obtain water connection with Water Utilities Corporation

Time to complete: 7 days
Cost to complete: BWP 2,500
Agency: Water Utilities Corporation
Comment:

Procedure 23 Obtain telephone connection

Time to complete: 7 days
Cost to complete: BWP 2,500
Agency: Botswana Telecommunications Corporation
Comment:

Procedure 24 Obtain occupation permit

Time to complete: 1 day

Cost to complete: no charge

Agency: Gaborone City Council

Comment: This document allows BuildCo to occupy the building on completion.

Ensuring formal property rights is fundamental. Effective administration of land is part of that. If formal property transfer is too costly or complicated, formal titles might go informal again. *Doing Business* records the full sequence of procedures necessary for a business to purchase a property from another business and transfer the property title to the buyer's name. In the past 6 years 105 economies undertook 146 reforms making it easier to transfer property. Globally, the time to transfer property fell by 38% and the cost by 10% over this time. The most popular feature of property registration reform in these 6 years, implemented in 52 economies, was lowering transfer taxes and government fees.

Some reform outcomes

Georgia now allows property transfers to be completed through 500 authorized users, notably banks. This saves time for entrepreneurs. A third of people transferring property in 2009 chose authorized users, up from 7% in 2007. Also, Georgia's new electronic registry managed 68,000 sales in 2007, twice as many as in 2003.

Belarus's unified and computerized registry was able to cope with the addition of 1.2 million new units over 3 years. The registry issued 1 million electronic property certificates in 2009.

What does the Registering Property indicator measure?

Registering Property: transfer of property between 2 local companies

Rankings are based on 3 subindicators

Procedures to legally transfer title on immovable property (number)

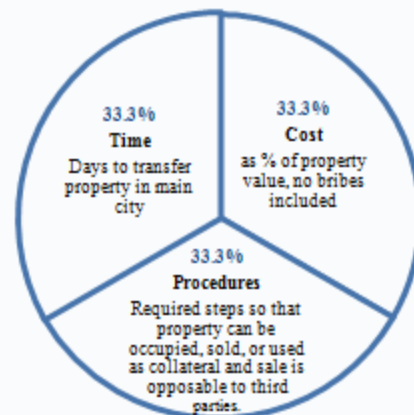
- Preregistration (for example, checking for liens, notarizing sales agreement, paying property transfer taxes)
- Registration in the economy's largest business city
- Post registration (for example, transactions with the local authority, tax authority or cadastre)

Time required to complete each procedure (calendar days)

- Does not include time spent gathering information
- Each procedure starts on a separate day
- Procedure completed once final document is received
- No prior personal contact with officials

Cost required to complete each procedure (% of property value)

- Official costs only, no bribes
- No value added or capital gains taxes included



Case Study Assumptions

The parties (buyer and seller):

- Are limited liability companies, 100% domestically and privately owned.
- Are located in the periurban area of the economy's largest business city.
- Have 50 employees each, all of whom are nationals.
- Perform general commercial activities.

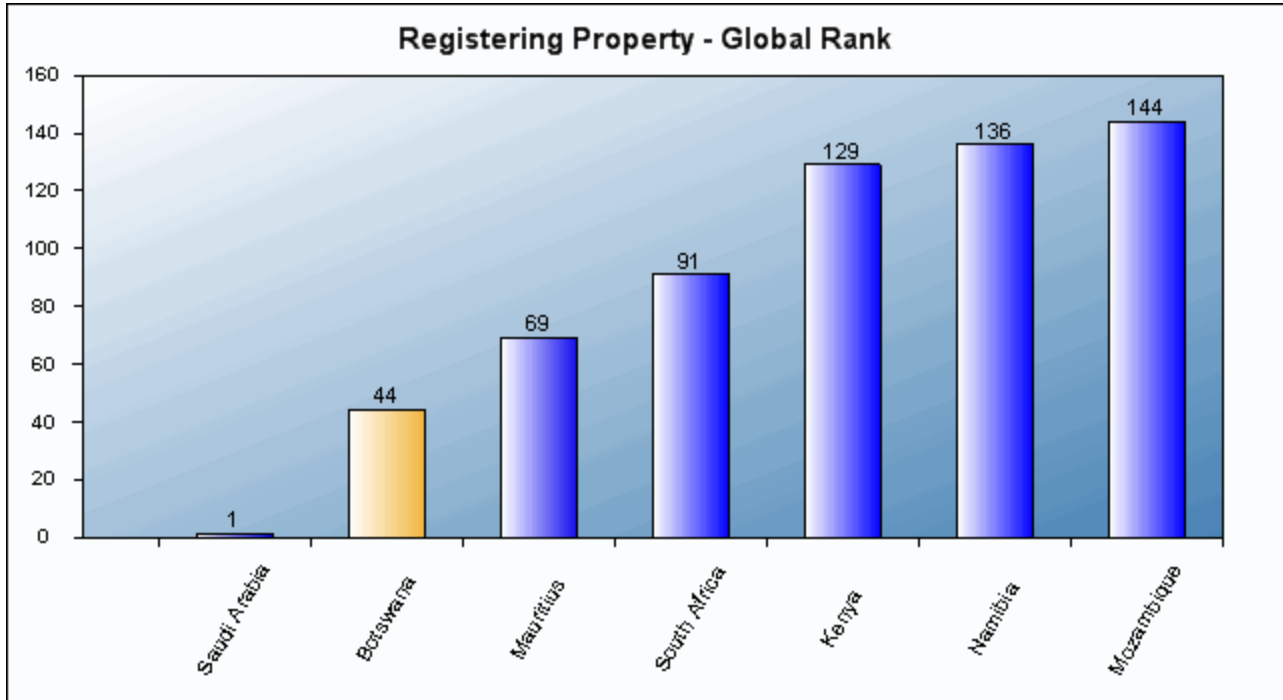
The property (fully owned by the seller):

- Has a value of 50 times income per capita. The sale price equals the value.
- Has no mortgages attached and has been under the same ownership for the past 10 years.
- Is registered in the land registry or cadastre, or both, and is free of title disputes.
- Is located in a periurban commercial zone, and no rezoning is required.
- Consists of a 557.4 square meters (6,000 square feet) land and 10 years old 2-story warehouse of 929 square meters (10,000 square feet) located on the land. The warehouse is in good condition and complies with all safety standards, building codes and legal requirements. The property will be transferred in its entirety.

1. Benchmarking Registering Property Regulations:

Botswana is ranked 44 overall for Registering Property.

Ranking of Botswana in Registering Property - Compared to good practice and selected economies:



The following table shows Registering Property data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Procedures (number)	Time (days)	Cost (% of property value)
New Zealand*		2	
Norway*	1		
Saudi Arabia			0.0

<i>Selected Economy</i>			
Botswana	5	16	5.0

<i>Comparator Economies</i>			
Kenya	8	64	4.2
Mauritius	4	26	10.6
Mozambique	8	42	9.9
Namibia	9	23	9.6
South Africa	6	24	8.8

* The following economies are also good practice economies for :

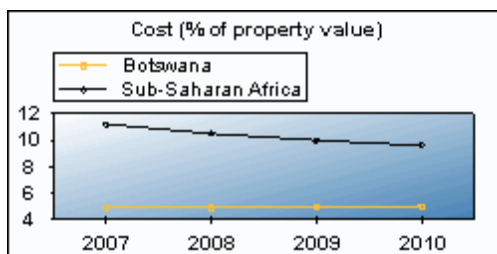
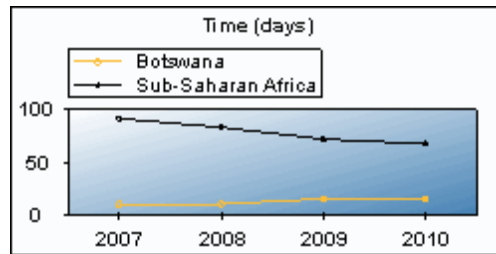
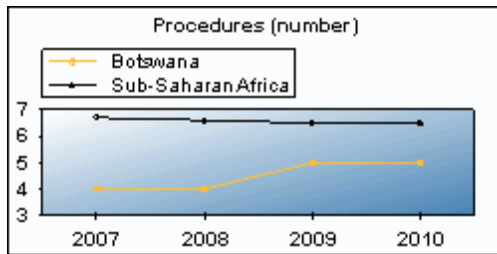
Procedures (number): United Arab Emirates

Time (days): Saudi Arabia, Thailand, United Arab Emirates

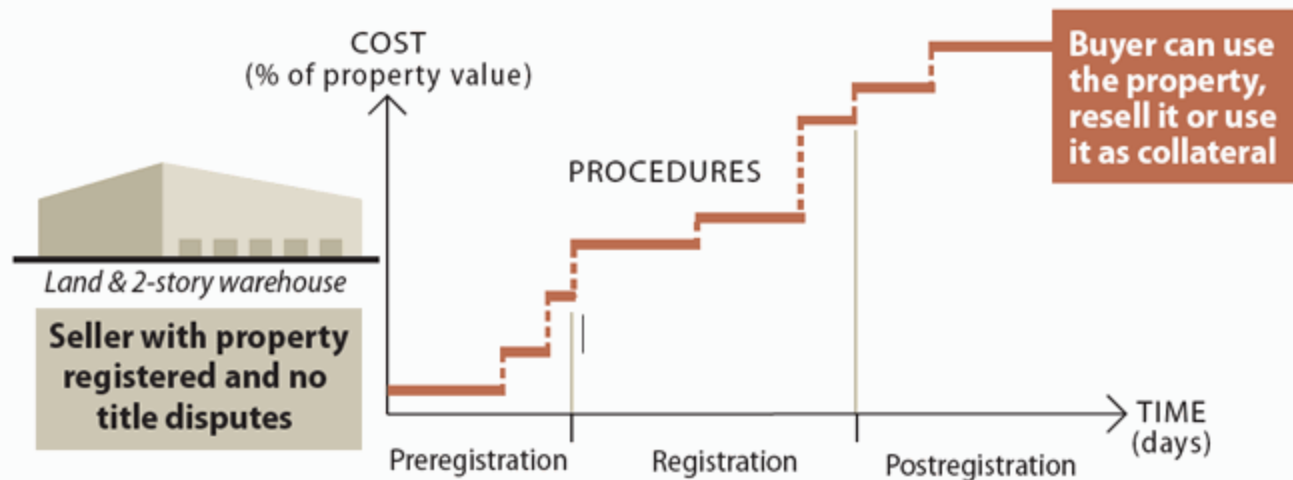
2. Historical data: Registering Property in Botswana

Registering Property data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	42	44
Procedures (number)	4	4	5	5
Time (days)	11	11	16	16
Cost (% of property value)	4.9	4.9	5.0	5.0

3. The following graphs illustrate the Registering Property sub indicators in Botswana over the past 4 years:



What are the time, cost and number of procedures required to transfer a property between 2 local companies?



This topic examines the steps, time, and cost involved in registering property in Botswana.

STANDARDIZED PROPERTY

Property Value: 2,098,349.80

City: Gaborone

Registration Requirements:

No:	Procedure	Time to complete	Cost to complete
1 *	Obtain certificate of compliance at the Lands Department	3 days (simultaneous with procedure 2)	BWP 100
2 *	Obtain a rates clearance certificate at the Gaborone City council	3 days (simultaneous with procedure 1)	1 to 5 BWP
3	Notify BURS (Botswana unified revenue services) of VAT payment	5 days	No cost

4	The conveyancer prepares the deed of transfer	1 day	<p>Conveyancing fees according to the following schedule: Property value (in BWP) Conveyance fees (in BWP)</p> <p>150,000 to 200,000 3,800</p> <p>From 200,000 to 300.000 4,300</p> <p>300,000 to 400.000 4,800</p> <p>400,000 to 500,000 5,300</p> <p>500,000 to 600,000 5,600</p> <p>600,000 to 700,000 6,000</p> <p>700,000 to 800,000 6,350</p> <p>800,000 to 900,000 6,700</p> <p>900,000 to 1,000,000 7050</p> <p>Formula: 3.800 BWP for the first 200,000 + 500 Pula per 100,000 or part thereof, up to and including 500,000 property value. Whereafter the fee shall be 350 Pula per 100,000 or part thereof, up to and including 1 million. Whereafter the fee shall be 250 Pula per 100,000. In this case, fees would be: BWP 7050 + 3*250 + 550 (attorney fees) = BWP 8,350</p>
5	The deed of transfer is lodged at the Deeds Registry	6 days	5% of value or purchase price above BWP 200,000 (transfer duty)

* Takes place simultaneously with another procedure.

Registering Property Details - Botswana

Procedure	1	Obtain certificate of compliance at the Lands Department
Time to complete:	3 days (simultaneous with procedure 2)	
Cost to complete:	BWP 100	
Agency:	Lands Department	
Comment:	A certificate of compliance is obtained at the Lands Department. It checks the status of the property on any pending compliance issues linked to it, i.e., compliance with conditions of a title deed like zoning and land usage. This is obligatory where the conditions of the title deed require it, such as in this case.	
Procedure	2	Obtain a rates clearance certificate at the Gaborone City council
Time to complete:	3 days (simultaneous with procedure 1)	
Cost to complete:	1 to 5 BWP	
Agency:	City Council	
Comment:	The seller obtains a rates clearance certificate at the Gaborone City Council, showing that there are no outstanding property taxes to be paid.	
Procedure	3	Notify BURS (Botswana unified revenue services) of VAT payment
Time to complete:	5 days	
Cost to complete:	No cost	
Agency:	Botswana Unified Revenue Service (BURS)	
Comment:	<p>As a result of a stronger enforcement of the Value Added Tax Law, additional requirements for all transferor companies to obtain VAT clearance before they can transfer property have been introduced. This requirement was introduced through a Registrar's Circular No 3 of February 20 2009.</p> <p>If the selling company is not charging VAT in the transaction, a Clearance Letter issued by BURS is required (if the company is not registered for VAT, or claims the property will be used for renting which is VAT exempt). If the company is VAT registered and is charging VAT, then the conveyancer is required to give an undertaking to BURS that the VAT is accounted for and will be paid to the Seller on transfer. BURS will then issue a letter to Deeds Registry, on confirmation of the VAT details, confirming that the transaction is subject to VAT and advising that the transfer may proceed.</p>	
Procedure	4	The conveyancer prepares the deed of transfer
Time to complete:	1 day	

Cost to complete: Conveyancing fees according to the following schedule: Property value (in BWP)
 Conveyance fees (in BWP) 150,000 to 200,000 3,800 From 200,000 to 300,000
 4,300 300,000 to 400,000 4,800 400,000 to 500,000 5,300 500,000 to
 600,000 5,600 600,000 to 700,000 6,000 700,000 to 800,000
 6,350 800,000 to 900,000 6,700 900,000 to 1,000,000 7050
 Formula: 3.800 BWP for the first 200,000 + 500 Pula per 100,000 or part thereof, up to and including 500,000 property value. Whereafter the fee shall be 350 Pula per 100,000 or part thereof, up to and including 1 million. Whereafter the fee shall be 250 Pula per 100,000. In this case, fees would be: BWP 7050 + 3*250 + 550 (attorney fees) = BWP 8,350

Comment: The lawyer or notary public must prepare the Deed of transfer. It is mandatory for lawyers to prepare the deed of transfer. The parties cannot do it themselves.
 The original deed will be in possession of the seller.
 For every transaction there is a disbursement of 550 BWP to the attorney (10% VAT 10% is paid on professional fees).
 The tariffs were gazetted in August 2004.

Procedure 5 The deed of transfer is lodged at the Deeds Registry

Time to complete: 6 days

Cost to complete: 5% of value or purchase price above BWP 200,000 (transfer duty)

Agency: Deeds Registry of the Ministry of Lands

Comment: The deed is lodged at the Deeds Registry of the Attorney General's Chambers (AG). The Deeds Registry has employed more staff and changed their organization system. There are now internal time limits. If the usual person is absent, then someone else will complete the step, in order to keep the process flowing. The paper will be at his desk for one day, then go to next examiner, then the next and it is then complete. If all is in order (no mistakes or missing documents), the deed of transfer is endorsed by the Registrar of Deeds (or his delegate) and done in 4 to 5 business days. Once endorsed, one copy is given to the parties' lawyer, the other is kept at the Registry for public reference.
 Transfer duty in the amount of 5% is payable at the AGs revenue office immediately prior to registration. For citizens, the duty is paid only on the amount above BWP 200,000. Non-citizens pay the whole amount.
 Where a transaction is on a commercial basis and the seller raises a VAT invoice, transfer duty is not required for registration, on presentation of the receipted invoice. In this transaction, VAT is treated in the normal way, which is as an input/output setoff item. The rate of VAT is still 10%.

The Deeds Registry had changed their lodgment times for lodging transactions. It is now between 7:30 a.m to 8:30 am. If the transaction is not lodged before then, it will have to be done the next day.

Through two sets of indicators, *Doing Business* assesses the legal rights of borrowers and lenders with respect to secured transactions and the sharing of credit information. The depth of credit information index measures rules and practices affecting the coverage, scope and accessibility of credit information available through either a public credit registry or a private credit bureau. Credit information systems mitigate the ‘information asymmetry’ in lending and enable lenders to view a borrower’s financial history (positive or negative), providing them with valuable information to consider when assessing risk. Credit information systems benefit borrowers as well, allowing good borrowers to establish a reputable credit history which will enable them to access credit more easily. The Legal Rights Index measures the degree to which collateral and bankruptcy laws protect the rights of borrowers and lenders and thus facilitate lending. Sound collateral laws will enable businesses to use their assets, especially movable property, as security to generate capital while having strong creditor’s rights has been associated with higher ratios of private sector credit to GDP.

Some reform outcomes

After Vietnam’s new Civil Code was enacted in 2005, a decree further clarified the provisions governing secured transactions. Since the inclusion of the new provisions, the number of registrations increased from 43,000 (2005) to 120,000 (end of 2008).

In 2008, when Zambia established a private credit bureau, its database initially covered about 25,000 borrowers. Thanks to a strong communication campaign and a central bank directive, coverage has grown 10-fold in the past 2 years, exceeding 200,000 by the beginning of 2010.

What do the Getting Credit indicators measure?

Strength of legal rights index (0–10)

- Protection of rights of borrowers and lenders through collateral laws
- Protection of secured creditors’ rights through bankruptcy laws

Depth of credit information index (0–6)

- Scope and accessibility of credit information distributed by public credit registries and private credit bureaus

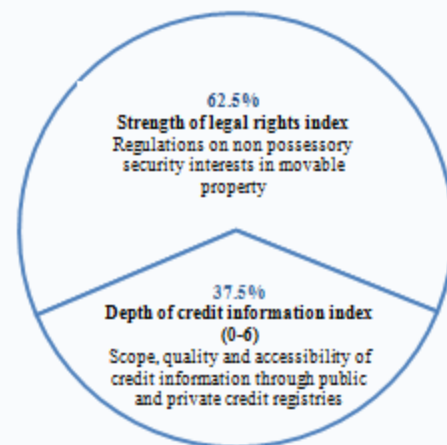
Public credit registry coverage (% of adults)

- Number of individuals and firms listed in public credit registry as percentage of a adult population

Private credit bureau coverage (% of adults)

- Number of individuals and firms listed in largest private credit bureau as percentage of a adult population

Getting Credit: collateral rules and credit information



Note: Private bureau coverage and public credit registry coverage are measured but do not count for the rankings.

Case Study Assumptions (applying to the Legal Rights Index only)

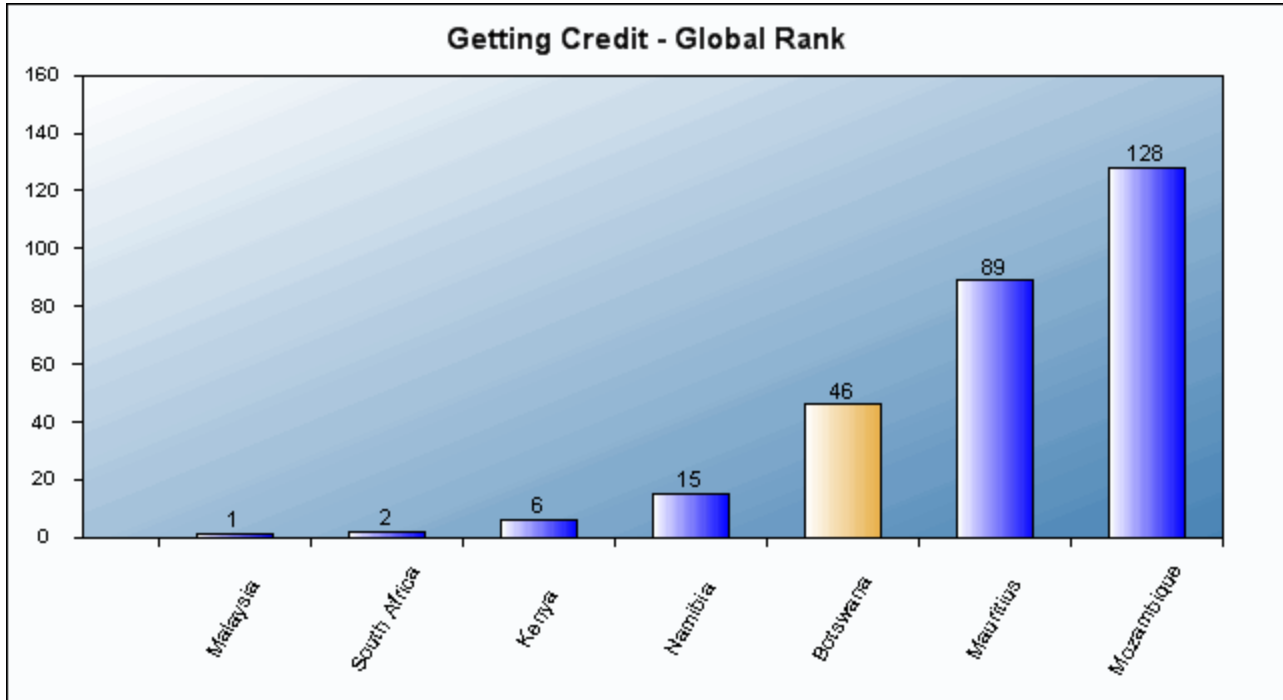
The Debtor

- is a Private Limited Liability Company
- has its Headquarters and only base of operations in the largest business city
- obtains a loan from a local bank (the Creditor) for an amount up to 10 times income (GNI) per capita
- Both creditor and debtor are 100% domestically owned.

1. Benchmarking Getting Credit Regulations:

Botswana is ranked 46 overall for Getting Credit.

Ranking of Botswana in Getting Credit - Compared to good practice and selected economies:



The following table shows Getting Credit data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Strength of legal rights index (0-10)	Depth of credit information index (0-6)	Public registry coverage (% of adults)	Private bureau coverage (% of adults)
New Zealand*				100.0
Portugal			67.1	
Singapore*	10			
United Kingdom		6		

<i>Selected Economy</i>				
Botswana	7	4	0.0	57.6

<i>Comparator Economies</i>				
Kenya	10	4	0.0	3.3
Mauritius	5	3	49.8	0.0
Mozambique	2	4	2.2	0.0
Namibia	8	5	0.0	58.5
South Africa	9	6	0.0	54.9

* The following economies are also good practice economies for :

Strength of legal rights index (0-10): Hong Kong, China, Kenya, Kyrgyz Republic, Malaysia

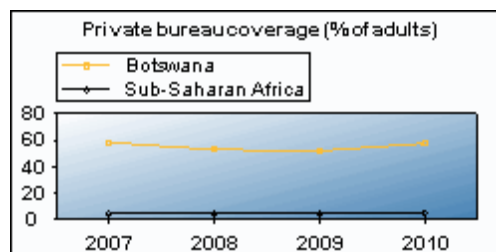
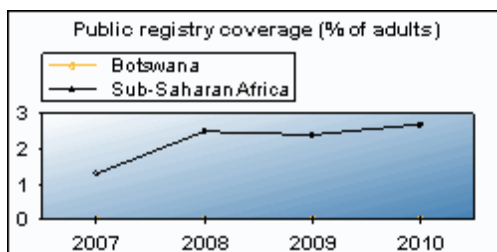
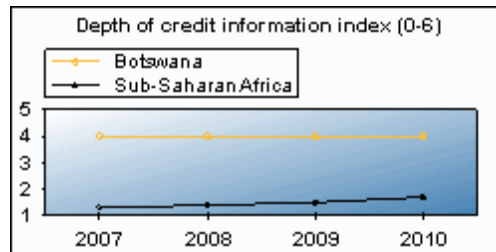
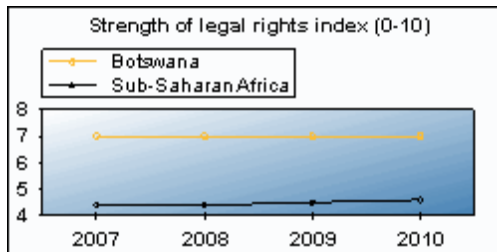
Private bureau coverage (% of adults): Argentina, Australia, Canada, Iceland, Ireland, Norway, Sweden, United Kingdom, United States

27 countries have the highest credit information index.

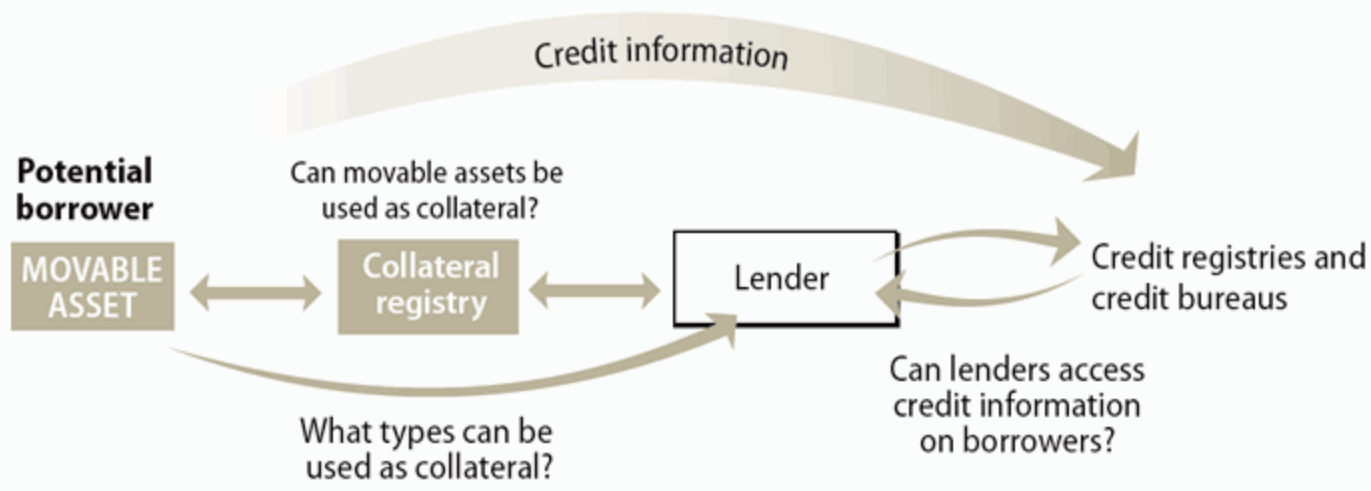
2. Historical data: Getting Credit in Botswana

Getting Credit data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	44	46
Strength of legal rights index (0-10)	7	7	7	7
Depth of credit information index (0-6)	4	4	4	4
Private bureau coverage (% of adults)	58.3	52.9	51.9	57.6
Public registry coverage (% of adults)	0.0	0.0	0.0	0.0

3. The following graphs illustrate the Getting Credit sub indicators in Botswana over the past 4 years:



**Do lenders have credit information on entrepreneurs seeking credit?
Is the law favorable to borrowers and lenders using movable assets as collateral?**



The following table summarize legal rights of borrowers and lenders, and the availability and legal framework of credit registries in Botswana.

Getting Credit Indicators (2010)			Indicator
Private bureau coverage (% of adults)	Private credit bureau	Public credit registry	4
Are data on both firms and individuals distributed?	Yes	No	1
Are both positive and negative data distributed?	No	No	0
Does the registry distribute credit information from retailers, trade creditors or utility companies as well as financial institutions?	Yes	No	1
Are more than 2 years of historical credit information distributed?	Yes	No	1
Is data on all loans below 1% of income per capita distributed?	Yes	No	1
Is it guaranteed by law that borrowers can inspect their data in the largest credit registry?	No	No	0
Coverage	57.6	0.0	
Number of individuals	700,000		0
Number of firms	45,000		0

Strength of legal rights index (0-10)**7**

Can any business use movable assets as collateral while keeping possession of the assets; and any financial institution accept such assets as collateral ?

Does the law allow businesses to grant a non possessory security right in a single category of movable assets, without requiring a specific description of collateral?

Does the law allow businesses to grant a non possessory security right in substantially all of its assets, without requiring a specific description of collateral?

May a security right extend to future or after-acquired assets, and may it extend automatically to the products, proceeds or replacements of the original assets ?

Is a general description of debts and obligations permitted in collateral agreements, so that all types of obligations and debts can be secured by stating a maximum amount rather than a specific amount between the parties ?

Is a collateral registry in operation, that is unified geographically and by asset type, as well as indexed by the grantor's name of a security right ?

Do secured creditors have absolute priority to their collateral outside bankruptcy procedures?

Do secured creditors have absolute priority to their collateral in bankruptcy procedures?

During reorganization, are secured creditors' claims exempt from an automatic stay on enforcement?

Does the law authorize parties to agree on out of court enforcement?

Stronger investor protections matter for the ability of companies to raise the capital needed to grow, innovate, diversify and compete. This is all the more crucial in times of financial crisis when entrepreneurs must navigate through defiant environments to finance their activities. Using 3 indices of investor protection, *Doing Business* measures how economies regulate a standard case of self-dealing, use of corporate assets for personal gains. Since 2005, 51 economies have strengthened investor protections as measured by *Doing Business*.

Some reform outcomes

In Indonesia, an economy that consistently improved its laws regulating investor protections, the number of firms listed on the Indonesia Stock Exchange increased from 331 to 396 between 2004 and 2009. Meanwhile, market capitalization grew from 680 trillion rupiah (\$75 billion) to 1,077 trillion rupiah (\$119 billion).

After Thailand amended its laws in 2006 and 2008, more than 85 transactions that failed to comply with the disclosure standards were suspended. Thirteen were deemed prejudicial and were therefore canceled, thus preventing damage to the companies involved and preserving their value. Companies were not deterred either, as more than 30 new companies joined the stock exchange since 2005 bringing the number of listed companies to 523.

What do the Protecting Investors indicators measure?

Extent of disclosure index (0–10)

- Who can approve related-party transactions
- Requirements for external and internal disclosure in case of related-party transactions

Extent of director liability index (0–10)

- Ability of shareholders to hold the interested party and the approving body liable in case of a prejudicial related-party transaction
- Available legal remedies (damages, repayment of profits, fines, imprisonment and rescission of the transaction)
- Ability of shareholders to sue directly or derivatively

Ease of shareholder suits index (0–10)

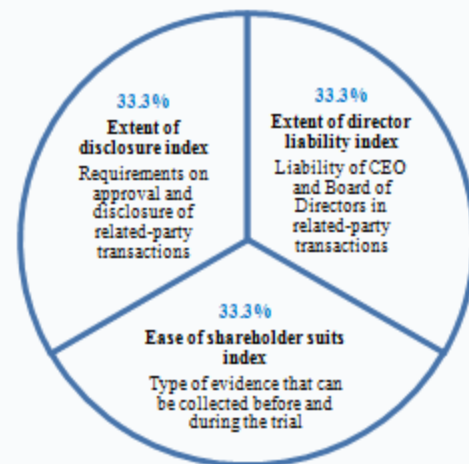
- Documents and information available during trial
- Access to internal corporate documents (directly or through a government inspector)

Strength of investor protection index (0–10)

- Simple average of the extent of disclosure, extent of director liability and ease of shareholder suits indices

Protecting Investors: minority shareholder rights in related-party transactions

Rankings are based on 3 subindicators



Case Study Assumptions

The business (Buyer):

- Is a publicly traded corporation listed on the economy's most important stock exchange (or at least a large private company with multiple shareholders),
- Has a board of directors and a chief executive officer (CEO) who may legally act on behalf of Buyer where permitted, even if this is not specifically required by law.

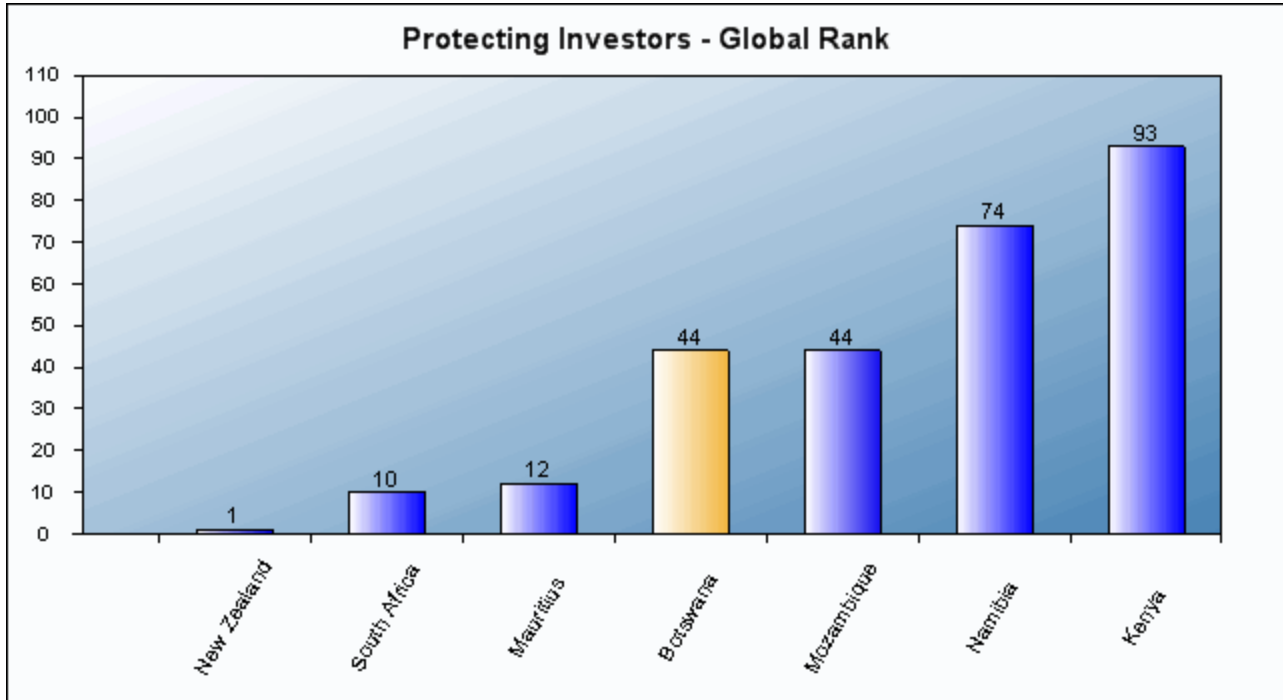
The transaction

- Mr. James, a director and the majority shareholder of the company, proposes that the company purchase used trucks from another company he owns.
- The price is higher than the going price for used trucks, but the transaction goes forward.
- All required approvals are obtained, and all required disclosures made, though the transaction is prejudicial to the purchasing company.
- Shareholders sue the interested parties and the members of the board of directors.

1. Benchmarking Protecting Investors Regulations:

Botswana is ranked 44 overall for Protecting Investors.

Ranking of Botswana in Protecting Investors - Compared to good practice and selected economies:



The following table shows Protecting Investors data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Strength of investor protection index (0-10)
New Zealand	9.7

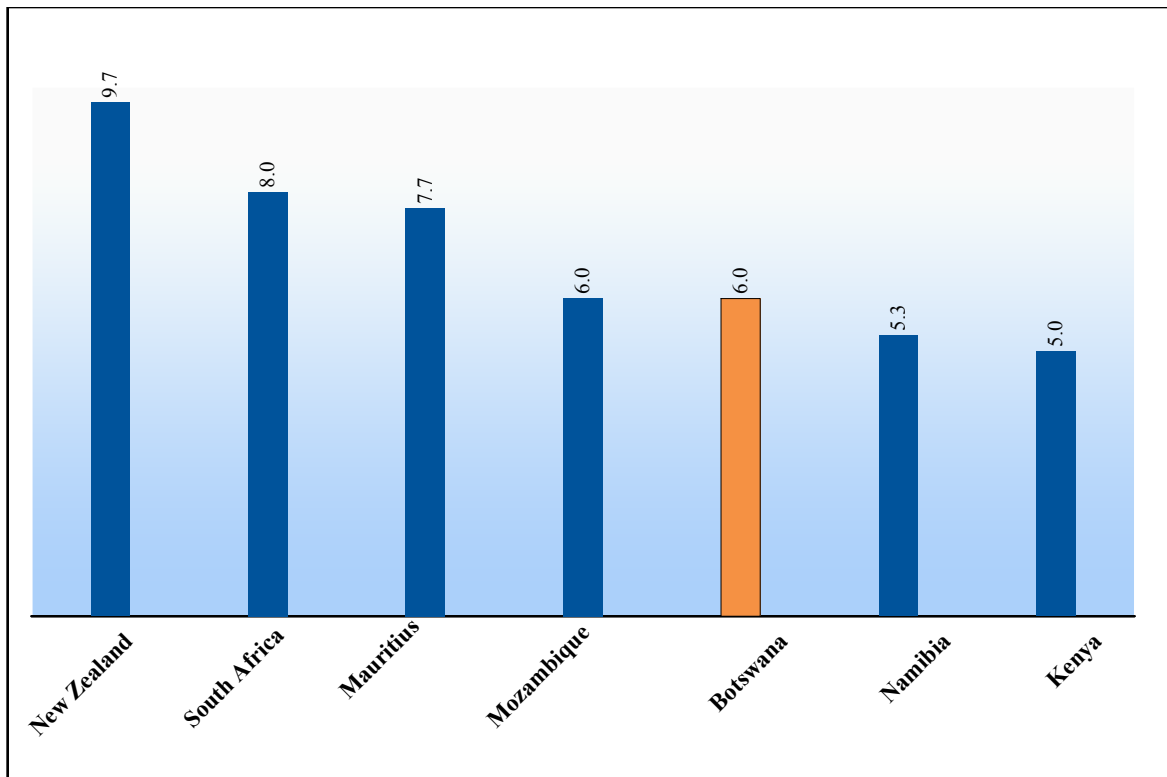
<i>Selected Economy</i>	
Botswana	6.0

<i>Comparator Economies</i>	
Kenya	5.0
Mauritius	7.7
Mozambique	6.0
Namibia	5.3
South Africa	8.0

2. Historical data: Protecting Investors in Botswana

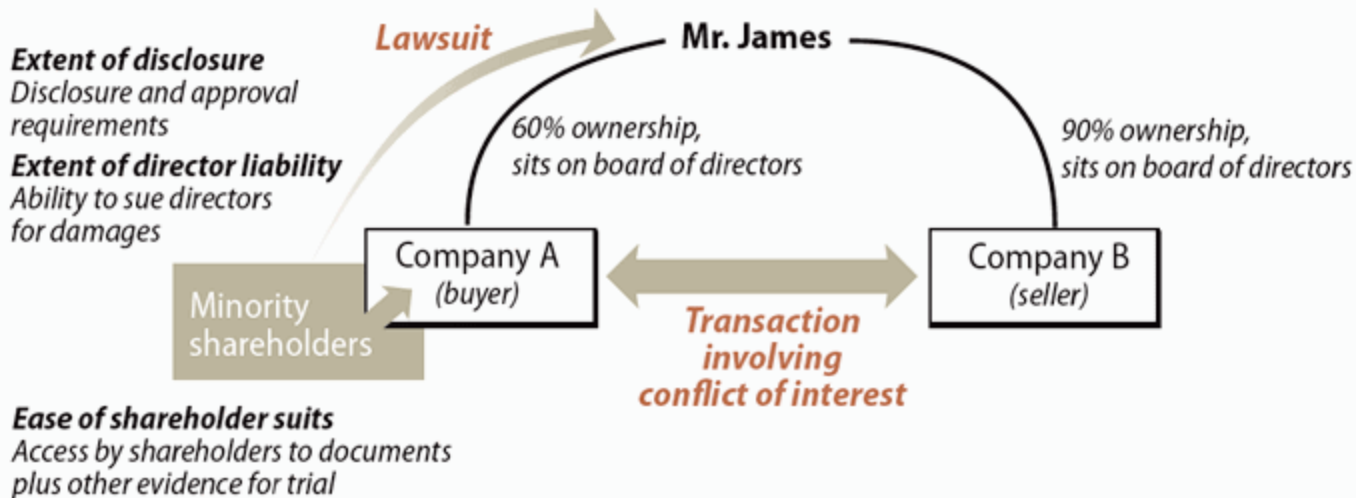
Protecting Investors data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	41	44
Strength of investor protection index (0-10)	4.3	6.0	6.0	6.0

3. The following graph illustrates the Protecting Investors index in Botswana compared to best practice and selected Economies:



Note: The higher the score, the greater the investor protection.

How well are minority shareholders protected against self-dealing in related-party transactions?



The table below provides a full breakdown of how the disclosure, director liability, and shareholder suits indexes are calculated in Botswana.

Protecting Investors Data (2010)	Indicator
Extent of disclosure index (0-10)	7
What corporate body provides legally sufficient approval for the transaction?	1
Whether immediate disclosure of the transaction to the public and/or shareholders is required?	1
Whether disclosure of the transaction in published periodic filings (annual reports) is required?	2
Whether disclosure of the conflict of interest by Mr. James to the board of directors is required?	2
Whether an external body must review the terms of the transaction before it takes place?	1
Extent of director liability index (0-10)	8
Whether shareholders can hold Mr. James liable for the damage that the Buyer-Seller transaction causes to the company?	2
Whether shareholders can hold the approving body (the CEO or board of directors) liable for the damage that the Buyer-Seller transaction causes to the company?	2
Whether a court can void the transaction upon a successful claim by a shareholder plaintiff?	1
Whether Mr. James pays damages for the harm caused to the company upon a successful claim by the shareholder plaintiff?	1

Whether Mr. James repays profits made from the transaction upon a successful claim by the shareholder plaintiff?	1
Whether fines and imprisonment can be applied against Mr. James?	0
Whether shareholders can sue directly or derivatively for the damage that the Buyer-Seller transaction causes to the company?	1
Ease of shareholder suits index (0-10)	3
Whether the plaintiff can obtain any documents from the defendant and witnesses during trial?	3
Whether the plaintiff can directly question the defendant and witnesses during trial?	0
Whether the plaintiff can request categories of documents from the defendant without identifying specific ones?	0
Whether shareholders owning 10% or less of Buyer's shares can request an inspector to investigate the transaction?	0
Whether the level of proof required for civil suits is lower than that of criminal cases?	0
Whether shareholders owning 10% or less of Buyer's shares can inspect transaction documents before filing suit?	0
Strength of investor protection index (0-10)	6.0

Taxes are essential to provide public amenities, infrastructure and services which are crucial for a properly functioning economy. *Doing Business* data show that economies where it is more difficult and costly to pay taxes have larger shares of informal sector activity. More than 60% of economies have reformed in the last 6 years and are starting to see concrete results.

Some reform outcomes

Colombia introduced a new electronic system for social security and labor taxes in 2006 and by 2008 the social security contributions collected from small and medium-size companies rose by 42%, to 550 billion pesos.

Mauritius reduced the corporate income tax rate from 25% to 15% and removed exemptions and industry-specific allowances in 2006 and saw their corporate income tax revenue grow by 27% in the following year, and in 2008/09 it increased by 65%.

What do the Paying taxes indicators measure?

Tax payments for a manufacturing company in 2009
(number per year adjusted for electronic or joint filing and payment)

- Total number of taxes and contributions paid, including consumption taxes (value added tax, sales tax or goods and service tax)
- Method and frequency of filing and payment

Time required to comply with 3 major taxes (hours per year)

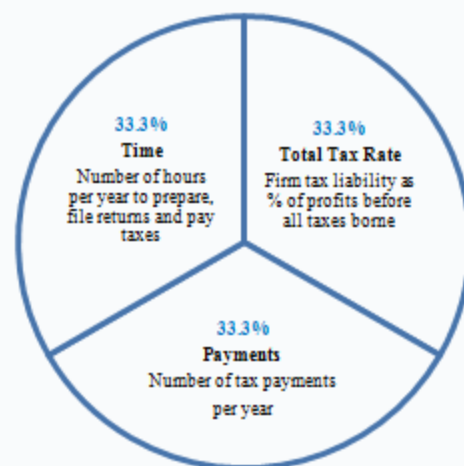
- Collecting information and computing the tax payable
- Completing tax return forms, filing with proper agencies
- Arranging payment or withholding
- Preparing separate tax accounting books, if required

Total tax rate (% of profit)

- Profit or corporate income tax
- Mandatory social contributions and labor taxes paid by the employer
- Property and property transfer taxes
- Dividend, capital gains and financial transactions taxes
- Waste collection, vehicle, road and other taxes

Paying Taxes: tax compliance for a local manufacturing company

Rankings are based on 3 subindicators



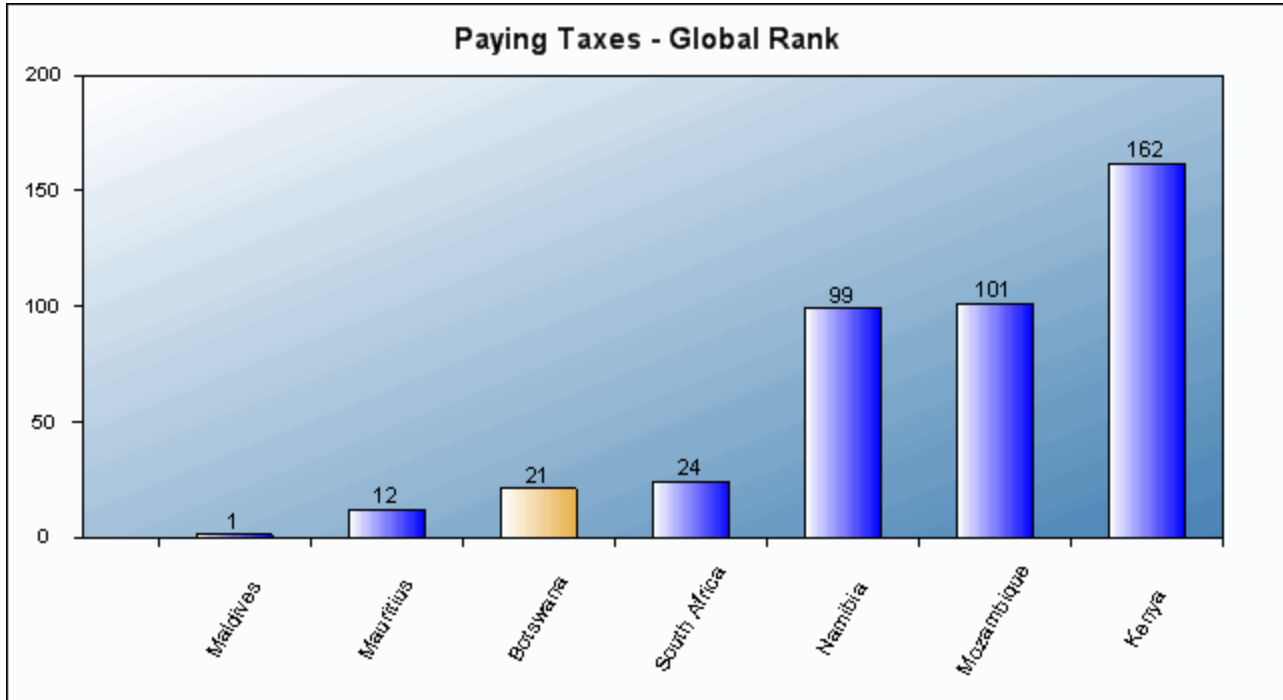
Case Study Assumptions

- TaxpayerCo is a medium-size business that started operations 2 years ago.
- Tax practitioners are asked to review its financial statements, as well as a standard list of transactions that the company completed during the year.
- Respondents are asked how much in taxes and mandatory contributions the business must pay and what the process is for doing so.
- The business starts from the same financial position in each economy. All the taxes and mandatory contributions paid during the second year of operation are recorded.
- Taxes and mandatory contributions are measured at all levels of government
- Taxes and mandatory contributions include corporate income tax, turnover tax, all labor taxes and contributions paid by the company.
- A range of standard deductions and exemptions are also recorded.

1. Benchmarking Paying Taxes Regulations:

Botswana is ranked 21 overall for Paying Taxes.

Ranking of Botswana in Paying Taxes - Compared to good practice and selected economies:



The following table shows Paying Taxes data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Payments (number per year)	Time (hours per year)	Total tax rate (% profit)
Maldives*	3	0	
Timor-Leste			0.2

<i>Selected Economy</i>			
Botswana	19	152	19.5

<i>Comparator Economies</i>			
Kenya	41	393	49.7
Mauritius	7	161	24.1
Mozambique	37	230	34.3
Namibia	37	375	9.6
South Africa	9	200	30.5

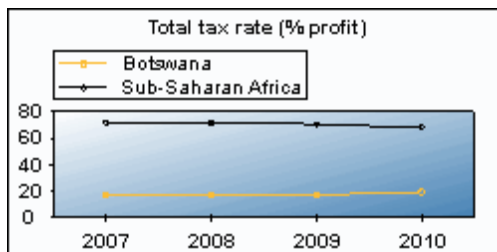
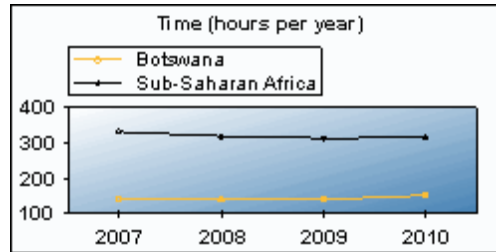
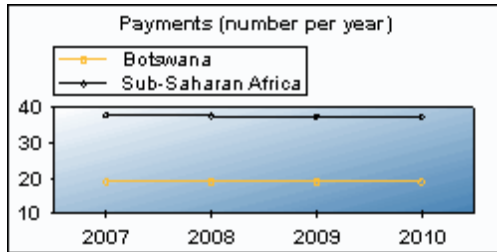
* The following economies are also good practice economies for :

Payments (number per year): Qatar

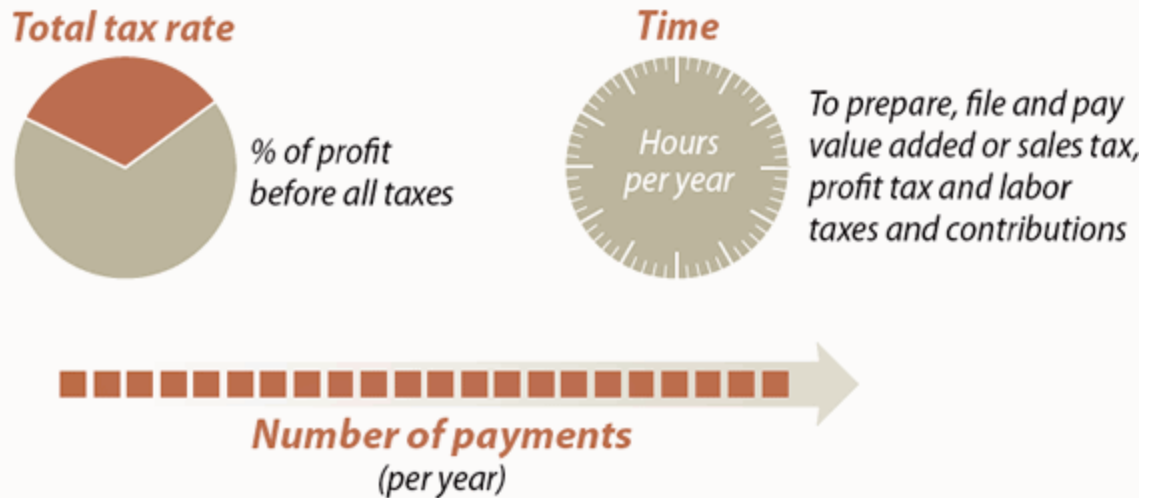
2. Historical data: Paying Taxes in Botswana

Paying Taxes data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	18	21
Total tax rate (% profit)	17.2	17.1	17.1	19.5
Payments (number per year)	19	19	19	19
Time (hours per year)	140	140	140	152

3. The following graphs illustrate the Paying Taxes sub indicators in Botswana over the past 4 years:



What are the time, total tax rate and number of payments necessary for a local medium-sized company to pay all taxes?



The table below addresses the taxes and mandatory contributions that a medium-size company must pay or withhold in a given year in Botswana, as well as measures of administrative burden in paying taxes.

Tax or mandatory contribution	Payments (number)	Notes on Payments	Time (hours)	Statutory tax rate	Tax base	Total tax rate (% profit)	Notes on TTR
Value added tax (VAT)	12		72	10.0%	value added		
Personal income tax			40				
Fuel tax	1			16 thebe per litre	liters of fuel	0.10	
Capital gains tax	1			25.0%	capital gains	1.30	
Training tax		paid jointly with VAT		0.2%	turnover	3.50	
Corporate income tax	5		40	5.0%	taxable profit	4.90	
Additional company tax (ACT)	0			10.0%	taxable profit	9.70	
Totals	19		152			19.5	

Making trade between countries easier is increasingly important for business in today's globalized world. Excessive document requirements, burdensome customs procedures, inefficient port operations and inadequate infrastructure all lead to extra costs and delays for exporters and importers, stifling trade potential. Trade facilitation tools such as electronic data interchange systems, risk-based inspections, and single windows help improve an economy's trading environment and boost firms' international competitiveness. *Doing Business* trade indicators take into account documents, cost and time associated with every procedure for trading a standard shipment of goods by ocean transport. Research indicates that exporters in developing countries have much more to gain by a 10% drop in their trading costs than from a similar decrease of the tariffs applied to their products in global markets.

Some reform outcomes

In Georgia, reducing customs clearance time by a day has led to operational savings of an estimated \$288 per truck, or an annual \$133 million for the country's whole trading community given the growing amount of cross-border trade in recent years.

In Korea, predictable cargo processing times and rapid turnover by ports and warehouses provide a benefit to the Korean economy of some \$2 billion annually.

What do the Trading Across Borders indicators measure?

Trading Across Borders: exporting and importing by ocean transport

Rankings are based on 3 subindicators

Documents required to export and import (number)

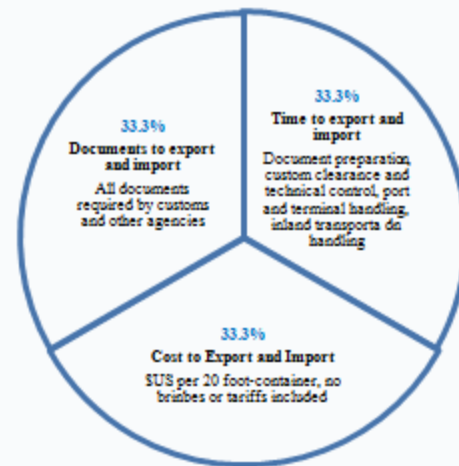
- Bank documents
- Customs clearance documents
- Port and terminal handling documents
- Transport documents

Time required to export and import (days)

- Obtaining all the documents
- Inland transport and handling
- Customs clearance and inspections
- Port and terminal handling
- Does not include ocean transport time

Cost required to export and import (US\$ per container)

- All documentation
- Inland transport and handling
- Customs clearance and inspections
- Port and terminal handling
- Official costs only, no bribes



Case Study Assumptions

The Business

- Has at least 60 employees and is located in the economy's largest business city
- Is a private, limited liability company, which exports more than 10% of its sales. It is fully domestically owned and does not operate in an export processing zone or an industrial estate with special export or import privileges

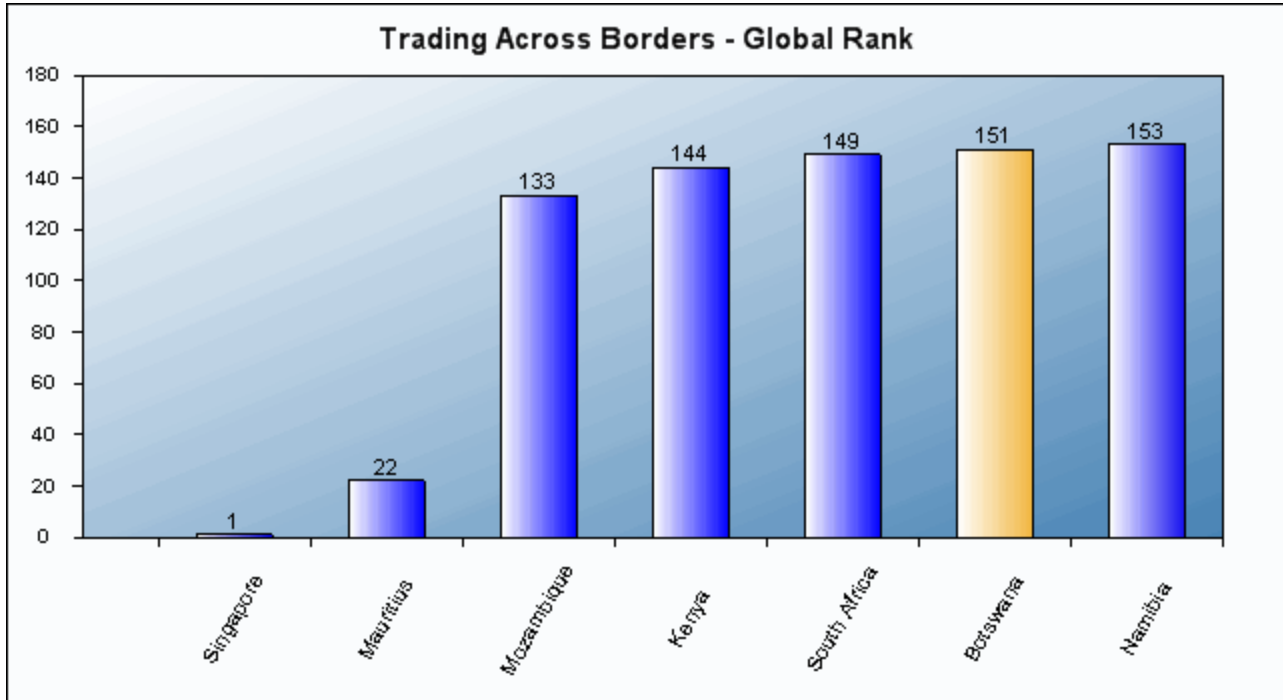
The traded product

- Is transported in a dry-cargo, 20-foot full container load; weighs 10 tons and is valued at \$20,000
- Is not hazardous or include military items; it does not require special phytosanitary or environmental safety standards, refrigeration or any other special environment
- Is one of the economy's leading export or import products

1. Benchmarking Trading Across Borders Regulations:

Botswana is ranked 151 overall for Trading Across Borders.

Ranking of Botswana in Trading Across Borders - Compared to good practice and selected economies:



The following table shows Trading Across Borders data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Documents to export (number)	Time to export (days)	Cost to export (US\$ per container)	Documents to import (number)	Time to import (days)	Cost to import (US\$ per container)
Denmark*		5				
France	2			2		
Malaysia			450			
Singapore					4	439

<i>Selected Economy</i>						
Botswana	6	28	3010	9	41	3390

<i>Comparator Economies</i>						
Kenya	8	26	2055	7	24	2190
Mauritius	5	13	737	6	13	689
Mozambique	7	23	1100	10	30	1475
Namibia	11	29	1686	9	24	1813
South Africa	8	30	1531	9	35	1807

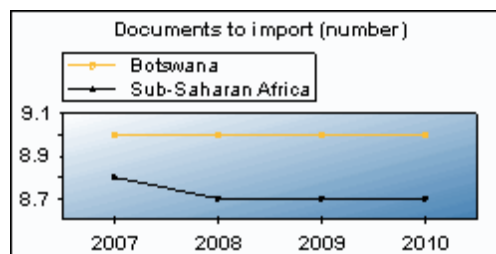
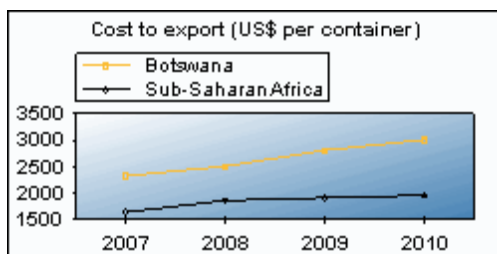
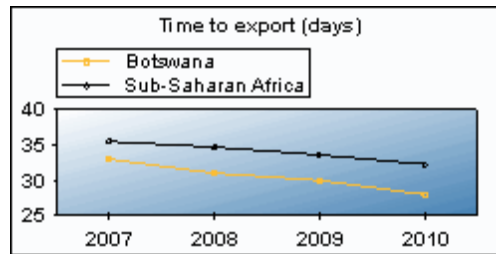
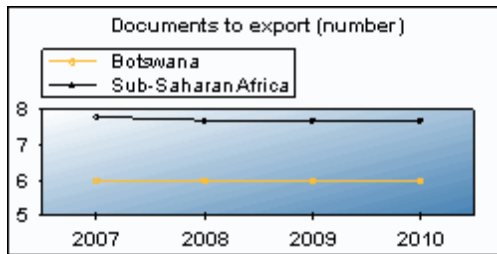
* The following economies are also good practice economies for :

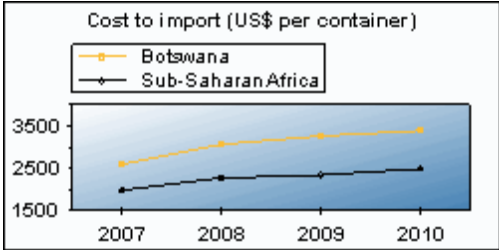
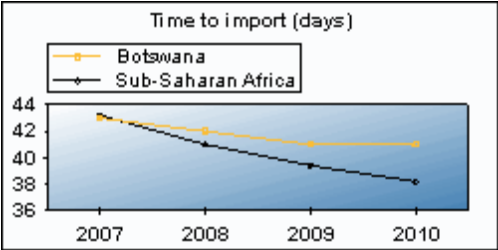
Time to export (days): Estonia

2. Historical data: Trading Across Borders in Botswana

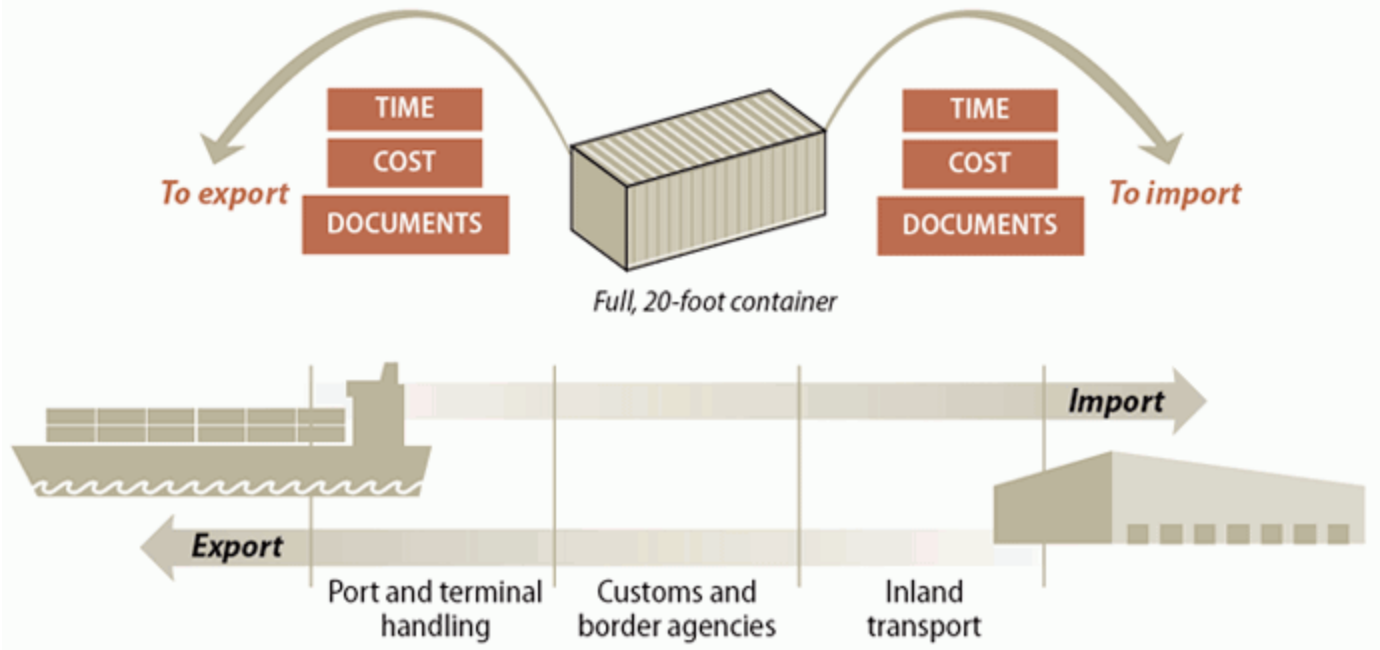
Trading Across Borders data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	150	151
Cost to export (US\$ per container)	2328	2508	2810	3010
Cost to import (US\$ per container)	2595	3064	3264	3390
Documents to export (number)	6	6	6	6
Documents to import (number)	9	9	9	9
Time to export (days)	33	31	30	28
Time to import (days)	43	42	41	41

3. The following graphs illustrate the Trading Across Borders sub indicators in Botswana over the past 4 years:





How much time, how many documents and what cost to export and import across borders by ocean transport?



These tables list the procedures necessary to import and export a standardized cargo of goods in Botswana. The documents required to export and import the goods are also shown.

Nature of Export Procedures (2010)	Duration (days)	US\$ Cost
Documents preparation	11	235
Customs clearance and technical control	3	75
Ports and terminal handling	4	500
Inland transportation and handling	10	2200
Totals	28	3010

Nature of Import Procedures (2010)	Duration (days)	US\$ Cost
Documents preparation	15	440
Customs clearance and technical control	5	100
Ports and terminal handling	11	450
Inland transportation and handling	10	2400
Totals	41	3390

Documents for Export and Import

Export

- Bill of lading
- Cargo release order
- Commercial invoice
- Customs export declaration
- Form SAD500 (Transit document)
- Packing list

Import

- Bill of lading
- Cargo release order
- Certificate of origin
- Commercial invoice
- Customs form IM4
- Customs form IM7
- Form SAD500 (Transit document)
- Packing list
- Terminal handling receipts

Well functioning courts help businesses expand their network and markets. Where contract enforcement is efficient, firms have greater access to credit and are more likely to engage with new borrowers or customers. *Doing Business* measures the efficiency of the judicial system in resolving a commercial sale dispute before local courts. Following the step-by-step evolution of a standardized case study, data relating to the time, cost and procedural complexity of resolving a commercial lawsuit are collected through study of the codes of civil procedure and other court regulations, as well as through surveys completed by local litigation lawyers (and, in a quarter of the countries, by judges as well).

Some reform outcomes

In Rwanda the implementation of specialized commercial courts in May 2008 resulted in a significant decrease of the case backlog, and contributed to reduce the time to resolve a commercial dispute by nearly 3 months.

In Austria a "data highway" for the courts that allows attachments to be sent electronically has produced savings of €4.4 million in postage alone.

What do the Enforcing Contracts indicators measure?

Procedures to enforce a contract (number)

- Any interaction between the parties in a commercial dispute, or between them and the judge or court officer
- Steps to file the case
- Steps for trial and judgment
- Steps to enforce the judgment

Time required to complete procedures (calendar days)

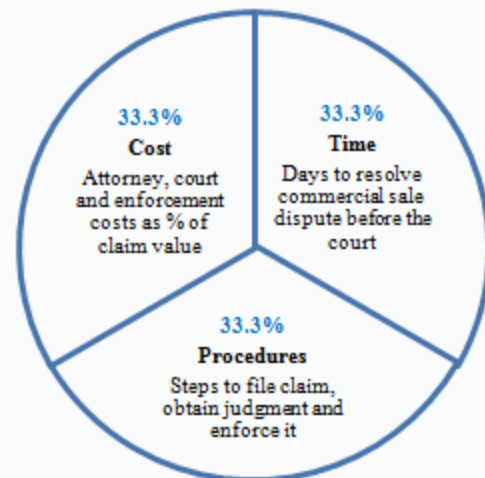
- Time to file and serve the case
- Time for trial and obtaining judgment
- Time to enforce the judgment

Cost required to complete procedures (% of claim)

- No bribes
- Average attorney fees
- Court costs, including expert fees
- Enforcement costs

Enforcing Contracts: resolving a commercial dispute through the courts

Rankings are based on 3 subindicators



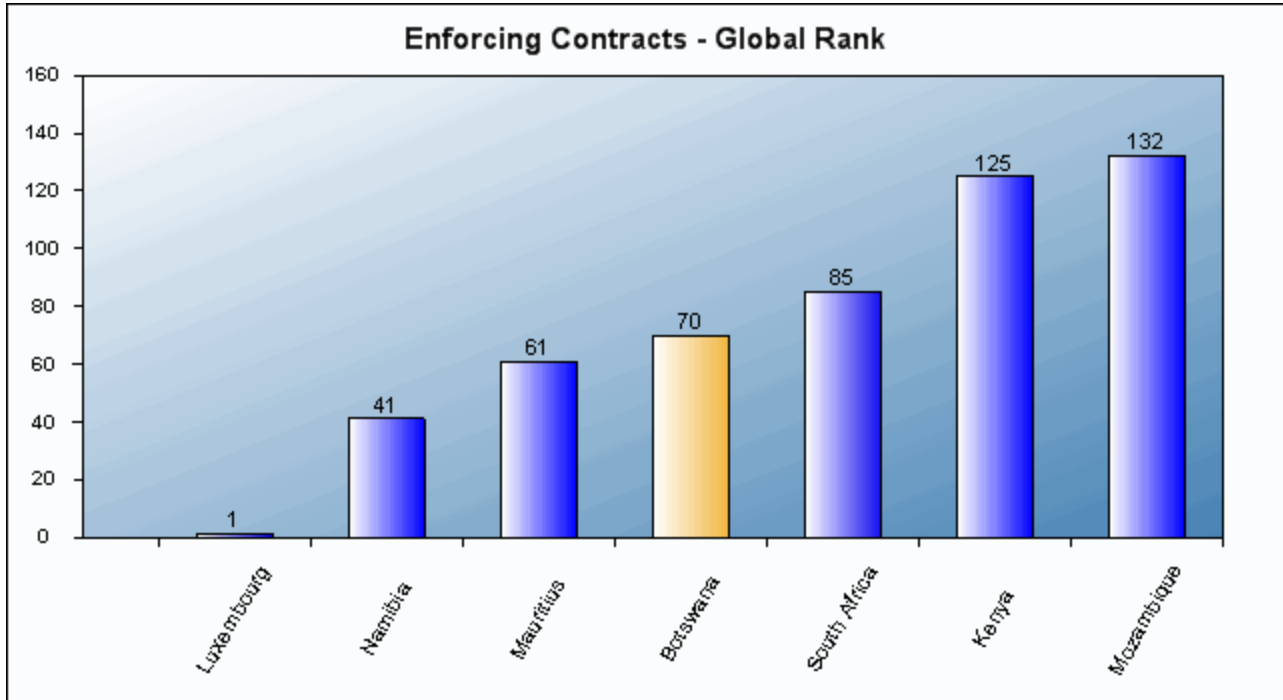
Case Study Assumptions

- Seller and Buyer are domestic companies
- Buyer orders custom-made goods, then does not pay
- Seller sues Buyer before competent court
- Value of claim is 200% of GNI per capita
- Seller requests pre-trial attachment to secure claim
- Dispute on quality of the goods requires expert opinion
- Judge decides in favor of Seller, no appeal
- Seller enforces judgment through a public sale of Buyer's movable assets.

1. Benchmarking Enforcing Contracts Regulations:

Botswana is ranked 70 overall for Enforcing Contracts.

Ranking of Botswana in Enforcing Contracts - Compared to good practice and selected economies:



The following table shows Enforcing Contracts data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Procedures (number)	Time (days)	Cost (% of claim)
Bhutan			0.1
Ireland	20		
Singapore		150	

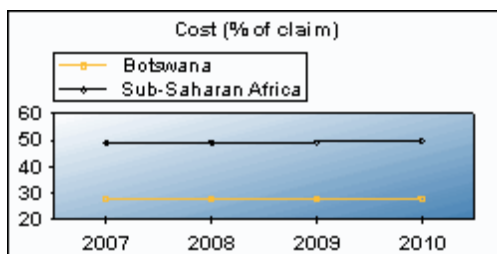
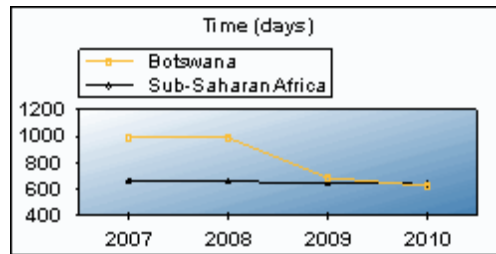
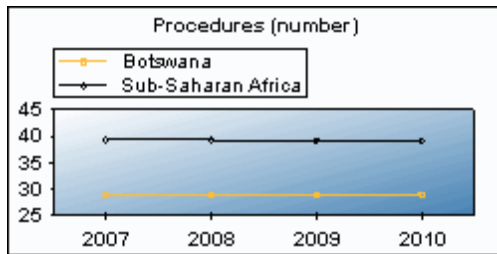
<i>Selected Economy</i>			
Botswana	29	625	28.1

<i>Comparator Economies</i>			
Kenya	40	465	47.2
Mauritius	36	645	17.4
Mozambique	30	730	142.5
Namibia	33	270	35.8
South Africa	30	600	33.2

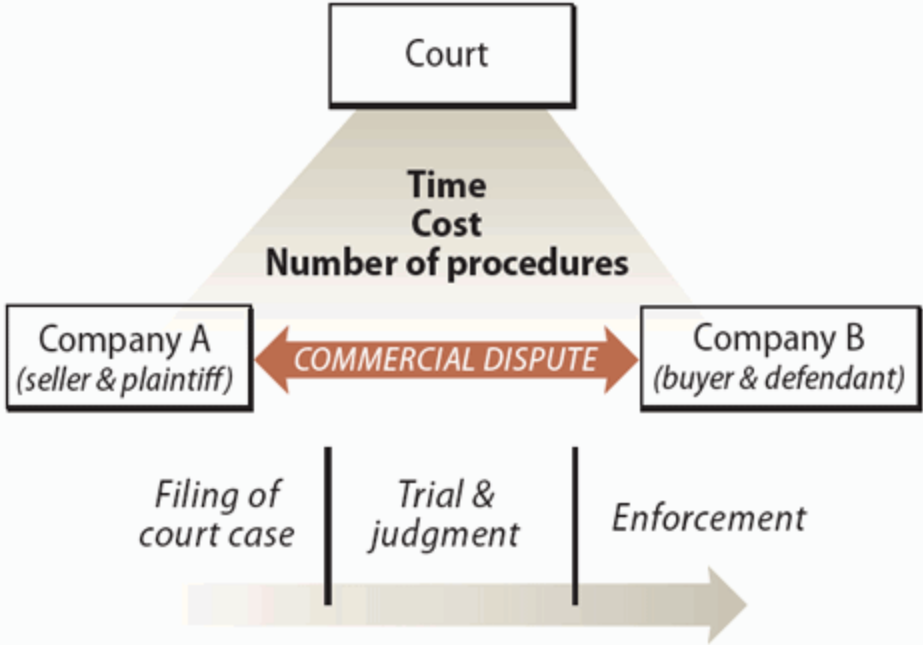
2. Historical data: Enforcing Contracts in Botswana

Enforcing Contracts data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	79	70
Procedures (number)	29	29	29	29
Time (days)	987	987	687	625
Cost (% of claim)	28.1	28.1	28.1	28.1

3. The following graphs illustrate the Enforcing Contracts sub indicators in Botswana over the past 4 years:



What are the time, cost and number of procedures to resolve a commercial dispute through the courts?



This topic looks at the efficiency of contract enforcement in Botswana.

Nature of Procedure (2010)	Indicator
Procedures (number)	29
Time (days)	625
Filing and service	30.0
Trial and judgment	550.0
Enforcement of judgment	45.0
Cost (% of claim)*	28.10
Attorney cost (% of claim)	23.3
Court cost (% of claim)	3.3
Enforcement Cost (% of claim)	1.5

Court information: Gaborone High Court

* Claim assumed to be equivalent to 200% of income per capita.

A robust bankruptcy system functions as a filter, ensuring the survival of economically efficient companies and reallocating the resources of inefficient ones. Fast and cheap insolvency proceedings result in businesses' speedy return to normal operation and increase returns to creditors. By improving the expectations of creditors and debtors about the outcome of insolvency proceedings, well-functioning insolvency systems can facilitate access to finance, save more viable businesses, and thereby improve growth and sustainability in the economy overall.

Some reform outcomes

A study of the 2005 bankruptcy reform in Brazil found that it had led to an average reduction of 22% in the cost of credit for Brazilian companies, a 39% increase in overall credit and a 79% increase in long-term credit in the economy. The purpose of the reform was to improve creditor protection in insolvency proceedings.

Following the introduction of debtor-in-possession reorganizations in Korea in 2006, the number of reorganization filings increased from 76 in 2006 to 670 in 2009.

What does the Closing a Business indicator measure?

Closing a Business: insolvency proceedings against local company

Time required to recover debt (years)

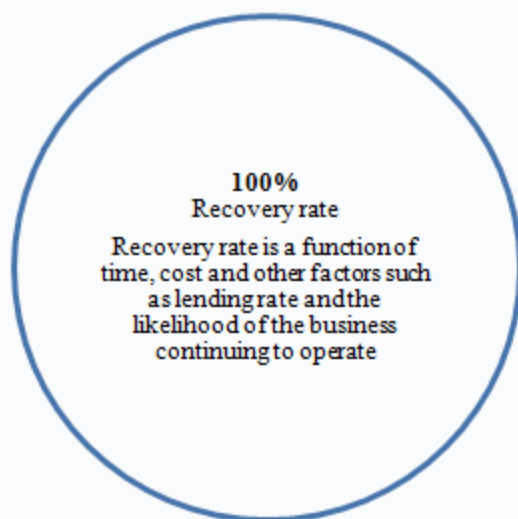
- Measured in calendar years
- Appeals and requests for extension are included

Cost required to recover debt (% of debtor's estate value)

- Measured as percentage of estate value
- Court fees
- Fees of insolvency administrators
- Lawyers' fees
- Assessors' and auctioneers' fees
- All other fees and costs

Recovery rate for creditors (cents on the dollar)

- Measures the cents on the dollar recovered by creditors
- Present value of debt recovered
- Costs of the insolvency proceedings are deducted
- Depreciation of furniture is taken into account
- Outcome for the business (survival or not) affects the maximum value that can be recovered



Case Study Assumptions

The Company

- is domestically owned
- is a limited liability company operating a hotel
- operates in the economy's largest business city
- has 201 employees, 1 secured creditor and 50 unsecured creditors
- has a higher value as a going concern and a lower value in a piecemeal sale of assets

1. Benchmarking Closing Business Regulations:

Botswana is ranked 27 overall for Closing a Business.

Ranking of Botswana in Closing Business - Compared to good practice and selected economies:



The following table shows Closing Business data for Botswana compared to good practice and comparator economies:

Good Practice Economies	Recovery rate (cents on the dollar)	Time (years)	Cost (% of estate)
Ireland		0.4	
Japan	92.7		
Singapore*			1

<i>Selected Economy</i>			
Botswana	63.7	1.7	15

<i>Comparator Economies</i>			
Kenya	29.8	4.5	22
Mauritius	35.1	1.7	15
Mozambique	17.7	5.0	9
Namibia	41.5	1.5	15
South Africa	34.4	2.0	18

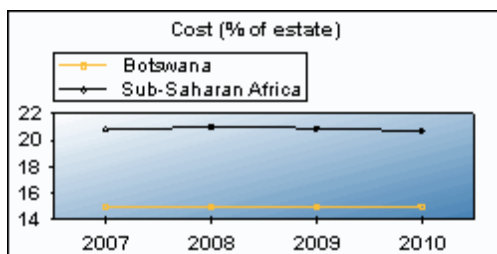
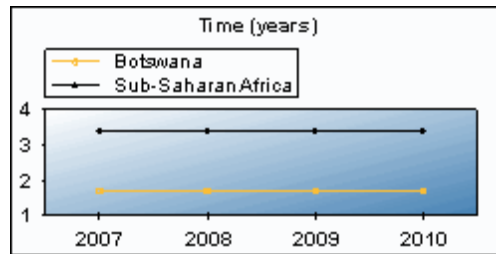
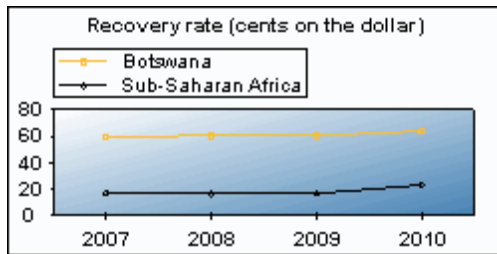
* The following economies are also good practice economies for :

Cost (% of estate): Colombia, Kuwait, Norway

2. Historical data: Closing Business in Botswana

Closing a Business data	Doing Business 2008	Doing Business 2009	Doing Business 2010	Doing Business 2011
Rank	..	..	27	27
Time (years)	1.7	1.7	1.7	1.7
Cost (% of estate)	15	15	15	15
Recovery rate (cents on the dollar)	59.8	60.3	60.3	63.7


3. The following graphs illustrate the Closing Business sub indicators in Botswana over the past 4 years:



Since 2004 Doing Business has been tracking reforms aimed at simplifying business regulations, strengthening property rights, opening access to credit and enforcing contracts by measuring their impact on 10 indicator sets . * Nearly 1,000 reforms have had an impact on these indicators. *Doing Business 2011*, covering June 2009 to June 2010, reports that 117 economies implemented 216 reforms to make it easier to start a business. 64% of economies measured by Doing Business have reformed this year, focusing on easing business start-up, lightening the tax burden, simplifying import and export regulations and improving credit information systems.

The top 10 most-improved in Doing Business 2011

Economy	Indicator									
	Starting a Business	Dealing with Construction Permits	Registering Property	Getting Credit	Protecting Investors	Paying Taxes	Trading Across Borders	Enforcing Contracts	Closing a Business	Employing Workers
Kazakhstan	✓	✓				✓	✓			
Rwanda		✓		✓			✓			
Peru	✓	✓	✓				✓			
Vietnam	✓	✓		✓						
Cape Verde	✓		✓				✓			
Tajikistan	✓				✓		✓			
Zambia	✓						✓	✓		
Hungary		✓	✓				✓			✓
Grenada	✓		✓				✓			
Brunei Darussalam	✓						✓	✓		

 Positive Change
 Negative Change

* For *Doing Business 2011* the Employing Workers indicator is not included in the aggregate ease of doing business ranking.

Summary of changes to business regulation in top 10 most improved economies in *Doing Business 2011* and selected comparator economies.

Brunei Darussalam	Brunei Darussalam made starting a business easier by improving efficiency at the company registrar and implementing an electronic system for name searches. Brunei Darussalam reduced the corporate income tax rate from 23.5% to 22% while also introducing a lower tax rate for small businesses, ranging from 5.5% to 11%. The introduction of an electronic customs system in Brunei Darussalam made trading easier.
Cape Verde	Cape Verde made start-up easier by eliminating the need for a municipal inspection before a business begins operations and computerizing the system for delivering the municipal license. Cape Verde eased property registration by switching from fees based on a percentage of the property value to lower fixed rates. Cape Verde abolished the stamp duties on sales and checks.
Grenada	Grenada eased business start-up by transferring responsibility for the commercial registry from the courts to the civil administration. The appointment of a registrar focusing only on property cut the time needed to transfer property in Grenada by almost half. Grenada's customs administration made trading faster by simplifying procedures, reducing inspections, improving staff training and enhancing communication with users.
Hungary	Hungary implemented a time limit for the issuance of building permits. Hungary reduced the property registration fee by 6% of the property value. Hungary simplified taxes and tax bases. Amendments to Hungary's bankruptcy law encourage insolvent companies to consider reaching agreements with creditors out of court so as to avoid bankruptcy.
Kazakhstan	Kazakhstan eased business start-up by reducing the minimum capital requirement to 100 tenge (\$0.70) and eliminating the need to have the memorandum of association and company charter notarized. Kazakhstan made dealing with construction permits easier by implementing a one-stop shop related to technical conditions for utilities. Kazakhstan strengthened investor protections by requiring greater corporate disclosure in company annual reports. Kazakhstan speeded up trade through efforts to modernize customs, including implementation of a risk management system and improvements in customs automation.
Kenya	Kenya eased business start-up by reducing the time it takes to get the memorandum and articles of association stamped, merging the tax and value added tax registration procedures and digitizing records at the registrar. Kenya increased the administrative burden of paying taxes by requiring quarterly filing of payroll taxes. Kenya speeded up trade by implementing an electronic cargo tracking system and linking this system to the Kenya Revenue Authority's electronic data interchange system for customs clearance.
Mauritius	Mauritius introduced a new corporate social responsibility tax. Mauritius speeded up the resolution of commercial disputes by recruiting more judges and adding more courtrooms.
Mozambique	Mozambique eased business start-up by introducing a simplified licensing process.
Peru	Peru eased business start-up by simplifying the requirements for operating licenses and creating an online one-stop shop for business registration. Peru streamlined construction permitting by implementing administrative reforms. Peru introduced fast-track procedures at the land registry, cutting by half the time needed to register property. Peru made trading easier by implementing a new web-based electronic data interchange system, risk-based inspections and payment deferrals.
Rwanda	Rwanda made dealing with construction permits easier by passing new building regulations at the end of April 2010 and implementing new time limits for the issuance of various permits. Rwanda enhanced access to credit by allowing borrowers the right to inspect their own credit report and mandating that loans of all sizes be reported to the central bank's public credit registry. Rwanda reduced the number of trade documents required and enhanced its joint border management procedures with Uganda and other neighbors, leading to an improvement in the trade logistics environment.
Tajikistan	Tajikistan made starting a business easier by creating a one-stop shop that consolidates registration with the state and the tax authority. Tajikistan strengthened investor protections by requiring greater corporate disclosure in the annual report and greater access to corporate information for minority investors. Tajikistan lowered its corporate income tax rate.

Vietnam

Vietnam eased company start-up by creating a one-stop shop that combines the processes for obtaining a business license and tax license and by eliminating the need for a seal for company licensing. Vietnam made dealing with construction permits easier by reducing the cost to register newly completed buildings by 50% and transferring the authority to register buildings from local authorities to the Department of National Resources and Environment. Vietnam improved its credit information system by allowing borrowers to examine their own credit report and correct errors.

Zambia

Zambia eased business start-up by eliminating the minimum capital requirement. Zambia eased trade by implementing a one-stop border post with Zimbabwe, launching web-based submission of customs declarations and introducing scanning machines at border posts. Zambia improved contract enforcement by introducing an electronic case management system in the courts that provides electronic referencing of cases, a database of laws, real-time court reporting and public access to court records.



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