



# MOBILE NETWORK OPERATORS (MNOs) REDUCE TARIFFS

In pursuit of its mandate of promoting affordability of communications services and in line with the ideals of a digital economy, the Botswana Communications Regulatory Authority (BOCRA or the Authority) conducted a costing and pricing study aimed at determining the actual costs of delivering various communications services in Botswana. The study, which comprehensively covered both wholesale and retail services was done in consultation with industry stakeholders.

### RETAIL SERVICES

Following the conclusion of the study, BOCRA, through a Regulatory Directive issued in June 2025, instructed Mobile Network Operators (MNOs) to submit revised retail tariffs aligned with the study outcomes by 15th August 2025. Retail tariffs, which refer to the prices charged by MNOs to their customers for the services provided, have since been reviewed and approved, and the Authority is pleased to announce their implementation.

Tables 1-6 depict the approved retail tariffs and the market shares for the respective MNOs. The approved retail tariffs serve as ceilings. While similar reductions have been made for postpaid tariffs, for brevity and clarity, this media statement focuses on prepaid services, which constitute 96% of the subscriptions. Price reductions have predominantly been on Data services reflecting the critical role that data plays in facilitating digital transformation.

### MASCOM WIRELESS (40% Market Share)

Table 1: Approved Prepaid Retail Data Tariffs

Time	Services	Old Price	New Price	% Change
24hrs Daily	Data per MB	P0.97	P0.79	18.56%

Table 2: Approved Prepaid Retail Voice and SMS Tariffs

Time	Services	Old Price	New Price	% Change
PEAK  Mon – Fri, 7am –11pm; and Sat, 7am – 7pm	On net voice call per minute (Mascom to Mascom)	P1.32	P1.30	1.52%
	Off net voice call per minute (Mascom to other networks)	P1.32	P1.30	1.52%
OFF PEAK  Mon – Fri, 11pm – 7am; Sat, 7pm – 7am; Sunday and Public Holidays	On net voice call per minute	P0.81	P0.80	1.23%
	Off net voice call per minute	P1.32	P0.80	1.23%
24hrs Daily	On net SMS	P0.20	P0.17	15.00%
24hrs Daily	Off net SMS	P0.40	P0.36	10.00%

### ORANGE BOTSWANA (46% Market Share)

Table 3: Approved Prepaid Retail Data Tariffs

Time	Services	Old Price	New Price	% Change
24hrs Daily	Data per MB	P0.99	P0.69	30.30%

Table 4: Approved Prepaid Retail Voice and SMS Tariffs

Time	Services	Old Price	New Price	% Change
PEAK  7am - 9pm	On net voice call per minute (Orange to Orange)	P1.37	P1.37	0%
	Off net voice call per minute (Orange to other networks)	P1.37	P1.37	0%
OFF PEAK  9pm - 7am	On net voice call per minute	P0.89	P0.89	0%
	Off net voice call per minute	P0.89	P0.89	0%

24hrs Daily	On net SMS	P0.25	P0.25	0%
24hrs Daily	Off net SMS	P0.25	P0.25	0%

### BOTSWANA TELECOMMUNICATIONS CORPORATION (14% Market Share)

Table 5: Approved Prepaid Retail Data Tariffs

Time	Services	Old Price	New Price	% Change
24hrs Daily	Data per MB	P1.00	P1.00	0%

Table 6: Approved Prepaid Retail Voice and SMS Tariffs

Time	Services	Old Price	New Price	% Change
PEAK  Mon – Fri, 0700hrs – 2059hrs; and Sat, 0500hrs – 2059hrs	On net voice call per minute (BTC to BTC)	P1.34	P1.34	0%
	Off net voice call per minute (BTC to other networks)	P1.34	P1.34	0%
OFF PEAK  Mon – Fri, 2100hrs – 0659hrs; and Sat, 2100hrs – 0500hrs	On net voice call per minute	P0.61	P0.61	0%
	Off net voice call per minute	P0.61	P0.61	0%
24hrs Daily	On net SMS	P0.30	P0.30	0%
24hrs Daily	Off net SMS	P0.30	P0.30	0%

### BUNDLED RETAIL SERVICES

Henceforth, MNOs are expected to continue innovating to introduce different packages including bundled services which offer lower prices compared to the prices for the standalone services outlined above.

### HIGH INTERNET CAPACITY OFFERING BY BOFINET

The Authority has engaged Botswana Fibre Networks (BofiNet) as the largest wholesale provider in Botswana, to revise its wholesale offerings to MNOs and other licensed service providers, in order to further stimulate competitive pricing. The process of reviewing wholesale broadband offerings to MNOs and ISPs will be concluded by end of September 2025.

### WHOLESALE SERVICES

The Authority is also pleased to announce that, in line with the aforementioned Directive, all three MNOs reduced the termination rate from 13 thebe to 9 thebe with effect from 1 July 2025. The reductions will be implemented through a glide path until 2027, when the cost will reach 2 thebe, as shown in Table 7.

Table 7: Termination Rates (2025-2027)

Old Termination Rate	Termination Rate from 1 July 2025	Termination Rate from 1 July 2026	Termination Rate from 1 July 2027
13 thebe	9 thebe	5 thebe	2 thebe

NB:Termination rates are tariffs that operators charge between themselves for carrying voice calls belonging to customers of one another.

### COMMITMENT TO ENSURING TRANSPARENCY, COMPETITION, AND AFFORDABLE COMMUNICATION SERVICES

Publishing the current tariffs ensures that consumers are informed of existing prices to enable them to make informed choices. The intervention is also expected to enhance information symmetry, promote effective competition, and ultimately deliver more affordable communication services to consumers. The move further recognises Information and Communications Technologies as key enablers of other sectors of the economy in the implementation of the Botswana Economic Transformation Programme.

BOCRA remains committed to fostering a transparent and competitive communications sector, while safeguarding consumer interests. The Authority will continue to monitor developments in the market to ensure the availability of high-quality, accessible, and affordable communication services for all.

