

BEEF BY- PRODUCTS BUSINESS OPPORTUNITIES ALERT



Introduction

The Local Enterprise Authority carried out a study on the Botswana Meat Commission by-products as part of its mandate to identify business opportunities for uptake by SMMEs in 2015. The main objective of the study was to identify potential uses of beef by-products produced by the Botswana Meat Commission that could be exploited by SMMEs for business opportunities. The study established that the Beef by-products have economic usage in the industrial, pharmaceutical, food manufacturing, leather and animal feed applications. At the time of the conduct of the study some of the by-products were either not being recovered or exported unprocessed while some were locked up in exclusive supply contracts. The key recommendations of the study were to lobby the Meat Commission to recover by-products of economic value and open up products in exclusive supply contracts. The removal of products from exclusive supply contracts were successful. As of 02 April 2025, the Meat Commission advertised several by-products for sale to the public thereby activating the potential opportunities.

Opportunities

Table 1 shows the by-products currently being sold by the Botswana Meat Commission and their possible uses or products for manufacturing industry. According to the table, beef tallow and horns have the most multiple uses with potential to support diverse manufacturing industries. The recovery and availability of these raw materials locally presents manufacturing opportunities for the SMME sector subject to feasibility.

Table 1: By products & Possible Uses

By- Product	Unit Price (BWP/KG)	Possible Uses
Beef Bile	4.85	Pharmaceutical Industry Use
Beef Tallow	8.80	Soap Making, Candle Making, Leather Conditioner, Biodegradable Motor Oil, Biodiesel, Paint, Rubber, Medicines, Body Creams and Lotions
Blood Meal	9.15	Animal Feed (blood meal), Fertilisers, Edible Sausages, Dyes and Inks, Pharmaceuticals
Calf Serum	39.90	Pharmaceutical Industry use, Cell- Culture Applications in Academic Research
Carcass Meal	8.55	Animal Feed (Feeds for Cattle, Pigs, Poultry, Pet Food)
Gallstones	2 280.00	Pharmaceutical Industry Use
Horns	7.70	Plastics, Pet Food, Plant food, Photo Film, Shampoo and Conditioner, Laminating Paper, Wallpaper, Buttons, Glue, Art and Crafts.

Source: *Prices from Botswana Meat Commission March 2025 Advertisement (2025) , LEA (2015)¹

¹The LEA 2015 study can be accessed at

<https://www.lea.co.bw/storage/research-papers/documents/1829637690081282.pdf>

Table 2 shows the volumes of the most recent recovered by-products by the Botswana Meat Commission over a 3-year period between 2022 and 2024. According to the table, there was no recovery of calf serum in 2024, and no horns were recovered in 2022 and 2024. Beef bile was not recovered in the past three years and therefore does not appear on the table, but the Commission has indicated that it will be sold as and when recovered. Products that are consistently produced are bloodmeal, carcass meal, gallstones and tallow.

Table 2: BMC By Products Recovery (2022-2024)

Product Name	Production in tons/year		
	2022	2023	2024
Blood Meal	6,55	29,75	27,75
Calf Serum	7,72	4,41	
Carcass Meal	393,35	1 050,22	855,93
Gall Stone	0,49	0,85	1,15
Horns Medium Bales		0,20	
Tallow	393,35	1 050,02	855,93

Source: Botswana Meat Commission , 2025

Recommended locations for new enterprises

The recommended locations are based on the location of the by-products being Lobatse. New enterprises seeking to exploit these by-products will benefit from reduced transport and logistics in accessing the by-products at Botswana Meat Commission in Lobatse. The recommended locations are as follows.

- Lobatse township
- Ramotswa district
- Goodhope district
- Gaborone city
- Mogoditshane/ Thamaga district.
- Kanye district