





AGENDA

- ✿ **Tanzania Economy**
- ✿ **Why Tanzania**
- ✿ **Investment Facilitation Services**
- ✿ **Priority Investment Opportunities**
- ✿ **Investment Incentives**
- ✿ **Trend of Investments**
- ✿ **Conclusion**

TANZANIA



TANZANIA ECONOMIC OVERVIEW



1.	Population	48.8 Million (2015.)
2.	Population growth rate	2.7 %(2012)
3.	GDP Per Capita	\$ 966.5 (2015)
4.	Annual average inflation	5.6 % (2015)
5.	Annual average GDP growth rate	7.0% (2015)
6.	Employment	Agriculture Employs 75% of the Workforce
7.	Main imports	Capital goods (i.e.. machinery and equipment),vehicles, petroleum products, agricultural inputs, raw materials and other consumer goods
8.	Main exports	Agricultural products,(such as cashew nuts, tea ,coffee, cotton),cut flowers & vegetable, minerals, fish and manufactured goods.

WHY INVEST IN TANZANIA?

An overview



Tanzania's Inherent Advantages

Peace and Political Stability

Economic Stability

Rich Natural Resources

Strategic Location

Investment Guarantees

Repatriation of funds

Access to Markets



ACCESS TO MARKETS



Southern Africa Development Community (SADC)
(~300m people)



China
(~6000 items)



Africa Growth and Opportunity Act (AGOA)
(~6000 items)



Indian Ocean Rim – Association for Regional Co-operation (IOR-ARC)

3 Major Ports
(Dar es Salaam, Tanga & Mtwara)

East African Community (EAC)
(~130m people)



Japan



Tanzanian Population
(~48.8m people)



Canada



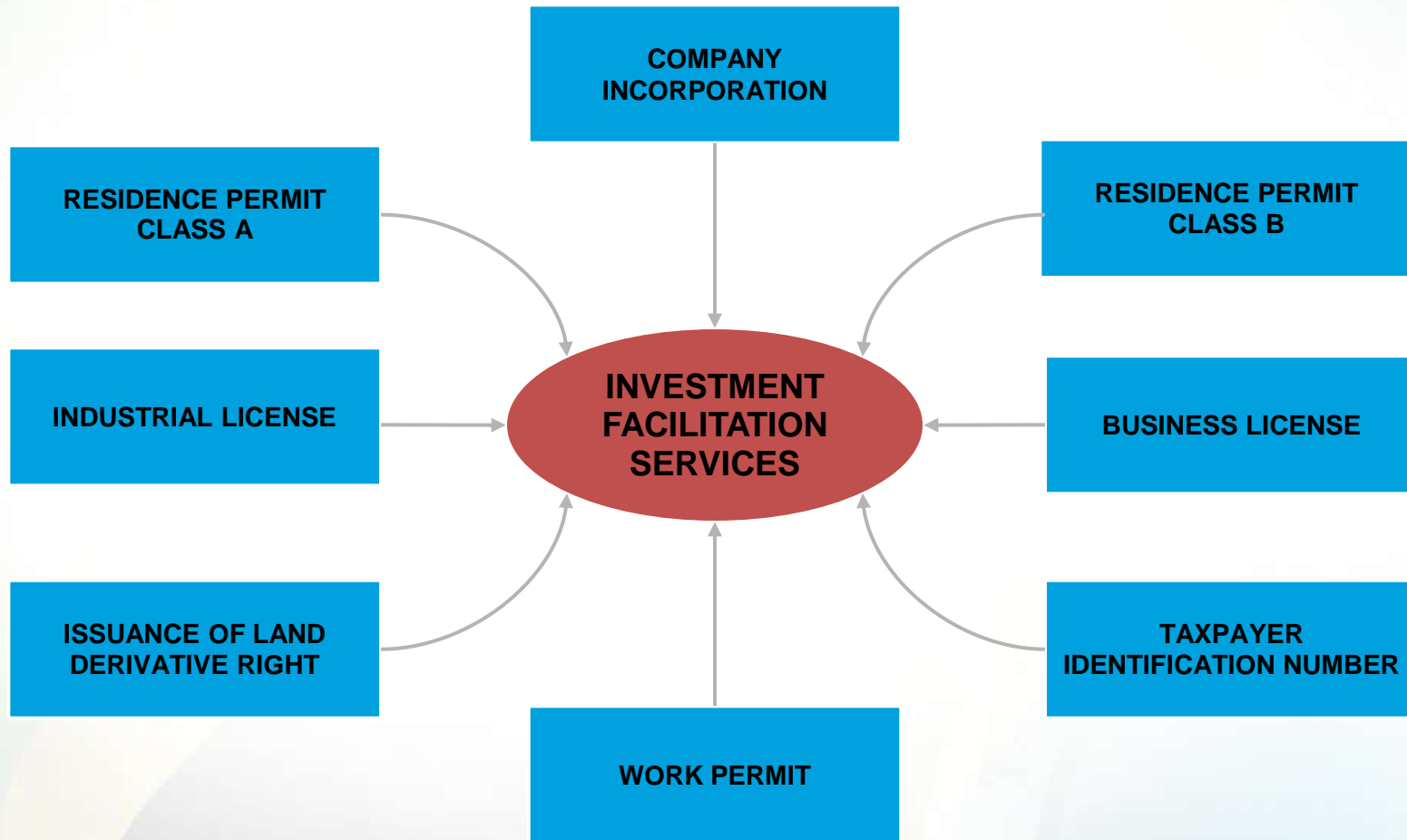
Gateway To Six (6) Land-locked Countries
(Uganda, Rwanda, Burundi, DR Congo, Zambia & Malawi)



INVESTMENT FACILITATION SERVICES



Assist investors to obtain all permits, licenses and approvals



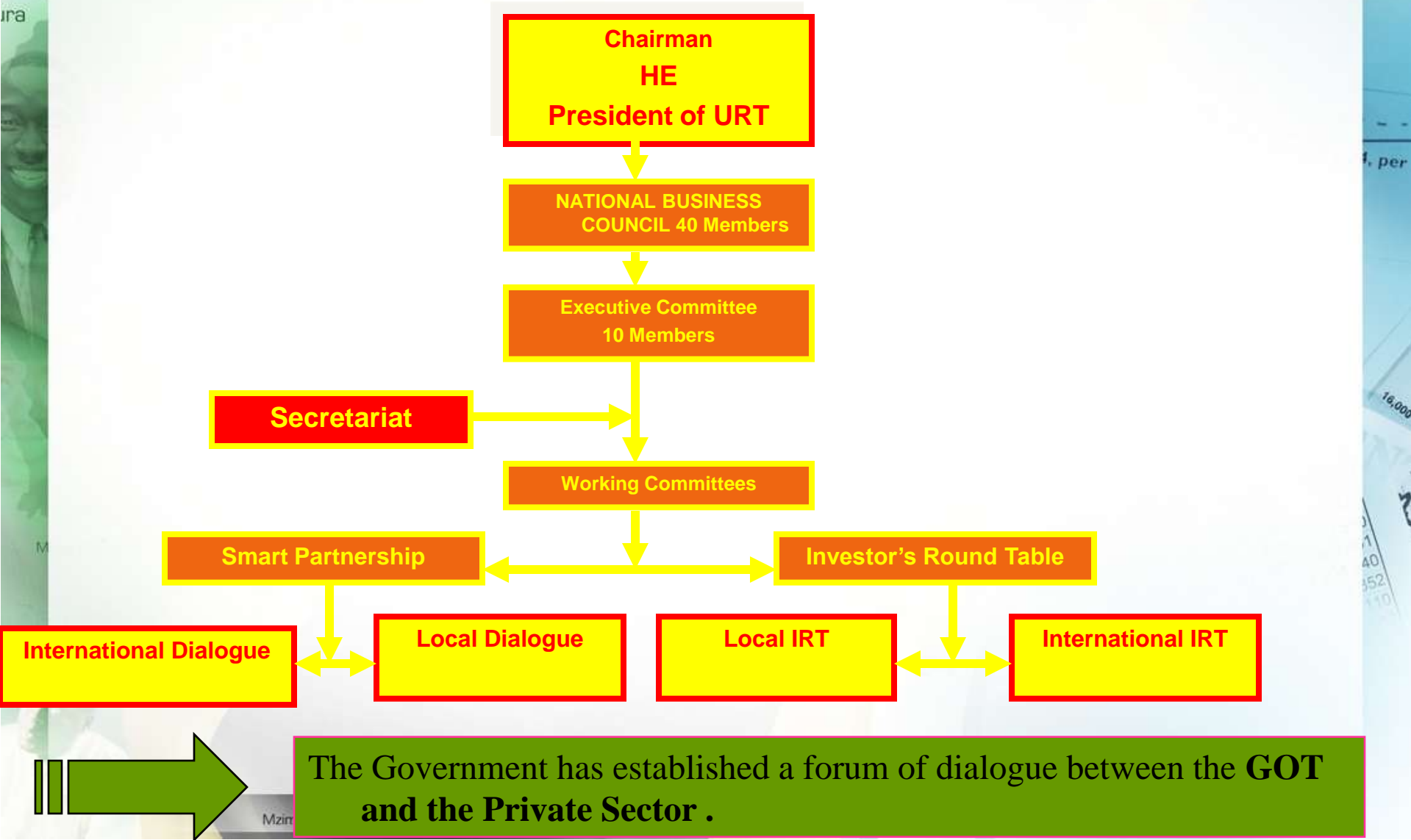
OUR COMMITMENT TO INVESTORS



Company Registration	3 days
Business License	1 day
Industrial License	3 days
Certificate Of Incentives	3 days
Residence Permit Class 'A'	14 days
Residence Permit Class 'B'	14 days
Special Pass	1 day
Taxpayer identification number	1day
Arranging appointments	24 hours
Preparation and confirmation of itinerary for potential investors	3 days



TANZANIA NATIONAL BUSINESS COUNCIL





PRIORITY INVESTMENT OPPORTUNITIES

MANUFACTURING SECTOR

Key Facts and Potential Areas for Investment



Key Facts:

- ❑ Tanzania is fully reliant on imported automotive products such as passenger cars.
- ❑ Tanzania has made discoveries of natural gas, soda ash, and other minerals required for petrol, gas, and chemical industries.
- ❑ In 2015 Tanzania imported 60% of its edible oil.

Potential Areas:

- ✓ Automotive Industry focusing on establishment of assembly plants and spare parts manufacturing facilities.
- ✓ Petro, Gas and Chemical Industries particularly construction of a liquefied natural gas (LNG) plant in Lindi and a petro chemical industrial complex in Mtwara.
- ✓ Pharmaceutical industries targeting the construction, rehabilitation and providing support to strategic pharmaceutical industries.
- ✓ Agro-Industries and Agro-processing to add value to agricultural, livestock, forestry and fisheries products.
- ✓ Edible Oil processing.
- ✓ Textile and apparel.

MANUFACTURING SECTOR



Priority Areas to Nurture an Industrial Economy

A

Reviving non performing Factories:

Assessing the status of existing industrial plants under public and/or private ownership with a view to ensuring that economic and commercially viable plants are put back into operation such as (*General Tyre East Africa Limited, Kilimanjaro Machine tools*)



B

Natural resource-based industry:

Effectively utilizing and add value to Tanzania's rich natural resource endowments [agricultural commodities, livestock products, forestry and marine products as well as mineral resources]



MANUFACTURING SECTOR



Priority Areas to Nurture an Industrial Economy

C

Geographical advantage-based industry:

- Tanzania is an ideal location for investments in market-seeking industries that target the emerging African markets in EAC, SADC and COMESA



D

Labour endowment-based industry:

- Tanzania offers a growing and dynamic labour force for envisaged industrial economy. About 44 percent of the population comprises under-15-year age group.
- High potential for attracting sunset industries to take advantage of abundant and relatively low-cost youthful labour.



MANUFACTURING SECTOR



Priority Areas to Nurture an Industrial Economy

E

MSMEs, Light manufacturing:

This includes light manufacturing industries such as those producing food, beverages, furniture and textiles, which account for greater proportion of manufacturing jobs.



F

ICT Based Industry and Technological Adaptation:

These are industries which involve computer assembly, production of computing and communications equipment, cables, printers and scanners, electronics and allied services. Other areas include establishment of cyber cities and software parks as well as industrial incubators



TEXTILE SUBSECTOR

Opportunities in Textile Industry







Textiles and Garments Industry as a priority sub-sector

- The Government of Tanzania aims to reach middle income status by 2025, with manufacturing playing the key role.
- Textiles and Garments Industry named a priority sub-sector.
- The Textile Development Unit (TDU) established within the Ministry of Industry, Trade & Investment to support investors at every stage of the investment process.
- The average crop yield for the past five years is around 238,600 tonnes of seed cotton. Around 80% is exported in raw form.

Tanzania's Competitive Advantage in Textile Industry

- Tanzania is a major cotton producer with the expertise and infrastructure to sustain the spinning, weaving and manufacturing elements of the value chain.
- Tanzania boasts a large domestic market and an emerging middle class, pushing up demand for quality garments. This situation is replicated across many East and Southern African countries, creating a substantial regional market for apparel.
- Furthermore, textiles and garments are among the products from Tanzania that enjoy duty- and quota-free access to the US market through the African Growth and Opportunity Act (AGOA) . They also enjoy tariff free access to EU market.
- Wages and power costs in Tanzania are far lower than those in large garment-producing Sub-Saharan countries. Low cost labour, combined with very reasonable electricity charges, means that Tanzania enjoys significant cost advantages over many of its major international rivals.
- Strong and growing Government support for the sub-sector. The TDU formed to support the development of a large and internationally competitive textile and garment sub-sector

	TANZANIA	UGANDA	KENYA	S.AFRICA
				
Current Power Charges	\$0.11	\$0.24	\$0.185	\$0.813

Comparison of Kilowatt-Hour charges Source: World Bank Report



INVESTMENT OPPORTUNITIES

- **Production of good quality yarn**

Investment in modern spinning machineries will revolutionize and broaden the scope of textile manufacturing in Tanzania, thus allowing mills to diversify the products base.

- **Expansion of knit garment**

Tanzania needs to expand its knit garment exports in order to fully exploit AGOA, EU, and South African markets. This is the area in which back ward linkage is most likely to happen.

- **Developing an ethical value chain**

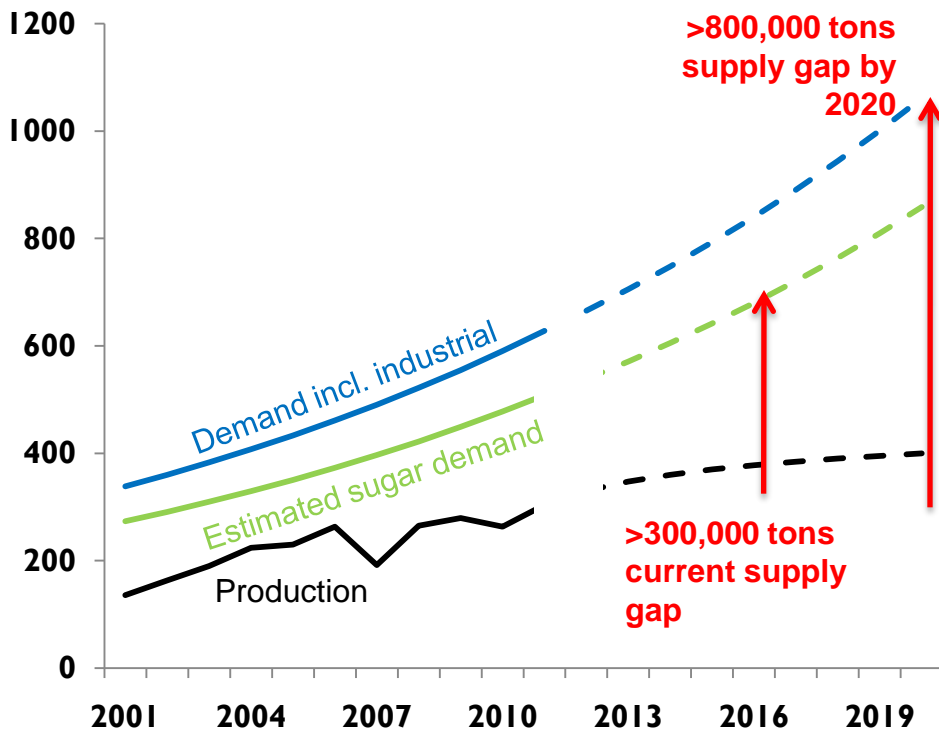
Tanzania is well positioned to develop an ethical value chain from where retailers will source their textile requirements.

AGRICULTURE

More than 300,000 tons Sugar Supply Gap In Tanzania, Set to Increase Exponentially

- The primary market opportunity for sugar producers in Tanzania is local: as existing sugar estates reach peak production, the supply gap is set to increase at an estimated 6% per annum from the current 300,000 tons / year, driven by economic and population growth

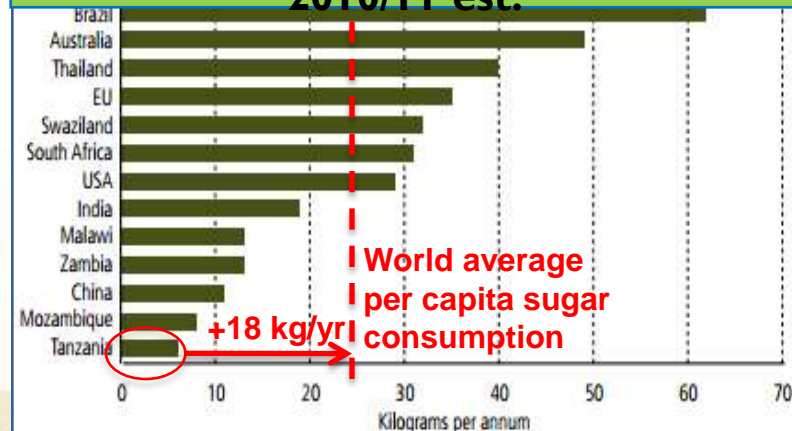
More than 300,000 tons sugar deficit in Tanzania



Source: Sugar Board of Tanzania, Illovo, Mtibwa, TPC, FAO

- As incomes rise, sugar consumption in Tanzania is expected to increase rapidly from the current low levels of per capita consumption
- Despite rapid production growth of existing estates following privatizations in the late 1990's, supply could not keep up with demand over the last decade
- The supply gap is set to increase as existing estates reach their full capacity: the Sugar Board of Tanzania estimates that current producers could peak at 400,000 tons by 2020

Per capita sugar consumption 2010/11 est.



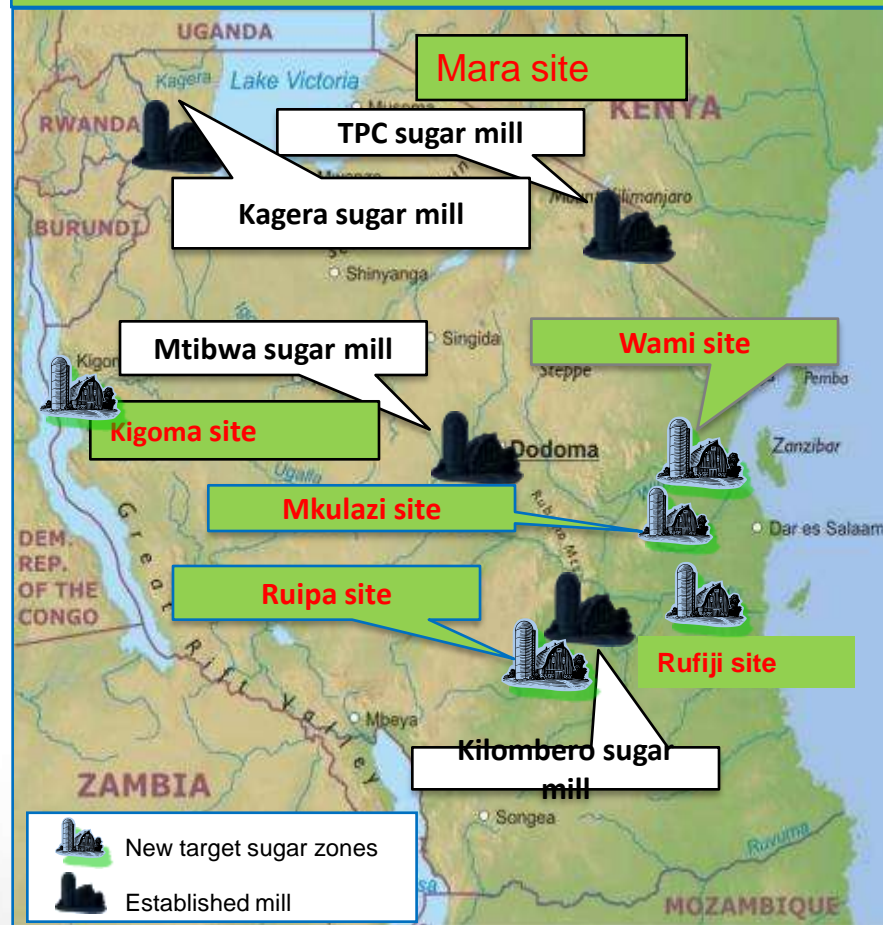
AGRICULTURE

Target Sugar Zones have Been Earmarked for Sugar Production by the Government

- ❑ There are 4 existing estates in Tanzania, producing a total of 300,000 tons of sugar per year and reaching their full capacity.
- ❑ In order to fill the local and regional sugar gap, the Government of Tanzania is looking to develop an additional 10 large sugar projects and working to prepare additional sites for sugar investments.



Map of existing and proposed new sugar estates



FISHING AND AQUACULTURE DEVELOPMENT



Facts ,Figures and Available Opportunities

•Facts and Figures

- Tanzania has a total surface area of 945,037 sq. km. The area of freshwater cover is estimated at 54,337 sq. km., which is about 6.1 percent of the total country's surface area
- The country has Territorial Sea of 64,000 sq. km., an Exclusive Economic Zone (EEZ) covering an area of about 223,000 sq. km and 1,424 km coastline along the Indian Ocean.
- The Government encourages the private sector to participate in capture fishery and aquaculture development.
- It is committed to maintaining and developing an appropriate legal and administrative framework for development of aquaculture.



OPPORTUNITY

- Establishment of fishing port and fishing in the Exclusive Economic Zone,
- Establishing fish processing plants and modern fishing boat building yards.
- Establishment of dry docking and eco-tourism facilities.
- Around 3000 hectares suitable for shrimp farming in Mafia Island.
- Establishment of commercial fish cage culture in both marine and freshwater areas
- **Cultured species** including: Mud crabs, Oysters, Grouper and Scallops for mariculture
- **Fresh water species** including : Tilapias, African Catfish , Rainbow Trout and Freshwater prawns
- Production of formulated fish feeds and live fish food production (eg. Earthworms)



LIVESTOCK



Opportunity for Investment in National Ranches

- ❑ National Ranching Company (NARCO) is a parastatal organization with the responsibility of producing beef cattle for Domestic and Export markets.
- ❑ It has eight (8) existing core ranches comprising of an area of 230,384 hectares with around 13,200 heads of cattle, 1,700 sheep and 1,600 goats. The cattle are raised on natural pastures and mineral water.
- ❑ The company has a total of 124 non core ranches with total area of 289,069 hectares which are sub-leased to private livestock keepers.
- ❑ Investment opportunities are in Kongwa Ranch (Dodoma), Misenyi Ranch (Kagera) and Kalambo (Rukwa)

LIVESTOCK

Raising & Fattening

Live animal Trading

Slaughtering

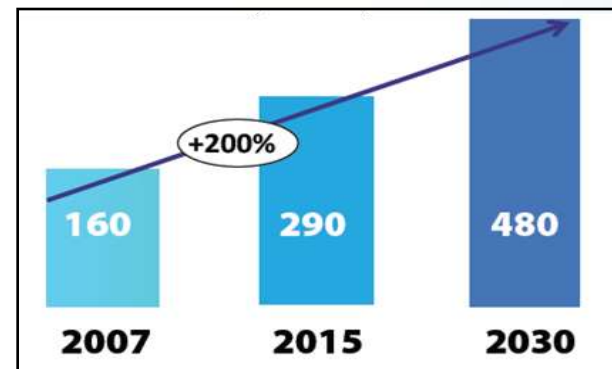
Meat Processing

Leather Processing

Retailing & Marketing

- Starting from a per capita consumption of 12kg p.a., Tanzania's demand for meat is expected to triple by 2030.
- Currently only 2% of all livestock are raised on commercial farms. Few animals are fattened before being slaughtered.
- Less than 1% of all meat is processed locally, at the same time vast quantities of processed meat are imported from Kenya.
- Less than 5% of all hides are processed to leather. A 40% export levy on unprocessed skins creates a significant competitive advantage for local firms.
- More than 700MT of quality meat are imported to Tanzania every year.
- Local, regional and global meat demand is rising

Demand for Local Meat (,000 Tons)



There will be a +200% increase in local meat demand in the next 15 years



OPPORTUNITY

- Partner with National Ranching Company (NARCO) ranches to produce various types of livestock including beef and dairy cattle,
- processing of meat, milk, hides and skins.
- Other areas include; compounded animal feeds and premix production, pasture production and livestock pharmaceuticals production.



LIVESTOCK

Opportunities in Leather Industry

Vision of Leather Sector Development Strategy

By the year 2025, the United Republic of Tanzania will produce high-quality hides and skins processed to finished leather, footwear and leather goods for domestic and export markets while protecting the environment

Tanzania's Competitive Advantage in Leather Industry

- Memberships to South African Development Community (SADC) and the East African Community (EAC) which provides preferential market access to regional markets .
- Low production costs due to cheap labour and access to a large supply of raw materials.
- Around one-fifth of the world's trade in leather and leather products consists of Hides & Skins, from raw form to tanned leather, the product mostly exported by Tanzania.

- Many untapped opportunities in the leather industry in view of its huge potential .
- Tanzania has the 2nd largest livestock population in Africa with potential of producing at least 4 million hides and around 6.1 million skins annually.
- Low investments in value addition have undermined the much needed government revenues and associated benefits like job creation.
- Around 90 per cent of exports in the sector are raw hides and skin.
- Exports earnings from the leather sector has in recent years increased at an average of 22 per cent, an indication that the industry is operating below capacity

TOURISM



Economic Facts About The Tourism Sector In Tanzania

- Tourism is the number one foreign currency earner in Tanzania
- Tourism contributes significantly to GDP: The total contribution of Travel and Tourism to GDP is 14.2%
- Tourism provides 1,337,000 direct and indirect jobs in Tanzania (12.2% of total employment)
- Tourism investment in Tanzania is about 9.5% of the total investment
- Average length of stay is 10-11 days
- Average expenditure per tourist is \$355 (package tours) and \$247 (non package tours)

TOURISM



Facts and Figures

- ❑ 16 National Parks,
- ❑ 31 Game Reserves,
- ❑ 44 Game Controlled Areas,
- ❑ 4 Ramsar/Wetland Sites,
- ❑ 33 Wildlife Management Areas,
- ❑ 6 Nature Reserves
- ❑ 2 Marine Parks
- ❑ 16 Famous Historical and Cultural Sites.

UNESCO World Heritage Sites in Tanzania



- Ngorongoro Conservation Area
- Kilwa Kisiwani and Songo Mnara Ruins
- Serengeti National Park
- Selous Game Reserve
- Mount Kilimanjaro
- Stone Town of Zanzibar
- Kondo Rock-Art Sites



TOURISM

Tourism Investments Attractiveness and Opportunities

Attractiveness of Tourism Investments in Tanzania

- **Abundance of Wildlife Resources**
- **Wealth of Cultural & Heritage Resources**
- **Plenty of Forest Resources**
- **Unexploited Beaches and Marine Resources**

Supreme widely known wildlife resources

- ❖ The great Serengeti Plains, the spectacular Ngorongoro Crater, Lake Manyara and Africa's highest mountain, Kilimanjaro, in the north,
- ❖ Mikumi, Udzungwa and Ruaha National parks and Selous game Reserve in the south



OPPORTUNITY

- ☐ Construction of Tourist Hotels
- ☐ Establishment of leisure parks
- ☐ Construction of golf courses
- ☐ Investing in conference tourism facilities
- ☐ Provision of air/ground transport,
- ☐ Tour operations and trophy hunting
- ☐ Sea and lake cruising
- ☐ Development of eco-tourism facilities
- ☐ Beach tourism, cultural and historical sites

TOURISM



Serengeti National Park: Wildebeest clockwise migration around the Serengeti/

Masai Mara ecosystem is rated as one of the world's most spectacular natural events



TOURISM

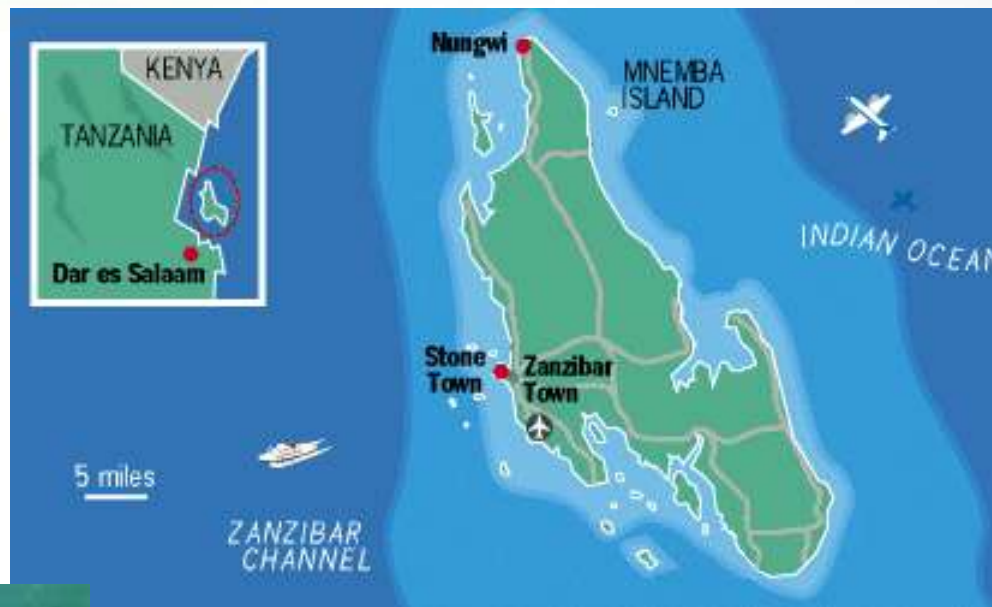


Ngorongoro Crater: It is 610m deep with 21km diameter covering an area of 625 sq. km.

It is one of the wonders of the world.



Beautiful beaches of Zanzibar



ECONOMIC INFRASTRUCTURE

Opportunities in Road, Airport, Rail, Port and Power Projects



86,472/ Kilometre Road Network



3,676/ Kilometre Railway Lines



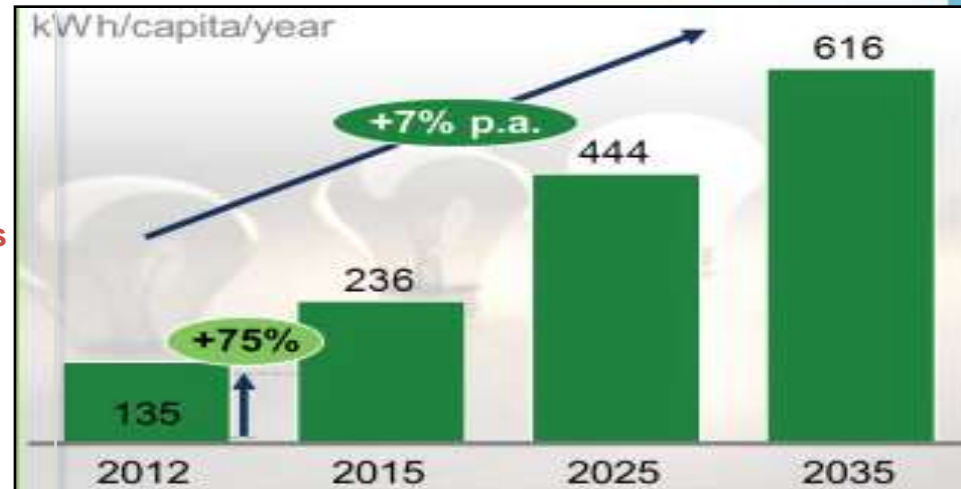
58/ Airports: 3 International



3/ Major Ocean Ports

To reach Tanzania Development Vision 2025, installed power capacity must increase from 1,754 MW in December 2015 to at least 10,000 MW by 2025 along with expansion of transmission and distribution systems.

Forecasted Energy Demand (Unconstrained)



OPPORTUNITY

- Huge untapped opportunity in the power generation sector.
- Tanzania's energy demand is expected to grow by between 5% and 8.5% each year for the next 5 years
- Tanzania has abundant energy resources such as natural gas, coal, uranium and renewable.
- Large road construction works as well as PPP opportunities.
- Investment opportunities in developing inland container depots ; development of extended railway lines as well as sea and lake ports.

MINING

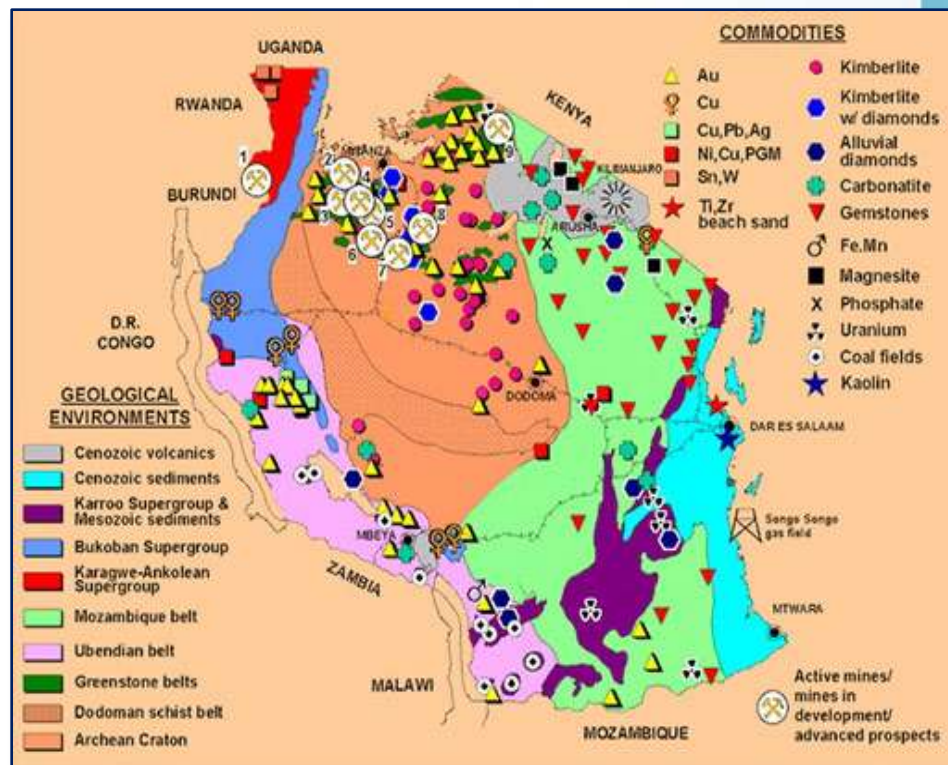


Facts, Figures and Available Opportunities

Facts and Figures

- Minerals export accounted for USD 1.37bn of the total value of Tanzania's export in 2015 (i.e. 24%) with gold representing more than 90% of the country's minerals export.
- Tanzania's gold production currently stands at ~50 tons a year, which makes the country the 4th largest gold producer in Africa after South Africa, Ghana, and Mali.
- Basemetals found in a belt running from Kagera through Kigoma to Mbeya, Ruvuma and Mtwara regions.
- Tanzania produces a variety of gemstones, including aquamarine, garnet, ruby, sapphire, tourmaline and tanzanite which is only found in Tanzania.
- Tanzania is estimated to have over 56 Trillion Cubic Feet (TCF) of recoverable natural gas. Also, about 54 Billion Cubic Feet of helium gas was recently discovered

Geological Map of Tanzania



OPPORTUNITY

- ☐ Exploration;
- ☐ Mining;
- ☐ Establishment of gemstone value addition activities;
- ☐ Establishment of mineral beneficiation activities; and
- ☐ Provision of mining services.



DOWN STREAM INVESTMENT OPPORTUNITIES IN THE GAS SUB SECTOR

- Fertilizers and Petrochemicals production
- Compressed Natural Gas (CNG) for vehicles
- Piped Natural Gas (PNG)/CNG for households (Millions of forest hectors are burnt every year)
- Liquefied Petroleum Gas (LPG) Production

INFORMATION COMMUNICATION TECHNOLOGY



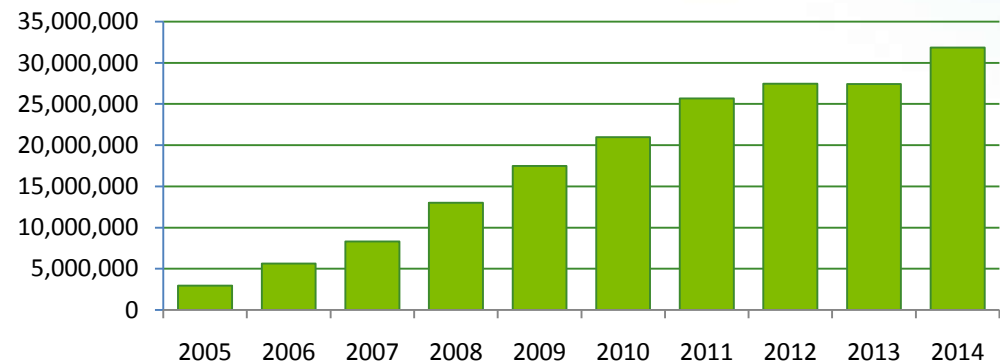
Facts ,Figures and Available Opportunities



- There has been a rapid growth and transformation of the communications market in Tanzania in the last 10 years.
- The ICT market has grown both in terms of subscribers, variety of services and the expansion of the coverage area
- There were approximately 39,808,4196 mobile subscribers in the market in December 2015 , compared to 2,963,737 in 2005.
- Penetration stood at 67% in December 2014 from 10% in 2005
- Internet service subscribers have increased to about 16,280,943 by December 2015 from 3,563,732 in 2005.



Mobile Subscribers in Tanzania



Service Providers in Tanzania



OPPORTUNITY

- Provision of mobile services especially in rural area as penetration is higher in urban areas.
- Provision and operation of value added network/data services (internet, voice mail, electronic mail services).
- Repair and maintenance of telecommunications facilities

HEALTH AND EDUCATION

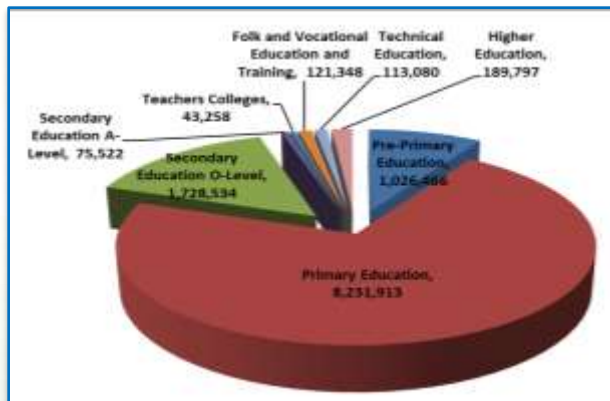


Facts, Figures and Available Opportunities

Education

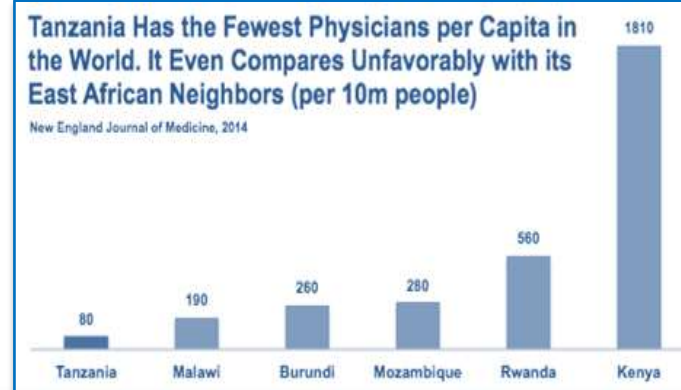
Low Teacher to Pupil Ratio: 1 teacher for 13.6 pupils in USA, 1 teacher for 16.8 pupils in China, 1 teacher for 18.7 pupils in UK, 1 teacher for 33.5 pupils in South Africa and 1 teacher for 50.8 pupils in Tanzania.

In 2013, only 1% and 1.6% of total number of students were receiving technical and higher education respectively



Health

- Low Physician to Patient Ratio: 27.7 physicians for 10,000 patients in UK, 24.2 physicians for 10,000 patients in USA, 14.6 physicians for 10,000 patients in China, 7.6 physicians for 10,000 patients in South Africa and 0.1 physicians in for 10,000 patients Tanzania.
- In 2014 New England Journal of Medicine reported that Tanzania had the lowest number of physicians per capita.



OPPORTUNITY

- Over 5,000 students going abroad/annum for studies, while many patients from Africa go to India for treatment. There potential to emerge as Centre for Excellence in East Africa.
- Opportunities for establishment of Universities, Technical Colleges, Specialised Hospitals and Research Centres

INCENTIVES FOR PROJECTS REGISTERED BY TIC



A) Tax incentives

✿ Projects capital goods

- Import duty – 0%

✿ Capital allowance

- a) Agriculture – 100%
- b) Mining - 100%
- c) Manufacturing – 50%
- d) Fish farming - 50%
- e) Tourist services – 50%
- f) Hotels - 50%



INCENTIVES UNDER THE TIA, 1997

- ✿ Losses are allowed to be carried forward. However, companies with perpetual unrelieved losses for 3 consecutive years are charged 0.3% of annual turnover.

B) Non Tax incentives

- ✿ Automatic immigration quota of up to 5 expatriates at the initial stage of the projects
- ✿ Unconditional transferability funds through any authorized dealer bank in freely convertible currency of ; net profit, loan payment (servicing a foreign loan) royalties , fees and charges in respect of any technology transfer agreement, payment of emoluments and other benefits to foreign personnel.

TOP TEN COUNTRIES

Based on Value of Registered Projects :1990-September 2016

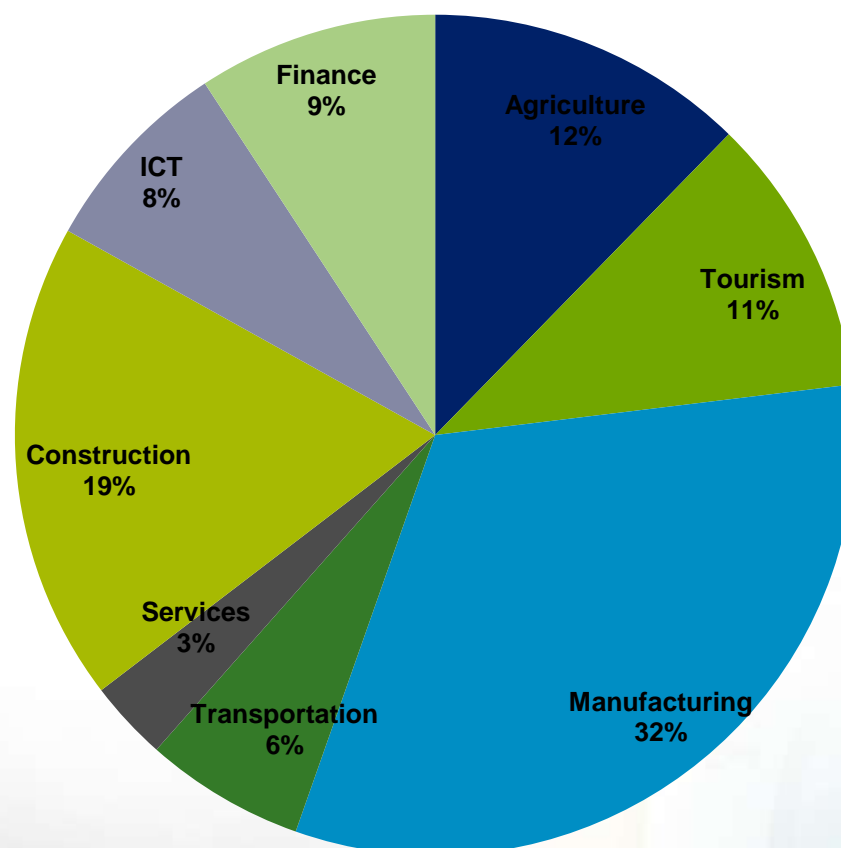


TANZANIA INVESTMENT CENTRE

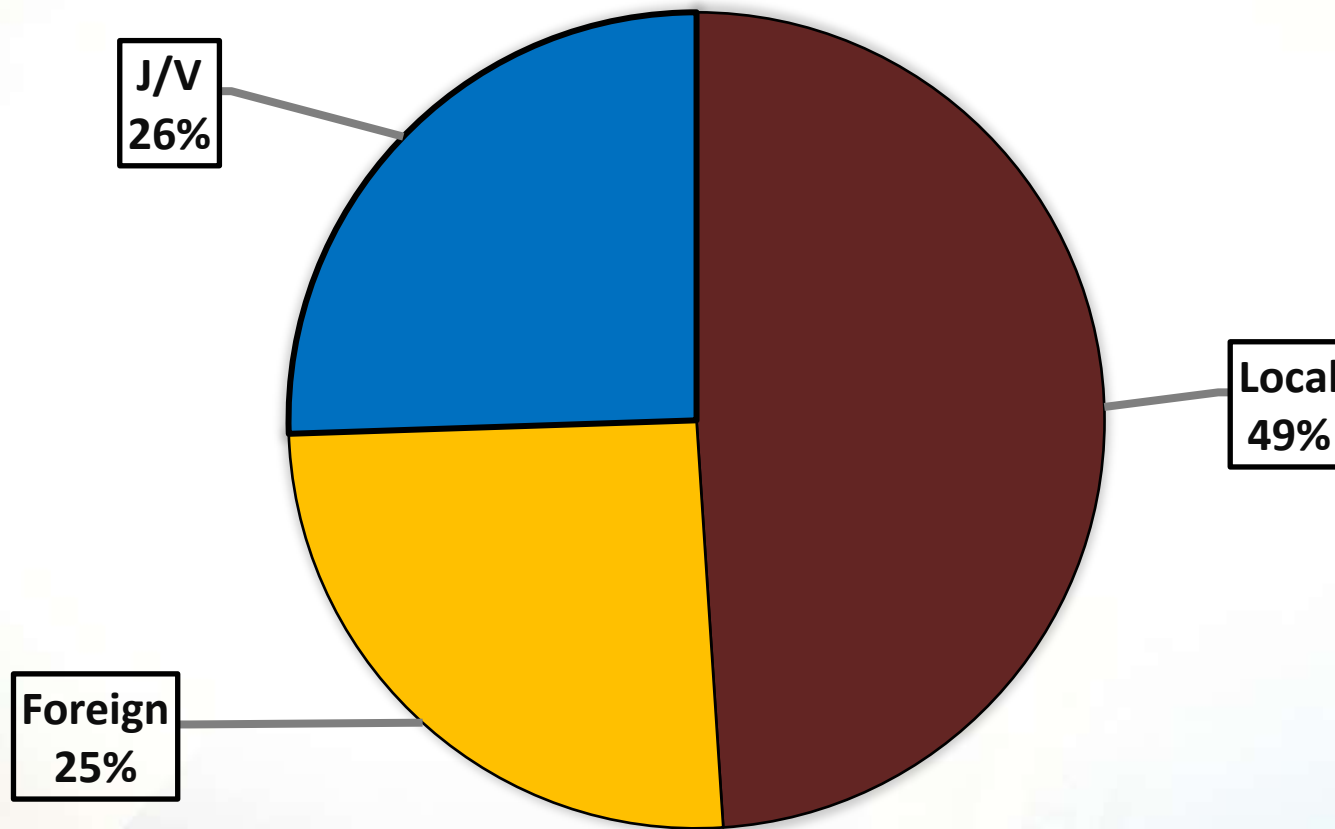
INVESTMENT STOCK OF LEADING COUNTRIES 1990 - SEPTEMBER 2016

	COUNTRY	PROJECTS	JOBS	VALUE IN \$M
1	UNITED KINGDOM	964	273,840	5,377.45
2	UNITED STATES OF AMERICA	237	51,797	4,692.88
3	MAURITIUS	65	9,510	4,247.03
4	CHINA	635	81,200	3,669.15
5	INDIA	419	54,292	2,122.94
6	AUSTRALIA	56	3,876	1,772.82
7	KENYA	485	49,965	1,643.13
8	NETHERLANDS	157	13,771	1,036.96
9	BELGIUM	32	1,814	902.09
10	EGYPT	8	953	887.02
	TOTAL	3,284	561,933	27,154.62

PERCENTAGE DISTRIBUTION OF REGISTERED PROJECTS WITH MAURITIUS INTEREST 1990- AUGUST 2016.

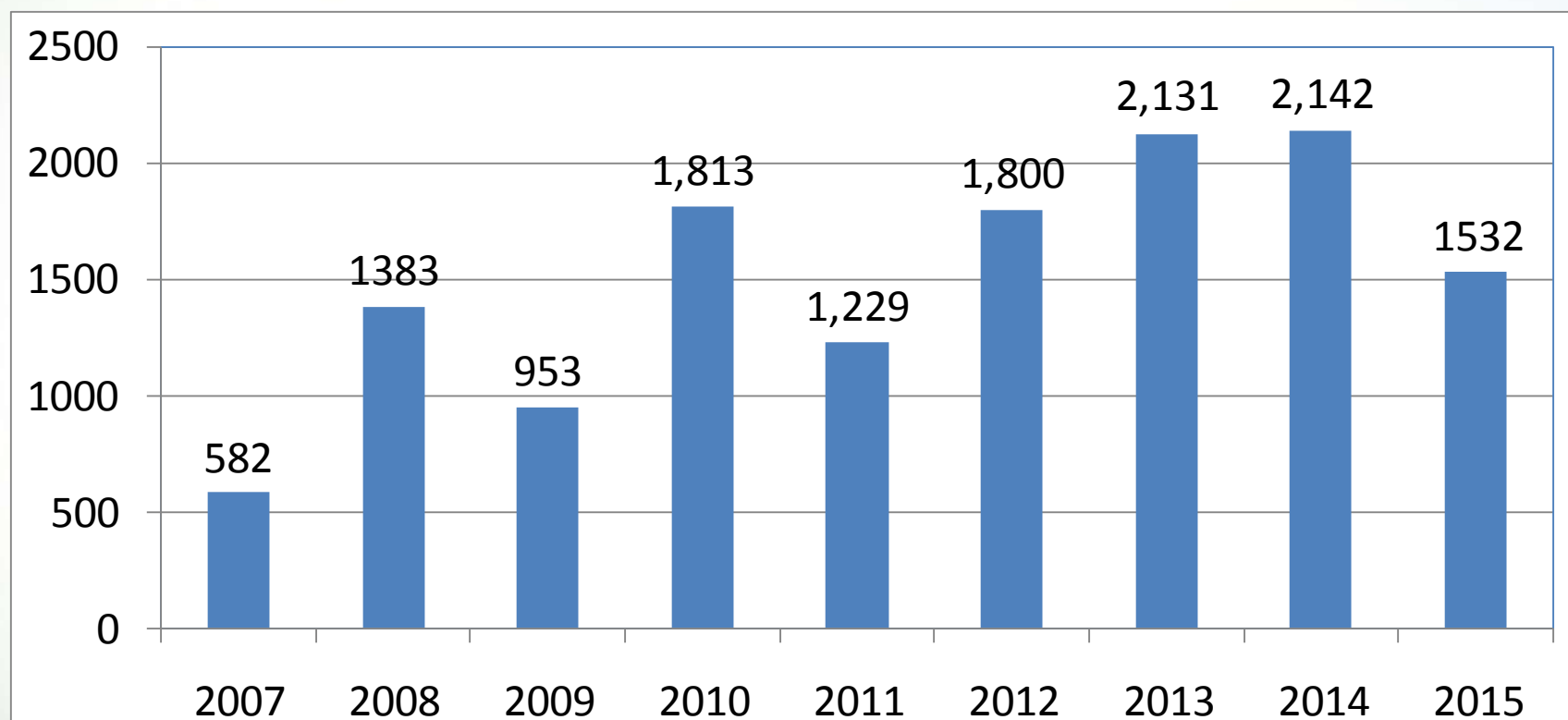


OWNERSHIP OF TIC REGISTERED PROJECTS 1997 - 2016





FDI INFLOWS TO TANZANIA FROM 2007 – 2015 (US\$ Mill)



Source: UNCTAD - World Investment Report – 2016



TRADE WITH MAURITIUS

YEAR	TANZANIA EXPORTS (Millions of USD)	TANZANIA IMPORTS (Millions of USD)	Balance of Trade	Volume of Trade
2016	1.88	17.31	(15.43)	19.19
2015	1.32	26.96	(25.64)	28.28
2014	2.11	11.07	(8.96)	13.18
2013	2.79	15.48	(12.69)	18.27
2012	1.39	3.3	(1.91)	4.69
2011	2.24	1.3	(0.94)	3.54

Source: Tanzania Revenue Authority

Thank you for your attention

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