



MONTHLY INVESTMENT BULLETIN

APRIL 2023

FROM EXECUTIVE DIRECTOR'S DESK

Dear investors,

In April, we saw some interesting developments. At TIC, we began piloting our electronic investment window. We had one successful case of an investor who used our system to complete a registration process and access our Certificate of Incentive. This proves to us the value of the Tanzania Electronic Investment Window (TeIW) and the ease it provides for first-time incoming investors as well as those already established but keen to set up and register new projects. We continue to perfect the system and expect to be ready for launch in a month's time.

At the national level, investment flows, and interest has continued to surge. What we have done with this edition is begin a process of making our data more nuanced. We have disaggregated our data to paint a clearer picture of our investment numbers. From now onwards, we shall present our data in foreign vis-à-vis domestic to indicate greenfield FDI, greenfield DI and expansion from existing players in the market. It is our expectation that such dissection will help showcase not only the pace of inflows but also how economic vibrancy is attracting expansion from existing investors.

Moreover, we shall endeavour to indicate the actual status of the investment – on the ground, immediate and near future. This categorisation

will mean already started, starting within a month and starting within 90 days, respectively. Our objective is to provide clarity to all investors and analysts looking at our data and support your investment decision-making.

At the international level, Tanzania remains a shining example of investment climate reforms, economic optimism and growth potential. A recent International Monetary Fund (IMF) report, which puts our growth projection ahead of all sub-Saharan countries¹. Also, Tanzania was rated B2 positive by Moody's Investors Service Agency, which is a good yardstick regarding the creditworthiness of the Country in the international financial markets. Tanzania has recently signed off the development of three large rare earth extraction projects collectively worth over \$667 Million. These and many other developments are indicative of the reform path Tanzania is walking. The future looks brighter. There is no better place to invest than in Tanzania. There is no better time than now.

Enjoy reading the April 2023 edition of TIC's Monthly Investment Bulletin.

Gilead John Teri
Executive Director
Tanzania Investment Centre (TIC)

¹(<https://www.imf.org/en/Publications/REO/SSA/Issues/2023/04/14/regional-economic-outlook-for-sub-saharan-africa-april-2023>)

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LIST OF ABBREVIATIONS AND ACRONYMS

BoT	Bank of Tanzania
CEO	Chief Executive Officer
CNG	Compressed Natural Gas
DIs	Domestic Investments
DR	Derivative Rights
DRC	Democratic Republic Congo
EAC	East Africa Community
FDI	Foreign Direct Investment
ICC	Investment Call Centre
ICT	Information Communication Technology
MDA's	Ministries, Departments and Agencies
NIDA	National Identification Authority
OSFC	One Stop Facilitation Centre
TelW	Tanzania Electronic Investment Window
TIC	Tanzania Investment Centre
TIN	Tax Identification Number
TRA	Tanzania Revenue Authority
TZS	Tanzania Shilling
UNCTAD	United Nations Conference on Trade and Development
URT	United Republic of Tanzania
USD	United States Dollar



ACKNOWLEDGEMENT

The April 2023 edition, is one in a series of many Monthly Investment Bulletins to follow. It is a product of TIC in-house artistic and editorial talents housed in various Units at the Centre, including Research, Planning, Investment Promotion and Facilitation. Moreover, the contribution of experts at the TIC One-Stop-Facilitation Centre (OSFC) could not be underrated. This document, therefore, stands out as an exhibit of finely articulated and coordinated efforts administered by the Research and Planning Section under the Department of Research, Planning and Information Systems at Tanzania Investment Centre.

The overall effort was coordinated by Ms. Phina Jerome, (Principal Investment Officer). The data collection, processing, analysis, and report writing was carried by a dedicated team at the Research and Planning Section, which included: Anna Lyimo (Research and Planning Manager), Gaudence Mmassy, Brendan Maro, Nestory Kissima, Valentine Kagombora and Marcela Anton. The Team equally benefited from

expert and leadership from Mr. Mafutah Bunini, Director of Research, Planning and Information Systems, while enjoying professional guidance throughout the report preparation from Mr. Gilead Teri, the Executive Director, Tanzania Investment Centre.

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

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

Enjoy your reading!

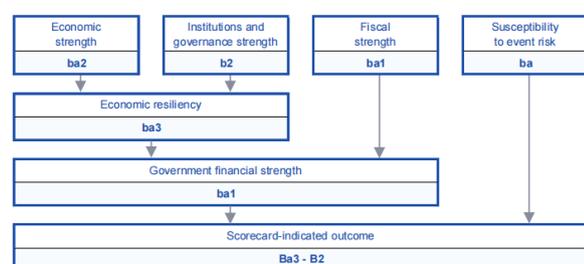


SECTION ONE

GLOBAL TRENDING ISSUES

1.1. Tanzania Credit Worthiness

The Sixth Phase Government under H.E Samia Suluhu Hassan, the President of the United Republic of Tanzania, has created a conducive environment to allow the free market economy to take its course. Consequently, in 2023 Moody's Investors Service Agency assessed the Country's economic strength, institution and governance strength, fiscal strength and susceptibility to event risks. According to Moody's Investors Service Credit opinion report issued on the 18th of April 2023, Tanzania was rated² or assigned to B2 positive compared to peer countries. The performance was contributed to factors including a robust macroeconomic performance with sustained growth rates of 6.4 per cent on average between 2011-

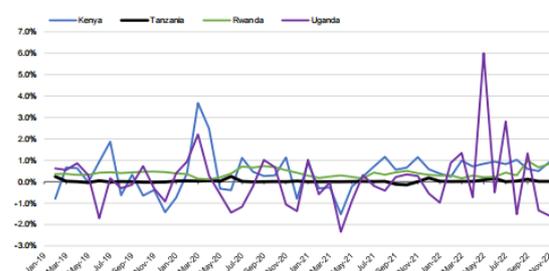


Source: Moody's Investors Service

Figure 1.1: Four factors determining Tanzania's credit profile

2021, which helped to expand the economy and mitigate the impact of shocks rapidly, and political stability exercise under the Sixth Phase Government by mending the international relations and lesser of ethnic conflict.

Therefore, it is evident that the Country is continuing to strengthen its ability and willingness to meet financial obligations at international markets or financial institutions timely at affordable interest rates. Furthermore, it illustrates that the Tanzania economy provides a conducive business environment and investment climate for any potential investment and business undertaking. Being endowed with abundant investment opportunities, Tanzania remains the hub and premier investment destination worldwide.



Sources: Bank of Tanzania and Moody's Investors Service

Figure 1.2: Tanzania's currency has been stable relative to the US Dollar, in contrast with those of East African peers

² <https://www.moodys.com/search?keyword=tanzania&searchfrom=GS>



Moreover, the report reveals that the Country's credit strengths include high economic growth rates, a large and diversified economy and a moderate debt burden relative to peers though some areas need improvements.

On the other hand, the Government will put much effort into addressing areas which

need further developments, including strengthening administrative, legal and regulatory reforms; investment in different projects with growth potential for the economy; strengthening and maintaining good relations through economic and political diplomacy; and environmental protection.

SECTION TWO

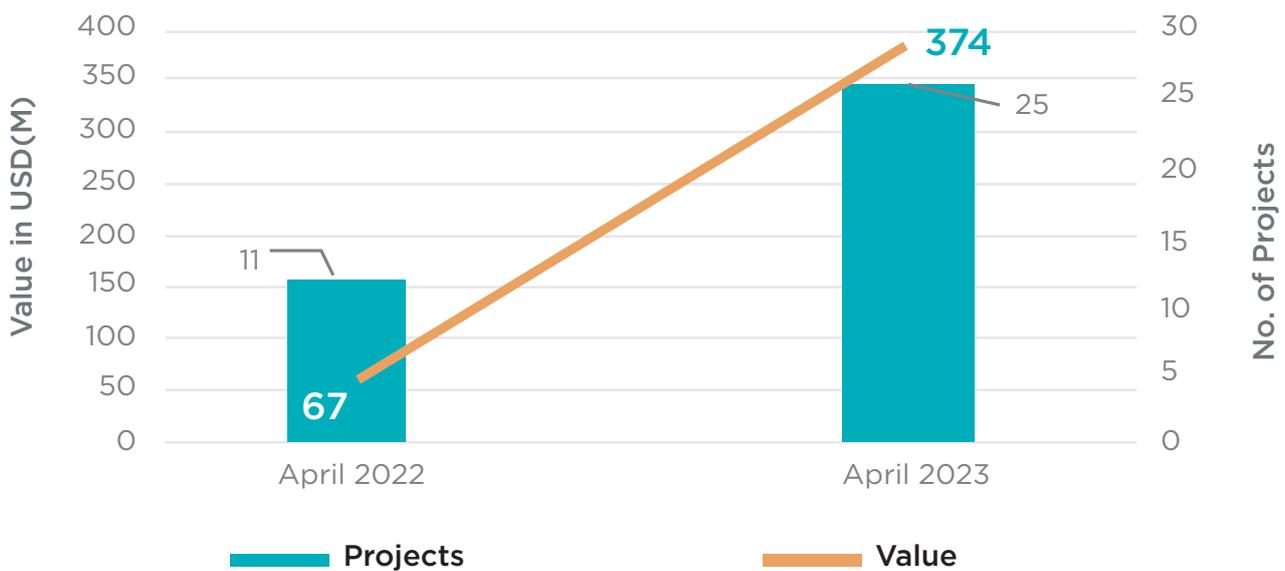
INVESTMENT PERFORMANCE APRIL 2023

2.1. INVESTMENT REGISTRATION BY TANZANIA INVESTMENT CENTRE

Tanzania Investment Centre (TIC), approved and registered a total of 25 projects worth of USD 374.03 million during the month of April 2023. These projects are expected to generate 4,558 new jobs. Of this value, Domestic Investments (DIs) accounted for 49.8 per cent of total approved investments or USD 186.7 million, while Foreign Direct Investments (FDIs) accounted for 50.2 per

cent of total approved investments or USD 187.3 million. In comparison to the same period in the previous year (April 2022), where TIC registered 11 projects worth of USD 66.9 million that were expected to generate 1,920 new jobs, this is equivalent to an increase of 459 per cent in the value of the approved projects, 137 per cent increase in job creation and 127 per cent increase in the number of approved projects.

Figure 2. 1: TIC investment registration April 2022 vs April 2023



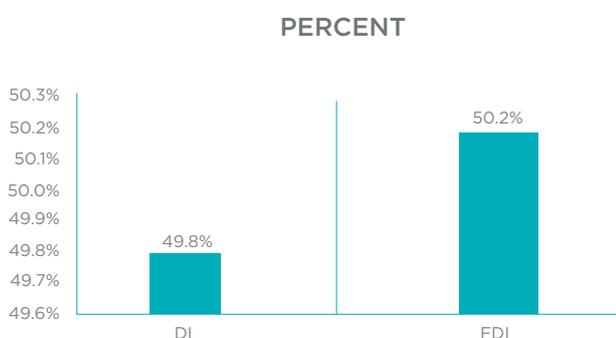
Source: TIC 2023



2.1.1. Ratio of FDI and DI April 2023

As the Government is continuing with restructuring efforts to ensure that local investors are smoothly operating within the investment ecosystem, TIC's role in luring DI has continued to grow at an increasing rate. Some of the initiatives in place include: strengthening zone offices, conducting investors' feedback sessions, using social media platforms, physical visits to their project locations, aftercare calls and establishing of a call centre. All of these initiatives are geared toward increasing public awareness on investment opportunities and the benefits of being registered with TIC.

Figure 2. 2: Proportion of sources of investment (FDI vs DI) in April 2023

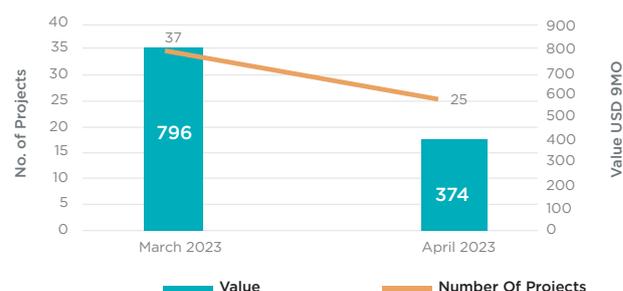


2.1.2. The trend of projects registration March 2023 vs April 2023

The trend indicates a slight decrease in both the expected investment capital and the number of approved investment projects. Compared to the 37 projects registered in March 2023, 25 projects were approved and registered in April 2023. On the other

hand, the capital expected to be invested has decreased from USD USD 796 million in March 2023 to USD 374 million approved in April 2023.

Figure 2. 3: Trend of Investments March 2023 vs April 2023



Source: TIC 2023

2.1.3. TIC Registered Investments by Sector April 2023

For two consecutive months the Transportation sector emerged as the dominant player, with approved investments worth USD 123.9 million. This is equivalent to an increase of 121 per cent from the corresponding period last year when the sector registered projects worth of USD 56.3. Other sectors are as shown in Table 2.1.

Table 2. 1: Summary of TIC's approved investments April 2023

Sector	Projects	Jobs	Value in USD (M)
Agriculture	3	451	5.27
Commercial Building	1	200	120
Energy	1	10	7.83
Human Resource	1	15	0.53
Manufacturing	10	2,115	116.49
Transportation	9	1,767	123.91
TOTAL	25	4,558	374.03

Source: TIC 2023

2.1.4. Top Sources of FDIs

On the other hand, while Manufacturing, Commercial buildings and Transportation sectors were the top three sectors in attracting FDIs, the largest portion of the DI was also contributed by transportation, commercial buildings and manufacturing sectors. Likewise, the majority of new jobs are expected to be generated from Manufacturing, Transportation, and Agriculture. Moreover, the top three leading sources of FDI in April 2023 were India, China and Oman.

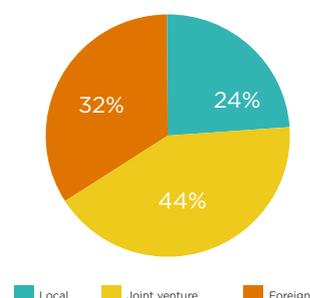
Table 2.2: Key Statistics on TIC Investment Registration April 2023

Top Three sectors in FDIs		Top Three sectors in DIs	
Sector	Value (USD)M	Sector	Value (USD)M
Manufacturing	90.15	Transportation	88.41
Commercial buildings	58.80	Commercial Buildings	61.20
Transportation	35.50	Manufacturing	26.34
Top Three sectors in job creation		Three major sources of FDIs	
Sector	No. of Jobs	Country	FDI in USD(M)
Manufacturing	2115	 India	77.9
Transportation	1767	 China	73.0
Agriculture	451	 Oman	25.6

Source: TIC 2023

2.1.5. Projects Ownership (Local, Joint Venture & Foreign) April 2023

Figure 2. 4: Projects Ownership



Source: TIC 2023

2.1.6. Regional Distribution of Projects April 2023

According to the regional distribution, the projects are primarily concentrated in the Coast region, which has attracted a total of seven (7) projects out of the twenty-five (25) projects registered in April 2023. These projects are expected to invest a total of USD 207.87 million, or 56% of the total investment of the 25 projects. as indicated in Table 2.4.

Table 2. 4: Regional Distribution in April 2023

S/N	Region	No. of projects	Jobs	Value in USD (M)
1	Arusha	1	10	7.83
2	Dar-es-salaam	6	950	64.65
3	Dodoma	2	550	33.11
4	Kagera	1	310	14.81
5	Katavi	1	380	25.61
6	Kilimanjaro	1	391	2.34
7	Lindi	2	59	2.56
8	Morogoro	1	185	5.75
9	Pwani	7	1471	207.87
10	Ruvuma	1	30	3.00
11	Tabora	1	210	0.50
12	Tanga	1	12	6.00
	TOTAL	25	4558	374.03

Source: TIC, 2023

2.2. PROJECTS REGISTERED IN THE PERIOD BETWEEN JANUARY 2022 TO APRIL 2023

Between January 2022 and April 2023, 418 projects were registered with TIC, 413 new projects, and five (5) expansion/rehabilitation projects. This demonstrates how hard the Government has worked to attract greenfield investment. Nonetheless,

the passage of the New Investment Act, No. 10 of 2022, will promote expansion/rehabilitation projects due to the new incentives, which were not previously available. In addition, the Government will continue strengthening the investment climate to encourage existing investors to reinvest their profits in the Country.

SECTION THREE

ONE-STOP FACILITATION CENTRE (OSFC) SERVICES

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

3.1. IMPLEMENTATION PROGRESS FOR PROJECT REGISTERED FROM JANUARY TO MARCH 2023

The Centre strengthened its monitoring and evaluation as bestowed in the New Investment Act, No. 10 of 2022. The results indicated that, out of 100 projects contacted, 64 started to implement their business plan at the different stages ranging from resource mobilisation to the construction stage. In addition, it was found that 62 per cent of the capital pledged has been invested, and eight (8) percent of jobs have realised. The employment trend will keep rising when all the sectors start operating in full swing. Details of the progress for each sector are indicated in Table 3.1.

Table 3.1: Implementation Progress for project registered from January to March 2023

Sectors	No. of Project	Reg. Capital (USD-M)	Landed Capital as of March 2023 (USD-M)	%	Expected Jobs	Jobs Created as of March 2023	%	Projects started Implementation	% of projects started Implementation
Agriculture	10	112.92	16.39	15%	4783	347	7%	6	60%
Commercial Building	11	275.29	10.10	4%	688	241	35%	5	45%
Economic Infrastructure	1	14.07	0.50	4%	100	4	4%	1	100%
Manufacturing	36	115.74	315.94	273%	2825	206	7%	26	72%
Services	7	22.07	0.71	3%	775	106	14%	2	29%
Tourism	9	36.75	1.39	4%	553	98	18%	5	56%
Transportation	24	466.85	305.39	65%	6371	182	3%	17	71%
Construction	2	6.75	4.00	59%	100	43	43%	2	100%
Total	100	1050.44	654.41	62%	16195	1227	8%	64	64%

3.2. FACILITATION SERVICES PROVIDED AT OSFC

The OSFC support investors in a fast-track manner. Investors were facilitated to obtain Certificates of incentives; Company Registration; business and industrial licenses; residence and work permits; land acquisition; issuing Derivative Rights; Environment Certificates; Standard Product certificates, and licenses for both food and drugs. Others include Occupation, Health Safety Compliance Certificate; Tax Identification Number (TIN) and tax exemption; National Identity for non-citizens, and electricity supply support, as indicated in Table 3.2.

Table 3. 2 *Permits, Licenses and Approvals issued in March 2023 Vs April 2023*

Name of Institutions	March 2023	April 2023
Immigration (Residence permits)	196	347
Labour Office (Work permits)	109	425
TRA (Approve list of exemptions)	14	23
NIDA (legal identity card)	24	12
TIC (Certificate of Incentives)	37	25
Ministry of Lands (Derivative Rights)	2	7
Total	382	839

Source: TIC 2023

According to the data above, 839 permits were issued in April 2023, compared to 382 permits issued in March 2023, equivalent to 219.63 percent.

3.3. OTHER SERVICES PROVIDED AT THE OSFC

3.3.1. Investment Call Centre (ICC)

In April 2023, the Investment Call Centre (ICC) received 76 inquiries, down from 200 calls received in March 2023. The sudden drop in calls suggests a rise in knowledge among stakeholders to use various TIC platforms and the involvement of our zonal regional offices to visit clients and provide credible and valid information pertaining to investments. The calls received enquired about work permits, residency permits, investment opportunities, and other investment-related topics.

3.3.2. e- Regulations Platform ³

Tanzania Investment Centre maintains an e-Regulations portal for business and investment procedures. This digital platform, backed and maintained by the UNCTAD facilitation program, assists governments in using technology to simplify and automate government administration.

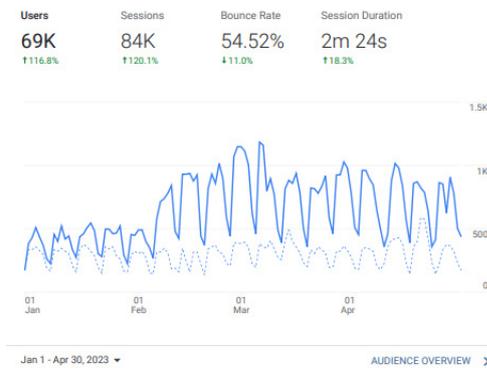
3.3.2.1. Trend of visitors in e-Regulations Platform January to April 2023

Visits to the Tanzania e-Regulations website jumped by 246% to 69,000 from 28,000 in the same period the previous year. In terms of sessions, the number increased by 247% to 84,000 in 2023 from 34,000 in 2022. The trend implies that stakeholders are more proactively aware of the Government's policies to encourage domestic and foreign direct investments in Tanzania.

³ <https://procedures.tic.go.tz/>

Figure 3. 1: Trend of visitors in e-Regulations

69,000 visitors Jan to April 2023



28,000 visitors Jan to April 2022



Source: Tanzania e-Regulations (April 2023)

3.3.3. Aftercare Services to Investors between March 2023 Vs April 2023

Aftercare services were provided to 534 projects through physical project visits and telephone calls in April 2023, compared to 1,247 projects in March 2023. The drop is attributable to the fact of life span for the permits, where each has its own expiry date.

Table 3. 3: After care Services

Mode	Number of Projects	
	March 2023	April 2023
Physical visits	25	57
On- Call	1202	465
DR monitored	20	12
TOTAL	1247	534

Source: TIC, 2023

3.3.4. Consultation Services March 2023 Vs April 2023

Table 3. 4: Consultation Services March 2023 Vs April 2023

Type of Consultation Services	No. of Consultation services provided	
	March 2023	April 2023
Consultations on taxation and exemptions, quality and standards, health and safety at work place, environmental assessment, land acquisitions, business registration, ID card and permits, incentives, etc.	948	745

Source: TIC, 2023

3.4. PILOTING OF THE TANZANIA ELECTRONIC INVESTMENT WINDOW (TEIW) SYSTEM

The Centre is undertaking the piloting of the TeIW system by starting registration process of all new potential investors applying for different permits online. On 19th April 2023, the Pinyinyi Hydropower Project was the first project registered and issued Certificate of Incentive through the developed new system of TeIW.



Picture 3. 1: Handing over the 1st Certificate of Incentives produced from TeIW System



The Certificate was handed over by Director of Investment Facilitation at TIC - Mr. Revocatus Rashel to Dr. Eng Dennis Makoi - Chief Executive Director - Ninety-Two Ltd and the owner of Pinyinyi Hydropower Project. The Project objective is to establish and operate a hydropower generation which will be located in Pinyinyi Village, Ngorongoro District, near Lake Natron - Arusha Region. It's a local owned project with capital amounting to USD 7.83M and is expected to create employment of 40 employees during the project's construction. It is a promising endeavour milestone for the Country to continue improving the investment climate in Tanzania by ensuring all the institutions dealing with issuing of permits and authorisation are integrated and modernised for the purpose of time-saving, improving transparency and accountability.

3.5. BENEFITS OF REGISTERING INVESTMENT PROJECT AT TIC

Investments registered at the TIC are eligible to benefit two categories of

incentives, namely fiscal incentives and non-fiscal incentives.

- i. Fiscal incentives include relief of import** duty on a project deemed capital goods at 75% and 0% of import duty on capital goods. Capital goods are tangible assets that are purchased by investors and used in the process of production of other goods and for rendering services but they are not produced for immediate consumption. Capital goods are generally capable of generating income. Some of the examples of capital goods are plant, machinery, tools, equipment, and various buildings which are used to produce other products for consumption. An item will be regarded as plant and machinery if it is an item with a lifespan of more than 12 months that is deployed in the production of goods or supplies.
- ii. Non-fiscal incentives include Investment guarantees**, transfer of capital, profits etc., Guarantee against expropriation, settlement of disputes using the International Centre for the Settlement of Investment Disputes (International Arbitration), Automatic 10 immigration quota, obtaining credit from domestic sources by foreign investors, using facilitation services available at TIC One Stop Facilitation Centre.

SECTION FOUR

INVESTOR OF THE MONTH: KAMAKA INDUSTRIAL PARK COMPANY LIMITED



4.1. INVESTING IN MODERN INDUSTRIAL PARK

Tanzania embraces its first-ever and one of the largest industrial parks in the East Africa Region. Tanzania joins other Countries in the World by launching the first ever and one of the largest Industrial parks in the East Africa region, at Mlandizi, Coast Region. The park is being developed by KAMAKA Company Limited, a private company incorporated in Tanzania. The park is situated 71.5km from Tanzania's business city of Dar es Salaam and occupies a total area of 4.3 million square meters (1,077 acres) with 206 plots each with its own title deed, with sizes ranging from 0.85 acres up to 27 acres, (Picture 4.1). The

serviced plots are available for industrial parks operators on sale at competitive prices compared with other parks in East Arica Region. The park, which has been demarcated into different clusters, will create more than 43,000 direct and not less than 200,000 indirect jobs from heavy industries, light industries, commercial as well as social facilities, and public areas, once in full operation. It is also anticipated a gross revenue for the Government of close to 103 billion annually.

Picture 4. 1: Industrial Park overview



Tanzania Investment Centre (TIC) registered project, that is intended to contribute to efforts of the 6th Government industrialisation agenda as targeted in "Vision 2025" and making efforts of improving its business environment

through enhancement of their productivity, management capacity, and international competitiveness. Following a recently published United Nations Report, the United Republic of Tanzania has been ranked the 3rd fastest growing economy in the region. The park complements these efforts among others to truly see major industrial shifts in the Country.

The Industrial Park will house world-class social amenities and modern infrastructure providing investors with golden opportunities. Some of the amenities include a police station, hospital, power substation, sewerage and water treatment facilities, and a recreational area. There will also be a commercial area with offices, banks, restaurants, and shopping outlets, the waste management area will allow industries to dispose of their industrial waste in an equal manner through a built

sewerage system. Furthermore, the plan is underway to make sure that one-stop facilitation services are provided at the park by Government institutions.

Progress made on the development of Industrial Parks:

The park has installed 54mW of electricity with an additional dedicated allowance should more needs arise; water facilities as well as ongoing discussions with Tanzania Petroleum Development Company for a CNG gas station. Also, 95% of the Industrial park's phase one of three is completed, which comprises a one-stop shop administration block housing to enable investors to access services from within the park; a police post, a fire station as well as dispensary blocks are done. A 9km boundary wall with close to 40% of all internal road networks and drainage systems already cemented is also completed as portrayed in Picture 4.2.

Picture 4. 2: Completed infrastructures



Administration Building



Completed Dispensary building



Completed fire station





Police Station



Completed 9km boundary wall



Main Gate - Site View

The park in its consecutive phases starting this September 2023, will see the installation of an optical fiber network, rapid bus terminal, standard gauge railway, and a container terminal, to mention a few. Local and foreign investors are invited to invest in the park. We remain delighted to be of service as you explore this first-ever and one of the largest

parks in East Africa and be ready to be part of this journey. You dream it, we've got it and are ready to serve you. Are you ready?

Contact	Austin MAKANI +255 (0) 767 625264 and /or Mollel NELSON +255 (0) 752 355 888.
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SECTION FIVE

INVESTMENT PROMOTION MISSIONS

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

agriculture inputs, wood products and petrochemicals) and tourism infrastructure.

5.1. OUTBOUND PROMOTION MISSIONS

During April 2023, TIC participated in two (2) outbound business forums, all within Africa, DR. Congo and Malawi. The output was to raise awareness regarding available investment opportunities in the United Republic of Tanzania (URT).

Figure 5. 1: Outbound Promotion mission



Mission: The East African Business Conference - Kinshasa, DRC

Participation: 77

Output: the URT presented on Intra-Africa Trade - Opportunities for the EAC



Mission: The Tanzania - Malawi Business Forum - Lilongwe, Malawi

Participation: 150

Output: the URT presented on the investment potential to be tapped in the sectors of interest - agriculture, manufacturing, forestry, green energy, tourism and mining.

5.2. INBOUND PROMOTION MISSIONS

TIC hosted seven (7) inbound missions in April, two (2) of which were local and the other five (5) were intercontinental. The latter group includes investors from Poland

(Europe, one firm), the United Arab Emirates (Middle East, one company), India (Asia, two companies) and Pakistan (Asia, one company).

Figure 5. 2: *Inbound Promotion Missions*



Hosted: Private Sector Organizations in Tanzania.

Sectors: All

Output: Light shed on the new Investment Act and awareness created on the TelW



Hosted: A mission from Poland and Polish Embassy in Dar es Salaam

Sectors: Poultry

Output: Prospective investors guided on the feasibility of producing chicks within the country



Hosted: A private Company from Pakistan

Sectors: Various - mining, energy, petrochemicals, agribusiness, terminals (both chemical and LNG) and telecom infrastructure

Output: Prospective investors will visit the country for further exploration



Hosted: Private Companies from India

Sectors: Various - Sugar, marine and deliveries (salt) and pharmaceutical ingredients

Output: Prospective investors have been linked with other facilitators and visited Kamaka Industrial Park and a land cane farming in Simiyu



Hosted: Private Companies from Dubai - UAE and Russia

Sectors: Agriculture and Food processing for palm oil and other products

Output: Prospective investors have visited Kigoma to explore the land for palm farming

SECTION SIX

PROMOTING DOMESTIC INVESTMENTS OPPORTUNITIES

6.1. PUBLIC INVESTMENT PROJECT

6.1.1. Kilimanjaro International Leather Industries Co. Ltd (KLICL)

During April 2023, TIC continued to promote major public projects that call for investment under joint ventures or Public-Private partnerships. One low-hanging fruit project is the Kilimanjaro International Leather Industries Co. Ltd (KLICL) operationalisation, seeking working capital for business continuity and exploiting the existing market gap. It's not a new project. Currently, the project is operating after the

revamping of the Old Karanga shoes and installed modern machines such as cutting and sewing and lasting/finishing for the shoe factory. Also, contemporary buildings such as warehouses, powerhouses, tanneries, canteen, training schools, laboratories, powerhouse, effluent treatment plant (etp), and spring water infrastructures were constructed. All these have improved the production capacity since its inception to 400 shoes (267 per cent) per day compared with 150 shoes produced before. The details of the projects are provided in Table 6.1

Table 6. 1: Kilimanjaro International Leather Industries Co. Ltd (KLICL)

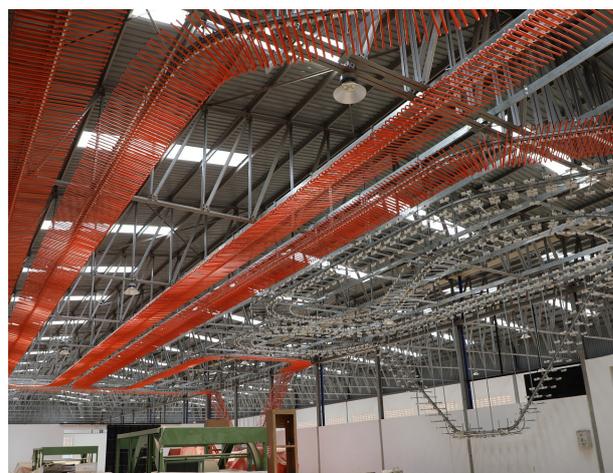
Item	Details
Project Name	Kilimanjaro International Leather Industries Co. Ltd (KLICL)
Implementer	KLICL
Location of The Project	Plot 581/Block LLL/Moshi -Arusha Road/ P.O.Box 74 Moshi - Kilimanjaro
Project Description	<ul style="list-style-type: none"> • Kilimanjaro International Leather Industries Limited (KLICL) is a Joint Venture Company established by Public Service Social Security Fund (PSSSF) and Prisons Corporation Sole (PCS) on 26th May 2017. • The Company was registered on 30th May 2017 as Karanga Leather Industries and later re-branded to "Kilimanjaro International Leather Industries Co. Ltd" (KLICL) as a strategy to penetrate to the market. <p>The core functions of the project:</p> <ul style="list-style-type: none"> • To produce finished leather of the highest quality for internal and external markets. • To produce quality shoes for internal and external markets. • To produce soles and other leather products for internal and external markets.
Project Status	On production capacity.

	Section	Product	Day Production	Annual Capacity	Unit Price Dollar	Income (Dollar)
	Tannery Factory	Crust leather	6,250 Sq. ft. per day	1,875,000	0.96	1,797,923
	Finished leather	12,500 Sq. ft. per day	3,750,000		1.07	4,031,218
	Footwear factory	Shoes	4,000 pair of shoes per double/day	1,200,000	19.35	23,219,814
	Leather goods Factory	Leather articles	4,000 leather articles per month	48,000	21.50	1,031,992
	Sole manufacturing Factory	Soles	3000 pairs of soles for different types of shoes per day (single shift)	900,000	2.40	2,156,347
	Total					32,237,294
	Exchange Rate -2325.60 (BoT-01.05.2023)					
Benefits	<ul style="list-style-type: none"> • Employment creation • Source of revenue which will be reinvested in the leather value chain • Increase in the production of leather products (crust leather, finished leather, shoes, leather articles and soles). • Increase revenue to the Government (Generated in payroll levies, Corporate Tax, Skills Development levy, VAT and other Property, Land taxes and levies) • The project is expected to generate income of USD 32.2M per year 					
Financing Required	USD- 8.6M as working capital for business continuity and exploiting the existing market gap.					
Contact Person	Eng. Masud Omari (Managing Director)					
Website and Email	masud.omari@klicl.co.tz http://www.klicl.co.tz/					
Phone	+255 754 424 258					

Picture 6. 1: Products, machines, tannery, buildings and the layout of KLICL Project



Shoes



Tannery I



Tannery II



Leather Article



Tannery III



Training Building



Layout of KLICL Project

6.2. DOMESTIC INVESTOR'S PROJECTS

The Government continues undertaking administrative, legal and regulatory reforms to improve the business environment and investment climates. The initiatives also benefit the local investors to be a part of the investment ecosystems. Similarly, the local investor's project contributes to the Country's development by addressing national plans and Sustainable Development Goals. The outcomes of their investments include attracting Domestic Investment (DI), creating jobs, value addition, a source of foreign currency and eventually, poverty reduction. In April 2023, TIC introduced Kilwa Gypsum Ltd Company and Global Grid Surveyor Ltd Company as local companies seeking financial and technical support to scale up their projects competitively. Hereunder are the details for each project, as indicated in Tables 6.2 and 6.3.

6.2.1. Kilwa Gypsum Limited

Table 6.2 indicates the Kilwa Gypsum Project, which deals with gypsum mining and crushing, distribution of crushed/un-crushed gypsum, production and sale of gypsum powder, production and distribution of gypsum plasterboards and decorative gypsum. It is seeking a joint venture for additional financing.

6.2.2 Global Grid Surveyor Ltd Company

Table 7.3 indicates Manyara Golf and Vacation Homes Project. It is owned by Tanzanians, who want to construct golf grounds and recreation facilities and provide golf courses and home vacation services. In addition, they are seeking a joint venture partnership for undertaking such development as a bankable and viable project producing classic services internationally.

Table 6. 2: Kilwa Gypsum Project

Deal Name	Kilwa Gypsum Project
Country(les)	Tanzania
Sector	Mining Sector & Manufacturing
Deal Description	Kwanza Milwa Mining and Products Limited, which was incorporated in 2013 and has been in dealing in gypsum mining from October 2013. The project is located at Mtandi Village, Kilwa district in Lindi Region, 370km South of Dar es Salaam. Kwanza Kilwa holds more than 320 hectares of gypsum mining land and 100 acres available for developing gypsum products manufacturing plant.
Deal Value (Usd)	USD 50.2 Million
Current Financing Gap	USD 30.3 Million
Readiness Indicators	<ul style="list-style-type: none"> • Feasibility Studies and Financial Model both conducted • Initiation write of Environmental Social-Impact Assessment prepared • Presence of relevant permits & licenses (valid primary mining licenses for gypsum)
Development Impact	<ul style="list-style-type: none"> • Employment creation, both direct and indirect • Revenue creation for the industry and Government • Provision of corporate social investment in education and healthcare services
Contacts	<p>Mwalimu Ally Zubery Kwanza Kilwa Mining and Products Limited zubmwa@gmail.com +255 779000064/787980930</p>



Table 6.3: Manyara Golf & Vacation Homes Project

Project name	Details
Company Name	Global Grid Surveyor Ltd
Location	Singu Sattelite Town, Sigino, Babati Town District.
Project Description	<p>Manyara Golf & Vacation Homes.</p> <ul style="list-style-type: none"> A total of 436 acres of land is available to develop 18 holes, a golf course & vacation homes (inclusive of 38 acres of reserved Miombo woodland forest), and the farm history is available (https://ntz.info/gen/n01430.html); It contains golf amenities and is close to Tarangire, Manyara & Ngorongoro national parks. Also, the airstrip will be close to the site to facilitate the movement of people from and to different destinations
Project benefits	<ul style="list-style-type: none"> Return on investment for investors ranges from five to seven years. Create direct and indirect employment Stimulate the economy of the Country
Infrastructure	<ul style="list-style-type: none"> The presence of utilities, social services, and the site is adjacent to Babati and Singida tarmac road
Cost estimates	<ul style="list-style-type: none"> US-\$10million
Project status	<ul style="list-style-type: none"> Land already acquired, Town Plan (TP) and project survey are expected to be completed in May 2023.
Financing Model	<ul style="list-style-type: none"> Joint Venture (JV)
Contacts	<p>James Robert Chuwa Email: jamchuwa@gmail.com Phone: +255754426403 & +255621809479</p>

Picture 7. 2: Manyara Golf and Vacation Homes land use conceptual plan and Topographical Map -Terrain



6.3. REGIONAL INVESTMENT OPPORTUNITIES ⁴

Regions have different endowments, including human and natural resources such as oil & gas, minerals, and forests. These are plentiful with untapped investment opportunities/ hanging fruits that need potential investors to transform into more productive ones to save society worldwide.

These are back-up by strong Government, political stability, security, macroeconomic stability, developed infrastructures, effective administration, and legal and regulatory frameworks. Investment profiles for available investment opportunities in three regions, Dodoma, Pwani, and Tanga, are presented in Table 6.4, 6.5 and 6.6, respectively.

⁴ <https://esrf.or.tz/index.php/regional-investment-guides/>

Table 6.4: Investment Opportunities in Dodoma Region

No.	Area	Investment opportunities	Size (Ha)	Existing Infrastructure
1.	Nala	<ul style="list-style-type: none"> • Establishment of pharmaceutical industries • Establishment of textile industries • Establishment of the food processing industry • Establishment of the plastic manufacturing industry • Establishment of steel industries • Construction of commercial complexes and entertainment parks 	1,880	Presence of road network, water supply, electricity infrastructures etc
2.	Msalato Airport	<ul style="list-style-type: none"> • Establishment of small industries, • Construction of sports area (golf course, play fields • Establishment of entertainment area (Parks and squares). • Construction of commercial complexes (shopping malls, supermarkets, shops) • Construction of real estate (hotels and apartments • Establishment of a Special Economic Area (Economic Processing Zone (EPZ) 	1194	
3	Ihumwa Dry port	<ul style="list-style-type: none"> • Establishment of large and small industries, warehouses, godowns, • Construction of shopping malls, supermarkets, shops, housing estates, hotels and apartments 	1137	
4	Government City	<ul style="list-style-type: none"> • Construction of hotels and apartments • Establishment of high-tech innovation and research centre • Construction of Universities and colleges • Establishment of entertainment, amusement parks, sports (play fields, golf course) • Construction of the modern and specialised hospital • Construction of residential apartments (Government and Diplomatic quarters) 	1804	
Contacts		<p>Regional Commissioner Post Office Box- 914- Dodoma Telephone: +255 26 232 4343/232 Email: ras@dodoma.go.tz Website: https://www.dodoma.go.tz/</p>		



Table 6.5: Investment opportunities in Pwani Region

No.	Area	Investment opportunities	Size (Ha)	Existing Infrastructure
1.	Regional Priority	<ul style="list-style-type: none"> • Construction of the modern stadium • Construction of sport centre of excellence • Establishment of the meat processing industry • Construction of modern abattoir • Construction of the leather processing industry 	41,268	Nearby – Dar es Salaam port, services, roads, railway, electricity and water supply, natural resources, land for investment, health facilities, etc.
2.	Council Level	<ul style="list-style-type: none"> • Construction of shopping malls and modern markets • Real estate development • Construction of dump sites and processing of solid waste • Establishment of cashew-nut farming and processing 	116,905.6	
	Kibaha Town Council, Kibaha District and Bagamoyo District	<ul style="list-style-type: none"> • Construction of tourism-related investment-hotels, restaurants, services • Establishment of coconut farming and processing industry • Construction of commercial centres 	26,846.38	
	Kibaha, Rufiji, Kibiti, Bagamoyo and Mafia	<ul style="list-style-type: none"> • Establishment of coconut farming and process • Establishment of horticultural irrigation farming 	24,743.56	
	Kisarawe, Kibiti, Rufiji, and Mafia	<ul style="list-style-type: none"> • Establishment of fruits farming and processing industry • Establishment of the Cassava processing industry 	221,061.19	
	Kibaha. Kisarawe, Mafia, Chalinze, Rufiji, Bagamoyo, Chalinze Kibiti and Mkuranga	<ul style="list-style-type: none"> • Establishment of Fish farming and fishing processing • Establishment of salt farming and process industry • Establishment of Marine transport • Irrigation farming for paddy, sugar cane and other crops • Establishment of dairy farming and milk processing • Provisional modern medical services • Establishment of the Cement industry • Mining includes stone and quarrying • Establishment of wood processing • Animal fattening farm/feedlot • Provisional of education services • Sesame processing • Marine transport • The operator of Kwala industry parks -Kwala • Construction of bus stands • Construction of an organic manure plant 	102,121.97	
Contacts		<p>Regional Commissioner Post Office Box 30080 Kibaha-Pwani Telephone: +255 (023) 2402287& +255 (023) 2402500 Email: barua@pwani.go.tz Website: https://www.pwani.go.tz/</p>		

Table 6.6: Investment opportunities in Tanga Region

No.	Area	Investment opportunities	Size (Ha)	Existing Infrastructure
1.	Pongwe	• Establishment of Industrial parks and dry port	169 Plots	Presence of road network, water supply, electricity infrastructures etc
2.	Amboni/Kiomoi	• Establishment of Industrial parks	116 Plots	
3	Chongoleani Oil City	• Establishment of an oil and gas plant	941 ha	
4	Kange	• Establishment of Industrial parks	55 Plots	
5	Neema Industrial Area (EPZA)	• Establishment of Industrial parks	1300ha	
Contacts		Post Office Box 178 Tanga Telephone: +27 2643068 & +27 2644530/3 Email: info@tangacc.go.tz.go.tz Website: https://www.tanga.go.tz/		



STAKEHOLDERS' TESTIMONIALS



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“TIC has been an important vehicle for our business, enabling us quick access to relevant authorities in terms of permits, facilitating easy importation and generally making us comfortable in our investment stage. Additionally, the extension process for our certification was simple. As Miracle Experience, we worked well pre covid, and we are now recovering and looking forward to even more investments in the near future. I highly recommend any new business investor to partner with TIC”.

- **Hasnain Sajjad Sajan**, CEO, Miracle Experience Tanzania Limited



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“With the rapidly growing national economy, it is imperative that investment opportunities available within the Country are seized and maximised. It is with great pride that the TIC has become the focal point of support for various investors across all industries. The TIC has facilitated a platform for our locally owned business to grow on a level at par to international recognition and led to expansion of our scope.”

- **Imran Karmali**, Managing Director, GF Vehicle Assemblers, Coast Region.



“

“We Harsho Group of Company, like to commemorate and congratulate our Republic Government of Tanzania in recognition of ensuring that private investors have been given security and opportunity to grow & expand in their different entrepreneurship goals”.

- **Harold Shoo**, Director, Harsho Group of Companies.



“

“Tanzania Investment Centre has enabled us to get the essentials we require to make our Expansion Project viable. They have made it easy for us to access the investment incentives that this Country is offering.”

- Guy Williams, *Managing Director, Kilombero Sugar Company Limited.*

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“Flintstone Engineering, a real estate developer in Ethiopia, has extended its reach to the Tanzanian market by providing affordable housing options to alleviate the affordable housing gap. We have registered with the Tanzanian Investment Centre. Investors seek investment centres that offer transparent processes, support throughout the investment lifecycle, and comprehensive follow-up and reporting. A transparent process instils confidence in investors' decision-making processes. Regular follow-up and detailed reports help investors stay informed about their investments' performance, allowing them to make informed decisions. A transparent investment centre in its investment process provides robust support and offers regular and detailed follow-up. It will leave investors feeling satisfied and confident in their investment decisions. We would like to commend your outstanding services as our project has officially launched”.

- Tesfaye Worku,- *Director, Flintstone Bongo.*



EVENTS/ FORUM

Table 8.1: Events Held in April 2023

No.	Description	Sector	Participants	Link
1	TIC communicated with Japanese companies investing in Tanzania to provide their investment status.	All sectors	21 Japanese companies	The TIC got a glimpse of what foreign companies face
2	Capacity building for Kibiti High School EGM & HGL students.	All sectors	20 students	The TIC managed to transmit knowledge of investment promotion and facilitation to the student
3	New High-Grade Mineralised Zone Discovered at Chilalo Graphite Mine	Graphite Mining	Public	https://www.tanzaniainvest.com/mining/chilalo-high-grade-mineralised-zone-discovery

8.1.ECONOMICS STUDENTS FROM KIBITI SECONDARY PAID A COURTESY VISIT TO TIC

Limitless as it is in its promotion outreach program, the TIC hosted economics students from Kibiti Boys Secondary School. Under the leadership of their teacher Mr. Conrad Paul Ntibandebage the students visited the Centre on 25th April

2023 to learn about investment issues. The TIC team took the delegation through what the TIC as an Investment Promotion Agency (IPA) of the Country does, the registration procedure, the benefits of registering projects with the Centre and the economic aspects of investment as indicated in Picture 8.1.

Picture 8.1: Students from Kibiti Secondary visited Tanzania Investment Centre

The group Photo between TIC staff and students from Kibiti Secondary



Miss Latiffa Kigoda (TIC) lectured about the role of TIC in the investment arena at the TIC-Headquarters' boardroom in DSM.



TANZANIA INVESTMENT CENTRE APPLICATION INVITE FOR INVESTORS SERVICES PROVIDERS (ISPs)

The Tanzania Investment Centre (TIC) is a statutory body established under the Act of Parliament (Tanzania Investment Act, No. 10 of 2022) to serve as a One-Stop-Centre for investors to promote investments in Tanzania. TIC is mandated to coordinate, encourage, promote and facilitate investment in Tanzania and advising the government in policy-related matters to create a sustainable investment climate.

The primary reason is to protect investors from untrustworthy facilitators and middle actors who create a perception of lengthy investment registration processes, and pose reputational and procedural risk to Tanzania as an investment destination. TIC aims to create a transparent and safe process for investors who, by their own right, chose to use investment service providers such as legal, transaction, financial advisors, etc.”

Additionally, accurate, thorough and complete documentations which guarantees speed issuance of various permits, licenses and registration at minimal cost are critical aspects for investors while planning their investment and contributes highly in improving countries' investment competitiveness position globally. As TIC continues to improve its enhanced investment facilitation mandate provided for in the new Investment Act, 2022, it has introduced and started to implement Investors Service Providers' Policy (ISP) that entails establishing a database of recommended, approved qualified and trustworthy investors service providers to assist investors in processing and making follow-ups on their behalf for various services they require under TIC's One Stop Facilitation Centre

Specifically, Investors' services in consideration include permits, licences and registrations under TIC TIC's One Stop Facilitation Centre including, preparation of bankable business plans/feasibility studies, Certificate of Incentives, annual investment progress reports, business and other operating licenses, obtaining work and residence permits, land acquisition process, investors' tax exemption matters, in application and installation of electricity, providing legal advice on investment matters.. TIC, therefore wishes to inform service providers and the general public that registration and certification for Investors service providers shall be effective 1st July 2023.

Interested individuals or firms are invited to submit applications for consideration by filling and submitting Application Form (Available at www.tic.go.tz or at any TIC offices) accompanied with copy of the certificate of registration by BRELA, copy of the valid business license, copy of TIN certificate, evidence of business premise including physical address, two (2) recent passport size pictures of directors, list of professional employees with their CVs, copies of educational and professional certificates, copy of national IDs, three (3) recent consulted referees and an application letter. Applications can be submitted electronically via tic.isp@tic.go.tz or in hard copies through the postal address shown in the application form and dropped at any of TIC offices, not later than **31st May, 2023**

Evaluation and Selection will be undertaken in line with TIC ISP Policy. The application should be accompanied with a proof of payment to the TIC for Tanzanian Shillings equivalent to USD 100 being the non-refundable application fees.

Successful applicants will be registered, pay an annual license fee, undertake training, receive relevant materials, coaching sessions and familiarisation of TIC processes and systems, and published in a government newspaper prior to getting clearance to commence serving investors under **TIC certified status**.

**ISSUED BY THE EXECUTIVE DIRECTOR
8TH MAY 2023**

<https://www.tic.go.tz/press-releases/invitation-for-application-on-investors-services-providers-policy-isps>





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