

The Investor

TANZANIA



Issue 003

The best is yet to come!



TZ woos massive investments from Egypt

SUGAR

How so sweet! Plans afoot to end sugar woes

FERTILIZER

TZ hosts continent's largest factory

UHURU

Tanzania at 60 remains ripe for further growth

THE UNITED REPUBLIC OF TANZANIA
MINISTRY OF COMMUNICATION AND INFORMATION TECHNOLOGY



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THE INVESTOR is a quarterly magazine published by the Tanzania Investment Centre (TIC) as part of Government's effort in investment promotion. The Magazine is distributed in 3,000 copies throughout the country and abroad.

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Executive Director's Message

STARTING THE YEAR ON A HIGH NOTE

I have the pleasure to welcome our readers to another issue of *The Investor* magazine. This issue has come out at a time of year when the mood is that of merry-making and it is only right that I take this opportunity to wish you all a joyful year-end festive season and a prosperous new year.

In Tanzania, it is worthy of note that the Independence Day (Uhuru) celebrations on December 9 almost always set the tone for the rest of the year-end festivities and as a country we have come a long way in the 60 years of independence, the more the reason for a toast.

Since gaining independence, Tanzania has undergone many transformations to accommodate the needs of time when it comes to investment policies, regulations, and laws all with the view of creating an enabling investment environment and achieving the country's development agenda.

This issue of the magazine features the country's journey in the area of investment and the ups and downs she has had to go through due to a combination of factors as dictated by forces from both within and without from the time of attaining independence hitherto.

As a nation Tanzania has made major strides in terms of increasingly becoming a poster child for investment attraction and there are better things to come because of the country's potential in resources availability, continued reforms and attractive investment incentives.

Our country has remained favourite for investors. Just recently we received a high-profile delegation of investors and senior officials from Egypt with the aim to seek investment opportunities in the country.

The delegation's visit was also a product of President Samia Suluhu Hassan's visit to Egypt a month earlier and the Tanzania Investment Centre efforts which helped to arouse the interest of Egyptian investors who also promised to invest in multi-million projects including the Egyptian Industrial City.

In early December, Africa Development Bank (AfDB) postponed the Africa Investment Forum Market Place which was to be held in Abidjan, Ivory Coast due to the outbreak of a new variant of Covid 19, Omicron.

This year's forum was important because a Tanzania firm was among identified African companies that were slated to secure a multi-million dollars funding, and we bring their story in this issue.

We also continue with our tradition of highlighting developments in important sectors that offer a myriad of investment opportunities to both local and foreign prospective investors, and in this issue, focus has been on sugar production due to the increasing demand of the commodities.



DR. MADUHU KAZI

Someone once said that the only constant in life is change. This could not be farther from the truth, and that is why in this issue we highlight on the progress being made by different government institutions to constantly introduce reforms that are geared towards smoothening the investment terrain.

From the major events of 2021 to the ongoing reforms being instituted by various government institutions, it is my sincere belief that the future holds greater things for Tanzania and we are on track to becoming an investment hub.

I thus welcome you to yet another edition of the magazine and wish you a Happy New Year and pleasant reading.





DR KIJAJI

NEW MINISTER FOR INVESTMENT, INDUSTRY AND TRADE

In a minor cabinet reshuffle on 8th January 2022, President Samia Suluhu Hassan has created a new ministry, which placed the Investment, Industry and Trade portfolios under one roof and Dr. Ashatu Kachwamba Kijaji was appointed the new minister.

From those changes, the Tanzania Investment Centre (TIC) will now move from Prime Minister's Office (Investment) to the Ministry of Investment, Industry and Trade.

Prior to her appointment as the Minister for Investment, Trade and Industry, Dr. Kijaji was the immediate former Minister for Communications and Information Technology, the current Member of Parliament for Kondo Constituency in Singida Region and also a former Deputy Minister for Finance and Planning.

Born in 1976, she completed her secondary education from Shycom Secondary School in 1997 before going on to receive an Advanced Diploma from the then Institute of Development Management-Mzumbe (now Mzumbe University).

Dr Kijaji started her career as a Planning Officer for the Kisarawe District Council before taking a teaching position at her alma mater Mzumbe University, going on to become the Director of the university's Institute of Development Studies.

While working at Mzumbe University, she completed her master's degree in 2008 and PhD in 2013, both from the Norwegian University of Agder.

Dr. Kijaji became involved with the ruling Chama Cha Mapinduzi party in 2004 and first ran for the Kondo parliamentary seat and won in 2015.

After becoming Member of Parliament, she was appointed as Deputy Minister in the Ministry of Finance and Planning by the then newly elected President John Magufuli in December 2015.

Part of her task as deputy minister was to oversee the drafting of the second Five Year Development Plan, which she presented to Parliament in February 2016. The plan seeks to push the country's industrialization agenda to drive economic growth and social development.

Dr Kijaji was among the Ministers sworn in by Her Excellence Samia Suluhu Hassan on 10th January 2022.

The TIC Executive Director, Management and Staff wishes to congratulate Dr Kijaji for her appointment.

THE INVESTOR REPORTER



OUR HEARTIEST CONGRATULATIONS



Hon. Exaud S. Kigahe



Mr. Ally S. Gugu



Prof. Godius W. Kahyarara



Dr. Ashatu Kijaji



Dr. Hashil T. Abdallah

The Executive Director, Management and Staff of Tanzania Investment Centre (TIC), wishes to extend our heartiest congratulations to our newly appointed Minister for Investment, Industry and Trade, Hon. Dr. Ashatu Kijaji (MP), Deputy Minister Hon. Exaud S. Kigahe (MP), Permanent Secretary Prof. Godius W. Kahyarara, Deputy Permanent Secretary Mr Ally S. Gugu and Deputy Permanent Secretary Dr Hashil T. Abdallah.

TIC wishes them success on their new posts.



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TZ woos massive investments from Egypt

The best is yet to come!

Egyptians declare Tanzania their second home with billions worth investments



THE Egyptian business community has designated Tanzania its second home by promising to make the latter its investment hub in East and Central Africa, as the North African economic powerhouse seeks to stretch out her tentacles to the South.

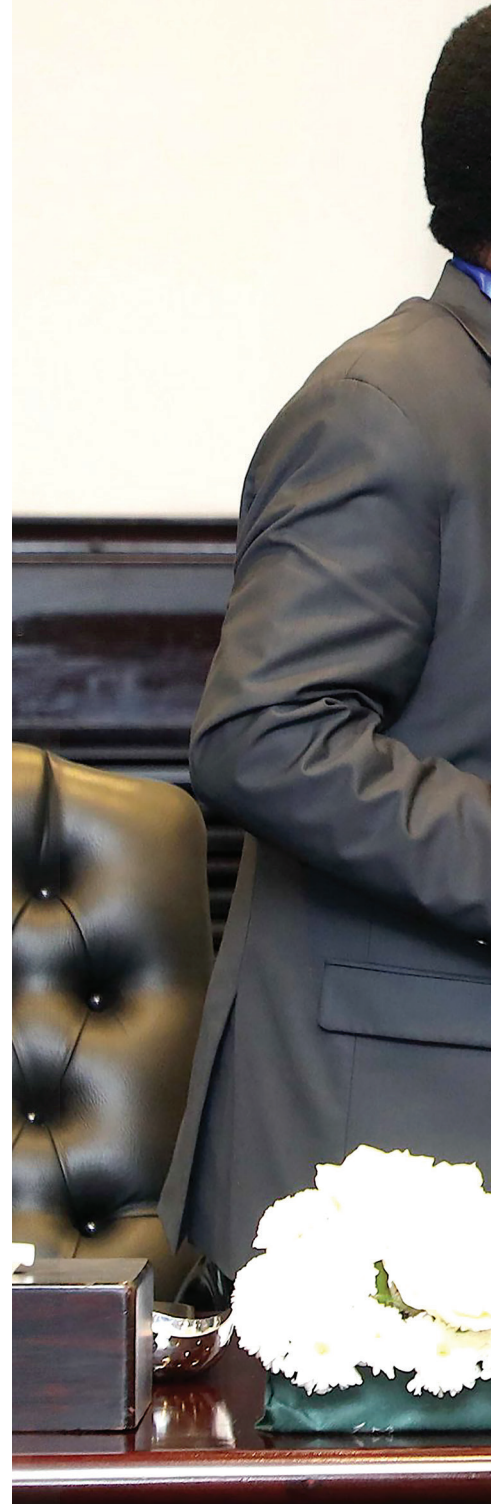
The declaration was made in December during a visit by over 100 high-profile delegates from the Egyptian government and business community who came to cement their commitment to invest more than US \$500 million (TZS1.15 trillion) in the country.

And the reasons for their choice of a second home were not hard to come by: Tanzania is rich in resources, economically and politically stable, strategically located and has adequate manpower and thus provides endless investment opportunities.

The delegation's Tanzanian visit was the result of President Samia Suluhu Hassan's visit to Egypt in November on invitation of President Abdel Fattah Al Sisi. The two Presidents agreed to deepen cooperation for the mutual benefits of the two historically friendly nations.

"My country seeks to strengthen relations and consolidate strategic cooperation with Tanzania in economic, political and national development," said President Al Sisi when he hosted President Hassan.

Her Excellency President Samia Suluhu Hassan witnesses the exchange of documents between Tanzania Investment Centre (TIC) Executive Director, Dr. Maduhu Kazi and Director General of Egypt's General Authority for Free Zones and Investments (GAFI), Counsellor Mohammed Abdel Wahab during her State visit to Egypt late last year.







Her Excellency President Samia Suluhu Hassan looks on as Tanzania Investment Centre Executive Director, Dr. Maduhu Kazi and Egypt's General Authority for Free Zones and Investments (GAFI), Counsellor Mohammed Abdel Wahab (right), sign several agreements on business and investment promotion between Tanzania and Egypt in Cairo on November 11 during her three-day official visit on the invitation of her host, President Abdel Fattah Al Sisi.

The visit of 40 plus business moguls and senior government officials to Dar es Salaam was historic, as was admitted by both Tanzanian and Egyptian delegations, based on the number and calibre of people as well as the size of investment they are to bring to the country.

Chairman of Egyptian Federation of Investors' Association, Dr Moharram Helal said that he had been amazed by what the country has to offer in terms of opportunities in various sectors including tourism.

Dr Helal could not keep the joy to himself for being in Tanzania and although it was his first visit, he promised to have his grandson spend a month in Zanzibar during his honeymoon.

He made the promise during Business-to-Business forum held in Dar es Salaam between the Egyptian delegation and local businessmen.

The delegation jetted into Dar es Salaam on a late Saturday night of December 4th and were in the country for far more serious business by starting with attending a B2B forum the next day and thereafter attending the inaugural of El Sewedy Industries.

Their tight schedule culminated with the attendance of Zanzibar Investment Forum before leaving Tanzania with yet another

It is for that reason that I now call on all government officials to enhance investment facilitation and do away with the business-as-usual attitude and work towards identifying all challenges such as bureaucracy and land ownership issues that hinder investments and diligently work on them to attract more investors.

**PRESIDENT
Samia Suluhu Hassan**

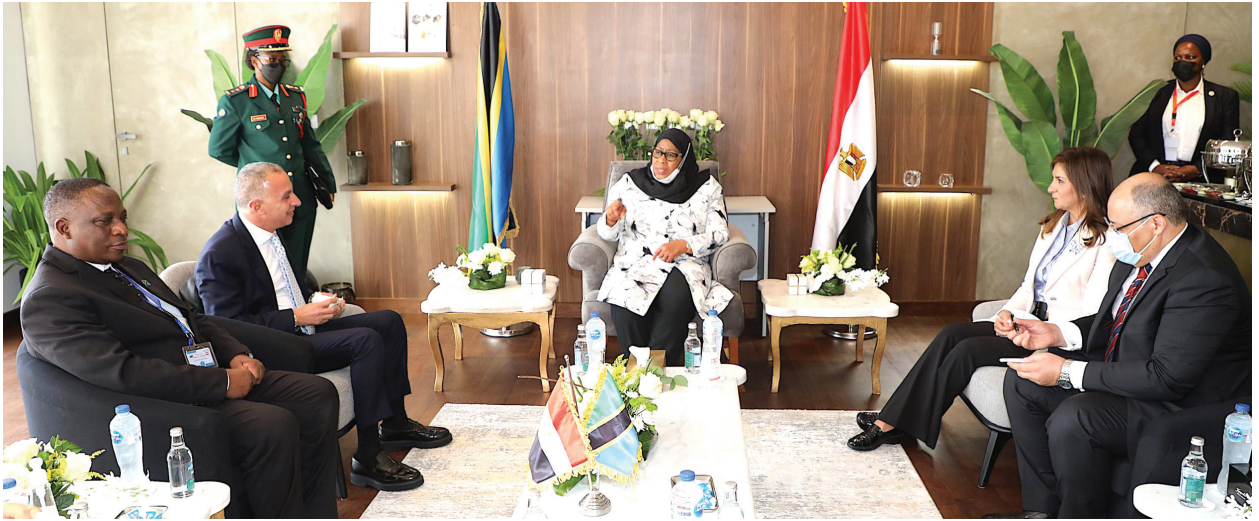
promise: they will be back, and it will not be for any honeymoon.

The delegation was led by Egyptian Minister for Housing, Utilities and Urban Communities, Dr Assem El-Gazzar, who also witnessed the inauguration of El Sewedy Electric East Africa Company's factory by President Samia Suluhu Hassan, the largest of its kind in Africa.

During the inauguration, El Sewedy Electric East Africa Managing Director, Eng Ibrahim Kammal, said that the factory constructed at Kisarawe II Kigamboni in the outskirts of Dar es Salaam will serve as the regional hub of the company's activities, including Eastern, Central and Southern Africa.

"This is the biggest power complex not only in the region but in Africa and the first phase of the project cost around US\$40 million and will employ 500 people who will be the backbone of our activities," Eng Kammal said.

The first of the power industrial complex to be constructed is the cable factory which will manufacture cables to serve residential, commercial, industrial as well as rural needs and is part of a complete project which involve manufacturing of cables, metres and transformers and upon completion will employ over 1,000 people.



ABOVE: Her Excellency President Samia Suluhu Hassan talks to Egyptian officials when she visited the New Cairo Administrative City during her visit in November 11, 2021..



BELOW: Her Excellency President Samia Suluhu Hassan in a souvenir photo with Egyptian investors and businessmen on the second day of her three-day official visit to Egypt in November 11, 2021.

According to Eng. Kammal, the company also has a management strategy of strong capacity building, training and development program which has thus far seen 18 Tanzanians spend one month in Egypt and receive training the company's factory in that country.

The Kigamboni industrial complex is owned by El Sewedy Electric Company of Egypt, and the company's President and Chief Executive Officer, Eng Ahmed El Sewedy, has been instrumental in convincing other Egyptian business moguls to come and invest in Tanzania.

Engineer El Sewedy who was on hand to thank the government for its support in making the project possible said that for all intent and purpose the investors want to make Tanzania their second hub after Egypt.

"We work in over 50 countries around the world, in Africa, the Gulf, Europe and Asia and we are involved in infrastructure

development, manufacturing and new technologies. We are honoured to have our presence here in Tanzania," he said.

El Sewedy Electric Company together with Arab Contractors, are contractors in the Rufiji Hydro Electricity Power Project, commonly referred to as the Rufiji Dam.

Eng. Elsewedy also said that his company is constructing a US \$400 million Egyptian Industrial City (EIC) also in Kigamboni, which will create up to 50,000 jobs, will have the capacity to house 200 factories in textiles, Automotive, Electronics, Food processing, Agro-processing and Pharmaceuticals upon completion.

This will also be the first industrial city constructed by El Sewedy outside of Egypt, he said, noting that he wants to make the country his second home in terms of investments, and, if possible, as a residency.

"The industrial city will be ideal to accommodate the 100 investors from Egypt

who are willing to invest in Tanzania in different sectors after being impressed with what is happening in the country and how the government and ministers facilitate investors and we will have investments on the ground very soon," he said.

As such, he said, within one year the country will witness massive investments from Egypt, more employment opportunities, training programs and a technical university to help Tanzanians acquire world class skills and have a better future.

During the inauguration, President Hassan commended El Sewedy Electric East Africa for bringing the factory to Tanzania, noting that it is one of a kind in the whole of sub-Saharan Africa which will have the capacity to manufacture 15,000 tons of cable, 1,500 transformers and 100,000 electricity metres per annum.

"Half of these high technology products to be produced by El Sewedy Electric East



Her Excellency President Samia Suluhu Hassan looks at the masterplan of the New Cairo Administrative City during her three-day official visit to Egypt in November, 2021. The 700 square kilometres metropolis is expected to be completed and opened this year.

Africa will be exported to foreign markets and the rest will be for domestic use, the spillover effect will be to increase the country's foreign earnings," the president said.

President Hassan said that the investment by the Egyptian investor is in line with the country's strategy since independence of import substitution and export promotion was testimony of the

country's vast available opportunities which still need to be tapped to create employment and end dependence on imported goods.

She also said that the visit by the Egyptian investors' delegation to the country is a product of the government's resolve to open up the country to businesses and investments as well as her recent visit to Egypt, noting that this is just the tip of the

iceberg and quoted an Egyptian proverb "what's best is yet to come".

"It is for that reason that I now call on all government officials to enhance investment facilitation and do away with the business-as-usual attitude and work towards identifying all challenges such as bureaucracy and land ownership issues that hinder investments and diligently work on them to attract more investors,"



she said.

The president said that the country should brace itself for massive strategic investments and the COVID 19 pandemic has placed Africa in a position to receive more investments and Dar es Salaam through its port is strategically positioned to become a major investment hub.

She acknowledged the improvements in service delivery to investors, noting that at the moment issuance of certificates takes at most three days instead of several months as had been the case in previous years.

For his part, then Minister of State in the Prime Minister's Office (Investment), Geoffrey Mwambe, said that the benefit of such investments will help create employment among the youth and expand the government's tax base and be able to provide better services to the population such as health and education.

"There are certain goods that we have been traditionally importing which we could manufacture at home. In our current account, the import bill has always been huge, by manufacturing goods locally we will be able to save foreign currency and

earn more of the same," he said.

Narrating the story of the factory, Mwambe said that El Sewedy Electric has been in the country for some years as a contractor in the construction of the Rufiji Dam.

As such, he added, they decided to talk to the company's management and told them that while they are constructing the dam, most of the material and accessories used in the project are imported, and if they can manufacture the said materials in Egypt, why not do so locally.

The response was in the affirmative and the Eng. Kammal passed the request to Eng. Sewedy who obliged to construct the power industrial complex which will also be complimented by a technical university for Tanzanian youth to acquire technical knowledge.

When President Samia Suluhu Hassan visited Egypt for a 3 days tour, she had an opportunity to meet the host country business community and lure them to invest in Tanzania. During her visit of the General Authority for Investment (GAFI) she witnessed the signing of various cooperation agreements.

During the tour, the President also visited El Sewedy Industrial Park and Cairo's new Administrative City, which is expected to host all government Ministries and Agencies including Embassies of foreign countries such as Tanzania.

The Tanzania Investment Centre (TIC) Executive Director Dr Maduhu Kazi whose institution is responsible for investment promotion, facilitation and registration of projects said most of Egyptian investors were bringing in strategic investments, which as per investment law, the minimum capital is US\$50 million for foreigners (US\$20 million for Tanzanians).

"Because of the size of their investments the impact to the economy will be huge in terms of jobs created, export potential and technology transfer," said Dr Kazi

Official data shows that the trade volume between the two countries increased in recent years to Sh87.3 billion in 2020 from Sh84.3 billion recorded in 2018.

President Hassan revealed that the country, through the Tanzania Investment Centre (TIC), registered a total of 26 projects worth \$1.3 billion, creating 2,206 jobs.

THE INVESTOR WRITER

Special from Egyptian Delegation

Tanzania President Her Excellency Samia Suluhu Hassan (second right) inaugurates Elsewedy Electric East Africa Ltd at Kisarawe II, Kigamboni, in Dar es Salaam on December 6, 2021.



Her Excellency President Samia Suluhu Hassan hands over a TIC Certificate for the new Egyptian Industrial City project to the President and CEO of Elsewedy Electric, Eng. Ahmed El Sewedy, during the launch of Elsewedy Electric East Africa Ltd at Kisarawe II, Kigamboni, in Dar es Salaam. Left is the former Minister for Investment Geoffery Mwambe.



Her Excellency President Samia Suluhu Hassan (centre) cuts a ribbon to officiate the launch of Elsewedy Electric East Africa Ltd. factory, which is the first phase of the construction of Elsewedy Industrial Complex at Kisarawe II, Kigamboni, Dar es Salaam. With her are former Tanzanian Minister for Investment Geoffery Mwambe (left) and Egypt's Minister for Housing and Urban Utilities Asem El-Gazzar (right).



A cross-section of the Egyptian business delegation attends the opening ceremony of Elsewedy Industrial Complex at Kisarawe II, Kigamboni in Dar es Salaam.



Her Excellency President Samia Suluhu Hassan in a souvenir photo with senior Egyptian government and business delegation after the inauguration ceremony of Elsewedy Electric East Africa Ltd, and launching of the first phase of the construction of Elsewedy Industrial Complex at Kisarawe II, Kigamboni, in Dar es Salaam.



Tanzania Investment Centre (TIC), Executive Director, Dr Maduhu Kazi (right), exchanges views with Egyptian officials during a business forum.

Mohammed Enterprise Tanzania Limited group CEO Mohammed Dewji listens to President and CEO of Elsewedy Electric, Ahmed El Sewedy at a gala dinner in Dar es Salaam on December 6, 2021.

»
Former Tanzania's Minister for Investment Geoffery Mwambe (second right) and the Tanzania Investment Centre (TIC), Executive Director, Dr Maduhu Kazi (left), in a souvenir photo with the Egyptian delegation upon arrival at Julius Nyerere International Airport in Dar es Salaam on December 4, 2021.





» FROM ZANZIBAR

ISLES PRESIDENT MWINYI KEEN ON IMPROVING INVESTMENT CLIMATE



*Zanzibar President and Chairman
of the Revolutionary Council, His
Excellency Dr Hussein Mwinyi.*

In implementing the Blue Economy, which is our current agenda, the government invites investors to to implement projects in the marine sector including construction of a huge port at Mangapwani which will include an oil jetty, a port for storing grains and a ship maintenance yard

ZANZIBAR President and Chairman of the Revolutionary Council, His Excellency Dr Hussein Mwinyi, has said that the Zanzibar Investment Forum held in the Isles in early December, 2021 was a good platform for the country to assess progress and challenges in investments.

Addressing participants during the forum held at Golden Tulip Zanzibar, Dr Mwinyi also said that the event was an opportune moment to evaluate the country's investment opportunities in agriculture, mining, infrastructure development, transportation, health, education as well as special areas given priority by the Zanzibar government such as marine economy.

"In implementation of the Blue Economy, which is our current agenda, the government invites investors to establish projects in the marine sector including construction of Mangapwani port which will contain an oil jetty, a grains storage facility and a ship maintenance yard," President Mwinyi said.

The president added that due to the success the government has achieved in improving the economy, both the Union and Isles governments have the obligation to carry on the good work of previous administrations which laid the foundation for the current administration to perform well.

"Among the success stories is the presence of sustainable policies and plans for investments which attract both local and foreign investors," he added.

For his part, the former Minister of State in the Prime Minister's Office (Investment), Mr Geoffrey Mwambe, said that the government is focused on looking into strategic areas of investment to build a strong foundation for future economic growth.

"Through investment is the only way we can build capacity to produce more so that we can generate more income for the government and also empower our people economically," he said.

THE INVESTOR WRITER



TUNAIFUNGUA NCHI





TANZANIA AT 60 REMAINS RIPE FOR FURTHER GROWTH

“Even Mwalimu Julius Kambarage Nyerere himself saw the need to privatize some public bodies while he was still the president of our country,” said Mwinyi in his book “The Journey of My Life”.

TANZANIA'S 60-year investment journey has been one of exponential growth over the years after independence but not one without its challenges due to transformations caused by the needs of time.

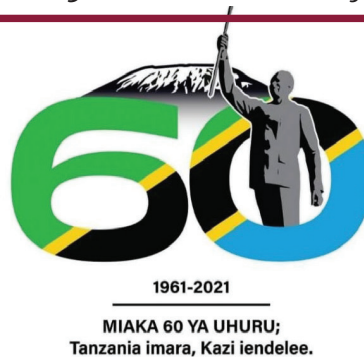
The upside is that every change that has taken place has always been a lesson well learnt with the aim of finding better investment policies and laws that have proven beneficial to investors, the government and the general public.

As evidenced by statistics, changes in investment policies from the time of independence hitherto, has translated into improvement in the country's investment terrain which has seen Tanzania making great strides in attracting both domestic and foreign investment.

According to a report by the Tanzania Investment Center (TIC), efforts of the Sixth Phase government under President Samia Suhuhu Hassan in creating an enabling investment climate in the six months of her tenure have been fruitful.

During that period, among other things, there has been an increase in the registration of investment projects worth US\$3.5 billion (equivalent to 8.050tri/-), with the promise of creating 38 thousand direct employment.

“In six months beginning March this year, TIC alone registered 164 projects worth US \$3.158 billion, equivalent to 7.267tri/-. Registration of these projects is equivalent to an increase of approximately 500 percent compared to registration of projects for the same period last year where the registered projects were worth US\$647.43 million,” Minister of State in the Prime Minister's Office (Investment), Geoffrey



Mwambe said.

To a large extent the success is due to reforms and improvement of investment policies and laws since Tanzania gained independence until now, leading to better service delivery and generating investors' interest.

For example, the government has reviewed the law that required an investor to employ five (5) foreign experts, increasing the number to 10 as of October 2021.

According to Mwambe, due to policy reforms the government has attracted massive investments in various sectors such as Elsewedy's US\$3 billion industrial park, SJ Sugar, a sugar production project and ITRACOM Fertilizers Limited which will manufacture organic fertilizers in Dodoma and was recently launched by the President of Burundi, Evariste Ndayishimiye.

But as stated earlier, the journey has not been without its challenges due to various reasons, mostly those beyond the control of the government.

It should be noted that the main focus of investment is on fighting poverty, ignorance

and disease. Through investment, Tanzania has been able to promote income-generating projects, employment to expand the tax base, promote technology and encourage the use of human resources.

Therefore, since independence in 1961 through Phases I to VI, the government has made various efforts to promote investment, private sector development, citizen participation in economic activities as well as strategic investment projects.

After independence, Tanzania Mainland investment policies encouraged private sector investment including the enactment of the Foreign Investment Protection Act of 1963 until 1967 when it promulgated the Arusha Declaration.

Following the promulgation of the Arusha Declaration, the government monitored and conducted major production activities resulting in a small increase in private investment, including foreign investment. During that period, the government nationalized companies, businesses and private services including health care schools and focused more on the establishment of new public organizations, including industry, farms, economic and social services and so on.

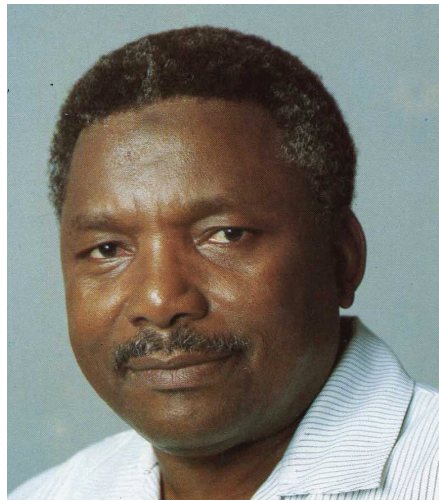
According to the retired President Ali Hassan Mwinyi, it was necessary to change investment policies in different phases due to political and economic changes.

“Even Mwalimu Julius Kambarage Nyerere himself saw the need to privatize some public bodies while he was still the president of our country,” said Mwinyi in his book “The Journey of My Life”.

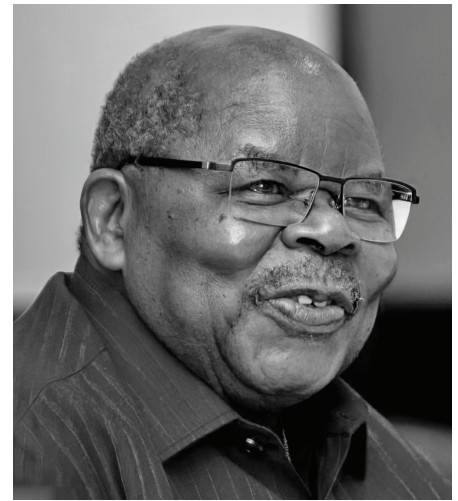
Due to the economic crisis that occurred



Mwalimu Julius Kambarage Nyerere



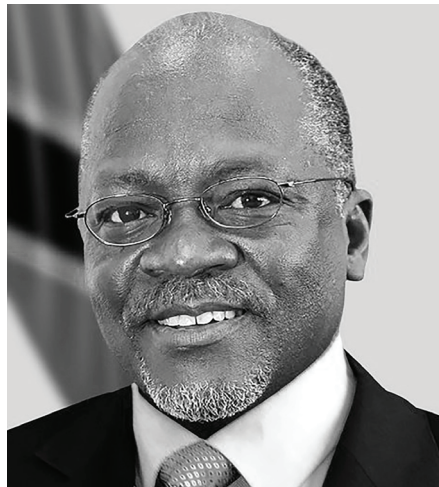
Ali Hassan Mwinyi



Benjamin William Mkapa



Jakaya Mrisho Kikwete



John Pombe Magufuli



Samia Suluhu Hassan

between the 1970s and 1980s, the Government decided to reinstate policies that encourage private investment from 1986.

The decision to relocate economic activities to the private sector contributed to positive economic growth which reached 4 percent per annum in the period 1986 - 1995 compared to 2 percent annual growth in the period 1981 - 1985.

Tanzania has made significant efforts over the past three decades to improve the investment climate with the aim of attracting private and domestic private investment. Major policy and structural changes took place since the 1980s.

These improvements include the enactment of the National Investment Promotion and Protection Act of 1990, which established an Investment Promotion Center (IPC).

This law repealed the Foreign Investment Protection Act (1963). In addition, in 1996 the Government enacted a National Investment Promotion Policy and the Investment Act of 1997 which established the Tanzania Investment Center (TIC).

This law repealed the Investment Promotion

and Protection Act of 1990. The Government decided to formulate a National Investment Promotion Policy with the aim of attracting more domestic and foreign investment by increasing investor confidence and creating an enabling investment environment, a policy that today has resulted. fruit.

As a result of the Government's efforts to create an enabling environment for investment, Domestic Direct Investment (DDI) and foreign direct investment (FDI) have been increasing year on year.

These achievements can be measured by three criteria used to measure the level of investment in the country which are Gross Capital Formation to GDP ratio as well as Foreign Direct Investment inflows and Investment Growth for annually (Fixed Capital Formation).

Since the Government's implementation of the National Investment Policy and the Tanzania Investment Act, the average investment measured by the Gross Capital Formation and GDP ratio has been increasing.

Statistics show that the share of GDP growth has grown from 14.7 percent in 1997

to 39.7 percent in 2019. These are high rates compared to the average of African countries at 21 - 22 percent and developed countries at 23 to 25 percent.

Foreign capital investment has been increasing from US \$ 0.73 billion in 1996 to US \$ 2.18 billion in 2013 and up to US \$ 1.01 billion by 2020.

Currently the Investment Center operates through a centralized service delivery system, where approximately 12 government institutions provide services together.

In addition, due to technological advances, all these Institutions use the electronic system in providing its services and thus contribute significantly to increasing the efficiency of service delivery.

As we celebrate 60 years of Independence we have every reason to be proud of this achievement and to be motivated to increase our efforts and knowledge to continue to encourage domestic and foreign investment to bring Tanzania further development.

THE INVESTOR WRITER

Africa's Finest: DODOMA

hosts continent's largest organic fertilizer factory

WITH an expected capacity to produce 600,000 tons of organic fertilizers annually and a promissory estoppel to create 3,000 jobs directly, ITRACOM Fertilizers Ltd (IFL) is slated to become the largest organic fertilizer manufacturer in the continent.

The factory currently under construction in Dodoma, is owned by a Burundi investor who injected 180 million US dollars to put up the factory in the country after scouting for similar opportunities in neighboring countries.

But that is just the tip of the iceberg because the company's long-term strategy is to help both smallholder and large-scale farmers in more than just one way after being registered by the Tanzania Investment Centre (TIC) in November 2020 and started construction work in August 2021.

In an interview with The Investor, ITRACOM Fertilizer Limited Country Representative and Business Advisor,

“
Tanzania is also amongst Sub-Saharan countries with minimal use of fertilizers among smallholder farmers, between 23 and 25 kilos per hectare, which is only half the required amount for a hectare of farmland.

Samson Rubenga, first commended the government for putting in place an enabling environment to attract investments to the country, reducing investment option complexity.

Rubenga added that in a little less than a year high level delegations from Tanzania visited Burundi, including President Samia Suluhu Hassan, Premier Kassim Majaliwa and Minister of State in the Prime Minister's Office (Investment), Geoffrey Mwambe, making it easy for the company to choose Tanzania as its investment destination.

“This high-profile visits to Burundi convinced us that we are doing the right thing to invest in Tanzania. We have been receiving commendable cooperation from all levels of the government, bureaucracy is becoming a thing of the past,” he said, adding that they are particularly thankful to TIC, Tanzania Revenue Authority (TRA), Tanzania Ports Authority (TPA) and the CRDB Bank.

ITRACOM operates an organic fertilizer



Burundi President His Excellency Evariste Ndayishimiye speaks at the official opening ceremony after laying the foundation stone for the ongoing construction of the ITRACOM Fertilizer Limited factory at Nala Industrial area in the Tanzania's Capital City, Dodoma in October, 2021.



factory in Burundi but started off as an importer of organic fertilizers before working with various government research institutions and developed a formula to manufacture its own brand of organic fertilizer.

“Before we started manufacturing fertilizers locally, we used to import most of our staple food such as maize, beans, rice and others from neighboring countries but that is no longer the case. Even though our plant in Burundi is huge, it is yet to meet local demand so we do not export fertilizers manufactured there,” Rubenga said.

In November Burundi President Evariste Ndayishimiye visited the country and laid a foundation stone at the construction site of the factory in Dodoma which will have four times the production capacity more than that of Burundi.



ITRACOM Fertilizer Limited Country Representative and Business Advisor, Mr. Samson Rubenga, gestures during a recent interview with The Investor.

“When the Burundi president visited the project, he directed us to make sure that we do not delay to start production, by then construction of the factory had reached 40 percent but now we are 50% and we expect to start production in September 2022,” he said.

Rubenga said that their future plans include opening a financial institution to help farmers access funds with ease as well as an insurance company for farmers, but at the moment they company’s eyes are set on completing the factory and then construct or hire fertilizer distribution centres in regions throughout the country.

Historically agriculture has been a key contributor to the nation’s growth story. Over the past decade, the country has been enjoying a sustained average growth of between 6 and 7

percent, according to the World Bank.

In a country where about 80 percent of her population is directly or indirectly dependent on agriculture, the sector contributes to the national economy at the rate of 25.88 percent, making it the second largest sector after the services sector which accounts for 44.30 percent of the growth.

In the recent past, agrarian distress caused by crop failures, indebtedness, non-remunerative prices, and low returns has continued to hurt farmers and the sector as a whole, and despite government efforts to introduce a number of reforms to ensure the sector’s prosperity, challenges still persist.

Among the challenges is that most of the farming population in the country makes a living on subsistence

agriculture. Marry that with the fact 80 percent of Tanzanian soils are poor in organic matter content, according to Tanzania Agriculture Research Institute (TARI), low yields are a certainty.

To sustain increasing growth rates, Tanzania needs a sustainable agriculture production that depends on soils rich in organic matter content and acid-neutralization capacity and farmers that no longer eke out a living from the land.

To achieve that, the use of organic fertilizers and large enough amounts of lime to deal with soil acidity is necessary to ensure proper retention and release of water and nutrients and allow for deep rooting and resistance to soil degradation.

Tanzania Fertilizers Regulatory Authority (TFRA) data indicates that in 2020 the government spent 229.8



Burundi President His Excellency Evariste Ndayishimiye (centre) in a group photo with senior government officials at the opening ceremony for the ongoing construction of the ITRACOM Fertilizer Limited factory at Nala Industrial area in Dodoma, Tanzania in October, 2021.

million US dollars to import 659,197 tons of chemical fertilizers. As of February this year, Tanzania had already imported 631,660 tons of chemical fertilizers out of the 718,051 tons needed this year.

With projection of producing 600,000 tons of OMF locally, the plant will cut importation of fertilizers by more than a half. While at it, the company is also heeding to government calls for more investment in fertilizer manufacturing plants to reduce dependency on imported fertilizers.

In the process, local production of OMF will not only help farmers but livestock keepers as well. Tanzania is Africa's second largest cattle country and as such it offers a significant amount of manure, a key raw material in the production organo-mineral fertilizers.

"Livestock keepers will greatly benefit from the factory, not only because they will have somewhere to sell manure but also their livestock will be healthy. At one point I tinkered with the idea to start our own ranch after pondering on the envisaged benefits that will come along with the factory," Rubanga said.



Burundi President His Excellency Evariste Ndayishimiye inspects the ongoing construction of ITRACOM Fertilizer Limited factory at Nala Industrial area in Dodoma during the official ceremony to inaugurate the factory in October, 2021.



Officials at the inauguration of the ongoing construction of ITRACOM Fertilizer Limited factory at Nala Industrial area in Dodoma in October, 2021.



Tanzania Investment Centre (TIC), Executive Director, Dr Maduhu Kazi, talks to ITRACOM Fertilizer Limited Country Representative and Business Advisor, Mr. Samson Rubenga (left), during a recent business forum in Dar es Salaam.

Tanzania is also among Sub-Saharan countries with minimal use of fertilizers among smallholder farmers, between 23 and 25 kilos per hectare, which is only half the required amount for a hectare of farmland.

Local production of OMF will mean many benefits to others along the value chain. The plant is being constructed at Nala, a strategic area because it is near the Standard Gauge Railway (SGR) line and links all parts of the country from Dodoma.

ITRACOM is also set to construct storage facilities in all regions of the country and set indicative prices of

the fertilizers that will be distributed by appointed agents, which will mean availability of the fertilizers with ease and on time and at affordable prices, which would translate into increased use of fertilizers on farmlands.

Furthermore, the company has a phosphate mine in Manyara Region to extract the crucial minerals for manufacturing organic fertilizers and all the necessary equipment has been installed at the mine, which will mean more employment for locals.

Increased use of OMF will certainly lead to the increase of yields and the quality of the country's staple

foods such as maize, rice, bananas and cassavas, and this will in turn increase farmers' revenues and elevate them from subsistence to commercial farming and ensure food security in the future.

At the moment, the government through TFRA imports over 90 per cent of all the fertilizers used in the country. Initially, every importer had set their own prices, making the product too expensive for many farmers' pockets.

To address the challenge, the government introduced a bulk procurement system which reined in prices of fertilizers and reduced costs to farmers from between 10 and 40 percent which led to increase in fertilizer use from 302,450 tons during 2015/16 season to 435,178.48 tons during the 2017/18 season.

This measures yielded great results but still Tanzania imports almost all of the fertilizer used in the country. Once the plant becomes operational, it is expected that the issue of fertilizer shortages will be resolved for good.

THE INVESTOR WRITER



A 3D map design showing how the ITRACOM Fertilizer Limited factory at Nala Industrial area in Dodoma will be when completed.



Men at Work: *The ongoing construction of ITRACOM Fertilizer Limited factory at Nala Industrial area in Dodoma.*



DIASPORAS COMMUNITY IMPRESSED WITH STAKEHOLDERS' SUPPORT AND AWARENESS

Tanzania Diaspora Hub (TDH) leadership have been impressed by the awareness and support they have received from mainland and Zanzibar stakeholders during their just concluded tour of the country to explore investment opportunities.

Just in less than one year since it was created, TDH has been able to mobilize Tanzanians in the Diaspora to invest over 350m/- in two projects with four more investment projects in the pipeline which would take the investments to 900m/-.

TDH Executive Director, Nassor Basalama, has said there is a huge difference between now and in past as both the government and private sector has shown great importance and support to diaspora issues and he is optimistic that things will only get better.

“We have received an unprecedented



“*We work to empower the Tanzanian Diaspora around the globe to maximize potential in their investment capital, knowledge, and networking, with the aim of increasing Diaspora Direct Investment to Tanzania*”



The Permanent Secretary, Ministry Of Investment, Industry and Trade, Prof Godius Kahyarara addresses members of Tanzania Diaspora Hub at a past meeting.



TDH Executive Director Mr Nassor Basalama (centre) and Tanzania Private Sector Foundation Executive Director Francis Nanai signing a Memorandum of Understanding (MOU) of cooperation during their breakfast meeting in December.

support from the government, private sector and diaspora community in mainland and Zanzibar. Both governments have Diaspora desks and special departments for Diaspora, which is a positive vibe for us as it shows that the government is keen on working with us," he said

According to Basalama, after consultations and extensive research on areas to invest, a decision was reached to invest in Diaspora Fish Farms (DFF), a project which has drawn 47 Tanzanian investors and which cost over 150m/-.

The other project, he said, is Diaspora Sisal Farm (DSF) which has pulled in 50 Tanzanians in the Diaspora and was started with an initial capital of over 200m/.

"We have four more investment projects lined up which are currently being evaluated to determine their viability, once we come to an agreement on matters such as shareholders, capital, and general benefits of the projects to the country, we will involve the Diaspora from all corners of the world," he said.

The projects in the pipeline include Diaspora Avocado Farms (DAF) in Njombe, Diaspora Cashew Farms (DCF) in Manyoni, Diaspora Gemstone Fields (DGF), and Diaspora Pond Fishing (DPF).

According to Basalama, the decision for TDH to encourage Tanzanians in the Diaspora to invest back home was not difficult to reach given the government's promotion of investment opportunities in the country.

"We saw the need to support the government's economic diplomacy agenda, those of us in the Diaspora have been encouraged to invest at home for the benefit of our nation. We can also provide our expertise to Tanzanians," he said.

Basalama said that TDH is a platform that connects Tanzanian diaspora across the globe with focus on unlocking economic opportunities through collaboration, investment, transfer of knowledge as well as innovation.

"We work to empower the Tanzanian Diaspora around the globe to maximize potential in their investment capital, knowledge, and networking, with the aim of increasing Diaspora Direct Investment to Tanzania," he said.

TDH actively supports groups of entrepreneurs within the diaspora community and facilitates project development, research, feasibility study, and analysis, he added.

He noted that TDH organizes groups



TDH Executive Director Mr Nassoro Basalama (first right-seated) in group photo with Zanzibar Investment Promotion Authority (ZIPA) Mr Shariff Shariff (first left -seated) and other government officials and diaspora community in Zanzibar after visiting the Amani Export Free Zones.

DIASPORAS COMMUNITY IMPRESSED WITH....

by match-making investors and entrepreneurs with similar interests who are interested in investing together while targeting unique investment opportunities in Tanzania available for the diaspora community.

“We aspire to provide business networks and market linkages to the Diaspora community, promote unique insights to establish entrepreneurial enterprises, investments, employment, and foster healthy competition and innovation, including technology and skill transfer to Tanzania,” he said.

From early December 2021, the TDH leadership, which included also the board members visited Tanzania to engage with government, private sector as well as explore investment opportunities. They were able to visit and launch their projects.

Some of the activities they conducted

during their one-month tour included, a breakfast meeting with the Minister responsible for Investment, Mr Geoffrey Mwambe, who offered government full support and cooperation to them.

The team was able to hold a press conference, sign of a Memorandum of Understanding (MOU) with the Tanzania Private Sector foundation as well as visiting Njombe region to set up ground work for the Avocado project.

“We were very impressed with Avocado project and we have decided that we will invest in this project. All the government leaders in Njombe have given us close support that we need to invest there,” said Basalama

After Njombe the team visited Korogwe and Muheza Tanga for Sisal projects where they were able to get 2,500 acres from Tanga Regional Commissioner and the Sisal Board of Tanzania.

In Zanzibar the TDH team was hosted by the President’s Office who organized a Diaspora forum which was attended by many other stakeholders and they were treated with presentations on investment opportunities from the Zanzibar Investment Promotion Authority (ZIPA), Ministry of Blue Economy and Fishery and Zanzibar Commission for Tourism (ZCT).

Other institutions presented their cases included Zanzibar Planning Commission and Public and Private Partnership department. They were also able to visit the Amani Free Zone Area, Zanzibar Spice farm and Jozani community projects.

The team also visited Pemba for a fish pond project and they were expected to visit Manyoni for a cashew project and later visit the capital Dodoma to meet with Members of Parliament.

THE INVESTOR WRITER

INVESTMENT MESSAGE SCALED TO UHURU PEAK

As part of activities to mark 60 years of independence and promoting the country's vast investment opportunities, Tanzania Investment Centre (TIC) sent out a message to the world through the slogan "Invest in Tanzania, the Land of Mount Kilimanjaro" which was erected at the peak of Mount Kilimanjaro.

The TIC message was scaled and erected on top of Mount Kilimanjaro by TIC Northern Zone Manager, Daudi Riganda who successfully climbed the mountain along with other individuals in an exercise that climaxed on December 10, 2021.

Kilimanjaro Regional Commissioner, Stephen Kagaigai, was on hand to draw the curtain on the occasion which also included receiving the trekkers of Africa's tallest mountain led by army Colonel Martin Msumali and Staff Sergeant Samwel Chacha.

The TIC Manager was among 79 people who managed to reach the top of Mt. Kilimanjaro out of 150 people who started off the trek.

According to Riganda, the journey to scale Mt. Kilimanjaro started on December 5 at the Marangu Gate up to Mandara camping site which took four hours after scaling 8,858 feet. The next day the journey started from Mandara to Homboro which took six hours after climbing 12,205 feet.

On the third day, he said, the trek continued from Homboro to Mawenzi ridges by scaling 14,400 feet for acclimatization before further scaling the mountain while heading to Kibo. The fourth day the journey continued from Mawenzi ridges to Kibo by trekking 15,530 feet in six hours.

"On the fifth day we started off at Kibo Hut all the way to Uhuru Peak, the mountain's peak, through Gilman's Peak and Stella Peak by trekking 19,341 feet in 10 hours," Riganda said, noting that on the sixth the trekkers started descending from the mountain to return to Marangu Gate.

He said that he basks in the experience of scaling Mt Kilimanjaro, noting that he was also able to meet with various respectable media houses that partook in the exercise.

Riganda also said that he met and held talks with the tourism goodwill ambassador from the United States, Macon Dunnagan, who in principle agreed to promote investment attractions the country has to offer. Dunnagan has scaled Mt Kilimanjaro for over 45 times.

The occasion to receive the trekkers who successfully scaled the peak of Mt Kilimanjaro was graced by Kilimanjaro RC Kagaigai, Tanzania National Parks Authority (TANAPA) Board Chairman, General (rtd) George Waitara, Moshi District Administrative Secretary (DAS), Angelina Marko, and other senior government officials and from the private sector and tourism companies.



DELIBERATIONS ON INVESTMENT OPPORTUNITIES ALONG SGR



Tanzania Investment Centre Executive Director, Dr Maduhu Kazi (centre) chairs a meeting of the Special Committee on investment opportunities along the SGR project.



Dar es Salaam Station



SGR Stations at Soga area

TANZANIA Investment Centre (TIC) has identified 30 investment projects linked to the Standard Gauge Railway (SGR), out of which 15 have already been approved, TIC Executive Director, Dr

Maduhu Kazi told a special committee to map out investment opportunities along the railway line that convened in Dodoma in November.

The working meeting that was chaired by Dr Kazi was called to deliberate on

the available opportunities along the SGR and was attended by committee members drawn from different government and private institutions.

Among the institutions represented at the meeting were Tanzania Railways



Corporation (TRC), Tanzania Rural Roads Agency (TARURA), Ministry of Water and Irrigation, Tanzania Petroleum Development Corporation (TPDC), Ministry of Transport and the Ministry for Education, Science and Technology.

Others were Ministry of Finance and Planning, Export Processing Zones Authority (EPZA), President's Office (Rural Administration and Local Government), Tanzania Private Sector Foundation (TPSF), Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA), CRDB Bank, NMB Bank, NBC Bank, Tanzania Agricultural Development Bank (TADB) and TIB Development Bank.

During the meeting, Dr Kazi called on TPSF to inform all its stakeholders

within and outside the country about the available investment opportunities.

The 15 projects include a billboard project at SGR stations and on wagons, upgrading of cargo storage services, a quarry project, and call and information centers at SGR stations.

Dr. Kazi also noted that there are five priority projects out of the 30 identified that need to be implemented by the

government prior to implementation of other projects.

The projects are basic maps around SGR and surrounding areas, land planning and surveying of areas in the vicinity of the SGR and land allocation for investments, supply of electricity, natural gas and water.

THE INVESTOR REPORTER



UEFA PRESIDENT: WHAT TANZANIA HAS TO OFFER IS PRICELESS

DURING a visit of the Tanzanian pavilion at the Dubai Expo 2020 in late December, UEFA President Aleksander Čeferin was impressed by the vast tourism attractions and investment opportunities the country has to offer, labelling them as priceless.

The Head of European football said: "Tanzania is an impressive country; a big country and it has stability for many years and great people. It's worth coming to Tanzania as a tourist or an investor, it is maybe one of the best in nature parks in the world, so it's nice, what the country has to offer is priceless".

Besides viewing tourist attractions, some of which he has visited in person, the UEFA president was briefed about the investment opportunities available in the country by the Tanzania Investment Centre (TIC) Senior Investments Promotion Officer, Ms Latiffa Kigoda.

Ms Kigoda said that among the sectors with vast opportunities which Čeferin was shown included agriculture and its value addition chain such as edible oil, sugar, and the textile industry.

Other sectors were pharmaceuticals and medical devices manufacturing, livestock and its value addition especially dairy products, meat processing, and tanneries; fishing and fish processing and fertilizer manufacturing and construction of industrial parks.

The UEFA president promised to promote the available opportunities to his peers wherever possible.

"We (TIC) will write a letter of appreciation to President Čeferin to thank him for visiting our pavilion but also for being a good Ambassador of Tanzania," said Ms Kigoda.

For purposes of clarity, Čeferin was born on October 13, 1967 and is a Slovenian lawyer and football administrator. Between 2011 and 2016, he was President of the Football Association of Slovenia and since September 14, 2016, he has



been the president of UEFA.

After graduating from Ljubljana University's law faculty, Čeferin went to work for his family's law firm, developing a special interest in representing professional athletes and sports clubs. He later took over from his father as company director.

In 2005, Čeferin took a formal interest in local football through his work with the executive board of futsal club FC Litija.

A member of the executive committee of amateur side FC Ljubljana Lawyers since 2005, he served as a member at NK Olimpija Ljubljana from 2006 to 2011. In 2011, Čeferin was elected President of the Football Association of Slovenia. He also served as a second and third vice-chairman of the UEFA Legal Committee from 2011 to 2016.

On September 14, 2016, Čeferin was elected the seventh President of UEFA, automatically becoming a vice-president of FIFA in the process.

Tanzania's participation at the Dubai Expo 2020 aims at showcasing the country's strategic

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UEFA President Aleksander Čeferin (centre) admires Tanzanite during his visit at the Tanzania's pavilion at the Dubai Expo 2020 last December at Dubai in the United Arab Emirates. The Dubai Expo was to be held in 2020 but was later pushed back to 2021-2022 due to Covid 19 pandemic.



UEFA President Aleksander Ceferin (third right) listens to Tanzania Investment Centre's Senior Investment Promotion Officer Latifa Kigoda (right). Looking on second right is Getrude Ng'weshemi, the Director of Tanzania's pavilion at the Dubai Expo 2020.



Director of Tanzania's pavilion at the Dubai Expo 2020 Ms Getrude Ng'weshemi (second left) promotes tourism sites available in Tanzania when UEFA President Aleksander Ceferin (third left) paid a visit at the pavilion.



projects in efforts to attract more investors in development sectors such as agriculture and industry.

The theme for the expo is “Connecting Minds, Creating the Future” and Tanzania is participating under the sub-theme of “Connectivity, Tanzania Ready for Takeoff”, which explains the government’s resolve to establish projects connecting Africa and the rest of the world.

Part of the country’s mission to the expo is to explain to the world strategic projects such as the Julius Nyerere Hydro-Power (JNHPP), expansion of the Dar es Salaam port, the Standard Gauge Railway (SGR) and construction of more airports.

Dubai Expo 2020 was to be held last year but was pushed forward due to COVID 19 pandemic and Tanzania like other participating countries will have her national days at the exhibition on February 26 and 27, 2022.

THE INVESTOR WRITER



Director of Tanzania's pavilion at the Dubai Expo 2020 Ms Getrude Ng'weshemi (left) shows UEFA President Aleksander Ceferin (third left) around when he tours the pavilion last December. Right is Ngorongoro Conservation Area Authority (NCCA) Public Relations Officer Kassim Nyaki.



Basra Textiles of Zanzibar to accelerate implementation of the cotton-to-clothing strategy



Her Excellency President Samia Suluhu Hassan (centre) cuts a ribbon to officiate the launch of Basra Textile Mills Ltd factory at Chumbuni area, Zanzibar. With her are Zanzibar Minister for Trade and Industrial Development, Omar Said Shaban (right).

LAUNCH of a textile factory worth US\$51.3 million (approximately TSH115 billion) by a Kenyan investor, Basra Textile Mills Ltd, will give new impetus to the government's Cotton to Clothing Strategy (C2C), Her Excellency President Samia Suluhu Hassan has said.

Her Excellency Samia Suluhu Hassan officially inaugurated the first phase of the strategic project registered by the Zanzibar Investment Promotion Authority (ZIPA) at Chumbuni area in the Island.

During the inauguration, President Samia said that the project is a good omen for cotton farmers in the country for many reasons, among which is the fact that once the factory starts production, cotton prices will go up and farmers will get good returns for their produce.

"There will be value addition for our raw materials because when we were exporting cotton we were also exporting



...the factory will be an opportunity for many women to get employment because trends show that in many Asian countries it is mostly women who work in the textile industry because they are tranquil and focused.

President Samia Suluhu Hassan

employment. We will now be able to move from exporting cotton to clothing.

For many years we have been exporting cotton as a raw material which is then used to produce clothes which are then sold back to us. In the future we will not be compelled to import clothes, especially children's clothing, because they will be produced locally and will be of high quality," she said.

President Hassan also said that for the factory to be able to tap into the US market, they need to meet quality and standards as specified by the buyer because the American market is difficult to penetrate due to standard specifications.

Tanzania exports 80% of its cotton in raw form with efforts to harness value addition seems not to have produced a desired results based on assessment reports for implementation of the C2C. Cotton to Clothing Strategy which was devised in 2016 expired in 2020 and plans

are underway to re-write and strategize best ways to implement it.

Tanzania has a duty-free arrangement to access the US and European Union (EU) markets through the African Growth and Opportunity Act (AGOA) and Everything But Arms (EBA), but meeting standards set by these markets has more often than not been a challenge.

Other arrangements such as the African Continental Free Trade Area (AfCFTA), which requires member states to remove 90 per cent of tariffs on goods traded within the area, also offer avenues for new markets for the textile factory once it starts operations.

President Hassan also pointed that the factory will be an opportunity for many women to get employment because trends show that in many Asian countries it is mostly women who work in the textile industry because they are tranquil and focused.

During the occasion, President Hassan also hailed the Revolutionary Government of Zanzibar for gaining the trust of the investor and the NBC Bank for their support and crucial role in making the project possible.

The textile factory is also touted to be a catalyst for increasing the contribution of the manufacturing sector to the Isles' economy.

According to available data, contribution of the manufacturing sector to the Isles' Gross Domestic Product (GDP) has increased from 8.1 per cent in 2020 to 19.6 per cent in 2021, with expectations of reaching 22.5 per cent of the GDP by 2025.

The first phase of the project is slated to offer a new lease of life to the country's textile industry with a huge potential of becoming a major exporter of textile products to foreign markets.



Her Excellency President Samia Suluhu Hassan (right) inaugurates Basra Textile Mills Ltd factory at Chumbuni area, Zanzibar.

During the launch, Basra Textiles Ltd Chief Executive Officer, Mr Ahmed Othman, said that prior to commencement of operations, the project will be implemented in three phases and upon completion come 2024, it would directly employ up 1,600 people.

"The factory targets the export markets in the US, East Africa Community (EAC), Central Africa and Europe Union (EU) and will produce 250,000 metres of polyester per day, meaning seven million metres per month," he said.

The first phase of implementation of the project will be maintenance and repairing of buildings as well as installation of machinery and necessary equipment while the second phase will be to acquire raw materials such as cotton and later produce fabric.

The third phase will involve construction of a tailoring factory and fixing of 500 sewing machines, a phase which will exponentially increase indirect employment, added Mr Othman.

Zanzibar Minister for Trade and

Industrial Development, Omar Said Shaban, said during the occasion that the government has been investing to attract manufacturing industries as major contributors to the country's development.

For his part, Permanent Secretary for Trade and Industrial Development, Dr. Islam Seif Salum, said that government has adopted the 2019 Industrial Development Policy to accelerate the growth of the manufacturing sector.

He said that the policy focuses on the blue economy, industries, agriculture and livestock products processing and industries that would emerge from the oil and natural gas sector.

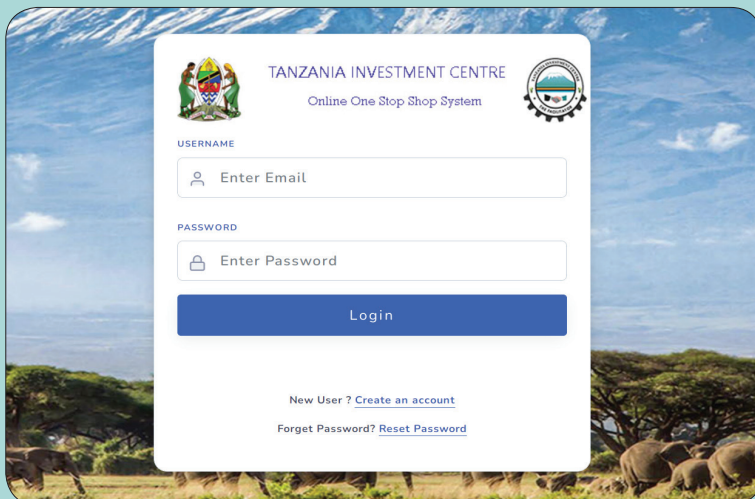
ZIPA, under the Executive Director Mr Shariff Shariff is spearheading efforts to promote and attract strategic investors to Zanzibar. Under section 31(2) of The Zanzibar Investment Promotion and Protection Authority Act No. 14, 2018, Zanzibar provides enormous investment incentives for investors to thrive.

THE INVESTOR WRITER





TIC One Stop Centre for digital transformation



THERE has been tremendous improvement in service delivery after most of government institutions that provide services to investors through Tanzania Investment Centre's One Stop Shop have introduced digital platforms to provide investment and business registration as well as licenses.

As a result of introduction of the digital platforms, services have been more efficient on the part of the government and convenient for investors which in turn has led to increased number of investors and government revenue collections.

The digital transforms are part of reforms undertaken by the government which are also in line with the Government Electronic Payment Gateway (GEPG) whereas investors now make

all their payments using an online system generated control numbers.

Needless to say, the best is yet to come as TIC in collaboration with other government institutions is working on the Tanzania Investment Single Window whereas all necessary services from government institutions to investors will be provided under one roof online.

Among the benefits using online registration system is that different government institutions can now synchronize service delivery and among these institutions are Tanzania Revenue Authority (TRA) and Business Registration and Licensing Authority (BRELA).

Other institutions are the Immigration Department, the Labour Department, Operational Safety and Health Authority (OSHA), Tanzania Medicines and Medical Devices Authority (TMDA) all which work with Tanzania Investment Centre (TIC) in facilitating investors and investment projects.



TIC Executive Director, Dr Maduhu Kazi.

The results have been priceless, investment projects registered at the centre have increased tremendously and has increased efficiency for staff processing the application as well as convenience for investors who do no longer need to submit their applications physically thereby saving time and money. To access the system, investors can visit: onestopshop.tic.go.tz.

their applications physically thereby saving time and money. To access the system, investors can visit: onestopshop.tic.go.tz.

BRELA introduced the online registration system in 2018 for companies and for business license application system in 2019. The introduction of these new systems has resulted in increase of number of companies, business names and licenses.

“Since we started online registrations in 2018/19, number of registered companies have jumped from 6,774 to 9,754 and business names from 11,591 to 20,513 in 2020/2021”, said statement from BRELA. To access the BRELA system visit www.brela.go.tz.

brela.go.tz

Since May 2020 the Labour and Immigration departments, which had already digitalized their services, have integrated their work permit and residence permits application systems.

With the new integrated systems, investor (foreign) starts by applying work permit through the Labour department website (www.kazi.go.tz) then application data moves automatically for application of residence permit.

After approval of work permit the applicant (employer on behalf of the

At TIC, investors can now register projects and obtain their certificate of incentives in a maximum of three days instead of over a week as was the case in the past following the introduction of electronic system.

The results have been priceless, investment projects registered at the centre have increased tremendously and has increased efficiency for staff processing the application as well as convenience for investors who do no longer need to submit

“Between January 2019 to November 2021 the Immigration department was able to issue 36,196 residence permits bringing US \$65,435,900 to the government coffers.





TRA Commissioner General, Alphayo Kidata.



BRELA CEO, Godfrey Nyaisa.

foreign staff) can proceed with application for residence through the Immigration Department website (www.immigration.go.tz).

The good news with this arrangement is that at the end of the process the applicant gets one smart card that contains both work and residence permit. Unlike in the past where applicant would receive two hard copy papers for both residence and work permit.

According to statements available to the Investor Magazine by the commissioner of immigration, since the system started, there has been an increase in number of permits issued as well as revenues.

“Between January 2019 to November 2021 the Immigration department was able to issue 36,196 residence permits bringing US \$65,435,900 to the government coffers.

Some of the recent reforms related to labour issues undertaken by the government include increasing number of foreign staff that companies registered at TIC are automatically eligible to recruit from five to ten.

The government through the amendment of the Non-Citizen Employment Act of 2015 has as well increased the total number of years the foreign employees can work in Tanzania from five to eight.

At the Occupational Safety and Health Authority (OSHA) five key reforms were undertaken, which include review of business process, introduction of workplace inspection management system (WIMS) and removal of various fees.

Since 2018 through various Government Notices, OSHA was able to remove 11 fee

categories, which in total saved investors TZS 35 billion. Some of the removed fees include those related to work place registration, application form fee, annual license fee for certificate of compliance, consultancy fee, and reduction in electrical inspection fee

“The good news with this arrangement is that at the end of the process the applicant gets one smart card that contains both work and residence permit. Unlike in the past where applicant would receive two hard copy papers for both residence and work permit.”

for petrol stations in rural setting.

“Generally, the undertaken reforms have resulted in increased number of registered work places from 11,963 in 2018 to 26,740 in 2020, an increase of 223 percent,” said a report submitted by OSHA to the Investor Magazine.

At Tanzania Medicines and Medical Devices Authority (TMDA) almost all services are provided online through its portal, available on their website ([https://](https://www.tmda.go.tz)

www.tmda.go.tz)

The online portal helps investors to apply for services such as Medicine registration, Import and Export Permit application, Premise registration, General Manufacturing Practice, Clinical trials and Device Registration.

Introduction of ICT systems has helped TMDA to improve its rating in customer satisfaction. Service Delivery Survey conducted during 2020/21 showed that customer satisfaction improved to 75 percent (for domestic clients) and 80 percent (for overseas clients) from 75.4 percent (domestic customers) and 67.6 percent for overseas clients in 2013/14.

The Tanzania Revenues Authority (TRA) has undertaken ICT system reforms that have helped to improve efficiency in tax administration as well as significantly reduce cost for investors.

These reforms include implementation of the Electronic Fiscal Devices Management System, including introduction of Virtual Fiscal Devices (VFD), which is used through mobile phones, Ipads, Point of Sales (POS) devices and computers instead of the normal EFD machines, which used to cost more investors.

In addition, TRA is finalizing a new system called POS+ which will be installed in customers' devices and it will be free of charge. Other TRA reforms include modernization of the e-filing system, which helps taxpayers to file tax returns online.

THE INVESTOR WRITER

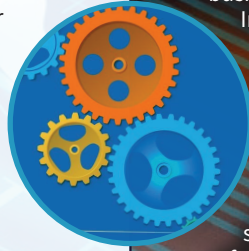
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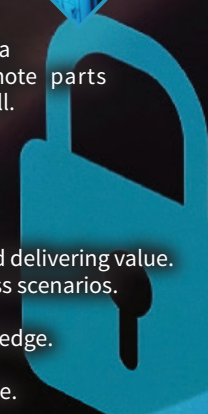
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INVESTOR EYES

TANZANIA'S INNOVATION STARTUPS

MANY brilliant homegrown ideas that seek to address local problems always seem to face a constant struggle; finding a financier to scale the ideas to become fully fledged businesses.

It is a known fact that talents are bountiful, wanting is technical and financial support to aid innovative startups to morph their ideas into end products that will provide much-needed services to society.

Investment in innovation and the innovation ecosystem as a whole has been seriously overlooked and yet it offers untold prospects for both investors, innovators and a keyed up, unemployed youthful population.

During a recent visit to the country by a high profile investors delegation from Egypt, one of the delegates, Khaled Ismail, seems to have come while well aware of that fact and expressed interest to invest in at least 10 startups every year.

Ismail's company, HIM Angel, is a fund dedicated to investing in startups in Egypt and has hitherto invested US\$5 million in various startups but seeks to expand its footprint to other African countries, specifically Tanzania, Kenya, Uganda,

Rwanda and the Democratic Republic of Congo (DRC).

During an interview with The Investor, Ismail said that he was particularly on investing in Tanzania for various reasons, top on the list is the fact that the concept of innovation startups is relatively new in the country.

"Unlike countries like Kenya which adopted the concept many years ago, Tanzania is just starting and I love the early-stage risk, it is a very good unknown secret which I want to uncover by investing here," he said.

He also said that the other reason his fund is keen to invest in Tanzania is that he is sure there are brilliant young minds in the country that could come up with great innovative ideas to address serious problems that the country faces.

HIM Angel has been operating for the past ten years in Egypt and to expand their scope it is raising US\$50 million to invest outside its country of origin.

"We offer between US\$100,000 and US\$150,000 and at times even depending on the nature of the startup, so if we could get at 10 good startups to invest in it would be ideal," Ismail said.

He also offered a glimpse into the criteria for a startup to be eligible to receive funds, saying three important factors are that the startup should have huge potential in that the problem it seeks to address should be big so that it can grow.

Other criteria are that the startup company should have a strong team that is passionate, dedicated and ambitious and it should also have a sound marketing strategy.

There are more reasons now than ever for investors to interest in innovation startups. During the launch of El Sewedy Electric East Africa Ltd, President Samia Suluhu Hassan hinted that the government is finalizing processes to establish a modern Information Communication Technology (ICT) university.

The idea, she said, is to enable the country's youth effectively partake in the future economy which will mostly be digital as the country braces for more digital transformation.

Yet another reason for investors to take interest in innovation startups not only in Tanzania but Africa as a whole is the numbers. In 2018, six of the fastest-growing economies in the world were from Africa.



The continent's GDP is expected to reach an estimated US\$5.63 trillion by 2025, according to the AFDB's 2018 African Economic Outlook report 2018. Africa is the region with the youngest population with a median age of 19.7 years old and a working-age population that is expected to reach 450 million by 2035.

Tanzania's population is projected to increase from 53.9 million in 2015 to 186.9 million by 2065. Young people aged 15-34 are projected to increase from 17.8 million to 62.3 million by 2065 and her estimated annual growth by 2022 is pegged at USD 77.6 billion.

Dar es Salaam is one of the fastest-growing cities in the world and it is expected to attain megacity status by 2030 with 10 million denizens. Just a generation or so ago, the city had a mere 400,000 inhabitants. Increased urbanization creates opportunities for investors and businesses looking for human capital.

It also creates opportunities for the adoption of new technologies and innovations, creating further opportunities for startups with new innovative businesses to address emerging urban challenges.

The growing population creates demand for goods and services which translates into the need for increased production and service delivery.

Technologies that improve efficiency and offer convenience can thus be rapidly adopted as evinced in increased interest in Fintechs and Logistics technologies - pickup and delivery technologies startups.

Despite painting a gloomy picture of the country's economic growth due to the COVID-19 pandemic, the World Bank's 14th Tanzania Economic Update (TEU) report has a special highlight on the benefits of investing in Tanzania's digital economy.

The report observes that the country has already made good progress in the ICT sector which it can build upon, including the strong network of existing mobile accounts to streamline new cash transfer schemes and widen the coverage of existing social programs.

Tanzania also is currently connected to three international undersea cables and, working with the private sector, could harness greater internet capacity to ensure continuity of government and education.

THE INVESTOR WRITER

HIM Angel Managing Partner, Khaled Ismail.



African Investment Forum postpones the African Investment Market Place due to new COVID 19 variant

Tanzanian investor was to win 134 billion for a clay brick project in Dodoma

The 2021 Investment market place which was scheduled for Abidjan, Ivory Coast, early December to announce this year's winners has been postponed due to the new COVID 19 variant-Omicron.

Before postponement, a Tanzania company, Build Africa Holdings Ltd (BAH) was one of the finalists posed to win a joint venture funding for a strategic investment project worth US\$58 million (TZS 134 billion).

BAH had pitched the idea of a proposed clay bricks project to be installed in the capital city-Dodoma, which is largely expected to provide an affordable and quality building materials for the development of real estate sector.

The Investment Market place forum was organized by the Africa Development Bank

(AfDB) through its Africa Investment Forum (AIF) initiative, which brings hundreds of projects from across Africa for scrutiny and funding.

President, Her Excellence President Samia Suluhu Hassan was among 11 Presidents that were expected to attend the prestigious forum, which was expected to be a huge and unique investment event in history.

According to, Dr Maduhu Kazi, the Tanzania Investment Centre Executive Director, although the Forum is postponed, he is optimistic that the AfDB through AIF will find a better way to escalate those bankable projects that received interests from investors for financial closure.

He said that was crucial for all the parties involved especially sponsors and investors looking for attractive investment returns in Tanzania.

Dr Kazi said the postponement of the meeting, provides another big opportunity for projects that remained in the screening stage to be advanced to higher stages, especially those from the private sector.

"The good news is that, this platform is open to anyone with a good business idea, it doesn't require any capital, just your idea can land you fortunes," said Dr Kazi, whose institution is championing and coordinating the application process in Tanzania.

In May this year TIC announced call for submission of bankable Projects for the AIF 2021 after realizing that the participation of Tanzania private sector in previous year was unsatisfactory, therefore, they decided to take a leading role to sensitize the private sector.

According to TIC, over 100 public and private projects ideas were received and

out of those 60 were submitted to the AfDB for further scrutiny after internal evaluation, whereby only six projects received positive feedback in early stages.

"The number went down to four and later we remained with three projects. Unfortunately, only one out of three projects proceeded to the final stage of entering into the board room where Presidents of countries are invited to showcase the projects," said Dr Kazi

Other companies in top three are Kwanza Kilwa Mining & Products Ltd and Expo Alliance Limited.

Some of the requirements to participate in the competition include having project of value not less than USD\$30million, Private or PPP project, Project must be incorporated in Africa, it should financially and economically viable and should alignment with strategic / regional / national priorities

Other criteria include having strong development impact, project readiness (feasibility studies, financial models, required permits, licenses, legal agreements), it should be environmentally, socially, and technically sound, sponsor's track record in terms of understanding of the sector, investment experience and Management team (credit worthiness).

Speaking to 'the Investor Magazine' one of the Founding Director of the company, BAH, Mr Shauri Robert said their win was for all Tanzanians as this project is going to change the construction industry's landscape.

Founded in 2015, the idea to establish a company to manufacture building materials came after learning that there is an abundance of clay in Dodoma and many other regions in the country.

"We came to the conclusion that most residential houses are not of good quality and pose a safety risk because not so many people can afford costs when it comes to the use of cement,

Mr Shauri Robert



*AfDB President
Akinwumi A. Adesina*

“One of the reasons we came up with the project is that we got information that when the government decided to relocate to Dodoma there were documents indicating that the area is rich in clay deposits,” said Mr Robert

According to Robert, the company deals with manufacturing of building materials and real estate development business, including manufacturing of bricks, tiles, wood, timber, artificial stones, and marble.

The company also has its sight on construction of new buildings, rehabilitation or improve buildings for rental or other, property management, and real estate investment.

Robert says that in the 1970s the government established Zuzu, a brick manufacturing company, in Dodoma under the Capital Development Authority (CDA) which has since folded and its equipment sold to a Ugandan businessman.

After learning more about the factory, they conducted further research in Botswana and Zimbabwe and set out to seek financing from local financial institutions to no avail.

“We then took our idea to Tanzania Investment Centre (TIC) which linked us with the Africa Investment Forum (AIF) and our pitch was among 57 projects made to the boardroom stage and later

won the contest,” Robert says.

Robert says they have thus far conducted the exploration stage of the project and their initial proposal was US\$54 million (luckily, they got USD \$58million) with the aim of constructing a factory using modern technology which will also be the first of its kind in the country

“We came to the conclusion that most residential houses are not of good quality and pose a safety risk because not so many people can afford costs when it comes to the use of cement,” he says

According to him they tested their bricks samples with the Tanzania Bureau of Standards (TBS) and the results were fantastic to the extend the standard watchdog considered to introduce the new directives that all bricks to be tested by TBS before construction.

The benefits of using fired clay bricks spread wide and far. For starters, it takes a short time to manufacture clay bricks, about a week for the bricks to be moved from the factory to a construction site.

He says the technology they want to introduce to the country allows mass production of the construction materials, with the capacity to produce 500,000 bricks which meet the highest standards per day, and it is ideal for huge construction projects.

According to Dr Kazi, TIC is devising a

mechanism where more Tanzania will be encouraged and assisted to properly apply for the next window of call for bankable projects for 2022. “We will prepare experts who will assist applicants to prepare more compelling project proposals so that we can bring more projects to Tanzania,” Dr Kazi noted.

Championed by the AfDB the forum aims to accelerate the closure of the continent’s investment gaps. It operates as a multi-stakeholder, multi-disciplinary platform dedicated to advancing projects to bankable stages, rising capital and accelerating the financial closure of deals.

The forum’s vision translates into three reinforcing objectives which are advancing projects to bankable stage, by effective project preparation as well as efficient transaction advisory services that advances deals in the AIF pipeline, capital raising to mobilize partners and investors, especially institutional investors, for increased co-financing; and accelerating financial closure of deals through a coordinated approach.

AIF Market Place is a transaction-based event that provides delegates with an opportunity to present selected bankable projects to potential investors and solicit financing. Project sponsors and interested investors normally gather in boardrooms to consider offered deals. In addition, all projects are subjected to a preliminary screening process to ascertain their bankability/market soundness or potential suitability for PPP procurement in case of public projects.

As a Country, preparations for the forum were well coordinated. The team included the Tanzania Investment Centre TIC, Ministry of Finance and the Ministry of Foreign Affairs. Several projects were submitted to the AIF team in Abidjan. Several had secured board room sessions and curative B2B from both parts of Tanzania i.e. Mainland and Zanzibar.

AIF was launched in 2018 to address the urgent need to bridge Africa’s financing gap for bankable projects by tilting inflows of private capital to the continent. It is estimated that Africa’s development needs between \$200 billion and \$1.2 trillion yearly, of which, about \$130-\$170 billion a year is needed for improving infrastructure.

THE INVESTOR WRITER

Local investor injects 22bn/- to manufacture optic fiber cables





A **LOCAL** company, Raddy Fiber Manufacturing, has invested 22bn/- to put Tanzania on the map yet again but this time as the first, and hitherto, only country in East and Central Africa to manufacture optic fiber cables and accessories.

The investment financed through a loan from CRDB Bank will see the company manufacture 24,000 kms of cables per annum and the factory, located in Mkuranga district, Coast Region, will employ 500 people directly and up to a total of 700 people indirectly at full capacity.

In an interview with *The Investor*, Raddy Fiber Manufacturing Sales and Marketing Manager, Frank Akyoo, said matter-of-factly that the domestic market is there for the taking and as soon as they meet domestic demand, they will start exporting the cables and accessories.

“We have been in the industry long enough and so before we started manufacturing cables locally, we assessed the market. Our plan is to spread out to the East African region and the next phase will be going beyond EAC,” he said.

Raddy Fiber Manufacturing is a subsidiary of Raddy Fiber Solutions which is owned by Ramadhani Mlanzi, a company which has been involved in importation of fiber cables and construction of optic fiber cables infrastructure before venturing into manufacturing the cables at home.

Upon completion of the project, the factory is expected to be among top four in Africa and the second largest in Africa south of Sahara. Besides creating employment, Akyoo assured that other benefits of establishing a manufacturing company in the country is that make the products affordable and time saving as compared to importing the same.

“We currently use raw materials from other countries, especially from China, but our long-term plan is start using local raw materials. We also use Chinese technology but all those who operate the machines are Tanzanians because we had brought in a team of Chinese experts to train them,” he added.

At the moment the factory in Mkuranga also uses generators that run on natural gas from Mtwara region supplied by Tanzania Petroleum Development Corporation (TPDC) because of unstable power supply in the area the factory is located.



Her Excellency President Samia Suluhu Hassan (right) listens to Raddy Fiber Manufacturing Tanzania Limited Chief Executive Officer Ramadhani Hassani Mlanzi (centre) at the launching ceremony of the facility in Mkuranga District, Coast Region, on December 4, 2021.

During the launch of the factory in early December, President Samia Suluhu Hassan said that government has been working hard to improve the investment and business climate and establishment such huge investments are the yields of government efforts.

President Hassan said that the country needs more investors and challenged government officials to be proactive in facilitating and promoting investment opportunities.

“The government recognizes and appreciates the contribution of the private sector in building the economy and efforts are underway to the blueprint for regulatory reforms to improve the business environment,” she hinted.

The president also welcomed the news that the factory has already received a tender to connect 185 district councils and 4,580 wards with optic fiber cables to ease communication, saying that the government is committed to ensuring that Information and Communication Technology (ICT) is accessible throughout the country.

She went on to challenge the owner of the factory, Mr Mlanzi, to pursue his dream of building a smart-phone manufacturing company factory while



Raddy Fiber Manufacturing (T) Ltd Sales and Marketing Manager Frank Akyoo talks to The Investor during a recent interview in Dar es Salaam.

promising that the government will continue to build infrastructure to support to support the industrial sector.

The Minister of State in the Prime Minister’s Office (Investment), Geoffrey Mwambe, earlier said that the establishment of the factory is among key indicators that the country has made major strides since attaining independence in 1960.

He said that the project was registered

in 2015 while he the Executive Director of Tanzania Investment Centre (TIC) and he instrumental in helping the investor address challenges he was facing in establishing the factory.

THE INVESTOR WRITER

FAQs

Frequently Asked Questions



1. What is Investment in Tanzania Investment Centre (TIC) perspective?

Answer: According to the TIC perspective, investment means the creation or acquisition of new business assets and includes the expansion, restructuring or rehabilitation of existing business enterprise.

2. When the Investment Center established and what are its responsibilities?

Answer: Tanzania Investment Centre was established in 1997. It is the primary agency of the Government to coordinate, encourage, promote and facilitate investments in Tanzania and to advise the Government on investment policy and related matters.

3. What criteria do investors need to have to register the project with the Center?

Answer: To register an investment project at Tanzania Investment Centre an investor is required to invest a minimum of USD 500,000 (for foreign investors) and a minimum of 100,000 (for local investors).

Thereafter an investor should have:

- a) A registered company (Memorandum/Articles of Association and certificate of incorporation)
- b) Evidence of land (title deed/lease agreement) in name of the company for location of a proposed project
- c) Evidence of financing capital
- d) Business plan/Feasibility study
- e) TIC application form filled
- f) Board resolution for project approval and need to register with TIC
- g) Receipts of payment of USD 1100 (equivalent in Tshs) to TIC as a registration fee
- h) A cover/Application letter addressed to The Executive Director, Tanzania Investment Centre, P. O. Box 938, Dar es Salaam

4. Which sectors are promoted to attract investors?

Answer: Priority areas of investments include:

- Agriculture & Livestock development
- Natural resources
- Tourism
- Manufacturing
- Petroleum and Mining
- Real Estate
- Transportation
- Services
- ICT
- Financial Institutions
- Telecommunications
- Energy
- Human Resources
- Economic Infrastructure
- Broadcasting.

5. Does the Center offer loans to investors/start-ups?

Answer: Tanzania Investment Centre does not offer loans to investors/start-ups

6. Do you create a linkage between local and foreign investor?

Answer: Investment forums provide a platform where local and foreign investors meet and discuss issues regarding cooperation in various areas of their business.

7. How does the Centre reach investors in different countries?

Answer: Tanzania Investment Centre works closely with Tanzania Embassies around the World to organize investment forums, outward and inward business mission to reach potential investors in countries where we have representation.



KABANGA NICKEL PUTS TANZANIA ON THE MAP

The world's largest nickel-sulphide and cobalt deposits



President Samia Suluhu Hassan has been repeatedly saying that she wants to see the country opening up for investments. This is just testament that the country has indeed opened up for investments, this is a huge project.



As the global community is increasingly migrating from use of fossil fuel driven cars to Electric Vehicles (EV), Tanzania has just emerged as one of the important global players in supply of two of the key elements in lithium-ion batteries – nickel and cobalt – along with copper.

This follows a conclusion of a historic deal between the government of Tanzania and the UK based Kabanga Nickel Limited to develop the largest development-ready class 1 nickel sulphide deposit in the world, unmatched in scale and grade.

According to the World Economic Forum report published in 2019, with growing demand for batteries in EVs, batteries' demand for high-purity class 1 nickel will increase by a factor of 24 in 2030 compared to 2018 levels, putting the market under pressure in the next few years.

"It will be crucial for enough investment to be directed into new mines and refinery complexes for class 1 nickel to ensure timely and sufficient supply in the coming years," says the report.

This means that bringing Kabanga

Nickel into production will make a major contribution towards meeting this demand.

A Lithium-ion (Li-ion) battery is a type of rechargeable battery used in electric vehicles and a number of portable electronics. They have a higher energy density than typical lead-acid or nickel-cadmium rechargeable batteries.

Lithium-ion batteries are said to be the lightest of all metals and safer than many alternatives on the market.

"With at least 30-years life of mine and further exploration upside, an extensive amount of exploration and resource definition has been completed to date, setting the Kabanga nickel project on a well-defined path to production," said Kabanga Nickel Executive Chairman, Keith Liddell.

According to Liddell, after a two-year construction phase, commissioning is expected to start at the end of 2024, followed by a 12-month ramp up and life-of-mine annual production of 2.2 million tonnes of ore, yielding 40,000t of LME-grade refined nickel a year, plus 3,000t of cobalt.

A Framework Agreement that defines the relationship between Kabanga Nickel and

the Government of Tanzania was concluded in January 2021, thereafter giving birth to Tembo Mining Limited (TML). Kabanga Nickel owns 84% of Tembo and the Government of Tanzania the remaining 16%, in accordance with current mineral legislations.

In October 2021 Tembo Nickel Corporation was issued a Special Mining License by the government to undertake mining operations, processing and refining of Class 1 nickel with copper and cobalt co-products.

During the occasion to hand over the mining license, Minister for Energy, Dotto Biteko, outlined the benefits of the project to the government and its spillover effect to the public.

According to the minister, Tembo Nickel Corporation will invest a total of US\$412 million in the Kabanga project and the government expects to cumulate some US\$7.5 billion (17.2tr/-) in various fees and taxes over the next 33 years, the estimated life of the mine based on the expected production rate.

Biteko said the feasibility report showed total deposits of 58 million tonnes of nickel and production is expected to reach an average of 600,000 tonnes per annum in the first five years - and, later, increase to 2.2 million tonnes per annum.

The minister also said that the annual production and exports of all the nickel would be worth \$854.1 million at current prices for the mineral and that revenues will increase every five years.

“President Samia Suluhu Hassan has been repeatedly saying that she wants to see the country opening up for investments. This is just testament that the country has indeed opened up for investments, this is a huge project,” the minister said.

Furthermore, the project is expected to provide jobs to 978 people as per the Mining Act (Cap 123) and the Mining (Local Content) Regulations, 2018 and with a nickel refinery to be set up in Kahama District, Shinyanga region, more than 100 jobs are guaranteed.

As for local supply value chain, the mine expects to use 220 kilovolts of electricity from the national grid in Ngara District. An alternative source of electricity will be a generator capable of generating eight megawatts of electricity.

In addition, concentrates and refined minerals will be transported using the Kahama-Isaka road, the Isaka Malampaka railway, Isaka-Dar es Salaam railway to Dar es



Minister for Minerals Doto Biteko (right) hands over a Special Mining Licence for Tembo Nickel to Kabanga Nickel CEO Chris Showalter.

Salaam port.

To stress on the importance of the project to the state, National Assembly Speaker, Job Ndugai, offered his support to the project and the government, saying that the parliamentary Energy and Minerals Committee will be keenly following up on developments of the mine.

During the same occasion, Tembo Nickel Corporation Limited Director Chis Showalter observed that receiving the Kabanga Special Mining Licence (SML) is testimony that the government has confidence in the project, noting that with the license secured, the project can now accelerate and scale-up.

But how was this historic project resurrected?

It turns out that the current Kabanga Nickel Executive Chairman, Keith Liddell and Barrick Gold Chief Executive, Mark Bistrow met at the 2018 Indaba mining conference where the question of the undeveloped nickel orebody in Kabanga came up in a conversation and the rest is history.

The mine aims to minimise its physical and environmental footprint while delivering value to all stakeholders, including shareholders, the host nation, local communities and employees.

By refining all metals in-country, rather than exporting concentrate to be processed elsewhere, the mine ensures value addition is maximised within Tanzania, thereby

generating greater economic growth and skills development.

According to Liddell, the significance of the Kabanga project is not simply because it is the world's largest development-ready nickel sulphide and cobalt deposit, but also because of two technology events: a unique metal refining system; and the electric vehicle revolution.

Discovered almost half a century ago in the Ngara, Kagera region in northwest Tanzania, Kabanga has been the subject of repeated exploration programmes and feasibility studies by some of the world's leading mining companies.

But the big miners could never overcome Kabanga's remote location, a wildly fluctuating nickel price, and a rigid belief that the best development route was through conventional pyrometallurgical ore processing (heat) and the export of a concentrate to overseas smelters.

The new owner, London-based Kabanga Nickel, has adopted a different approach, preparing to use a hydrometallurgical refining process that significantly reduces power costs and pollution and leaves a residue perfect for backfilling the mine, as well as leading to domestically produced high-grade metal.

By KILASA MTAMBALIKE and SOURCES

“ Afreximbank was established in October 1993 by African governments, private and institutional investors, and non-African investors to finance and promote Intra- and Extra-African Trade. ”

AFREXIMBANK TO HELP FINANCE LOCAL INVESTORS TAP INTO AFCFTA MARKET

A Tanzanian delegation recently held talks with the management of Africa Export Import Bank (Afreximbank) in Durban, South Africa with the aim of helping local investors and businessmen make the most of Africa Continental Free Trade Area (AfCFTA) agreement through easy access to finances.

The delegation travelled to Durban at the end of November and comprised of senior officials from Tanzania

Investment Centre (TIC), Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA) and TanTrade and managed to reach several resolutions.

Among the main takeaways from the meeting is that an Africa Quality Assurance Centre (AQAC) will be constructed in the country and work together with Tanzania Bureau of Standards (TBS) for quality assurance of products.

TIC Director of Investment Facilitation,

Revocatus Rasheli, said that the Durban meeting has been fruitful in that it was resolved to have a contract agreement between Tanzania and Afreximbank stipulating how the latter would help local investors and businessmen exporting goods get access to loans and invest in various sectors.

“It was also agreed that the bank would help Tanzania in trade facilitation and logistics, investment and business climate support and AfCFTA agreement



A delegation of Tanzanian government officials in a recent joint meeting with Africa Export Import Bank (Afreximbank) management team in Durban, South Africa.

support strategies,” he said.

Other resolutions reached during the meeting were Small and Medium Entrepreneurs (SMEs) development programme through capacity building support and establishment of a project preparation unit facility.

The bank will also assist in developing inside and outside the fence infrastructure within Industrial Parks (IPs), Export Processing Zones (EPZs) or Special Economic Zones (SEZs).

Rasheli added that it has also been agreed that the bank will help develop road, electricity and water infrastructures leading to all areas under Export Processing Zones Authority (EPZA).

Afreximbank was established in October 1993 by African governments, private and institutional investors, and non-African investors to finance and promote Intra- and Extra-African Trade.

The bank provides services in four key areas namely intra africa trade, industrialization and export development, trade finance scheme in collaboration with commercial banks and guarantee and bonds.

In its third five year strategic plan (2017-2021), the bank identified industrialisation and export development (I&ED) as among the key pillars that will help achieve its goals.

The bank’s export development department has been instrumental in implementing industrialization and export development strategies by facilitating and financing Africa’s manufactured exports in particular for agro-processing and light manufacturing sectors.

Other approaches used by the bank are developing and establishment of Industrial Parks and Special Economic Zones across the continent and addressing Africa’s infrastructure constraints debilitating industrialization and export development.

The bank also facilitates and enables market access of Africa’s manufactured exports and supports export of services (medical services, tourism, etc.).

THE INVESTOR WRITER



Tanzania Investment Centre (TIC) Director of Investment Promotion, Revocatus Rasheli (left), hands over to Lizanne Case, the Afreximbank Head of Trade and Information Services, detailed documents on investment opportunities available in Tanzania during a recent joint meeting in Durban, South Africa.



The Afreximbank Regional Chief Operating Officer (East Africa), Mr. Kudakwashe Matereke, receives detailed documents on investment opportunities available in Tanzania from the Senior Official from TCCIA, Judith Karangi (left), during a recent joint meeting in Durban, South Africa.





How so Sweet!

Plans afoot to end sugar woes

Tanzania has set sight in ending importation of sugar in the near future after efforts to promote local production of the sweet commodity started bearing fruits with more investors setting their footprint in the country.

Currently, the Tanzania Investment Centre (TIC) has registered and is working with five new sugar projects, which will finally guarantee country's self-sufficiency in the commodity supply for both domestic and industrial use.

The new projects, which are at different stages of implementation includes S.J Sugar (Mtwara), Bagamoyo Sugar, Dabalo Sugar (Dodoma), Kigoma Sugar and Mkulazi Sugar Project (Morogoro).

According to the Sugar Board of Tanzania (SBT), the current sugar demand as of 2020/2021 season for both domestic and industrial sugar stands at 655,000 tonnes, whereas 490,000 tonnes is demand for domestic and 165,000 tonnes demand for industrial use.

During the same calendar year, SBT's data show that five major (old) producers of sugar produced 367,719 tonnes, leaving deficit gap of 287,281 tonnes. These include the Kilombero Sugar (33.3% market share), the Tanganyika Planting Company-TPC of Moshi (28.1%), Kagera Sugar (25%), Mtibwa Sugar Estates (10.9%) and Manyara Sugar (2.2%).

Of the new projects, the Bagamoyo Sugar project, owned by Bakhressa Group, operating under Bagamoyo Sugar Limited, is expected to produce 70,000 tonnes, with initial quantity estimated at 35,000 tonnes.

Bagamoyo Sugar Limited Chief Executive

"TIC is proud that we were able to attract these new players in the sub-sector. We are optimistic that in a near future Tanzania is going to be self-sufficient in sugar, which is a government's long-term plan to making the commodity available and affordable."



**TIC Executive Director
Dr Maduhu Kazi**



Officer, Mr Sadanand E. G, told the Investor Magazine that the project will cumulatively create 5,000 direct and indirect jobs in plantations and factory.

"Sugar plantations are 100 percent complete and the factory is 70 percent complete. It is our hope that by March next year (2022) we will start testing and by June we should be ready to start production," said Mr Sadanand at his office in Bagamoyo.

Dabalo which is located in Chamwino ward in Dodoma region is expected to produce 5,000 tons of sugar with the potential to employ 100 Tanzanians in the factory, 500 in plantations and 500 indirect jobs.

According to the Managing Director, of the Purandare Industries (T) Ltd, Mr Satish Purandare his factory will begin production in December 2022.

"Our plan is to expand from 5,000 to 7,500 tons three years after starting production and then scale-up to 10,000 tones in five years," he said

Mkulazi Holding sugar project, with US\$185 million was approved by TIC in 2019 and has capacity to produce 250,000 tones and to create more than 8,000 jobs.

The Mtwara based S.J. Sugar project, was also approved by TIC in 2019 with estimated investment capital of US \$22 million, is expected to provide direct jobs to 1,000 Tanzanians.

With the new entrants in the market, plus Kilombero Sugar project expansion



Construction of Bagamoyo Sugar factory is above 70%



Said Nassoro, Deputy CEO, Bagamoyo Sugar project.

In order to guarantee investors against unfair competition from imported sugar, the government in 2020 made amendment to the Sugar Industry Act, Cap 251 R.E 2002, to only allow sugar producers to import sugar when there is deficit.

The Amendment directs the Sugar Board of Tanzania not to issue the sugar import licence unless the local sugar production is below the prescribed level at that given time.

Furthermore, the applicant, in case of importation of sugar for domestic consumption, must be a manufacturer who; is registered by the Board as a sugar

importer as well as has submitted to the Board a viable annual implementation plan.

Other requirements to discourage importation of sugar has implemented at least 80% of the previous annual implementation plan for development of the sugar project. The importer must have the capacity to produce not less than 10,000 metric tons per year.

According to the Minister of Agriculture, Prof Adolf Mkenda, the system to allow producers of sugar to import it during sugar deficit has paid off as the quantity of sugar imported has gone down from

from 127,000 tonnes to 271 000 tonnes per annum, it is likely that the country's 240,000 tonnes deficit will be more than covered.

The Kilombero Sugar project expansion, which was estimated to cost US \$238.5 million (TZS 576 billion) was approved by its shareholders in May 2021 and expected to be completed in 2023.

“TIC is proud that we were able to attract these new players in the sub-sector. We are optimistic that in a near future Tanzania is going to be self-sufficient in sugar, which is a government’s long-term plan to making the commodity available and affordable,” said TIC Executive Director Dr Maduhu Kazi

According to him, even when Tanzania will be fully self-sufficient, investors are still welcome to invest in the country as the demand keeps on growing and there are more opportunities to serve regional markets such as East African Community and Southern African Development Community (SADC).



An Agronomist, Mr Kaguti with Bagamoyo Sugar Limited showing the Investor team how the sugar cane farms are drip irrigated.



The Tanzania Investment Centre Executive Director, Dr Maduhu Kazi, (standing fourth right) in a group picture with staff at Mtibwa Sugar plantation in Morogoro recently in one of his many visits to investors.

above 100,000 tones to 40,000 tonnes and companies are gearing towards increasing local production.

“Local production of sugar is for the long-term interest of the nation. Many of our youth will get employed in these factories and farmers will get market for their sugarcanes,” said the Minister recently on Ministry’s online channel, Kilimo TV.

According to him due to cheap importation of sugar, over 350,000 tonnes of sugarcanes have been destroyed due to the limited installed capacity for producers in Kilombero valley to buy from farmers.

Some farmers in Mtibwa area have started to abandon sugarcane farming for

the same reasons, Prof Mkenda said.

All five new projects possess certificate of incentives from TIC, which allows them to enjoy statutory benefits including tax exemptions for capital goods, deemed capital goods and immigration quotas in addition to other benefits.

According to SBT, there are currently more than 270,000 hectares allocated for investment in sugar plantations and factories across the country.

These areas are in 12 regions of Morogoro, Pwani, Rukwa, Ruvuma, Mtwara, Tanga, Geita, Mara, Kigoma, Kagera, Dodoma and Singida.

SBT, which is responsible for issuing Sugar

Manufacturing Licenses, also spearheads existing factories to implement expansion plans as well as monitor performance standard benchmarks of each mill.

“We collaborate with the ministries, Department and Agencies to create conducive and enabling environment for attracting investments by providing water rights, electricity and other infrastructures,” said the SBT report availed to the Investor.

THE INVESTOR WRITER

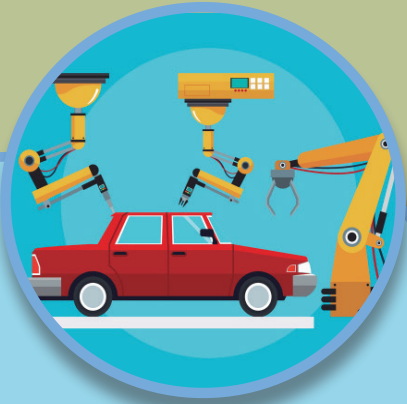


Bagamoyo sugar plantation in Bagamoyo.

DID YOU KNOW?



China is the leading country in terms of investments registered at Tanzania Investment Centre (TIC) based on value (\$5,962 million) with 723 projects between 1996 and 2018. UK is the leading country in terms of number of projects (936) registered at TIC valued at \$5,540 million during the same period. UK is also the leading country in terms of number of jobs created (274,401) against 87,126 created by projects with Chinese interest.



By investing in Tanzania, you get access to East African Community and Southern African Development Community markets with a combined population of 522 million, according to 2018 data.

Three Tanzanian cities of Dar es Salaam, Mwanza and Songea are among the world's 15 fastest growing cities, according World Economic Forum (WEF) report.



Tanzania is a global leader in both production and consumption of Sesame seeds with 21 percent (consumption) and 22 percent (production), according to data published by IndexBox.



Tanzania is the 3rd country in Africa with the largest cattle inventory after Ethiopia and Sudan. According to Food and Agriculture Organization (FAO), global cattle inventory in Tanzania is 11th in the world with 24,531,673 cattle.



Access to electricity in rural Tanzania is above 75 percent with more than 9,000 villages out of 12,268 s connected to the national grid.



Tanzania imports 85 percent of its pharmaceuticals, providing enormous opportunities to invest in the sector for both medicines and medical devices.

A total of 263 direct jobs have been created through this investment. Furthermore, through the investment, Alphakrust has generated revenues through exports and in the process earning the government foreign currency.

MAFIA PRAWNS PROJECT

Exceeds expectations

TANZANIA Investment Centre (TIC) employees led by Mr Daudi Riganda recently visited a prawns' project and fish processing plant for export market in Mafia district, Lindi region, with the view to inspect its progress and learn about challenges it faces.

The project is owned by Alphakrust, a local company, and the team was also made up of Mr Girson Ntimba and Mr Nestory Kissima who also wanted to be updated on the adherence to the project's performance contract.

The project was registered as a strategic investment on September 9, 2010 to establish and operate a prawns' project for the export market.

Commenting on the progress of the project and implementation of the performance contract, Alphakrust representative who is also the company's Quality Controller, Mr. Tarun, said that as of 2021 they have invested 22.490bn/- in the project in the construction of fish farms, hatchery and a fish processing plant for export.

"The amount of this investment exceeded the earlier estimates of 21.5bn/- and for between seven and eight years, investors in the company have been producing fish seedlings," he said.

He, however, lamented that in the past three years, production of seedling has gone down because of delays in issuing of licenses to gather brood stock by the government through the Ministry of Fisheries, a situation that greatly affects the project.

Other successes reported to the TIC team include construction of a fish farm in Site 'A' area at Jimbo village in Mafia district which





Tanzania Investment Centre staff at their recent tour of a prawns' project and fish processing plant in Mafia District, Lindi Region.



has been completed. It covers 60.63 hectares and is already operational. To date a total of 36 fish ponds have been built with the capacity to harvest 5,000 shrimp on average per hectare every 150 days.

In addition, between 2011 and 2016 fish production reached 361 tons per year. However, in 2017, 2018, 2019 and 2020 production declined due to climate change and the delay in importing brood stock.

Speaking on behalf of the TIC team, Mr Riganda said they were pleased with the way fish production in ponds and factories complied with European Union (EU) standards and thus helped to secure markets in the EU.

About 80 percent of the fish market produced through this project is in France, with Portugal and Italy accounting for the remaining 20 percent. The team from TIC was also pleased with the investment made in modern freezing equipment in the factory.

A total of 263 direct jobs have been created through this investment. Furthermore, through the investment, Alphakrust has generated revenues through exports and in the process earning the government foreign currency.

However, despite the company's contribution to social and economic development there are several challenges that it faces. These challenges include the lease agreement between the investor and the Ministry of Fisheries expires in 2023.

The TIC team brought the challenges to the attention of their superiors for appropriate action and among other it recommended that the government through the Ministry of Fisheries extend the investor's lease agreement given the importance of the project to the nation.

The team also recommended that the government should see the need to issue a single permit for the collection of brood stock for the whole year as opposed to the current practice.

Strategic investments have been mentioned in Section 20 of the Investment Act of 1997 and Section 49 of the Investment Regulations of 2002, as large and capital-intensive projects that are allowed by law to enjoy more incentives than those offered to ordinary investors.

The law stipulates that qualified Tanzanian investors should have capital of at least US\$20 million and foreign nationals should have capital of at least US\$50 million.

THE INVESTOR WRITER



New regulations to spur investments in wildlife conservation



ERIC FRANK RINGO

To attract more investments in wildlife conservation, the government has introduced a set of new regulations that seek to address challenges in the sector and create a win-win situation for both investors, the government and local communities.

Through the Ministry of Natural Resources and Tourism, the government has introduced 'The Wildlife Conservation (Special Wildlife Investment Concession Areas) Regulations, 2021, G.N. No. 397 of 2021' which seeks to regulate investment in Special Wildlife Investment Concession Areas (SWICA) and its attendant incidents, namely; wildlife conservation and local content.

The new regulations revoke the old 'The Wildlife Conservation (Special Wildlife Investment Concession Areas) Regulations of 2020, G.N. No. 28 of 2020'.

On that backdrop, this update, therefore, attempts to review the new regulations to highlight the important procedural and compliance issues as well as provide necessary general legal information and benefits to all stakeholders.

The new regulations attempt to place Foreign Direct Investment (FDI) at the center of investment in wildlife tourism especially investment in special wildlife

investment concession areas – while at the same time safeguarding the interest of Tanzania through local content and corporate social responsibilities requirements.

For starters, the power to designate areas of land within game reserves and game-controlled areas to be SWICA for the purposes of investment in wildlife tourism, conservation, and local content is vested in the minister responsible for tourism and natural resources as stipulated in regulation 3 after receiving and taking into consideration recommendations of the Board of Directors of Tanzania Wildlife Management Authority (TWMA).

This is because not every area in game reserves and game-controlled area can be designated as SWICA.

To qualify for designation, Regulation 5 direct that such an intended area must enable the investors to: provide wider options to clients with regard to consumptive and non-consumptive activities; practice innovative tourism investments and diversification; be granted a concession for a period as determined under the Regulations with an appropriate exit clause in the contract in case of underperformance;

“Develop and market the tourism



About the Author: Eric Frank RINGO is an Advocate as well as accredited Arbitrator and Mediator in Tanzania. He is a Partner at FIN & LAW, a global law firm. Eric has over 18 years post qualifications practice focusing on Tax, Corporate, Commercial as well as Investment laws. He can be reached through info@finandlaw.co.tz



products and be capable to maintain the quality of the protected areas; use their capital to develop appropriate tourism infrastructure, enhance conservation and socio-economic benefits and generate substantial revenue; and utilize wildlife resources through offering sustainable multiple forms of wildlife utilization activities and develop a tourism circuit,” the regulation further directs.

To achieve this end, Regulation 6 obliges the minister to carry out a feasibility study for purposes of identifying viable solicited projects on SWICA.

The new regulation also makes clear eligibility requirements for the grant and approval of applications for investments in SWICA as outlined in Regulation 9.

“In the case of a local company, the minimum investment capital must not be less than Tanzanian Shillings equivalent to US\$20 Million but where a local company is 100% owned by Tanzanians, the minimum investment capital shall be not less than Tanzania Shillings equivalent to US\$ 10 million,” the regulations stipulates.

Furthermore, in the case of a foreign-owned company, the minimum investment capital is not less than Tanzanian Shillings equivalent to US\$ 50 million.

“The applicant must be a person/company that is proven to have high capability to support public efforts in the conservation of wildlife resources; and who commits to providing security for the performance of the contract,” the

regulation outlines.

Regulation 32 requires the concessionaire upon being awarded a concession contract, to sign an Integrity Pledge as prescribed in the Regulations that Relate to Natural Wealth and Resources in the United Republic of Tanzania.

“The validity or tenure of a concession contract is for a period not exceeding 30 years as determined by the TAWMA based on nature and type of investment; cost of investment and return; and such other relevant factors as per Regulation 33. Upon termination or expiration of a concession contract, all immovable assets in the SWICA will be vested in the TWMA,” the regulation requires.

Besides, a concession contract may be reviewed by the TWMA for the purposes of safeguarding the sustainable wellbeing of the natural resources for which the concession agreement relates (Regulation 34).

Regulation 35 enumerates fees payable by a concessionaire to TAWMA which include an annual rental fee (calculated based on a progressive sliding scale from projected turnover and profit), however, a local company that is 100% owned by Tanzanians is required to pay 50% only of the calculated annual rental fee.

Additionally, payment of a royalty of not less than 4% of the total investment turnover before breakeven and thereafter royalty of not less than 8% after breakeven up to the completion of tenure of the concession – all these shall be payable on a monthly basis.

Other Fees such as Application fees as may be determined by Board; concession user right transfer application fee of Tanzanian Shillings equivalent to US\$5,000; and user right transfer fee equivalent to 1% of the investment capital, shall be payable upon approval of the transfer. The TWMA has the mandate to reviewing the prescribed fees and charges over time

Through regulations 36, 37 and 38, TWMA is obliged, before signing a concession contract, to ensure that the interests of the people and Tanzanians are fully secured by ensuring that all government taxes are fully paid.

“The authority is required to ensure participation of Tanzanians through labour, business, technology, supply of goods and services and research capability is fully considered but must also regulate compliances of corporate social responsibilities to local communities and ensure that utilization of resources in the SWICA guarantee returns into the Tanzanian economy from the earnings accrued or derived from such use,” the regulations oblige.

More significant, is Regulation 38 that requires all earnings from dealings in SWICA to be retained in banks and financial institutions established and registered in Tanzania. It is unlawful to keep earnings in banks or financial institutions outside Tanzania save for distributed profits under repatriated schemes in accordance with the laws of Tanzania.



INVESTMENT OPPORTUNITIES IN RUVUMA REGION

Tanzania is a blessed country with enormous natural resources, sizeable population and good leadership, which are prerequisite for economic development. In this section we are showcasing available opportunity in one of country's 34 regions to help investors grasp what the regions can offer.

INTRODUCTION

Ruvuma Region is the sixth largest region of Tanzania and covers an area of 67,372 square kilometres (sq.km) of which about 5 percent is cultivated and 2,979 sq.km or 4.7 percent is covered by water bodies. Ruvuma Region is in the South-Western part of Tanzania.

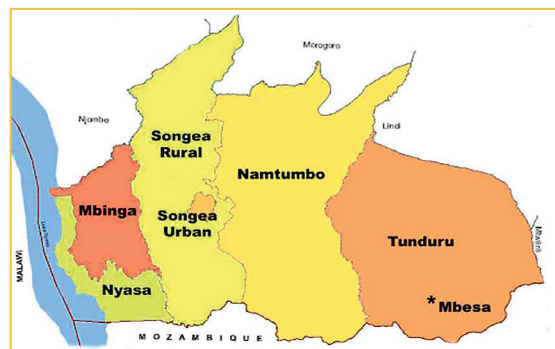
The Region experiences average temperatures of 23°C and one long-rain season, ranging from 800 to 1,800 mm. The climate in Ruvuma Region is influenced by several factors, thus resulting in the formation of distinctive climatic zones. The agriculture sector engages about 75.8 percent of the people aged 10 years and above in the region, and it contributes most of the region's cash income mainly from coffee, beans, maize, ground nuts, paddy, potatoes, tobacco, cassava, sesame, millet, coconuts, cashew nuts, sorghum, fruits and sunflower production.

Trade and commerce are the second most important occupation after agriculture, involving about 8.5 percent of the active population, followed by mining and quarrying businesses sub-sectors (4.9 percent), domestic services (3.3 percent); manufacturing (2.9 percent); raw food sales (1.5 percent); fishing, hunting, and livestock (3.4 percent); and a relatively small proportion engaged in communication and transport (0.7 percent).

Ruvuma Region's population in 2018 was more than 1.56 million people, of which 74.5 percent was rural based. The region is spatially strategically located within the Mtwara Economic Growth Corridor that links the Indian Ocean port of Mtwara with the Southern Highland regions, as well as with neighbouring countries of Mozambique and Malawi.

The region is blessed with mineral deposits, river tributaries with waterfalls suitable for hydropower generation, water of Lake Nyasa for fishing, travel and tourism, fertile soil for crops and livestock grazing. These resource bases provide ample opportunities for investments in production, processing and other services. There is internal market and a potential market in neighbouring countries

Maps: Tanzania and the Ruvuma Region (Below).



GEOGRAPHIC LOCATION

Ruvuma Region is in the South-Western part of Tanzania, below the Equator and between Latitudes 90 35' to 110 45' South of the Equator. Longitudinally the region is situated between Longitudes 340 35' to 380 10' East of the Greenwich.

The Region shares borders with four regions: Mtwara on the East, Lindi on the North-East, Morogoro on the North, and Njombe on the North-West. On the West it borders Lake Nyasa; shared with Malawi, and River Ruvuma; shared with Mozambique which occupies the Southern border of the region.

LAND AREA AND ADMINISTRATIVE UNITS

Ruvuma is the sixth largest region of Tanzania and covers an area of 67,372 sq.km of which about 5 percent is cultivated and 2,979 sq.km or 4.7 percent is covered by water bodies of Lake Nyasa, and rivers like Ruvuma, Njuga, Ngembambili, Lukimwa, Luegu, Luhuji, Mbarang'angu, Lutukira and Ruhuhu.

The remaining 63,498 sq.km is land area. Of the eight LGAs, Namtumbo has the largest surface area (20,370 sq.km), while the smallest is Songea Municipal Council with only 394 sq.km

CLIMATE AND TOPOGRAPHY

The Region experiences one long rainfall season, ranging from 800mm to 1,800 mm, which begins in November and ends in May each year. The quantity of rain varies from one district to another, with Mbinga District recording the highest total annual rainfall of 1,225 mm while Tunduru District gets the lowest rainfall, which is normally less than 900 mm per annum.

The climate in Ruvuma Region is influenced by several factors resulting in the formation of three distinctive climatic zones: Highlands Zone, the Midlands Zone and the Lowlands Zone.

Average temperature is 23° C depending on altitude and season, and it can drop to 13° C from June to August, particularly in Matengo Highlands in Mbinga District. October and November are the hottest months, with an average temperature of 30° C. The Region is characterised by highlands, small mountain peaks, moderate hills, gentle plains and plateaus.

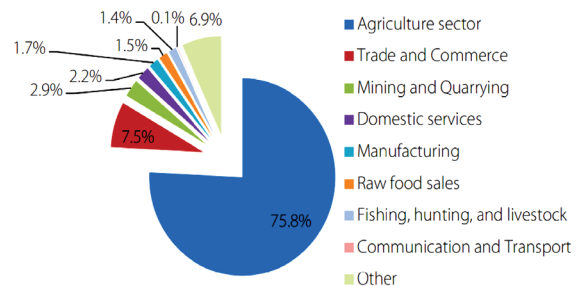
REGIONAL ECONOMY

According to the 2012 Population and Housing Census, the agriculture sector in the region engages about 75.8 percent of the population aged 10 years and above and it contributes most of the region's cash income mainly from coffee, beans, maize, ground nuts, paddy, potatoes, tobacco, cassava, sesame, millet, coconuts, cashew nuts, sorghum, fruits and sunflower production.

Trade and commerce are the second most important occupation after agriculture, involving about 7.5 percent of active population, followed by mining and quarrying businesses sub-sectors (2.9 percent); domestic services (2.2 percent); manufacturing (1.7 percent); raw food sales (1.5 percent); fishing, hunting, and livestock (1.4 percent); and a relatively small proportion engaged in communication and transport (0.1 percent).

In terms of income sources, most of it is derived from crop sales as shown in the figure below.

Figure 4: Percentage Distribution of Households by Main Source of Income in Ruvuma Region



Source: Ruvuma Region Socio-economic profile (draft report - 2017)

REASONS TO INVEST IN RUVUMA REGION

POPULATION AND NATURAL RESOURCES

Ruvuma Region had a population of more than 1.56 million people (in 2018), of which 74.5 percent is rural based and 25.5 percent resides in urban centres.

The Region is strategically located within the Mtwara-Lindi Economic Growth Corridor linking the Indian Ocean port of Mtwara with the Southern Highland regions of Njombe, Songwe and Mbeya (within Tanzania) and neighbouring countries of Mozambique (separated by Ruvuma River) and Malawi (separated by Lake Nyasa).

The Region is blessed: with fertile soil for crops and livestock grazing; mineral deposits (such as uranium, gold, coal and gemstones); river tributaries with waterfalls suitable for hydropower generation that feed into Ruvuma River; and water of Lake Nyasa for fishing, travel and tourism. These resource bases provide ample opportunities for investments in production, processing and other services. Investors need not worry about markets because, in addition to the internal market with a relatively good purchase power compared to other regions, there are potential markets within neighboring countries and regions.

Economic Strength of Ruvuma Region According to 2016 GDP estimates, Ruvuma Region was among the top eleven regions with the highest contribution to national GDP. However, in terms of GDP per capita, the region ranked fourth after Dar-es-salaam, Iringa and Arusha. The Region draws its strength from its agricultural sector, currently dominated by subsistence type of farming, which provides an opportunity for modernisation and commercialisation of the sector.

There are also plenty of opportunities to invest in new and existing agro-processing and manufacturing industries, given that 96 percent of them are small-scale establishments (more than 207) with possibilities to upgrade to medium and large-scale industries. Currently, there are only 19 medium-scale industries, most of which are in Songea Municipality and Mbinga TC.

Newly established factories include two maize milling factories (one was still under construction) in Songea MC and a water bottling plant at Mbinga TC.

INFRASTRUCTURAL SERVICES IN RUVUMA REGION

Electricity and Water Supply: A breakthrough in ensuring low-cost and stable supply of electricity happened in September 2018 when a 220 KV power system linking Ruvuma Region to the national power grid via Makambako Town in Njombe Region was installed and put to use. This should allow the construction of high electric powered factories in the region. On other hand, Ruvuma Region has more than ten waterfalls suitable for installation of mini hydropower plants than can supply power to the national grid as well.

Surface Transportation System Travelling by road from Mbamba Bay to Mbinga and Songea, one has two options of reaching Dar-es-salaam: an eastbound route from Songea goes through Namtumbo and Tunduru within the region, and then to Nanyumbu, Masasi, Lindi, Mkuranga and Dar-es-salaam. A westbound road goes through Madaba (within Ruvuma Region) before proceeding to Njombe, Makambako, Iringa, Morogoro and Dar-es-salaam. At Makambako, there is dual transport system of roads and railways that can take goods to neighbouring Malawi and Zambia through Mbeya Region. Passengers and goods to Dar-es-salaam from Makambako pass through Mang'ula, Kidatu and Yombo.

Water Transportation System: The Government has also invested in water transportation systems by rehabilitating ports and buying new and larger vessels for transporting passengers and cargo in Lake Nyasa. A new cargo vessel with a higher cargo capacity and velocity was inaugurated in mid-2018, while another vessel for passengers was expected to be commissioned by early 2019. The vessels provide transport services in Ruvuma region as well as in Mbeya and Malawi.

The Government has plans to build stable bridges to link Ruvuma Region and neighbouring country of Mozambique at different points, starting with construction of a connecting bridge between Lukumbule and Mkenda, which are currently the most popular crossings.

Air Transport System: Songea Airport receives domestic flights that are linked to international flights at Songwe Airport (30 minutes) and Dares-salaam (90 minutes). Renovations at Songea Airport to allow landing of larger aircrafts started in 2018. It is expected that the expanded airport will attract more air transport companies, in addition to Air Tanzania and Auric Air to connect flights from all over East Africa and the world.

Radio and Telephone Communication: Radio and television stations with national and international coverage are accessible in all the districts especially after Tanzania Broadcasting Corporation (TBC) investing in booster stations to reach out to Nyasa and Tunduru Local Government Authorities (LGAs) that had some parts unreachable. Some community radio stations also operate in the region. Mobile telephone companies have also invested heavily to connect towns and villages, although there are opportunities to expand outreach to some remote and hilly villages in Nyasa District.

POLICY AND LEGAL ARRANGEMENTS

It is important to note that all sector policies and laws governing the conduct of stakeholders and their businesses in the country are pan-territorial and therefore, applicable to all parts of the country once they are endorsed by Cabinet and/or legislated by the National

Assembly of the United Republic of Tanzania. The most popular policies and laws for both foreign and local investors are those governing access to land (under general land and village land laws), provision of special tax incentives and profit repatriation schemes under the Tanzania Investment Centre and the EPZA.

Among the most recent (August 2018) improvements made in simplifying the process of opening business in Tanzania is the modification to undertaking and obtaining an environmental impact assessment certificate. Prospective developers will now be issued with temporary certificates based on some preliminary assessment reports by stakeholders at the LGAs level to allow them to precede parallel with the process of development, subject to more detailed assessments that will contain some required mitigation measures.

INSTITUTIONAL ARRANGEMENTS FOR PRIVATE SECTOR ENGAGEMENTS WITH GOVERNMENT

Inclusiveness and participation of the private sector in Ruvuma Region is normally conducted through various platforms that bring together different stakeholders. These include regional and district chapters of TCCIA and the local chapter of Tanzania National Business Council (TNBC) co-chaired by district or regional commissioners and Chairman of the Tanzania Private Sector Foundation (represented by TCCIA at the district level).

MAIN AREAS OF INVESTMENT IN RUVUMA

ESTABLISHMENT OF INDUSTRIAL AND AGRICULTURAL INVESTMENT PARKS

This primarily involves Government collaborating with the private sector in identifying land and establishment of ordinary investments parks for industries or more advanced parks registered as SEZs and EPZs. This is regarded as a better option for investors compared to negotiating with and compensating individual land owners, which usually lack some basic infrastructural facilities. Below is one of the examples of areas allocated for industrial parks in Mbinga Town Council:

	Area	Industrial Plots	Area in hectares	Distance from Mbinga Town (km)
1.	Lusaka –Mwembe (Phase I)	16	5.9	5.0
2.	Lusaka-Maumba (Phase 11)	41	24.5	5.0
3.	Mbinga General Planning Proposal	26	20.3	2.5
4.	Mbinga General Planning Proposal	3	1.2	2.5
5.	Lusaka Maumba (Phase 11)	5	3.2	5.0
6.	Tangila Maji Planning Proposal	24	5.4	3.0
7.	Lusaka Maumba Layout (Phase 11)	1	0.2	5.0
8.	Luponda Layout (Phase 11)	2	0.3	3.0
	Total	118	60.9	-

Agro-processing

Adding value on mainly primary commodities produced within the region such as maize, coffee, cashew, soya beans, meat, hides and skins, and forest;

Commercial agriculture

For agro-processing to thrive, it will be important to invest in enhancing productivity to increase quantities and quality of raw materials needed by agro-processing industries;

Natural resources beneficiation

Adding value to minerals and timber is an opportunity that is backed by recent Government directive to add value to minerals and forest products before exportation;



Mining activities at Ngaka Coal mine in Ruvuma Region

Service sector

Includes services in hotels and tourism, banking, modern markets and malls, warehouses, real estate development and land surveying and mapping; and

Capacity building

This includes investments in the education sector, health sector, and vocational training centres.

Regional Level Priority Investment Opportunities

- a. Land use surveys, mapping and titling;
- b. Large-scale commercial mining of coal, blue copper and gemstones;
- c. Industries for packaging materials for both primary and secondary processing industries;
- d. Leather processing industry (tanneries); and
- e. Mini hydropower generation projects.

Council Level Priority Investment Opportunities

- a. Cereals processing, grading and packaging;
- b. Oilseed (sunflower, sesame, groundnuts) processing and packaging;
- c. Soya bean farming and processing;
- d. Dairy farming and processing;
- e. Livestock feeds processing industry;
- f. Fruit and vegetable processing and packaging;
- g. Coffee farming and processing facilities;
- h. Cashew farming and processing;

FACILITATION, PROCESSES, REQUIREMENTS AND INCENTIVES

Most of the policies and laws, unless specified, are applicable nationally for specific sectors. LGAs, through the blessings of the city, town or district full Councils, are mandated to enact by-laws and

notices that must also be endorsed by the Minister responsible for that sector, although most of the time the Minister responsible for Regional Administration and Local Government (RALG) is responsible for gazetting such by-laws and notices. Below is a summary of issues related to facilitation, processes, requirements, and incentives for investment in Tanzania in general, and in Ruvuma Region specifically.

Investment Options:

Investment options available in Tanzania include individual private sector investments, PPP, Public-Private Community Partnerships (PPCP) and Joint Ventures (JV).

Facilitation: Processes and Requirements

Ruvuma Region and Central Government have set and are striving to improve the investment climate to entice and facilitate investment in the region, and ensure speedy decision making. The region has the obligation to interpret and adapt these processes, requirements and incentives for investment to fit the region's investment profile and priorities. These processes and requirements are subject to changes towards improvements from time to time.

Land for investment in Ruvuma Region

Various parcels of land of different sizes have been earmarked by each district council in Ruvuma Region and set aside for specific targeted investment. It is part of the national industrial development policy that each LGA must provide some land for the development of industrial parks. The Regional Commissioner for Ruvuma has directed that all district and town councils must identify and allocate land for industries and indeed all of them have some land area identified for the purpose. They invite private sector operators to join in the effort as partners in case of delays in compensating land owners due to shortage of funds.

Songea Municipal Council (MC) has set aside some 5,995.07 hectares as part of planning area for industries and other formal usage, out of which 2,409.09 hectares have been partially compensated at Lilambo (385.9 ha) and EPZA area at Mwingemshindo (2023.4 ha). The rest, about 3,585.7 hectares, have not been compensated at all and can be found at Mwanamonga (1,449.5 ha), Mletele (1,464.6 ha) and Tanga (671.6 ha). There is also a high possibility of converting ownership of public land previously owned by state-owned enterprises at Lilambo/Lulawasi (550 ha) and Subira/Kihakwa (420 ha).

Songea District Council (DC): Land (4,046.9 ha) for coffee farming is available in Rusonga, and land suitable for sugarcane farming is available in Liganga ward, Mdundwala Basin where a local group of investors is seeking partners (under leadership of Mr Lutengano) to develop about 161.9 ha. There are some 40468.6 ha at Magwamila suitable for sugarcane irrigated farming.

Mbinga District Council: The district has about 275,005 hectares of arable land, of which 64.4 percent is not cultivated, since only 97,932 ha (35.6 percent) were used in 2015. The most potential ward with vast land for commercial farming is Namswea, with about 122,066 ha of arable land, but only 13,167 hectares are utilized, thus leaving 80.2 percent free for commercial farm developments. Kigonsera Ward is next with about 38 percent of its 67,832.7 hectares of arable land free for use.

FOR MORE DETAILED INFORMATION READ RUVUMA INVESTMENT GUIDE:

<http://www.tic.go.tz/images/uploads/Ruvuma%20Investment%20guide.pdf>

JOKES

LOST CONTACT LENS

The teenager lost a contact lens while playing basketball in his driveway. After a brief, fruitless search, he gave up. His mother took up the cause and within minutes found the lens. "How did you do that?" he asked. "We weren't looking for the same thing," she explained. "You were looking for a small piece of plastic. I was looking for \$150."

Your best medicine

CHECKING THE BALANCE

I'm not saying my financial adviser is bad at her job... but when I went into her office and asked her to check my balance, she tried to push me over.

THREE QUESTIONS

A man who needs legal help goes to a lawyer's office. After being escorted inside, he sits across the desk from the lawyer. The man needs legal help, but he wants to make sure he can afford it first. "Can you tell me how much you charge?" he asks. "Of course," the lawyer replies, "I charge \$800 to answer three questions." "Don't you think that's an awful lot of money to answer three questions?" "Yes, it is," answers the lawyer, "What's your third question?"

RICH MAN'S DYING WISH



Lying on his deathbed, the rich, miserly old man calls to his long-suffering wife. "I want to take all my money with me," he tells her. "So, promise me you'll put it in the casket." After the man dies, his widow attends the memorial service with her best friend. Just before the undertaker closes the coffin, she places a small metal box inside. Her friend looks at her in horror. "Surely," she says, "you didn't put the money in there." "I did promise him I would," the widow answers. "So, I got it all together, deposited every penny in my account, and wrote him a check. If he can cash it, he can spend it."

WAITING FOR A PENNY

An unscrupulous businessman was feeling very ill and went to the doctor. The doctor examined him and backed away, saying, "I'm sorry to tell you this, but you have an advanced case of highly infectious rabies. You must have had it for some time. It will almost certainly be fatal."

"Could you give me a pen and paper?" said the businessman. "Do you want to write your will?" "No, I want to make a list of all the people I want to bite."

A POLITICALLY INCORRECT JOKE ABOUT LANGUAGE:

In San Diego to work with military linguists, my colleague and I checked into a hotel and ordered a 5 a.m. wake-up call. The next morning, the phone didn't ring until 5:30.

"You were supposed to call us at 5 a.m.!" I admonished the desk clerk on the other end of the line.

"What if I had to close a million-dollar contract this morning? Your oversight would have cost me the deal!"

"Sir," he said calmly, "if you had to close that type of deal, I doubt you'd be staying in this type of hotel."

BIG TEST

A professor was giving a big test one day to his students. He handed out all of the tests and went back to his desk to wait. Once the test was over the students all handed the tests back in. The professor noticed that one of the students had attached a \$100 bill to his test with a note saying "A dollar per point." The next class the professor handed the graded tests back out. This student got back his test, his test grade, and \$64 change.

A PREACHER

A preacher went into his church and he was praying to God. While he was praying, he asked God, "How long is 10 million years to you?" God replied, "1 second." The next day the preacher asked God, "God, how much is 10 million dollars to you?" And God replied, "A penny." Then finally the next day the preacher asked God, "God, can I have one of your pennies?" And God replied, "Just wait a second."



TIC CALL CENTRE



Have any queries?

'we will take that call'

+255 737 879087 | +255 734 989 470 | +255 734 989 471 | +255 734 98947

Website: www.tic.go.tz / Email: info@tic.go.tz



Instagram: [invest_in_tanzania](https://www.instagram.com/invest_in_tanzania)



Facebook: Tanzania Investment Centre



Twitter: [@InvestTanzania](https://twitter.com/InvestTanzania)



Obtain Certificate of Incentives

Tanzania Investment Centre (TIC) is the first point of call for potential investors. It is the primary agency of the government responsible for coordinating, encouraging, promoting and facilitating investments. To qualify for and obtain TIC Certificate of Incentives minimum fixed investment cost for new,



and expansion projects should be at least US\$ 100,000 for projects which are wholly owned by Tanzanian Citizen(s) and US\$ 500,000 for projects which are wholly owned by foreign investors or if a joint venture.

TIC provides services through One Stop Facilitation Centre, whereby 12 government institutions are stationed to serve investors under one roof instead of visiting various government agencies. At the end of the registration process investor is issued with a Certificate of Incentives. Since September this year TIC has introduced an online application system named Tanzania Investment Window (TIW), which enables applicants to apply for Certificate of incentives wherever they are.

The procedure to apply for Certificate of incentive is as follows:

STEPS:

1. Notarize TIC application form
2. Visit TIC website and create a user account
3. Receive and activate an email sent to your mailbox
4. Fill, upload and submit application documents
5. Obtain control number and pay for registration fees
6. Obtain Certificate of Incentives

REQUIREMENTS:

Note: All submitted documents should be in PDF format.

1. TIC Project Registration form (must be filled and certified before submission)
2. Project's Business Plan/Feasibility Study.
3. Certified Copy of Audited Accounts for the past three years (This applies to the existing projects. It should be certified)
4. Certified Copy of Certificate of incorporation
5. Evidence of financial capital (stamped Bank Statement)
6. Certified Copy of Tenancy agreement (if you are renting premise/office/land) or
7. Certified Copy of Title deed (if you own the premise/office/land)
8. Company Board Resolution to register project (original)
9. Certified copy of Memorandum and Articles of association
10. Current Extract from the company's registrar
11. Copy of TIC payment receipt as proof of payment of \$1,100
11. Tax Payer Identification Number (TIN) Certificate
13. Covering letter (should provide an expression of interest to invest and list all the documents attached in the application)

COST:

Cost of Certificate of Incentive is \$1,100. Payments can be made through Standard Chartered Bank and NMB Bank PLC after obtaining control number at TIC Accounts Department.

TIME FRAME

If all submitted documents meet TIC requirements, you can obtain your Certificate of Incentives between 2 and 3 working days.

IN FOCUS:

TANZANIA INVESTMENT CENTRE

THE CENTRE

Tanzania Investment Centre (TIC) was established in 1997 by the Tanzania Investment Act to be the Primary Agency of the Government to coordinate, encourage, promote and facilitate investment in Tanzania and to advise the Government on all investment related matters. It facilitates both foreign and local investors. The threshold for investment capital must be at least US\$100,000 for projects which are wholly owned by local Tanzanian and US\$500,000 for projects which are wholly owned by foreign investors or joint venture.

ONE STOP FACILITATION CENTRE

TIC hosts 12 Government Institutions at its One Stop Facilitation Centre whereby investors who qualify to register their project and obtain Certificate of Incentives get all services under one roof. Currently available institutions which provides their services to Investors at TIC include: Business Registration and Licensing Agency (BRELA), Tanzania Revenue Authority (TRA), National Identification Development Authority (NIDA), Immigration Department, Labour Department, Occupational Health and Safety Agency (OSHA), National Environmental Management Council (NEMC), Tanzania Bureau of Standards (TBS) Tanzania Medicines and Medical Devices Authority (TMDA), Ministry of Lands, Housing and Human Settlements Development, Tanzania Electricity Supply Company (Tanesco) and National Identification Development Authority (NIDA).

ZONAL OFFICES

Tanzania Investment Centre has established five zonal offices in order to assist Investors who are based in nearby regions to access TIC services without necessarily travelling to Dar es Salaam. The zonal offices are: Northern Zone (Kilimanjaro)- covering Tanga, Kilimanjaro, Arusha, Manyara Regions

Lake Zone (Mwanza)- covering Mwanza, Geita, Kagera, Shinyanga, Simiyu and Mara Regions

Central Zone (Dodoma)- covering Dodoma, Morogoro and Singida Regions Southern Highland Zone (Mbeya)-covering Mbeya, Songwe, Iringa, and Njombe Regions.

ZONAL PHYSICAL ADDRESSES

SOUTHERN HIGHLAND ZONE

Zonal Manager:
P.o. Box 1316,
NBC Building, Karume Avenue, Mbeya
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CENTRAL ZONE

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LAKE ZONE

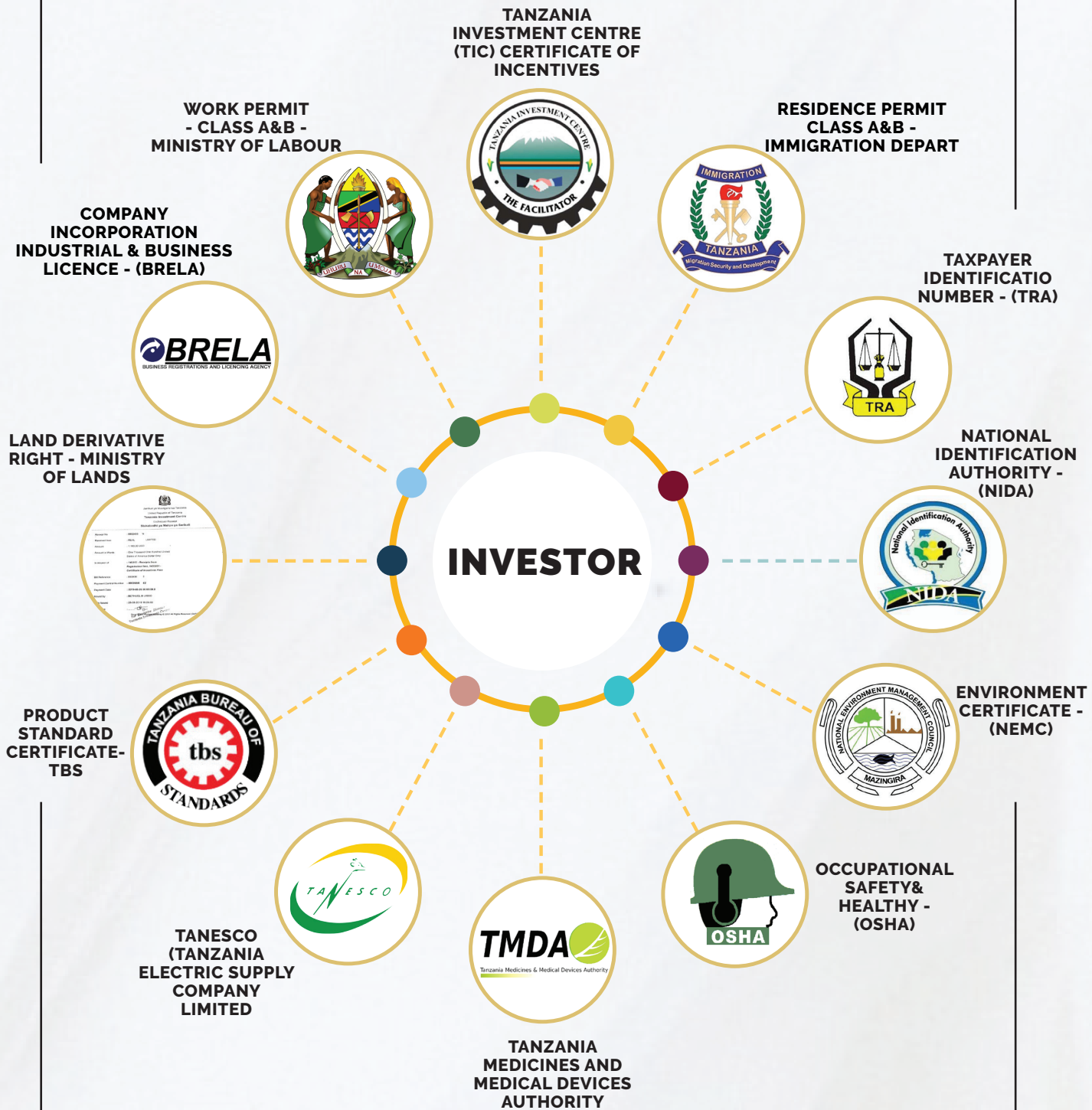
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Email: info@tic.go.tz
Website: www.tic.go.tz
Facebook: Tanzania Investment Centre
Instagram: invest_in_tanzania
Online Tv: Uwekezaji Tv
Twitter: @InvestTanzania
Blogspot: investtanzania.blogspot.com

ONE STOP FACILITATION CENTRE



LETTERS TO THE EDITOR

Environmental Impact Assessment for startups

Dear Editor,

The process of obtaining environmental assessment certificate is very costly to most us youth who want to invest in our country. Spending millions for review prior the establishment of investment usually reduces the capital hence affecting the whole process. I think TIC and NEMC should consider revisiting the charges and as well permit provision of such certificate on credit especially to local investors to enable them participate in the investment process.

Herman Thadeo
htheman91@gmail.com

Camping for research

Dear Editor

I am trying to register a camping business, but it will only involve camping for research and academic activities. But the government is only offering camping services for tourism activities, it is unfair to me to pay fees for tourism activities whilst I am not involved in such activities. I am hoping there is an option for us who wish to offer camping services for research purposes.

Zephania Myovella
Dar es Salaam
zephamyovella@gmail.com

Freedom to pick foreign staff

Dear Editor,

The investor should be allowed to pick his own team of foreigners or locals to run his industry or business without any limitation of tenure. Expatriate staff is always expensive and goes back to home country after few years due to social objectives. He is never a long-term bet for an Investor. Given a choice, an Investor would always prefer local Tanzanian staff if he finds good expertise and integrity in him. Let us not forget that a foreign investor comes to Africa to do business and not serve his community or enforce racism.

We need to critically ask ourselves- is the unemployment in Tanzania because of employment of foreigners or because of lack of industries and development in general? Even advanced countries like America have millions of expats working on H1B visa. The head of top software companies like Google, Microsoft are foreigners in US.

As a country, our interest should be in the employment and social benefits, a foreign investor generates rather than whom he employs. Our interest should be in tax revenues he will contribute by way of corporate tax, VAT, import duties, fuel levies, road levy, PAYE, SDL, City service levy, NSSF funding and so on... on long term basis. He generates employment for services like security, transport, legal advisory, Tanzanian professionals like architects, Engineers, accountancy firms and so on... One investment has so such a big cascading effect that we should do away with very narrow view of how fast a foreigner is replaced by local staff. Zimbabwe and Uganda did it overnight and we know what happened. All this because we need foreign investments and technology.

Our problem is our laws are designed keeping in mind 5 or 10% crooked or bad investors subjecting remaining 90-95% genuine investors to suffer due to impractical or discouraging laws.

A.P Joshipura
DSM

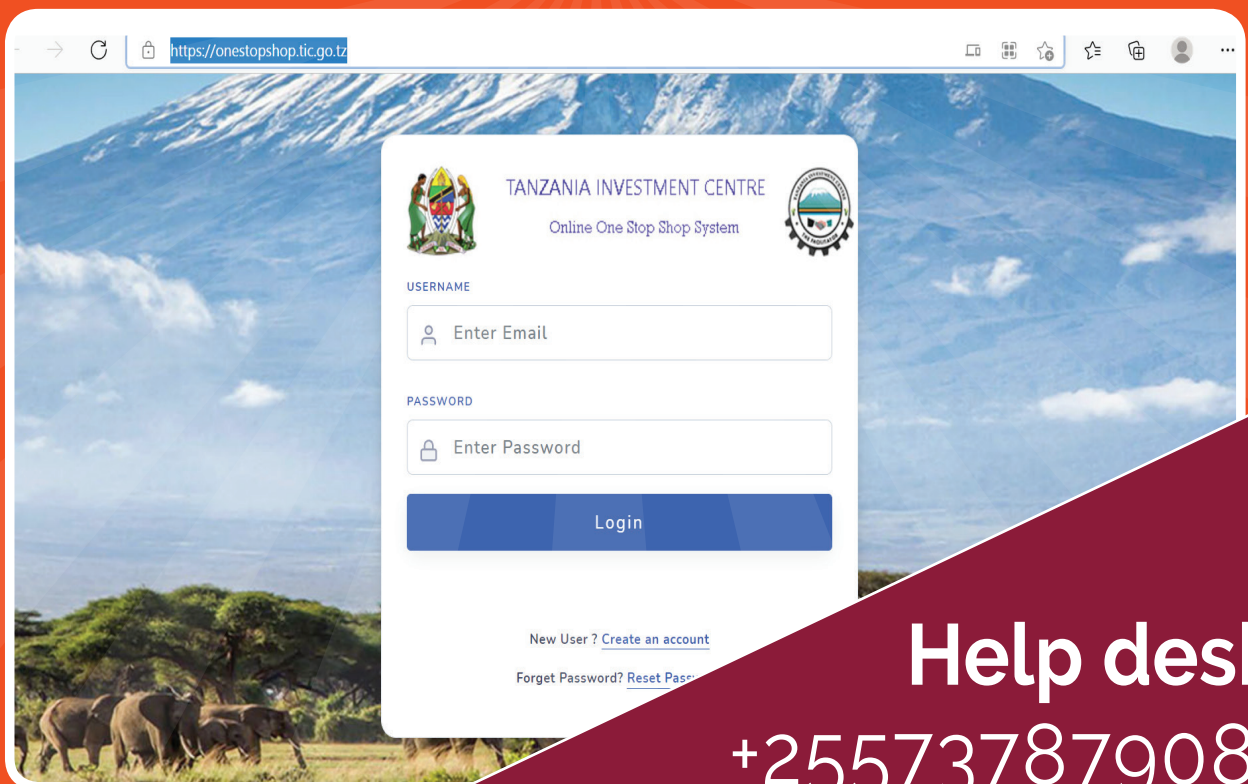


TANZANIA INVESTMENT CENTRE

GOOD NEWS!

You can now register your project and obtain certificate of incentives through our online platform by logging into the following link on TIC website:

<https://onestopshop.tic.go.tz/>



Help desk:

+255737879087

Email: info@tic.go.tz

THE VALUE OF PARTNERSHIP



When Barrick took over the management of the North Mara, Bulyanhulu and Buzwagi gold mines in 2019, it swiftly revived these long-dormant operations in a new partnership with the Tanzanian government. By the end of 2020 they had paid dividends of \$250 million as well as the first tranche of a \$300 million settlement with the government. Barrick also invested \$800 million in the country's economy, spent \$2 million on community development and recruited 600 new local employees, with Tanzanian nationals now making up 96% of the mines' workforce.

The combined North Mara and Bulyanhulu mines are now being groomed to potentially become yet another of Barrick's Tier One* gold complexes, soaring from stagnation to the summit of their sector.

BARRICK
Delivering the future

www.barrick.com | NYSE : GOLD • TSX : ABX

* A Tier One Gold Asset is an asset with a reserve potential to deliver a minimum 10-year life, annual production of at least 500,000 ounces of gold and total cash costs per ounce over the mine life that are in the lower half of the industry cost curve.