



# MONTHLY INVESTMENT BULLETIN

MARCH 2023

# FROM EXECUTIVE DIRECTOR'S DESK

## Dear Readers,

Our March 2023 bulletin builds on a very successful February one. If you did not get a chance to glance at it, here is a link <https://www.tic.go.tz/publications/tic-monthly-investment-bulletin>. It has highly valuable insights about Tanzania's investment climate, and I couldn't recommend it more.

In March 2023, we witnessed H.E Dr Samia Suluhu Hassan, President of the United Republic of Tanzania, leading two high-level engagements with South Africa and the United States of America, discussing, among other things, bilateral Investment, with HE. Matamela Cyril Ramaphosa, President of the Republic of South Africa and HE. Kamala Devi Harris, Vice President of the United States of America, respectively. Both the USA and South Africa are significant investment partners to Tanzania, with over \$4.7 billion and \$1 billion worth of Investment, respectively.

Our return to international arbitration following changes in the Tanzania Arbitration Act (R.E. 2020) marks another important step in our reform journey aiming at cementing Tanzania's place as a top investment destination on the continent. Other indicators have remained solid - the transport and logistics index is strengthening with each mile of mega-infrastructure completion, cost of electricity at \$ 8.45KwH (medium voltage) and \$6.65KwH (high voltage) is the lowest compared to all regional peers - Eastern and Central Africa. Our talent pool is growing and our World Bank public sector digital transformation index is the highest in the region. Reforms are happening - and the impact is reflecting on our monthly numbers. In this issue we've added a few data points. We have looked back between 2018

to date and analysed the performance of our registered investment to give you a feel of their performance. This exercise is on-going but we endeavor to use each month's report to update you on the conversion rate we see. We do this not only to boost the credibility of our data and processes but also to give you a chance to see into the investment scene beyond the registration phase. We have profiled an actual investment project and share with you their experience and progress of investing in Tanzania. From the comfort of your desk, we're taking you right into the field and showing you how things work over here!

With the feedback we received from our previous edition, we have added a business section for promoting existing opportunities, in this section we'll share actual projects submitted to our Centre by private individuals, institutions and government agencies keen to find investors, equity or operational partners. The information shared will be basic to facilitate initial conversations and we have added direct contacts to link you with respective principals. It is our advice that investors perform adequate due diligence, get appropriate legal and financial advice prior to making investment decisions. These are not TIC projects and TIC will not be responsible for specific transactional conversations.

It is our hope that you find our bulletin informative and useful for your investment decisions. There is no better place to be than in Tanzania, and no better time than now.

**Gilead John Teri**  
**Executive Director**  
**Tanzania Investment Centre (TIC)**



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# LIST OF ABBREVIATIONS AND ACRONYMS

<b>BIAs</b>	Bilateral Investment Agreements
<b>BIT</b>	Bilateral Investment Treaty
<b>BRELA</b>	Business Registration and Licensing Authority
<b>CEO</b>	Chief Executive Officer
<b>COSTECH</b>	Tanzania Commission for Science and Technology
<b>DI</b>	Domestic Investment
<b>DR</b>	Derivative Rights
<b>e-GA</b>	The e-Government Authority
<b>FDI</b>	Foreign Direct Investment
<b>GePG</b>	Government Electronic Payment Gateway
<b>GMTI</b>	GovTech Maturity Index
<b>GovESB</b>	Government Enterprise Service Bus
<b>GovNet</b>	Government Network
<b>ICSID</b>	International Centre for Settlement of Investment Disputes
<b>ICT</b>	Information Communication Technology
<b>IT</b>	Information Technology
<b>ITC</b>	International Trade Centre
<b>JNIA</b>	Julius Nyerere International Airport
<b>KSCL</b>	Kilombero Sugar Company Limited
<b>KwH</b>	Kilowatt Hour
<b>LGAs</b>	Local Government Authorities (LGAs)
<b>M &amp; A</b>	Mergers and Acquisitions
<b>MDA's</b>	Ministries, Departments and Agencies
<b>mGov,</b>	Mobile Government Platform
<b>MoU</b>	Memorandum of Understanding
<b>MSMEs</b>	Micro Small and Medium Enterprises
<b>NICTBB</b>	National Information Communication Technology Broadband Backbone
<b>NIDA</b>	National Identification Authority
<b>ORS</b>	Online Registration System
<b>OSFC</b>	One Stop Facilitation Centre
<b>PMO</b>	Prime Minister's Office
<b>PPP</b>	Public Private Partnership
<b>R&amp;D</b>	Research and Development
<b>SIDO</b>	Small Industries Development Organization
<b>SMEs</b>	Small and Medium Enterprises
<b>TAA</b>	Tanzania Airport Authority
<b>TelW</b>	Tanzania Electronic Investment Window
<b>TIC</b>	Tanzania Investment Centre
<b>TIN</b>	Tax Identification Number
<b>TIRDO</b>	Tanzania Industrial Research and Development Organisation
<b>TRA</b>	Tanzania Revenue Authority
<b>UNCDF</b>	United Nations Capital Development Fund
<b>UNCTAD</b>	United Nations Conference on Trade and Development
<b>UNDP</b>	United Nations Development Programme
<b>USD</b>	United States Dollar
<b>VAT</b>	Value Added Tax
<b>WBG</b>	World Bank Group

# ACKNOWLEDGEMENT

The March 2023 edition, one in a series of many Monthly Investment Bulletins to follow, is a product of blending TIC in-house artistic and editorial talents housed in various Units at the Centre, including research, planning, investment promotion and facilitation. The contribution of experts at the TIC One-Stop-Facilitation Centre (OSFC) could not be overrated. This document therefore stands out as an exhibit of finely articulated and coordinated efforts administered by the Research and Planning Unit under the Department of Research, Planning and Information System at Tanzania Investment Centre. The data collection, processing, analysis, and report writing was carried by a dedicated team at the Research and Planning Unit which included: Anna Lyimo (Research and Planning Manager), Phina Jerome, Gaudence Mmassy, Brendan Maro, Nestory Kissima and Valentine Kagombora. The Dream Team equally benefited from expert and leadership from Mr. Mafutah Bunini, Director of Research, Planning

and Information Systems while enjoying professional guidance throughout the report preparation from Mr. Gilead Teri, the Executive Director, Tanzania Investment Centre.

Special thanks to the team and contributing Stakeholders from Ministries, Departments and Agencies (MDAs) as well as the Private Sector actors, for we owe them an appreciation for their valuable comments and indispensable inputs to give this edition, the look, the look, feel and taste its bears.

Last but not least, as the editorial team outflow liability for contextual and/or editorial mishaps, we are delighted to welcome stakeholder feedback on this bulletin's content for further contemplation. Please, direct all observations or inquiry to Anna Lyimo ([anna.lyimo@tic.go.tz](mailto:anna.lyimo@tic.go.tz)) and Mafutah Bunini ([mafutah.bunini@tic.go.tz](mailto:mafutah.bunini@tic.go.tz)).

**Enjoy your reading!**

## SECTION ONE

# GLOBAL TRENDING ISSUES

## 1.1. DIGITAL TRANSFORMATION

The recently issued World Bank's GovTech Maturity Index (GTMI), indicates that Tanzania has emerged in the top rankings on the application of e-governance among peers and other countries. The Index further indicates that Tanzania in some aspects emulates leaders such as China, Israel, and Ireland while surpassing Ethiopia and Kenya. Compared to others in the Continent, Tanzania has emerged in the third position, following closely to Egypt and Mauritius. In the East Africa Region, Tanzania is leading its counterparts, being followed by Uganda while Kenya and Rwanda are in the middle rankings.

Tanzania was able to achieve the top rank's position following a successful implementation of ICT policies, strategies and operations under the coordination of e-Government Authority (e-GA). e-GA has led Government efforts towards digital transformation, which include establishment of Government Communications Network (GovNet) which is a secure shared network connecting 72 MDAs and 77 LGAs. Also, e-GA supported establishment of the government e-office system (GeOS) that facilitates day-to-day Government administrative

processes involving movement of files and documents; introduction of online service portal which brings services closer to the public by allowing citizens to apply for passports, permits, and licenses, and to make payments online; and establishment of the Government mobile platform (mGov) that offers a One Stop Shop Center for Government mobile services via push (G2P) and pull (P2G) SMS, USSD, and mobile application (Android and IOS).

## 1.2. GREEN TRANSITION AND RELATED INVESTMENT

### **Reshaping of global supply chains:**

UNCTAD noted an increasing trend focusing on improving the resilience of supply chains such as promoting relocation of production processes closer to target markets (near-shoring). With rising income levels and populations across the continent it is likely to result in regionalization of international trade and related investment opportunities for Africa.

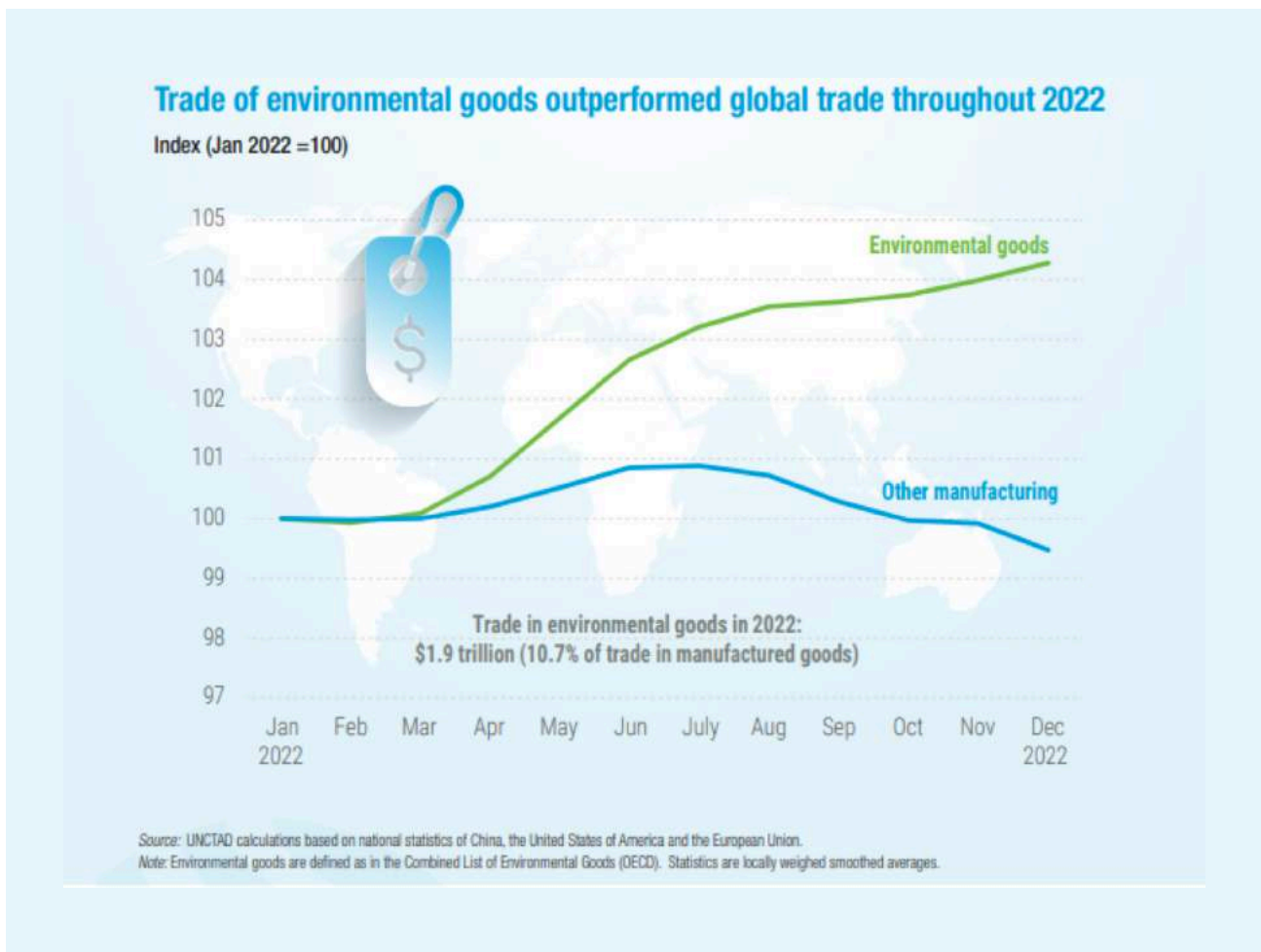
**The Green transition:** Global investment is increasingly becoming sensitive and responsive to green transition. Trade policies are increasingly adjusted to fit



the new reality while pressuring a surge in investment to satisfy the growing trade. In March 2023, UNCTAD reported that trade in environmental goods outperformed global trade throughout 2022. Trade

in environmental goods reached \$1.9 trillion, representing 10.7% of trade in manufactured goods. Tanzania is currently developing green transition-related attraction framework.

**Figure 1.1.** Global Trade is Growing Green



# UPDATES ON ONGOING REFORMS

## 2.0. UPDATES ON ONGOING REFORMS

The Government of United Republic of Tanzania, under H.E. President Samia Suluhu Hassan, has put business environment and investment policy reforms at the forefront. Thus, the Government has continued to engage in a wide range of policy, legal and regulatory reforms that create integrated, multi-instrument solutions to improve the investment climate and the ease of doing business environment. The following reforms or initiatives have been deployed:

### a. Piloting of the Tanzania Electronic Investment Window (TeIW) Phase I

The TeIW is a single window system for facilitating investment-related applications - certifications, permits, licenses and authorizations - by ensuring timeliness, effectiveness and efficiency in the processes. The TeIW facilitates connection and interfacing of the systems of the respective government departments responsible for investment and business facilitation. The named departments are TIC (issuance of the TIC Certificate), BRELA

(business registrations and formalizations), TRA (TIN & VAT registrations, and granting of fiscal incentives), NIDA (for national identification for both locals and foreign residents), Immigration Department (issuance of residence permit), PMO - Labour (issuance of work permits) and the Ministry of Lands and Human Settlement Development (issuance of derivative rights on accessing land for Investment). It is expected that the application of the window will facilitate a soft landing, efficient and smooth processing and delivery of the investor-related services from respective institutions within three (3) days. Here is the link <https://teiw.tic.go.tz>.

### b. Strengthening of International Arbitration Mechanisms

Recently, Tanzania has enacted the new Tanzania Investment Act 2022, which among others provides options for dispute resolution in investment disputes which are: to resolve the dispute in accordance with the arbitration laws of Tanzania, or in accordance with the rules of procedures for arbitration of the International Centre for the

Settlement of Investment Disputes (ICSID) or within the framework of any bilateral or multilateral agreement on investment protection agreed to by the Government of the United Republic of Tanzania and the Government of the Country where the investor originates. Also, Section 29 of the Tanzania Investment Act provides for a guarantee against expropriation.

Investment Act No. 10 of 2022, Expansion and rehabilitation projects can enjoy investment incentives equally to new projects for five years instead of three years. This has been done deliberately to encourage existing investors to reinvest and bring in more FDIs and DIs.

**c. Reintroduction of incentives in Expansion and/or Rehabilitation Projects**

Expansion and rehabilitation projects are eligible to access fiscal and non-fiscal incentives. According to the Tanzania



SECTION THREE

# TANZANIA INVESTMENT UPDATES FOR MARCH 2023

## 3.1. INVESTMENT REGISTRATION BY TANZANIA INVESTMENT CENTRE

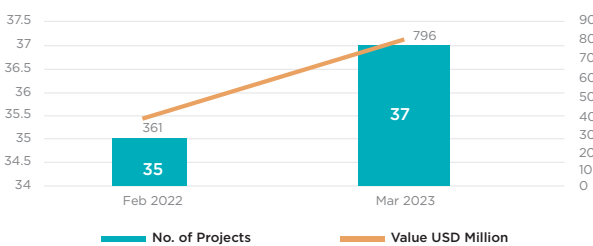
A total of 37 projects worth USD 796.17 million were approved and registered by TIC in March 2023. These projects are expected to generate 7,714 new job opportunities in the country. In comparison to the same period in the previous year, where TIC registered 35 projects worth USD 361 million that were expected to

or USD 648 million, while Foreign Direct Investments (FDIs) recorded 18 per cent of total approved investments or USD 148 million.

### 3.1.1. The trend of projects registration February 2023 vs March 2023

The trend indicates an increase in the expected investment capital but a slight decrease in the number of projects registered. In comparison to the 41 projects registered in February 2023, there were 37 projects registered in March 2023, a 9.8 per cent decrease. However, the capital expected to be invested has increased by 135 per cent, from USD 339 million in February 2023 to USD 796 million registered in March 2023.

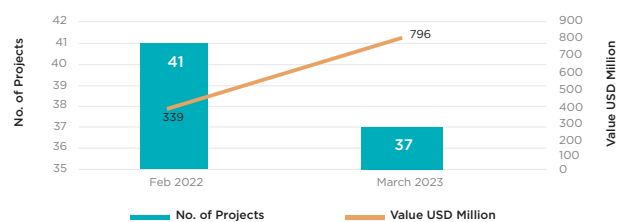
**Figure 3. 1:** TIC investment registration: March 2022 vs March 2023



**Source:** TIC 2023

generate 6,681 new jobs, this is equivalent to an increase of 121 per cent in the value of the approved projects, 15 per cent increase in job creation and 6 per cent increase in the number of approved projects. Domestic Investments (DIs) accounted for 82 per cent of total approved investments

**Figure 3. 2:** Trend of Investments February 2023 vs March 2023



**Source:** TIC 2023

### 3.1.2. TIC Registered Investments by Sector March 2023

The Transportation sector emerged the dominant player, with approved investments totalling USD 393.96 million, a 349 per cent increase from the corresponding period last year (USD 87.7). Other sectors are shown in Table 3.1.

### 3.1.3. Top Sources of FDIs

On the other hand, while Commercial buildings, manufacturing and transportation sectors were the top three sectors in attracting FDIs, the largest portion of the DI was contributed by transportation, commercial buildings and manufacturing






sectors. Likewise, the majority of new jobs are expected to be generated from transportation, manufacturing and commercial Buildings. Moreover, the top five leading sources of FDI in March 2023 are China, USA, Mauritius, Spain and India.

**Table 3. 1:** Summary of TIC's approved investments March 2023

Sector	Projects	Jobs	Value in USD (M)
Agriculture	2	388	6.55
Commercial Building	6	968	318.21
Economic Infrastructure	1	100	14.07
Manufacturing	13	1154	52.04
Services	2	335	10.26
Tourism	2	130	1.08
Transportation	11	4639	393.96
<b>Total</b>	<b>37</b>	<b>7714</b>	<b>796.17</b>

**Source:** TIC 2023

**Table 3. 2:** Key Statistics on TIC Investment Registration March 2023

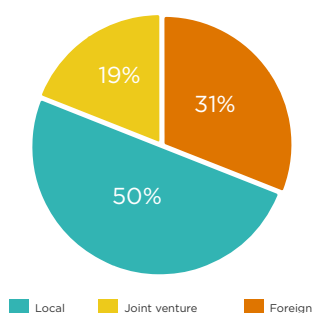
Top Three sectors in FDIs		Top Three sectors in DIs	
Sector	Value (USD)M	Sector	Value (USD)M
Commercial Building	112.16	Transportation	375.93
Manufacturing	20.05	Commercial Building	206.05
Transportation	9.04	Manufacturing	25.77
Top Three sectors in job creation		Five major sources of FDIs	
Sector	No. of Jobs	Country	FDI in USD(M)
Transportation	4639	China 	124.2
Manufacturing	1154	USA 	8.0
Commercial Building	968	Mauritius 	5.6
		Spain 	4.5
		India 	3.2

**Source:** TIC 2023



### 3.1.4. Projects Ownership (local, Joint Venture & Foreign) March 2023

**Figure 3. 3:** Projects Ownership for March 2023



Source: TIC 2023

### 3.1.5. Types of Projects Registered in March 2023

As per the New Investment Act No. 10 of 2022, TIC among other tasks is mandated to register the New as well as the Expansion and rehabilitation projects. The majority of the projects registered in March 2023 were New Projects accounting for about 89 percent of the total registration while the other categories accounted for about 11 percent as indicated in Table 3.3.

**Table 3. 3:** Types of Projects Registered in March 2023

Type	No. of Projects	Proportion (%)
New Projects	33	89.2
Expansion/Rehabilitation Projects	4	10.8
<b>Total</b>	<b>37</b>	<b>100</b>

Source: TIC 2023

### 3.1.6. Regional Distribution of Projects March 2023

The regional distribution indicates that mainly, the projects are concentrated in

Dar es Salaam region. Dar es Salaam alone has attracted a total of 20 projects out of 37 projects registered in March 2023. These projects are expected to invest USD 672.44 million, equivalent to 84 per cent of the total investment of 37 projects as indicated in Table 3.4.

**Table 3. 4:** Regional Distribution in March 2023

S/N	Region	Number of projects	Jobs	Value in USD (M)
1	Dar-es-salaam	20	5395	672.44
2	Dodoma	2	199	5.57
3	Iringa	2	400	72.5
4	Kilimanjaro	2	305	6.95
5	Pwani	2	65	5.7
6	Shinyanga	2	350	11.43
7	Tanga	2	140	0.97
8	Arusha	1	570	7.5
9	Geita	1	25	0.5
10	Lindi	1	30	3.3
11	Morogoro	1	100	1.55
12	Mwanza	1	135	7.76
	<b>TOTAL</b>	<b>37</b>	<b>7714</b>	<b>796.17</b>

Source: TIC 2023

### 3.1.7. Investment Performance in the Third Quarter of 2023, January – March 2023

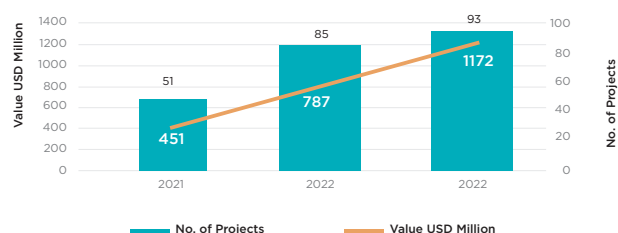
Tanzania continued to be among the best investment destinations. According to investment registration at the Tanzania Investment Centre, from January to March 2023, Tanzania attracted investment worth USD 1.2 billion from 93 projects and are expected to generate more than 16,400 job opportunities. Such investment is an increase of 48.9 percent compared to USD 787.4 million encountered in 2022 and it is 160 percent increase when compared to

USD 450.6 million of approved investments in the same period in 2021.

Massive investments came from domestic sources, which contributed USD 887 million or 76 percent of the total approved investments, while the foreign sources contributed USD 276 million or 24 percent. Moreover, a positive investment growth in the Third Quarter of the financial year 2022/2023 was mainly driven by the robust performance of the construction/commercial buildings sector that soared by recording an impressive investment worth

of USD 333.2 million compared to USD 2.3 million in the Third Quarter of 2021/2022.

**Figure 3. 4:** Investment Performance in the Third Quarters, Jan - March from 2021 to 2023



**Source:** TIC 2023

## 3.2. INVESTMENT REGISTRATION BY OTHER AUTHORITIES

### 3.2.1. Mergers and Acquisitions

Mergers and acquisitions (M&A) are essential to any economy's growth, stability and potential. Investors are increasingly aware that M&A are one of the quickest ways to expand their resources, increase

their market share, or raise capital—all of which help them modernise their operations, make them more efficient, and boost their competitiveness. During March 2023, four (4) deals were recorded with a total value of USD 88.02 M in four (4) sectors compared with a total deal value of 99.25 M in six (6) sectors in the same period as shown in Table 3.5.

**Table 3. 5:** Mergers and Acquisition Investments, March 2022 Vs March 2023

Mergers Applications March 2023			
Sectors	Nature	No. of projects	Value in USD (M)
Energy	Acquisition	1	10.6
Manufacturing	Acquisition	1	1
Oil and Gas	Acquisition	1	76.42
Mining	Acquisition	1	0
<b>Total</b>		<b>4</b>	<b>88.02</b>
Mergers Applications March 2022			
Sectors	Nature	No. of projects	Value in USD (M)
Mining	Acquisition	2	4.65
Energy	Acquisition	2	7
Agriculture	Acquisition	1	70
Transportation & Logistics	Acquisition	1	17.6
<b>Total</b>		<b>6</b>	<b>99.25</b>



## SECTION FOUR

# ONE-STOP FACILITATION CENTRE (OSFC) SERVICES

Tanzania Investment Centre (TIC) administers a One Stop Facilitation Centre (OSFC) that hosts 12 public institutions under one roof. The Centre facilitates investors to obtain all necessary permits, licenses, approval, consents, authorisation, registrations and other compliance matters required by laws to set up and operate an investment in the country.

## 4.1. FACILITATION SERVICES PROVIDED AT OSFC

The OSFC supports investors in a fast-track manner. Investors are facilitated to obtain Certificates of incentives; Company Registration; business and industrial licenses; residence and work permits; land acquisition; issuing Derivative Rights; Environment Certificates; Product Standard certificates and licenses for both food and drugs. Others include Occupation, Health Safety Compliance Certificate; Tax Identification Number (TIN) and tax exemption; National Identity for non-citizens, and electricity supply support, as indicated in Table 4.1.

**Table 4.1:** Number of permits, licenses and approvals issued in February 2023 Vs March 2023

Name of Institutions	February 2023	March 2023
Immigration (Residence permits)	273	196
Labour Office (Work permits)	334	109
TRA (Approve list of exemptions)	14	14
NIDA (legal identity card)	27	24
TIC (Certificate of Incentives)	41	37
Ministry of Lands (Derivative Rights)	4	2
<b>Total</b>	<b>693</b>	<b>382</b>

**Source:** TIC 2023

In March 2023, 382 permits were issued, compared to 693 permits in February 2023. The drop is attributable to the fact of life span for the permits where each has its respective expiry date.

## 4.2. OTHER SERVICES PROVIDED AT THE OSFC

### 4.2.1. Aftercare Services to Investors between 2018 and 2022

From January 2018 to December 2022, the Tanzania Investment Centre registered 1,270 projects, and provided aftercare services



to 1,038 projects, which is equivalent to 81.7 per cent. The achievement contributed by the conjoint and collaboration among the stakeholders, including investors and the Centre, to address the impediments such as permits, approvals, land, licences, tax issues etc. The Government will continue to ensure the business environments and investment climates are improved in order to attract more Domestic Investment and Foreign Direct Investment in the country.

#### 4.2.2. Aftercare Services to Investors between February 2023 Vs March 2023

Aftercare services were provided to 1,247 projects through physical project visits and telephone calls in March 2023, compared to 122 projects in February 2023. The increase was attributed by the initiative undertaken by the Tanzania Investment Centre through diversification of monitoring and evaluation activities.

**Table 4.2:** Aftercare Services

Mode	Number of Projects	
	February 2023	March 2023)
Physical visits	5	25
On- Call	114	1202
DR monitored	3	20
<b>TOTAL</b>	<b>122</b>	<b>1247</b>

**Source:** TIC 2023

#### 4.2.3. Consultation Services February 2023 Vs March 2023

**Table 4.3:** Consultation Services

Type of Consultation Services	No of Consultation services provided	
	February 2023	March 2023
Consultations on taxation and exemptions, quality and standards, health and safety at work place, environmental assessment, land acquisitions, business registration, ID card and permits, incentives, etc.	870	948

**Source:** TIC 2023

#### 4.2.4. Investment Call Centre (ICC)

Inquiries through the Investment Call Centre have increased significantly. According to the ICC monthly updates report, more than 200 inquiries were received in March 2023 compared to 107 calls received in February 2023. The calls inquired information about work permits, residence permits and investment opportunities and other matters related to Investment.

#### 4.2.5. e-Regulations Platform

Tanzania Investment Centre hosts a business and investment procedures platform referred as e-Regulations. This is a digital platform supported and managed by UNCTAD facilitation program that assists Governments to use technology to simplify and automate public administration.



#### 4.2.5.1. The trend of visitors in e-Regulations Platform

From January to March 2023, user visits to Tanzania e-Regulations site increased to 50,000 (150 per cent) from 20,000 visitors in 2022. In terms of sessions, the number increased to 61,000 (154.2 per cent) compared to 24,000 sessions in 2022.

At the same time, the session durations increased to 20.3 per cent compared to 13.7 per cent in 2022, as indicated by Figure 4.1. The trend indicates that more people are interested to understand the reforms undertaken by the government to improve the business environments and investment climate in Tanzania.

**Figure 4. 1:** Trend of visitors in e-Regulations



**Source:** Tanzania e-Regulations (March 2023)

## SECTION FIVE

# INVESTMENT PROMOTION MISSIONS

Tanzania's investment promotion activities focus more on attracting FDIs and DIs for investment projects outlined in the national development plans such as Tanzania Development Vision 2025 and the 3rd National Five Years Development Plan 2021/22 to 2025/26. Priority areas: agriculture (key crop produces and value addition such as sugar and edible oils), forestry, livestock, fisheries, mining (value addition), manufacturing (pharmaceuticals, automobile assembly, fertilizer and agriculture inputs, wood products and petrochemicals) and tourism infrastructure.

## 5.1. ECONOMIC DIPLOMACY

The reformist and pioneer of economic diplomacy, H.E. Dr Samia Suluhu Hassan, President of the United Republic of Tanzania has embarked on unleashing economic cooperation between Tanzania and other countries. Towards the end of March 2023, Her Excellency hosted the Vice President of the USA H. E. Kamala Harris in Dar es Salaam. Through the historic visit by the first ever woman Vice President of the US as hosted by the first ever woman President of Tanzania, the two nations have forged a way

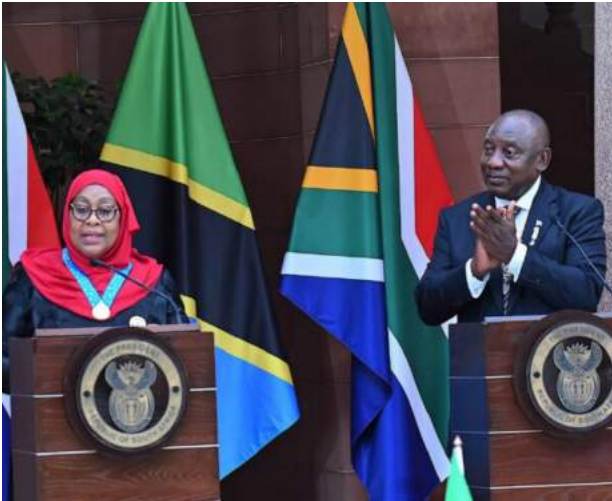
forward to increase trade between the two countries, foster investments, boost start-ups, and cooperate in security matters.

Also, Saudi Arabian national carrier, Saudia Airlines, has recently launched direct flights from Jeddah to Dar es Salaam. Consequently, with the direct flights, the travelling time has been cut to about 4.40 hours from the previous 10 hours when travellers were flying to Saudi Arabia through other destinations like Addis Ababa and Doha.

## 5.2. OUTBOUND PROMOTION MISSIONS

The Tanzania - South Africa Business Forum: Themed "Forging a New Deal between South Africa and Tanzania towards High Levels of Trade and Investment" the bilateral investment forum focused on promoting investment and trade in four key sectors namely Agriculture, Infrastructure, Mining and Oil & Gas. The mission which was led by H. E. Dr Samia Suluhu Hassan has, with immediate effect, brought Tanzania to the attention of twelve South African companies and one company, Association for Mining, Oil, and Gas has taken a step by visiting the country.

**Picture 5.1:** H.E Dr Samia Suluhu Hassan, President of the United Republic of Tanzania (L) officiates the Tanzania - South Africa Business Forum 2023, with H.E Matamela Cyril Ramaphosa, President of South African (R) in Johannesburg, South Africa.



**Picture 5.2:** The Minister of Investment, Industry and Trade, Dr. Ashatu K. Kijaji (L) and The Permanent Secretary, President's Office - Investment, Dr Tausi Kida (R), delivered presentations on Investment Opportunities in Tanzania and the Overview of the Tanzania business environment and Investment Climate, during the Business Forum held on 15th to 16th March 2023 in Johannesburg, South Africa



During the month of March TIC participated in a total of five (5) outbound investment missions. These are missions to China, Hong Kong, Rwanda, South Africa and Uganda.

Through the missions TIC managed to reach 314 representatives of companies. Table 5.1 provides some details.

**Table 5.1: Outbound Promotion Missions**

N	Name of the Forum/Business Mission	Sector	No. of Participants	Outputs
1	Tanzania-South Africa Investment, Pretoria.	All sectors	214	12 South African companies showed interest to invest in Tanzania and one has already visited the country.
2	Tanzania - Rwanda Investment Forum, Kigali	Logistics	20	Solution to challenges logistic companies face using Dar es Salaam port as gateway.
3	Tanzania - China Investment Seminar, Guangzhou	All Sectors	50	Promotion of investment opportunities in Tanzania, visits to 6 industries and a meeting with the Tanzanian diaspora in China
4	Belt and Road Investment Conference, Hong Kong	All sectors	30	The delegation managed to promote investment opportunities in Tanzania
5	Lohana International Business Forum 2023 - Uganda	All sectors	500+	Awareness about reforms made by the government to promote Investment and what Tanzania offer for a single project registered in Tanzania. Three Investors showed genuine interest to visit Tanzania for more details.

### 5.3. INBOUND PROMOTION MISSIONS

TIC has participated in nine (9) different inbound promotion missions during the month. These missions involved 286 stakeholders of investment, 21 of whom

are from Governments, while the rest are investors. The participants were interested in various sectors and were made aware of investment opportunities in the country and the role of the TIC (see Table 5.2).

**Table 5.2:** *Inbound promotion missions*

No.	Name of the Forum /Business Mission	Sector	No. of Participants	Output
1	TIC and Switzerland's delegation led by Swiss State Secretary for Economic Affairs, Dar es Salaam	All sectors	12	Awareness created on investment opportunities in Tanzania
2	Investment Meeting organised by Rotary Club, Dar Es Salaam.	All sectors	13	Awareness created on investment opportunities and facilitation services provided by TIC
3	TIC and the representatives of Atrantico Corporative Ltd, a company from Spain, Dar es Salaam	Energy, Mining and Infrastructure	4	Awareness was created and the prospective investors were linked with the appropriate ministries
4	TIC and US delegation, Dar es Salaam.	Construction, mining, infrastructure and energy.	6	Awareness created on investment opportunities and facilitation services offered by TIC
5	TIC and delegates from Saudi Arabia, Dar es Salaam	Agriculture, livestock, and horticulture.	3	The Government to Government and Business to Government meetings were held. Local companies were featured
6	Tanzania - Congo DR, Dar es Salaam	Logistics, transport, agriculture, mining and real estate	200	Business linkages were created and the IPAs of the two countries have agreed to sign an MoU of cooperation in investment facilitation
7	TIC and Africa House and the South Africa Oil and Gas Alliance (SAOGA), Dar es Salaam	Mining, Pharmaceuticals, Energy, Logistics, Oil and Gas.	30	Awareness created on opportunities and procedures.
8	TIC and a delegation from Global Cooperation Committee (GCC), Dar es Salaam	International Free Innovative City (IFIC)	7	Initial MoU entered into between EPZA and the South Korean company GCC
9	TIC and a delegation from Afrexim Bank, Dar es Salaam	Quality assurance and medical centres	11	Land for investment identified already



## SECTION SIX

# PROMOTING DOMESTIC INVESTMENT OPPORTUNITIES

## 6.1. PUBLIC INVESTMENT PROJECT

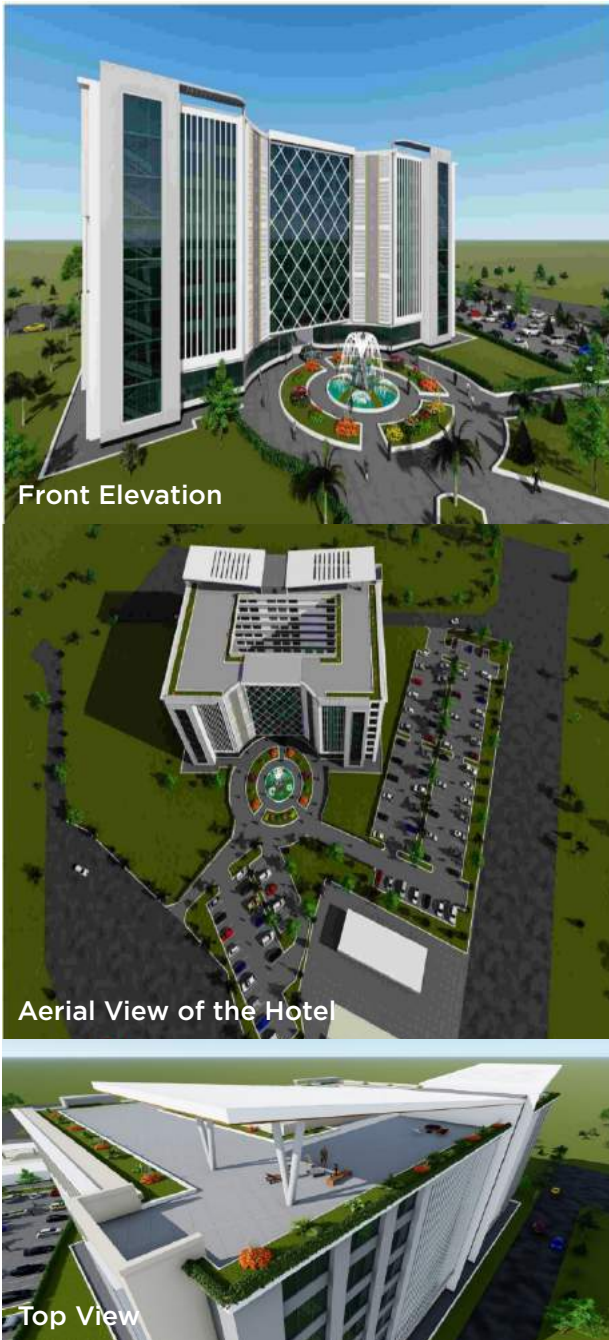
During March 2023, TIC continued to promote major public projects that call for investment under joint ventures or Public-Private partnerships. One low-hanging

fruit project is the construction of the Four-Star Airport Hotel at Julius Nyerere International Airport (JNIA) commissioned by the Tanzania Airport Authority (TAA). Details of the project are as prescribed in Table. 6.1

**Table 6.1:** Indicates project details for the construction of a Four-Star Airport Hotel at JNIA

Item	Remarks
Project Name	Construction of a Four-Star Airport Hotel at Julius Nyerere International Airport (JNIA)
Implementer	Tanzania Airports Authority.
Location	About 12 kilometres Southwest of the Dar-es-Salaam City Centre.
Short Description	<ul style="list-style-type: none"> <li>The project's scope is to construct a four-star airport hotel and other associated facilities</li> <li>The plot size of the proposed project is 28,116m<sup>2</sup>.</li> <li>It contains an eight-storey building with a total number of 336 rooms for accommodation (standard rooms (252), Executive (70) and VIP (14)). It also contains restaurants/bars, meeting rooms, lounges, hotel offices, and shops at the ground floor.</li> </ul>
Project Benefits	<ul style="list-style-type: none"> <li>Improve the airport's service delivery</li> <li>To generate more revenues from landside commercial activities to enhance non-aeronautical revenues.</li> <li>To create employment during and after the construction of the facility</li> <li>Contribution to income generation and poverty eradication</li> </ul>
Project Cost Estimates	USD 37,384,815.68
Financing Status	PPP Arrangement
Contact Person	Director General, TAA.
Email	dg@airports.go.tz, or info@airports.go.tz
Telephone	+255 22 2842402/3
Fax	+255 22 2844495

**Picture 6.1:** Construction of a Four-Star Airport Hotel at JNIA Project



**Source:** Tanzania Airports Authority, 2023.

## 6.2. DOMESTIC INVESTOR'S PROJECTS

The Government continues undertaking administrative, legal and regulatory reforms to improve the business environment and investment climates. The initiatives also benefit the local investors to be a part of the investment ecosystems. Similarly, the local investor's project contributes to the country's development by addressing national plans and Sustainable Development Goals. The outcomes of their investments include attracting Domestic Investment (DI) and Foreign Direct Investment (FDI), creating jobs, value addition, a source of foreign currency and eventually, poverty reduction.

In March 2023, TIC introduced FinTech-POA living and Kisitu Winery Factory Projects as local companies seeking financial and team support to scale up the projects competitively. Hereunder is the details for each project as indicated in Tables 6.2 and 6.3.

### 6.2.1. Fintech - POAliving Project

Table 6.2 indicates the start-up's project, which deals with innovation to solve social problems. It is seeking a partnership for additional financing to make it operate worldwide.

**Table 6.2:** FinTech-POAliving Project

Project Name	Details
Company Name	Power Africa Living credit Company LTD, Trademark name-POAlife
Location of the Project	Kinondoni, Kijitonyama, Makumbusho
Project Description	<ul style="list-style-type: none"> <li>• FinTech, POAliving is the new system pushing Africa to cashless or paperless money from middle to lower-income individuals. The system has a Point of sales machine (POS), App and Unstructured Supplementary Service Data (USSD) code. The POS will be provided to all small venders at local streets (Kiduka cha Mangi)</li> <li>• The system has other functions such as payment modes as Banks POS and big places like supermarkets. It allows to be used outside of Africa, purchase things or Pay via our system has many benefits like cash back, future economic securities like Mortgage, life insurance etc</li> </ul>
Infrastructure	The project is linked to other mobile network companies and banks
Project Status	100 % set
Financing Request	1 million US dollars
Contact Person	Mr Vivian Semvua - +255693539131
Email	v.anselim@gmail.com
Phone	+255621028199

### 6.2.2. Kisitu Winery Factory Project

Table 6.3 Kisitu Winery Factory, Tanzanians owned, deals with the production of wine in Dodoma and distribution in different regions. It is seeking a joint venture partnership to secure the international market for the product.

**Table 6.3:** Kisitu Winery Factory Project

Item	Details
Project Name	Kisitu Winery Factory
Implementer	Kisitu Company Limited
Location of The Project	Kawawa Street, Block 'E' Chinangali II AREA, Chamwino Municipalit. Along the Dodoma - Morogoro main road
Project Description	<ul style="list-style-type: none"> <li>• Kisitu Winery, a project incepted in 2017, and production started in 2021 with 344 tons of grapes bought from 199 smallholder farmers producing 241,593 litres of raw wine.</li> <li>• The factory area is estimated at 16,060 square meters;</li> <li>• It has 27 wine tanks with a total capacity of 3,000,000 litres of wines, a constant supply of water and electricity.</li> <li>• The internal demand for wine is 15 million litres but countries afford to supply only five (5) million litres, creating a market gap of 10 million litres to be exploited</li> </ul>
Project Cost Estimates	The initial phase cost is around TZS 3.5 billion (USD 1.5 Million).



Item	Details
<b>Project Status</b>	On production phase.
<b>Benefits</b>	<ul style="list-style-type: none"> <li>• Employment creation to smallholder farmers</li> <li>• Source of revenue which will be reinvested</li> <li>• Increase availability of wine in the country at low price</li> </ul>
<b>Financing</b>	Require funds to expand the market and wine production to 2,100,000 litres of wine per season hence exploiting the existing market gap.
<b>Contact Person</b>	Paulo Evaristo Sanga (Managing Director)
<b>Email</b>	kisituempiretz@gmail.com
<b>Phone</b>	+255 759 503 095

**Picture 6.2:** Indicates the Kisitu Winery Factory's project overview



## SECTION SEVEN

# INVESTOR OF THE MONTH: KILOMBERO SUGAR COMPANY LIMITED

## KILOMBERO SUGAR COMPANY AN ILLOVO SUGAR AFRICA COMPANY

### 7.1. INVESTING IN SUSTAINABLE DEVELOPMENT OF THE SUGAR INDUSTRY

Kilombero Sugar Company Limited (KSCL) is the largest producer of sugar in Tanzania under the strong “Bwana Sukari” Brand name. The company is 75% owned by Africa’s largest diversified sugar and downstream products producer, Illovo Sugar Africa, with the Government of Tanzania owning the balance of shares. Illovo Sugar Africa Group is Africa’s biggest sugar producer with extensive agricultural and manufacturing operations in six African countries; including South Africa, Malawi, Mozambique, Eswatini, Zambia and Tanzania. Kilombero Sugar Company Limited is a Miller Cum Planter (MCP) growing cane within its estates in Msolwa

and Ruembe and produces sugar at its two mills. Together, the two mills produce an average of 126,000 tonnes of sugar per year. In May 2021, Kilombero Sugar Company (KSCL) shareholders approved a Tsh 571.6 billion (US\$ 238.5 million) sugar factory expansion project which is expected to be completed in July 2024.

Construction of a new, state-of-the-art factory dubbed K4 will more than double Kilombero’s sugar production capacity from current levels of around 126,000 tons of sugar per annum, to 271,000 tons per annum. This is among the company’s strategies in supporting the government’s vision of reducing the country’s reliance on imported products by ensuring self-sufficiency in sugar by 2025. In addition to increasing sugar production, the expansion will create self-employment opportunities as the number of growers is expected to increase from the current 8,000 to between 14,000 and 16,000 growers. About 2,000 new jobs will be created within the supply chain. Sustainable Agriculture being one of the company’s “Thriving Community

Purpose”, the expansion project has been a catalyst for the company to make reforms towards environmental sustainability in its operations. The company employs state of the art and environmentally-friendly technologies in irrigation and has recently introduced the “Chopper Harvesters”.

The company will also generate additional electricity and produce up to 20MW of electricity after the Expansion Project, part to be used for the Kilombero manufacturing complex, further contributing to its sustainability efforts. Upon agreement, a surplus of about 10MW will be available for export to the Tanzanian grid. In addition, through its sustainable agriculture practices and efforts towards environmental sustainability, Kilombero Sugar Company Limited is contributing to the growth of the sugar industry in Tanzania and positively impacting the environment and local communities.

**Picture 7. 1:** Kilombero Sugar Company Limited: Investing in Sustainable Development of the Sugar Industry



## 7.2. ACTUAL JOBS CREATION IN THE SUGAR INDUSTRY

A major economic milestone for investment projects is their contribution to job creation. This month’s bulletin focuses on the sugar industry and its community contribution. As registered with TIC, the actual status of seven active sugarcane farming and sugar factoring operations has created 168,226 jobs, where 21,224 are direct jobs and 147,002 are indirect jobs. However, thousands of jobs were created in the farms and fields of out-growers, thereby creating more indirect employment and increased cash flow circulation in the local economy.

Most projects involve out-growers, but

only one project relies on out-growers for approximately 75% of all raw materials (small-scale farmers by enabling field preparation, seed, and transportation to encourage sugar plantations and empower local farmers with a guaranteed market). This empowerment also helps out-growers transform into entrepreneurs and employers themselves. Investors are the guarantors

for farmers to acquire equipment, loans for development capability, and self-sufficiency, and introduce new and more efficient farming practices. This model not only creates employment but also creates many small-scale employers. Continue to follow up on our monthly bulletins for more success stories.

## SECTION EIGHT

# INNOVATIVE ECONOMY: START-UPS

## 8.0. INNOVATIVE ECONOMY: START-UPS

The Tanzanian ecosystem continues to achieve more milestones necessary in building and unlocking future-building start-ups, unlocking investments, and demonstrating the role of start-ups in building the economy. Private equity and venture capital have become a source of finance for lucrative investments or projects such as start-ups.

## 8.1. VICE PRESIDENT KAMALA AND TANZANIA - START-UPS

H.E. Kamala Harris, the USA Vice President met with Tanzania's Start-up founders in Tanzania. She had a chance to see innovative products and have conversations with entrepreneurs about their businesses and the potential this Startup ecosystem have to impact Tanzania's economy. This occurred during her state visits in Tanzania which commenced on 29th March and ended on 31st March 2023.

**Picture 8.1:** H.E. Kamala Harris, the USA Vice President Visit to Start-up, Dar es Salaam



## 8.2. A TANZANIAN START-UP WINS AT THE SANKALP AFRICA SUMMIT

Sankalp Africa Summit is an event that catalyses collaborations across the entrepreneurial ecosystem in order to solve global challenges sustainably. This year the summit held its 10th event in Nairobi, Kenya, in March 2023. At each summit, Sankalp usually recognises and rewards promising and high-impact enterprises from across Africa that are tackling key development challenges.

This year, a Tanzanian start-up, Agki Medical, won a second runner-up, as indicated in Picture 8.2. The Agki Medical is a healthcare start-up that solves the problem of anaemia in pregnant women and children under the age of five living in rural communities. This recognition is celebrated because it puts the start-up on the investors' global map and Tanzania. A total of 1332 attendees, representing 45 countries, attended this year's event, and it attracted 32.9m impressions on social media.

**Picture 8.2:** Agness Kimweri, CEO of Agki Medical, receives the award



## 8.3. BAOBAB NETWORK INVESTS IN TWO TANZANIAN START-UPS

Baobab Network is an accelerator that invests in the next generation of tech entrepreneurs. Since 2019 when it started, it has invested in 35 portfolios across 12 different African countries. The two Tanzanian start-ups (Medikea and Swahilies) bagged the deals this year, each receiving USD 50,000 plus a three (3) month acceleration.

### 8.3.1. Medikea Start-up

Medikea is a patient-centric telemedicine platform that offers full patient autonomy via on-demand consultation, at-home tests and diagnostics, enabling individuals to seek care conveniently, spend less money and save time.

### 8.3.2. Swahilies Start-up

Swahilies is a Small Medium Enterprises (SME) booking platform that allows SMEs to record their transactions (sales, spending, debts), manage their businesses, and send and receive payments.

## 8.4. FUNGUO INVESTS IN 26 INNOVATIVE START-UPS IN TANZANIA

Funguo Innovation Programme (FUNGUO) is a Tanzanian-based programme born out of the Tanzanian innovation ecosystem's desire for a more viable and sustainable initiative to support innovative start-ups and Micro-, Small and Medium-sized Enterprises (MSMEs) in Tanzania.

A donor-funded programme led by United Development Programme (UNDP) Tanzania, in partnership with United Nations Capital Development Fund (UNCDF), Tanzania Commission for Science and Technology (COSTECH). In addition, the Tanzania Industrial Research and Development Organization (TIRDO), Small Industries Development Organization (SIDO) and others, has invested a total of TShs. 2.6 billion, reaching 26 innovative start-ups, after rigorous screening of 934 start-ups and Micro-, Small and Medium-sized Enterprises (MSMEs), as its first cohort.

**Picture 8.3:** Unveiling of FUNGUO's first cohort



**NB:** This article (Start-up section:8.2-8.4) was prepared by Salum Awadh, CEO of SSC Capital and Lead for Tanzania Venture Capital Network and TAIN Angel Fund. He can be contacted via [sawadh@ssc.co.tz](mailto:sawadh@ssc.co.tz)

## SECTION NINE

STAKEHOLDERS'  
TESTIMONIALS

“

*The Government of Tanzania under the leadership of H.E. President, Dr Samia Suluhu Hassan, has been taking deliberate measures to improve business and investment environment in the country while opening up the economy. As a result, major players in business and investment continue to set their feet in Tanzania. Complements and congrats go as well to Tanzania Investment Centre (TIC) for their role in creating conducive environment for investment. A major milestone has recently been achieved when Saudi Arabia Airlines launched their services between Jeddah and Dar es Salaam on 26th March 2023. The service will definitely contribute in the growth of trade between Tanzania and Saudi Arabia, support investment and increase the number of tourists who visit Tanzania from Saudi Arabia*

**- H.E. Ali Jabir Mwadini,** Ambassador of the United Republic of Tanzania to the Kingdom of Saudi Arabia.

“



*There is huge potential for increasing poultry production and consumption in Tanzania and East Africa. Tanzania is a prime, strategic choice for the development of this project. Geographically, it is perfectly placed, and the environment is ideal for poultry production. Most important is the conducive business environment which we would like to thank the Tanzanian Government*

**- Jan Henriksen,** CEO, Aviagen East Africa.





“

*When we contemplated investing in East Africa, our attention was drawn to Tanzania simply because of the good job that TIC has been doing, and since our arrival in Tanzania until our eventual registration of our company, TIC has been a strong partner*

**- Ibrahim Maigari Ahmadu, Founder/CEO, RiceAfrika Technologies (T) Limited.**

“



*Elsewedy Electric deeply appreciates the support we have received from the very beginning. As the Managing Director of Elsewedy Electric East Africa, I credit a large part of our company's success in the region to all of the continuous and committed partnership and support from the Government of Tanzania, specifically the Tanzania Investment Centre (TIC). In 2018 Elsewedy Electric won a Historic bid for the Construction of Julius Nyerere Hydro Power Plant (JNHPP). Following the commencement of our first project in Tanzania, we were honored to have the president of the United Republic of Tanzania, Her Excellency Dr Samia Suluhu Hassan as the guest of honor at our Phase 1 Inauguration ceremony for the Cables and wires Factory at the Elsewedy Industrial Complex in Kisarawe II, Kigamboni. Then followed the Phase 2 Inauguration ceremony - Transformers factory which also received invaluable support from the Government. Adding to this commitment; we recently had the pleasure of hosting the Permanent Secretary Presidents office - Investment, Dr. Tausi Kida and the TIC team at our Industrial complex. Her visit sealed the promise of continued support for all our upcoming projects as we continue Elsewedy Electric's pledge to making Tanzania Africa's Industrial hub. We look forward to continued success in our Operations in Tanzania with Tanzania Investment Centre (TIC) as our strongest supporter and ally*

**- Eng. Ibrahim Qamar, Managing Director, Elsewedy Electric East Africa.**

“



*Tanzania horticulture is among the fastest growing agriculture sub-sectors in Tanzania, holding some of the best investment opportunities. In the past three years (2020-23), we have witnessed a good number of investors investing in the industry, creating opportunities for reliable markets and technology transfer to smallholder farmers as well value addition of horticultural products. This achievement is attributed to our exciting and rewarding partnership with TIC.*

**- Dr. Jacqueline Mkindi, CEO, Tanzania Horticultural Association (TAHA) Arusha.**



## SECTION TEN

## EVENTS/ FORUM

**Table 10.1:** Events Held in March 2023

No.	Description	Sector	Participants	Link
1	Financial Sector Investors' Dialogue and Feedback Session, Dar es Salaam	Use of TIC land Derivative Rights (DR) as a collateral for bank loans to foreign investors	Commercial Banks and investors	<a href="http://www.tic.go.tz">www.tic.go.tz</a>
2	Webinar on How Tanzania will benefit from the UK's Developing Countries Trading Scheme (DCTS)	All sectors	Tanzanian investors and traders	<a href="https://twitter.com/UKinTanzania">https://twitter.com/UKinTanzania</a> and <a href="https://www.gov.uk/government/publications/developing-countries-trading-scheme-dcts-new-policy-report/developing-countries-trading-scheme-government-policy-response">https://www.gov.uk/government/publications/developing-countries-trading-scheme-dcts-new-policy-report/developing-countries-trading-scheme-government-policy-response</a>
3	The American Chamber of Commerce in Tanzania (AmCham-TZ)	All sectors with special focus on trade facilitation and economic opportunities	Members of the AmCham-TZ	<a href="https://amcham-tz.com/">https://amcham-tz.com/</a>

## INFRASTRUCTURES - FIBER OPTIC CABLE NETWORK

Government investment in National ICT Broadband Backbone - 8,310 Km Fiber Optic Cable network making Tanzania a Regional ICT Hub. The cable connects all major Tanzania towns (a catalyst for telecom revolution) and terminates at borders of all neighboring countries being Mozambique, Malawi, Zambia, DR Congo, Burundi, Rwanda, Uganda and Kenya.



Source: NICTBB, 2023



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