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Dar es Salaam, Tanzania



# **BUSINESS DELEGATION TO** **KENYA & TANZANIA**

**21 - 27 July 2024**

**A Report**  
*by*  
**International Affairs**  
**Committee for Africa, PHDCCI**



## MESSAGE



**Mr. Sanjeev Agarwal**  
*President, PHDCCI*

India and the countries of Kenya and Tanzania in Africa share a multifaceted relationship, forged through collaborative efforts in sectors such as IT and ITES, Health and Wellness, Education and Skill Development, Tourism, Agriculture, and Agro-products. This longstanding connection is further strengthened by consistent high-level political engagement, which fosters mutual trust and understanding. These deep-rooted ties have paved the way for exceptional cooperation across various domains, including maritime security, development partnerships, capacity building, international engagement, and technical assistance.

Trade has been a cornerstone of the economic relationship between India and these African nations. The Indian pharmaceutical industry has a strong presence in Tanzania, with significant potential for further growth. Additionally, there is considerable scope for the export of chemicals and agro-chemicals, ceramic tiles and sanitary ware, automobiles and spare parts, machinery, iron and steel, as well as power and electrical equipment. Meanwhile, India is the second-largest investor in Kenya, with over 60 major Indian companies investing in various sectors, including manufacturing, real estate, pharmaceuticals, telecom, IT and ITES, banking, and agro-based industries.

I am confident that each delegate gained valuable insights for business expansion in Kenya and Tanzania. We extend our gratitude to the High Commission of India in Kenya and Tanzania, as well as to Mr. Pius Rotich, General Manager, Investment Promotion & Business Development Services; Dr. Rutto K. Erick, President, Kenya National Chamber of Commerce and Industry (KNCCI); Mr. A. Q. Hamza, Group Director - International Trade Relations; Mr. Anthony Mwangi, Chief Executive, Kenya Association of Manufacturers; Mr. Crispin Luanda, Acting Director of Trade Management, Tanzania Trade Development Authority; Mr. Vincent Minja, President, Tanzania Chamber of Commerce, Industry & Agriculture; and Mr. Robert R. Solo, Marketing Manager, Tanzania Ports Authority, for their support and contributions. This report incorporates the deliberations that took place during each of the meetings and I am sure it can be used as a reference material in future. We at PHDCCI remain committed to the members in providing the platform to explore the new geographies worldwide.



New Delhi

(Sanjeev Agrawal)

## MESSAGE



**Mr. Kunal Singhal**

*Chair, International Affairs Committee for Africa*

India and Africa share a rich history marked by diplomatic cooperation, economic collaboration, and a joint commitment to addressing global challenges. Over the past 15 years, trade between India and Western Africa has multiplied and diversified, with India emerging as the third-largest export destination for the continent. India sources nearly 18% of its crude oil and LNG requirements, primarily from the West African region. This strategic partnership is evident in their trade alliance, which reached nearly USD 100 billion in total trade for FY 2022-23.

Within this broader relationship, Kenya and Tanzania stand out as top trading partners of India in various sectors. Bilateral trade between India and Kenya reached USD 3 billion, while trade with Tanzania stood at USD 6 billion for FY 2023-24. These figures underscore the robust economic ties between India and East Africa.

The historical presence of Indians in East Africa is well-documented, with references dating back to the *Periplus of the Erythraean Sea*, an ancient Greek guidebook from 60 AD. A well-established trade network existed between India and the Swahili Coast long before European exploration. India and Kenya also share a common legacy of struggle against colonialism, with many Indians participating in and supporting Kenya's fight for independence.

Tanzania and India have enjoyed traditionally close, friendly, and cooperative relations. From the 1960s to the 1980s, their political relationship was shaped by shared commitments to anti-colonialism, non-alignment, and South-South Cooperation, along with close collaboration in international fora. Tanzania's then-President, Dr. Julius Nyerere, was highly regarded in India; he was awarded the Jawaharlal Nehru Award for International Understanding in 1974 and the International Gandhi Peace Prize in 1995.

According to the Kenya Investment Authority (KenInvest), India is the second-largest investor in Kenya, with over 60 major Indian companies investing in sectors such as manufacturing, real estate, pharmaceuticals, telecom, IT and ITES, banking, and agro-based industries. These investments have created thousands of direct jobs for Kenyans, and Indian pharmaceutical companies maintain a substantial presence in the country. A bilateral Double Taxation Avoidance Agreement (DTAA) was first signed in 1989, with a revised DTAA signed in July 2016, which came into force on 30 August 2017, further strengthening economic ties between the two nations.

This visit reaffirms the enduring ties between India and the African Nations, reflecting a shared commitment to economic growth and development in the region.

## MESSAGE



**Dr Ranjeet Mehta**  
*Secretary General & CEO*

The PHD Chamber of Commerce and Industry (PHDCCI) has been actively promoting cooperation between India and Africa through various initiatives, including organizing interactions and meetings to foster bilateral ties. Over the years, PHDCCI has led high-level business delegations to several African countries, including Rwanda, Uganda, Ghana, Nigeria, Senegal, and Côte d'Ivoire. Building on this experience, and with the support of the Indian High Commission in Kenya and Tanzania, PHDCCI recently organized a strategically important Business Delegation of Indian companies to Kenya and Tanzania.

This report highlights the trends in the overall business landscape of India, Kenya, and Tanzania, and explores the untapped opportunities for enhanced bilateral cooperation between these regions. It is my privilege to present this report to our esteemed readers. PHDCCI has consistently played a catalytic role in the development of India and has been actively involved in promoting international trade and cooperation. Through our International Affairs and Trade Fairs Division, we collaborate closely with missions and trade development bodies worldwide. We regularly sponsor outbound delegations and host visiting delegations from abroad, fostering global business connections. The Chamber has established over 165 MOUs with foreign chambers of commerce and like-minded organizations, facilitating the two-way flow of information on business opportunities and promoting trade and economic cooperation. I hope that this report serves as a valuable and informative guide for Indian businessmen, policymakers, researchers, and other stakeholders, shedding light on the trade and investment landscape between India and Africa and the significant economic potential that exists between these regions.

Kenya and Tanzania have undergone a dramatic transformation in recent years, becoming two of the top economies in Africa. Both countries offer attractive investment opportunities in a number of industries and are actively seeking partnerships with foreign counterparts. India's economic and trade cooperation with these two important countries covers a gamut of sectors including IT and ITES, Health and Wellness, Education and Skill Development, Tourism, Agriculture and Agro products, etc. While the Indian Pharma industry is doing well in Tanzania and there is good scope for augmenting it further, there is a great scope for export of chemicals and agro-chemicals, ceramic tiles & sanitary wares, automobiles and spare parts, machinery, iron and steel and power & electrical equipments. On the other hand India is the second largest investor in Kenya with over 60 major Indian companies investing in various sectors including manufacturing, real estate, pharmaceuticals, telecom, IT & ITES, banking and agro-based industries.

New Delhi



(Dr. Ranjeet Mehta)

## COUNTRY FACTSHEETS - KENYA

**Capital** – Nairobi

**Official Languages** - English (official), Kiswahili (official), numerous indigenous languages

**Area: total:** 580,367 sq km

**land:** 569,140 sq km

**water:** 11,227 sq km

**Population:** 58,246,378 (2024 est.)

**GDP-Per-Capita (PPP):** \$314.063 billion (2023 est.)

**GDP- Composition by sector: agriculture:** 34.5% (2017 est.)

**industry:** 17.8% (2017 est.)

**services:** 47.5% (2017 est.)

**Agriculture Products:** sugarcane, milk, maize, tea, bananas, potatoes, cabbages, camel milk, cassava, mangoes/guavas (2022)

**Industries:** agriculture, transportation, services, manufacturing, construction, telecommunications, tourism, retail

**Exchange rates:** Kenyan shillings (KES) per US dollar - 139.846 (2023 est.)

**Export:** \$13.859 billion (2022 est.)

**Export Commodities:** tea, cut flowers, garments, coffee, titanium ore (2022)

**Export Partners:** India 14%, Japan 8%, China 8%, Saudi Arabia 8%, Iraq 5% (2021)

**Imports:** \$246.886 billion (2021 est.)

**Import Commodities:** gold, broadcasting equipment, refined petroleum, diamonds, cars, jewelry, computers (2021)

**Import Partners:** China 17%, India 9%, United States 6%, Saudi Arabia 5%, Germany 3% (2021)

## India – Kenya Trade Investment

*Values in US\$ millions*

S.No.	Year	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
1	<b>EXPORT</b>	2,108.58	1,895.84	2,631.89	3,273.66	3,174.83
2	%Growth		-10.09	38.82	24.38	-3.02
3	India's Total Export	3,13,361.04	2,91,808.48	4,22,004.40	4,51,070.00	4,37,112.97
4	%Growth		-6.88	44.62	6.89	-3.09
5	%Share	0.67	0.65	0.62	0.73	0.73
6	<b>IMPORT</b>	89.62	130.27	145.35	116.68	176.34
7	%Growth		45.36	11.58	-19.73	51.13
8	India's Total Import	4,74,709.28	3,94,435.88	6,13,052.05	7,15,968.90	6,75,429.87
9	%Growth		-16.91	55.43	16.79	-5.66
10	%Share	0.02	0.03	0.02	0.02	0.03
11	<b>TOTAL TRADE</b>	2,198.20	2,026.10	2,777.24	3,390.35	3,351.17
12	%Growth		-7.83	37.07	22.08	-1.16
13	India's Total Trade	7,88,070.32	6,86,244.36	10,35,056.45	11,67,038.89	11,12,542.84
14	%Growth		-12.92	50.83	12.75	-4.67
15	%Share	0.28	0.3	0.27	0.29	0.3
16	<b>TRADE BALANCE</b>	2,018.96	1,765.57	2,486.54	3,156.98	2,998.48
17	India's Trade Balance	-1,61,348.24	-1,02,627.40	-1,91,047.65	-2,64,898.90	-2,38,316.89

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) to generate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.

## INTRODUCTION



**Trade relations between India and Kenya** have been growing steadily since the signing of a Bilateral Trade Agreement in 1981 under which both countries accorded each other the Most Favored Nation status. Kenya's total exports to India in 2024 amounted to US \$ 176.34 million. The main export products to India in 2024 were soda ash, vegetables, tea, leather and metal scrap. Imports from India increased consistently to US \$ 31.74 billion in 2024 which includes petroleum products, pharmaceuticals, steel products, machinery, yarn, vehicles and power transmission equipment. The balance of trade is generally in favor of India.

PHDCCI, in its constant endeavor to strengthen India's bilateral trade and investment cooperation between India and African countries with the aim to further business linkages in the region mounted a **High Level Business Delegation to Nairobi, Kenya from 21 – 24 July 2024.**





The delegation was led by **Mr. Kunal Singhal, Chair, International Affairs Committee Africa, PHDCCI & Managing Director, Eazy ERP Technologies** and comprised of the following members representing **IT & ICT, Healthcare & Wellness; Logistics; Finance & Taxation; FMCG, Infrastructures & Interiors and Consumer Durables & Home Appliances.**

1. Mr. Vivek Seigell, Sr. VP Corporate Affairs, Apeejay Styra & Svrana Group
2. Mr. Deepak Goyal, Owner, Maruti Associates
3. Mr. Surender Bamal, General Manager, CONCOR
4. Ms. Megha Sharma, Exports Manager, Anmol Industries Ltd.
5. Mr. Sanjay Sharma, Director, Horizon Fabtech Infra Pvt Ltd
6. Mr. Vimal Gupta, Managing Director, Grava India Overseas Pvt Ltd
7. Mr. Chandan Yadav, Country Head, Eazy ERP Technologies Pvt. Ltd.
8. Mr. Naveen Seth, Deputy Secretary General, PHD Chamber of Commerce and Industry
9. Mr. Niraj, Director - International Affairs, PHD Chamber of Commerce and Industry

## Meeting with Mr. Rohit Vadhwana, Deputy High Commissioner of India to Kenya



The PHDCCI Business Delegation to Kenya called **Mr. Rohit Vadhwana, Deputy High Commissioner of India to Kenya** on 22<sup>nd</sup> July 2024 at the **High Commission of India**.



**Mr. Kunal Singhal** thanked Mr. Rohit Vadhwana and his team for receiving the delegation and extending the necessary support in arranging the meetings with various stakeholders in Nairobi. He briefly informed about the purpose of the delegation and their interest in East Africa and Kenya and Tanzania in particular.



**Mr. Naveen Seth** apprised about the recent activities of PHDCCI, the new initiatives taken for exploring new geographies, regularly organizing inbound and outbound business delegations and the upcoming 3rd edition of PHDCCI International Week.

Each of the delegates introduced themselves and informed about their diversified portfolio and the purpose of their visit.



**Mr. Rohit Vadhwana** while welcoming the PHDCCI delegation, appreciated the initiatives of the Chamber in bringing important and relevant industry members to East Africa and Kenya in particular. He apprised about the positive business environment the Government of Kenya provides including various incentives for the foreign companies. He informed that the skill and efficiency level in Kenya is better than its neighboring countries, though the cost of labour is high and so is the output. The Mombasa port is the biggest and oldest port in East Africa coupled with extensive railway network. He further informed that agricultural machinery like harvesters and other farm equipments are required in Kenya along with food products, automobile, electric vehicle, battery and EV charging stations.

## Meeting with Kenya Investment Authority (KenInvest)



The PHDCCI Business Delegation had a meeting with **Kenya Investment Authority (KenInvest)** on **22<sup>nd</sup> July 2024** at its Head Office in Nairobi. **Mr. Pius Rotich, General Manager, Investment Promotion & Business Development Services** along with his senior colleagues were present at the meeting. KenInvest is a statutory body under the Ministry of Investments, Trade and Industry with the main objective of promoting investments in Kenya. It is responsible for facilitating the implementation of new investment projects, providing After Care services for new and existing investments, as well as organizing investment promotion activities both locally and internationally.



**Mr. Kunal Singhal, Chair, International Affairs Committee for Africa, PHDCCI** thanked Mr. Pius for the meeting and informed him about the purpose of the delegation. He sought some important information which will help the delegation in expanding their portfolio in Africa and Kenya in particular.



**Mr. Naveen Seth, Deputy Secretary General, PHDCCI** apprised about the recent activities of PHDCCI, the new initiatives taken for exploring new geographies, regularly organizing inbound and outbound business delegations and the upcoming 3rd edition of PHDCCI International Week.



**Mr. Pius Rotich** welcomed the delegation and presented on the roles and responsibilities of KenInvest. He pointed out that Kenya is the gateway to Africa as it is the 4th largest economy in sub-Saharan Africa with GDP of US\$ 113.4 billion and GDP per capita of US\$2099. He informed that Kenya is a stable economy has a skilled and dynamic workforce, is a Logistic and Innovation hub of the region and a number of Incentivized Economic Zone & Industrial Parks. The priority areas to drive inclusive growth are Agriculture, MSME Economy, Healthcare, Digital Superhighway, Housing and settlement and creative economy. The sectors that will act as enablers are Manufacturing, Tourism, Financial Services, Aviation, Infrastructure, Environment & Climate Change, Education and Social Protection.



# BUSINESS DELEGATION TO KENYA & TANZANIA 21- 27 July 2024



## Kenya

Largest Economy in East Africa and Green Energy Powerhouse of Africa



### Kenya - Gateway to Africa

Strong macro-economic fundamentals remain among the strongest in Africa:

- 4<sup>th</sup> largest economy in sub-Saharan Africa.
- Diversified & Liberal economy
- GDP: US\$ 113.4 Bn
- 4.7% average annual growth
- Dominant economy in EAC =40% of EAC's GDP.
- GDP per capita: US\$ 2,099.3
- A growing middle-class

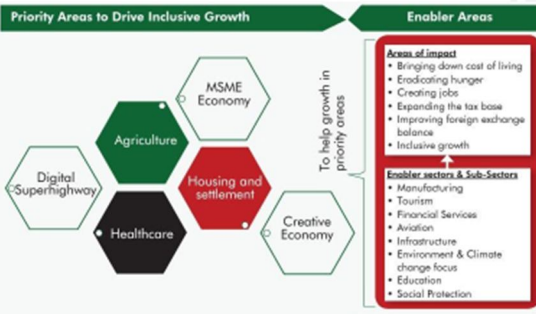
Pan-African market access:



	KENYA	EAC	COMESA	TFTA	AFCFTA
No. of States	1	7	21	26	54
Population	50M	300M	500M	750M	1.3B
GDP (US\$)	113.4B	305B	768B	1.3B	3.2T

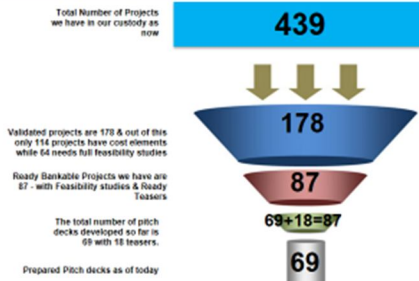


### Kenya's Economic Model



KenInvest carried out Project Profiling in preparation of Bankable Investment Projects - Process of enhancing prospects or critical information from an investment idea created by project promoters and packaging them to make it bankable for possible uptake by investors. In this quarter, we profiled 87 projects worth USD 20,047.45 Million across 12 different sectors.

**4 Opportunities**  
The e-Opportunities platform provides access to bankable projects open for investment and participation by all investors, Corporates, Agencies and all 47 Counties of Kenya (COs). 2-Corporates, investors, promoters and investors to ensure availability of projects for uptake. 42 new projects were uploaded this quarter, leading to 279 projects.  
During the 3<sup>rd</sup> quarter we had a total of 15,823 registered from 3,245 users out of which 3,265 were new on e-Opportunities platform.  
A total of 65 email enquiries were received in regards to profiled projects. 46 responses of e-Opportunities platform.



Sector	No. of Projects	Amount/ Worth
Real Estate	5	1606.15
Stone/Agriculture/Infrastructure/IT	15	2664.00
Real Estate	5	1447.21
Energy	5	1444.26
Agro-processing	38	355.34
Financial Services	3	405.5
Infrastructure	2	891
Tourism	2	262
Health	6	182
Manufacturing	4	127
Agriculture	3	72
ICT	3	10
<b>TOTAL</b>	<b>69</b>	<b>20,047.45</b>



### Kenya Investment Authority (KenInvest)

The Kenya Investment Authority (KenInvest) is a statutory body established in 2004 through an Act of Parliament (Investment Promotion Act No. 6 of 2004) with the main mandate of promoting & facilitating investment in Kenya. Both Domestic & International Investors.

- KenInvest Services**
- Investment Promotion** - Attract investments into Kenya by both local & foreign-owned companies.
  - Investment Facilitation** - We provide a wide range of pre-investment facilitation services from our One Stop One Go Center.
  - Tracking & Aftercare Services** - We liaise with other stakeholders who interface with investors in their day-to-day operations with the aim of making it easier to do business.
  - Policy Advocacy** - To improve Investment Environment

Please Note that - All our facilitation services to all investors are free of charge.

### Our Product is Kenya - Business Hub of the Region



### Why Kenya?

- Stable economy**
  - Political and macroeconomic stability.
  - Global competitiveness:
    - Leading destination for business travel in Africa.
    - Hub for impact investors in the region.
    - Global leader in financial inclusion for 5 consecutive years.
    - Ranked #1 globally in protecting the rights of minority investors.
    - Ranked #2 in Africa in logistics performance.
    - A robust financial system providing security for businesses and investors.
    - Leading in Africa's green transition
- Skilled and Dynamic Workforce**
  - A youthful population, with 70% under the age of 35 years.
  - An impressive 82% literacy rate, among the highest in Africa.
  - Proficient in English, facilitating seamless communication and collaboration.
- Renowned Vibrant Democracy in Africa**
  - Plays significant role in regional and international geopolitics.
  - Hosts Africa's UN HQ; and former member of UN Security Council
- Logistics & Innovation hub of the region**
  - Access to regional transport corridors.
  - 4 International airports: JKA being the busiest in East Africa.
  - 2 Sea Ports and 2 Inland Container Depots (ICDs).
  - Home to green data centers.
  - 3<sup>rd</sup> most established start-up ecosystems in Africa.
  - Nairobi: leading tech innovation hub in sub-Saharan Africa.
  - M-PESA, a mobile money transfer platform, has enabled global money transfers with over 50 million customers in 7 countries.
- Your Investment is safe with us**
  - Constitutional protection of property
  - Non-discrimination of investors - domestic & foreign
  - 100% repatriation of profits or interests
  - Dispute Resolution Mechanisms in place, including the International Centre for Settlement of Investment Disputes and the Nairobi Centre for International Arbitration.
- Incentivized Economic Zones & Industrial Parks**
  - Kenya has over 100 gazetted EPZs;
  - Kenya has over 30 gazetted SEZs;
  - County Aggregation and Industrial Parks (CAIPs)

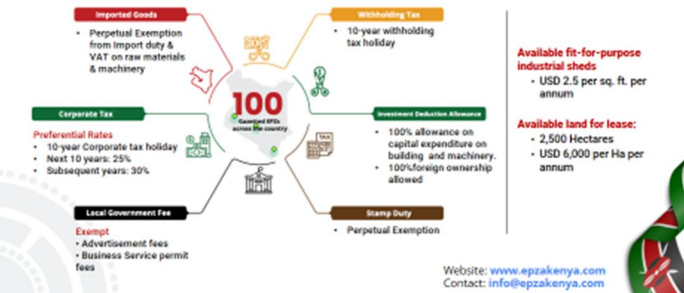


### Investment Opportunities in Kenya

- Sectors with investment potential:**
- Manufacturing:**
    - Automotive & E-mobility
    - Textile and Apparel
    - Fast Moving Consumer Goods (FMCG)
    - Electronics
    - Packaging & Labelling
  - Agriculture:**
    - Agro-technologies & Machinery
    - Agro-processing & Value addition
    - Agro-chemicals
    - Fisheries
    - Leather & Leather products
  - Health:**
    - Health technologies
    - Health Insurance Coverage
    - Pharmaceuticals
  - Digital & Creative Economy:**
    - Digital Infrastructure
    - Business Process Outsourcing & IT Enabled Services
    - Handicrafts and Artefacts
    - Sports and Sportswear
    - Skills development
  - Affordable Housing:**
    - Construction & Property Development
    - Housing Finance & Mortgages
    - PPP (National & County Governments)
  - Green Economy:**
    - Renewable Energy
    - Green technologies
    - Green funding
  - Services:** Health, ICT, Finance, Sports, Logistics, Tourism, Education



**MITI Incentives in Export Processing Zones (EPZ)** - an area established to enhance commercial and industrial exports by encouraging foreign investment.



Website: [www.epzkenya.com](http://www.epzkenya.com)  
Contact: [info@epzkenya.com](mailto:info@epzkenya.com)



**MITI Incentives in the Special Economic Zones (SEZ) -** an area in a country that has different and more favorable economic regulations than other regions, such as tax incentives and lower tariffs. SEZs are designed to attract foreign direct investment and promote economic growth, especially in developing and transitional economies.

**36** gazetted SEZs across the country

**Preferential electricity tariff:**

- 5c US/KWh - Naivasha SEZ
- 10c US/KWh - Other SEZs

**Available land for lease:**

- 9,042 acres
- USD 3,000 per Ha per annum

**IMPORTED GOODS (FULLY EXEMPT)**

- Value Added Tax
- Excise Duty
- Import Duty
- Import Declaration fees

**LOCAL SUPPLIES (ZERO RATES)**

- Value Added Tax

**CORPORATE TAX (PREFERENTIAL RATES)**

- First 10 years: 10%
- Next 10 years: 15%
- Subsequent years: 30%

**STAMP DUTY**

- Perpetual Exemption

**GREEN CHANNEL PORT CLEARANCE**

- Clearance of select goods done without routine examination

**LOCAL GOVERNMENT FEE (EXEMPT)**

- Advertisement fees
- Business Service Permit fees

**INVESTMENT DEDUCTION ALLOWANCE**

- 100% allowance on capital expenditure on building and machinery.

**WITHHOLDING TAX**

- Dividends - Exempt
- Royalties - Exempt for first 10 years
- Gains on transfer of property - Exempt
- Other payments (commissions & rent) - 10%

Website: [www.sezauthority.go.ke](http://www.sezauthority.go.ke) | Contact: [ceo@sezauthority.go.ke](mailto:ceo@sezauthority.go.ke)

## Other benefits in the EPZs and SEZs

- Full operation under **one single license**
- Project approval and licensing within **30 days**
- Foreign currency accounts and offshore borrowing allowed - **no exchange controls**
- **Unrestricted investment** by foreigners
- **On-site** customs documentation, investor facilitation and after-care
- Facilitation for **factory building and office premises**
- **Readily available services** - water, sewerage, electricity, landscaping etc.
- **High security standards** - 24 hours security, illuminated perimeter fences.
- **Green channel port clearance**



## Current India Investors Registered @ KenInvest

The Authority has been able to register and facilitate 123 investment projects from India worth Kshs. 36.63 billion from 2010 till present. The investments have the potential to create employment for 3,445 Kenyans. The investment projects are distributed in different sectors as outlined in the table 1 below.

Sector	No. of projects	Capital Cost Ksh. 'M	Employment to Kenyans
Manufacturing	38	4818.9	1768
Trade	29	987.4	447
Service	25	567.9	254
ICT	12	811.8	334
Agriculture	7	835	127
Construction	6	1982	239
Telecommunication	4	474.7	41
Education	3	53.8	76
Energy	3	8648	46
Health	2	34	13
Logistics	1	18388	56
Other	1	18	27

- The data provided is however for companies which registered with the Authority
- The Investment Promotion Act, 2004 does not mandate all investors to register with Authority hence the figures provided do not represent all the Chinese investments in the country.



## Kenya - India Trade Relations



**Kenya Imports:** The types of products that Kenya imports from the India are varied and include machinery, electrical equipment, iron and steel, plastics and furniture.

**Kenya Exports:** Kenya's exports to India are mainly horticultural products such as flowers, fruits, nuts and vegetables

**Potential Exports to India:** Other agricultural products that Kenya can export to India include flowers, coffee, fruits, and vegetables. Kenya is also known for its high-quality leather and leather products, such as shoes, bags, and belts, which could find a market in the India

## Kenya Provides Excellent Business Ecosystem in the Region



A good mix of MNCs, a number of whom have set up their regional & continent-wide headquarters in Kenya

## Kenya is open for Investment

Kenya Investment Authority (KenInvest) as a navigator:

- In-country coordinated support - **One Start One Go** facilitation:

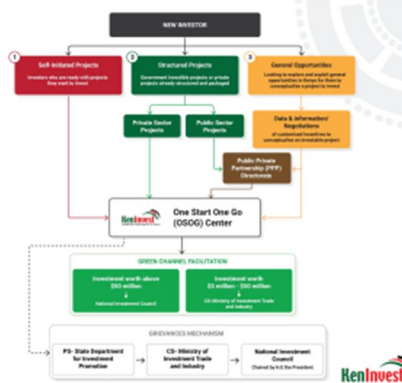
Company Registration	Tax/PIN Registration
Work Permit/Special pass facilitation	Obtain an EIA certificate
Power Connection	EPZ & SEZ Set Up

- Expedient resolution of bottlenecks on investment
- Green channel on impact investment (National Investment Council)
- Government de-risking program; co-investment with KDC

Start your investment at the click of a button

- **E-Citizen portal:** all government services (<https://accounts.ecitizen.go.ke/en>)
- **E-opportunities:** investment-grade opportunities (<https://opportunities.invest.go.ke/opportunities>)
- **E-Regulations:** procedures of investing in Kenya (<https://eregulations.invest.go.ke/>)
- An official government website designed to provide information on business procedures in Kenya. It covers various aspects, including starting a business, registering companies, obtaining tax compliance certificates, work permits & visas, social security, land and property procedures, & sectoral permits
- **Incentive packages** to be found on: [www.invest.go.ke](http://www.invest.go.ke)
- A diverse range of fiscal incentives designed to attract & support investors in various sectors. Incentives encompass tax benefits, streamlined administrative processes, & specialized support services provided by regulatory bodies.

**The Kenya Investor Journey**  
KenInvest has implemented a clear and simplified Investor Journey that brings clarity, predictability and efficiency to the process and hence reducing the time it takes for investors to establish themselves in Kenya



Think Investment



### Contacts

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Nairobi.

Tel: +254730104200  
Email: [info@invest.go.ke](mailto:info@invest.go.ke)  
Website: [www.invest.go.ke](http://www.invest.go.ke)

## Meeting with Dr. Rutto K Erick, President, KNCCI



The PHDCCI Business Delegation had a meeting with **Dr. Rutto K. Erick, President, Kenya National Chamber of Commerce and Industry (KNCCI)** on 22<sup>nd</sup> July 2024. Dr. Rutto was accompanied by **Mr. Siad Ali, Chairman – National Membership, Mr. James Kitavi, Head of Membership Growth and Services,** along with the secretariat team of KNCCI. PHDCCI had signed an MOU with KNCCI in the year 2018 during a high level delegation from Kenya to India.



**Mr. Kunal Singhal, Chair, International Affairs Committee for Africa, PHDCCI** thanked Dr. Rutto for the meeting and informed him about the purpose of the delegation. He introduced about his company and its presence in East Africa and Kenya in particular. He requested each of the delegates to introduce themselves and also highlight their respective business interest in the region.



**Mr. Naveen Seth, Deputy Secretary General, PHDCCI** apprised about the recent activities of PHDCCI, the participation of PHDCCI in various exhibitions in Kenya in the past and the upcoming 3<sup>rd</sup> edition of PHDCCI International Week. He invited the President to visit India during the International Week to which the President confirmed the presence of KNCCI along with its members.



**Dr. Rutto K. Erick** welcomed the delegation and informed about the historic relation between Kenya and India. There are over 100,000 Indian Origin Kenyans present in the country and a number of Kenyan companies that are interested in extending their support to the Indian companies especially from the manufacturing sector. He informed that Kenya is leading in IT & ICT in Africa and sectors such as Agribusiness, Healthcare, Pharmaceuticals, Artificial Intelligence and Manufacturing have huge business opportunities for Indian industry. He stressed that the Indian companies should focus on setting up their offices/plants in Kenya in the next 4-5 years to reap the benefits of investment as Kenya is expected to drastically change its status of a developing economy. He informed that his company is developing a Pharmaceutical Park in Kenya and will be inviting the Indian companies from the sector.

## Meeting with Equity Bank, Kenya



PHDCCI Business Delegation to Nairobi, Kenya participated in the **Interactive Session and B2B meeting** organised by **Equity Bank, Kenya** on **23<sup>rd</sup> July 2024** at its Head Office. **Mr. A Q Hamza, Group Director - International Trade Relations** along with **Dr. Denis O Ogolla, Group Director Health** and **Mr. Joy DiBenedetto, Group Director, Communications and Corporate Affairs, Equity Bank** welcomed the delegations.

**Mr. Kunal Singh, Chair, International Affairs Committee for Africa, PHDCCI** thanked Equity Bank for arranging the meeting inspite of the country wise peaceful protest and demonstration. He informed about the various sectors sectors being represented by the delegation and wanted to seek information on how the Equity Bank can assist the Indian Industry to expand its outreach in the region.

**Mr. Naveen Seth, Deputy Secretary General, PHDCCI** informed about the activities of PHDCCI especially in terms of providing new geographical access to the members. He invited the Equity Bank along with its members to participate at the 3<sup>rd</sup> edition of PHDCCI International Week.

The representatives of Equity Bank made an extensive presentation on the objective and functions of the Group and its financial contribution to the various projects in the country and Africa in general.

The Interactive Session was followed by B2B meeting wherein over 40 Kenyans companies met each of the Indian Delegations based on the sectors represented.

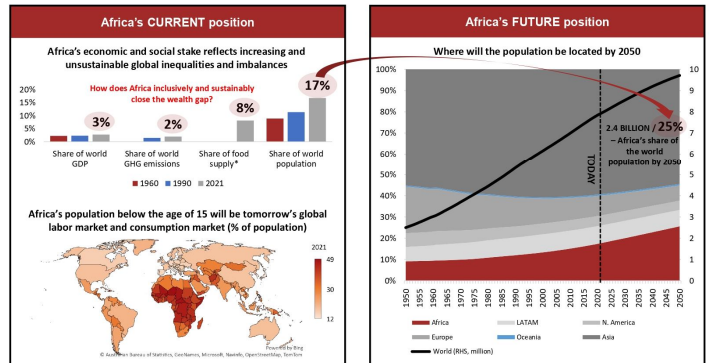


## Africa Recovery and Resilience Plan

Social and economic transformation plan for Africa



Africa's central problem statement...25% of the world's population in 2050 BUT currently only 3% of world's wealth

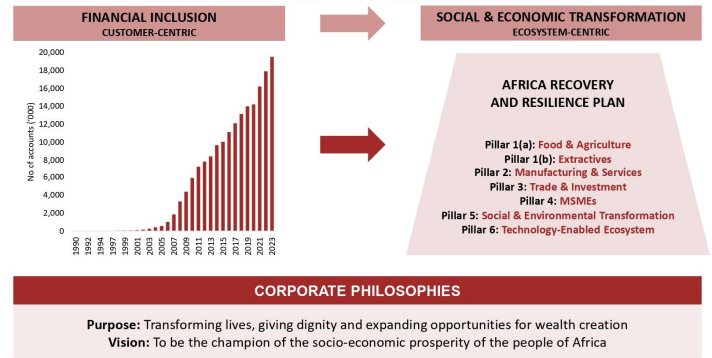


2 | Source: World Bank, UN, WHO. \*IAD data for 2019 and measured in tonnage, Equity Strategy

Equity Group corporate philosophy and business model



Equity Group history anchored by purpose and a vision of a socially and economically transformed Africa

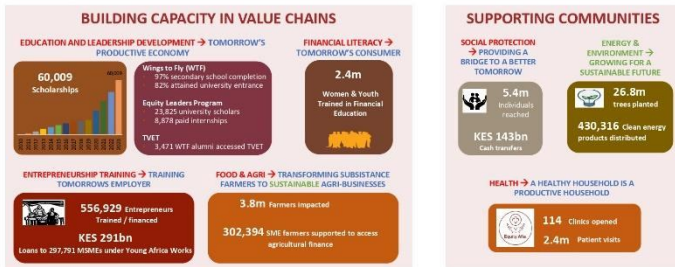


4 | Source: Equity Strategy

Equity Group business model anchored by social, economic and sustainability engines

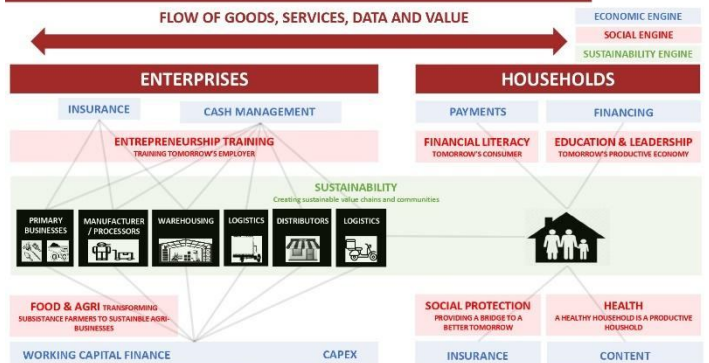


Equity Group business model underpinned by **SOCIAL**, **ECONOMIC** and **SUSTAINABILITY** engines that capacitate value chains sustainably and support communities



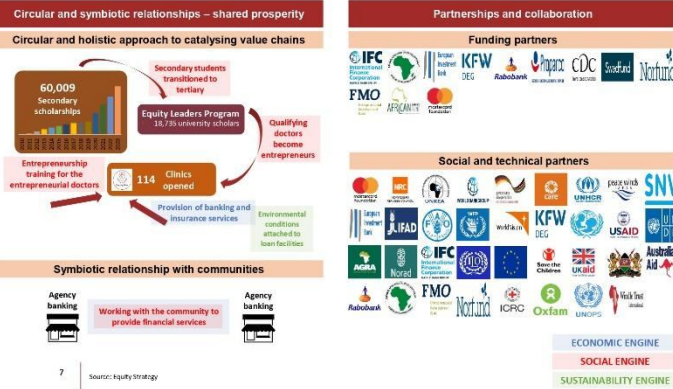
5 | Source: Equity Strategy

Equity Group's tri-engine business model executed through ecosystem approach that holistically supports value chains and households



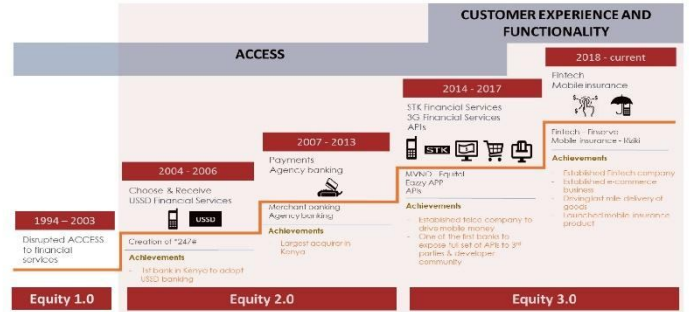
6 | Source: Equity Strategy

## Equity Group ecosystem and holistic approach entails strong collaboration and partnerships resulting in shared prosperity



7 Source: Equity Strategy

## Equity Group has historically leveraged off technology to enable and scale its social and economic transformation agenda

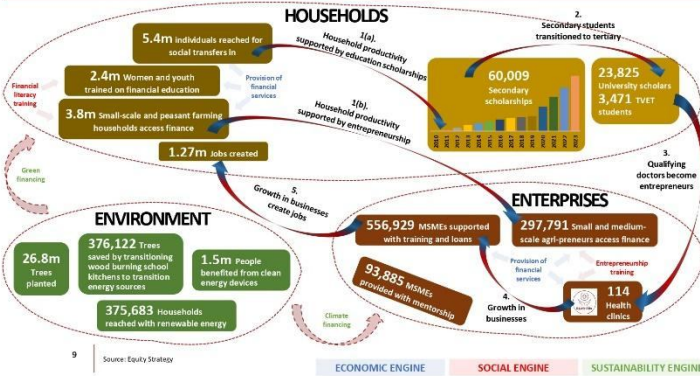


8 Source: Equity Strategy

## Africa Recovery and Resilience Plan to drive circular outcomes



Holistic, circular and sustainable approach to shared prosperity...social and climate conscience transformation



9 Source: Equity Strategy

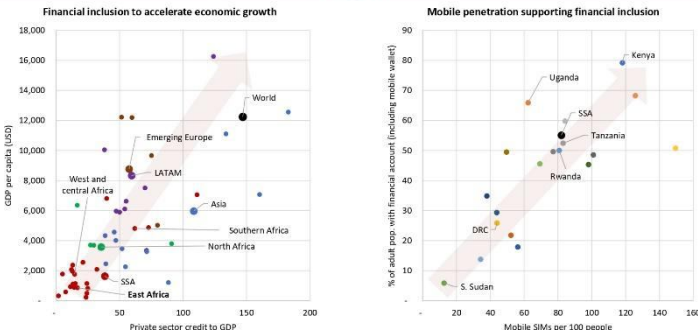
## Why Africa? Africa's secular growth and economic opportunities

10

## Secular growth and economic opportunities driven by (1) productivity gains – access to financing

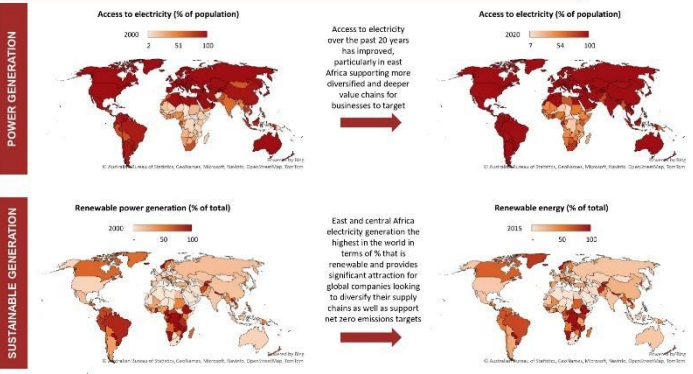


Improving financial inclusion of households and businesses to have multiplier effects as value chains and ecosystems are catalysed



11 Source: World Bank, Equity Strategy, SSA = Sub-Saharan Africa, LATAM = Latin America

## Secular growth and economic opportunities driven by (1) productivity gains – access to infrastructure



12 Source: World Bank, Equity Strategy

## Secular growth and economic opportunities driven by (1) productivity gains – access to infrastructure (continued)



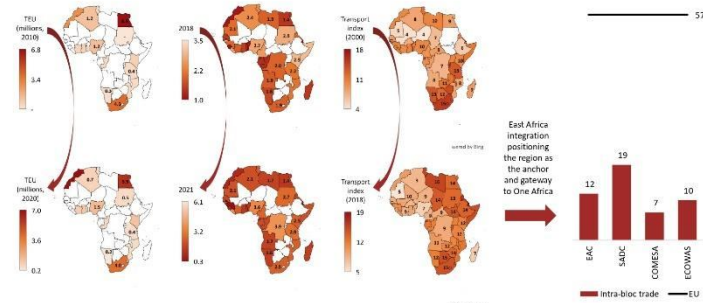
East Africa rapidly becoming the logistical hub and gateway into Africa

Port activity - containers

Median time in port (days)

Transport capacity

Trade between members of regional trade blocs (%)



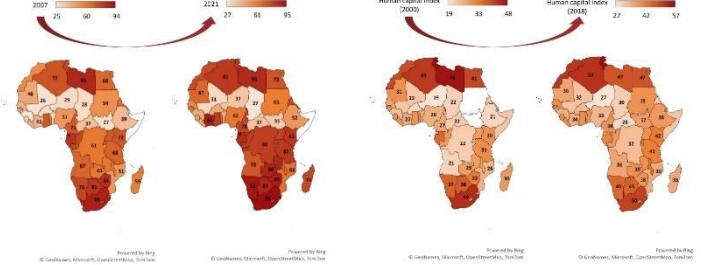
13 Source: UNCTAD, Equity Strategy

## Secular growth and economic opportunities driven by (1) productivity gains – improving labour productivity



Improving literacy levels

Improving labour productivity



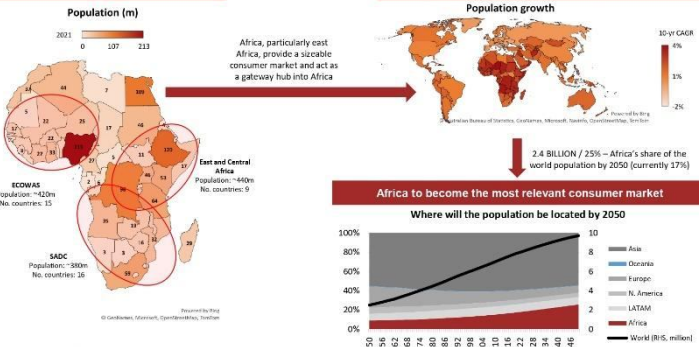
14 Source: UNCTAD, World Bank, ILO, Equity Strategy

## Secular growth and economic opportunities driven by: (2) demographic dividend – large and young population



East and central Africa a high population region

Africa population growth remains the highest in the world

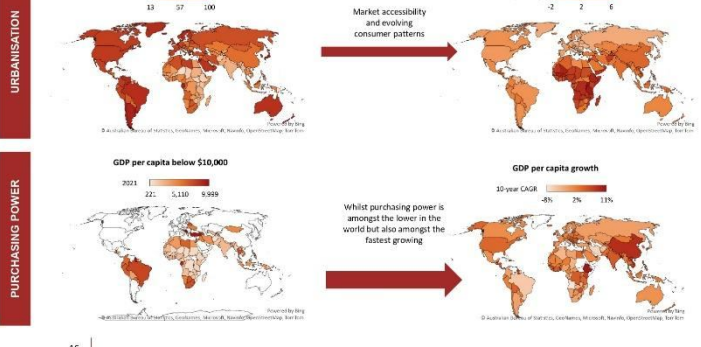


15 Source: World Bank, UN, Equity Strategy

## Secular growth and economic opportunities driven by: (2) demographic dividend – population accessibility and improving purchasing power



Urbanisation



16 Source: World Bank, Equity Strategy

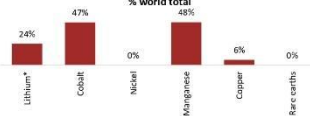
## Secular growth and economic opportunities driven by (3) natural resources – to catalyse broader and deeper African value chains



Africa remains a key commodity hub

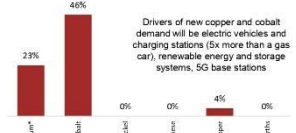
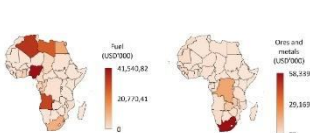
DRC a critical natural resource hub

Critical commodities in a green future - Africa reserves



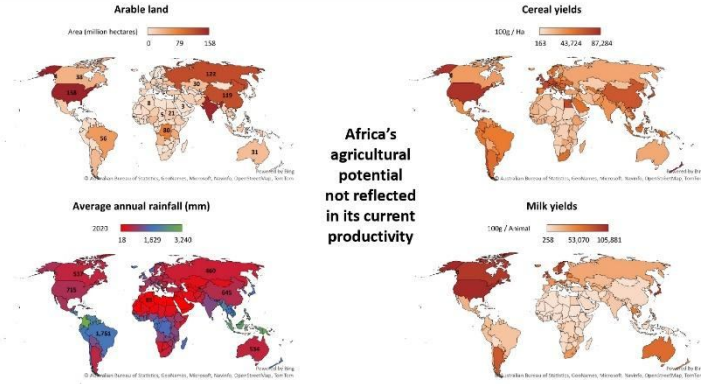
Fuel exporters

Ore and metal exporters



17 Source: World Bank, UN, Reuters, UNCTAD, Tullow Oil, USGS, Equity Strategy. \*Equity Strategy estimate on recent discoveries

## Secular growth and economic opportunities driven by (3) natural resources – to catalyse broader and deeper African value chains (continued)



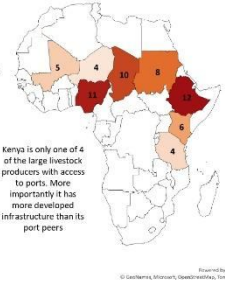
18 Source: Equity Strategy, IFAD, World Bank

## Secular growth and economic opportunities driven by (3) natural resources – to catalyse broader and deeper African value chains (continued)



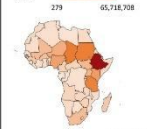
Africa's grazing livestock crescent produces 61% of Africa's stock (50% of global)

Market share of grazers (cattle, goats, sheep)

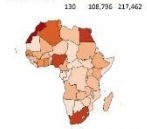


19 Source: Equity Strategy, FAO

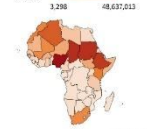
Top 5 cattle producers = 49%



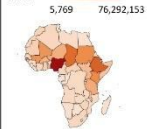
Top 5 chicken producers = 41%



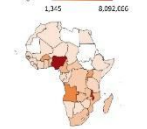
Top 5 sheep producers 48%



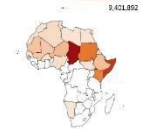
Top 5 goat producers 48%



Top 5 pig producers 56%



Top 5 camel producers = 82%



20 Source: FAO, Equity Strategy. \*Potential production market share if yields equalled to world averages

## Secular growth and economic opportunities driven by (3) natural resources – to catalyse broader and deeper African value chains (continued)



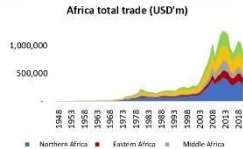
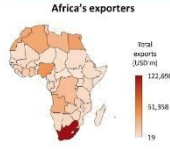
Africa crop production market share		Africa Top 10 producers		Yields (kg / Ha)		Potential production market share*		
				EAC	World	Africa	EAC	
Almonds 7%	0%	19,147	6,148	N/A	19%	0%	0%	
Avocados 13%	13%	99,810	75,900	144,517	17%	17%	17%	
Peanuts 12%	14%	130,244	122,999	146,729	20%	13%	13%	
Barley 8%	0%	30,432	12,864	19,031	8%	0%	0%	
Cashew nuts 8%		57%	6%	5,887	5,280	4,217	11%	8%
Cocoa beans 6%		68%	1%	4,974	4,969	5,775	19%	1%
Coffee 12%	11%	4%	9,679	4,224	5,484	24%	7%	
Ginger 1%	19%	0%	106,126	89,841	51,014	24%	0%	
Groundnuts 11%	25%	0%	16,911	9,871	1,348	1%	0%	
Millet 7%	1%	57,047	21,031	15,414	19%	3%	3%	
Natural rubber 8%	41%	2%	9,485	7,000	11,210	2%	2%	
Oil palm fruit 5%	4%	0%	11,602	10,559	9,304	10%	0%	
Other palm fruit 5%	3%	145,614	40,877	104,204	17%	1%	1%	
Other fruits, n.e.c. 14%	2%	0%	18,577	10,100	N/A	0%	0%	
Oranges 12%	12%	1%	194,251	189,598	100,570	15%	2%	
Other citrus fruit, n.e.c. 8%	86%	1%	89,744	51,617	63,459	16%	1%	
Other fruits, n.e.c. 14%	9%	1%	74,616	46,007	63,847	16%	4%	
Potatoes 7%	4%	1%	217,688	150,888	73,729	10%	4%	
Rice 5%	85%	89%	3,905	3,702	2,601	10%	88%	
Sisal, raw 3%	3%	28%	8,972	8,213	12,300	1%	2%	
Sesame seed 6%	4%	1%	26,108	10,101	7,002	15%	2%	
Sorghum 4%	98%	16%	4,872	4,419	5,177	10%	16%	
Sugar cane 5%	3%	1%	706,434	606,183	551,525	8%	1%	
Sunflower 6%	1%	1%	18,000	10,885	12,710	8%	4%	
Ten leaves 11%	11%	10%	13,217	18,825	16,484	11%	3%	
Wheat 3%	3%	0%	31,744	28,318	16,105	8%	0%	
Yams 9%	87%	0%	84,712	81,150	66,328	0%	0%	

20 Source: FAO, Equity Strategy. \*Potential production market share if yields equalled to world averages

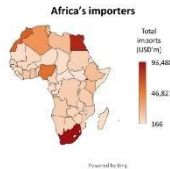
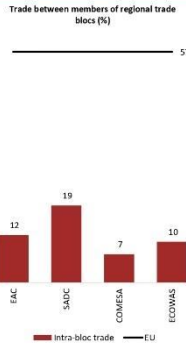
## Secular growth and economic opportunities driven by: (4) enhanced continental integration will drive expanded ecosystems



Global integration: Africa's trade with the world



Integrated Africa



21 Source: UNCTAD, Equity Strategy

## Why Africa now?

The tailwinds that makes Africa's secular opportunities more attractive – the need to sustainably diversify global supply chains

## Tailwind 1: The pandemic has put the spotlight on concentrated global manufacturing supply chains that require diversification



40% of global chemical product exports come from 5 countries

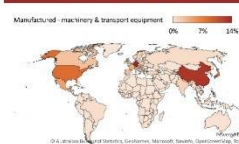


63% of finished electronic goods exports come from 5 countries

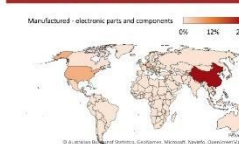


56% of finished electronic goods exports concentrated in Asia

48% of global machinery & transport equipment exports come from 5 countries



59% of global electronic parts and component exports come from 5 countries



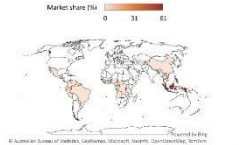
65% of electronic parts and components exports concentrated in Asia

23 Source: UNCTAD data

## Tailwind 2: Ukraine-Russia war has put the spotlight on highly concentrated agricultural production that requires diversification



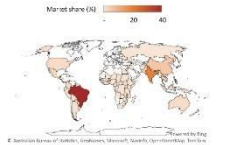
92% of palm oil production takes place in 5 countries



68% of sunflower oil production takes place in 5 countries



74% of sugar production takes place in 5 countries



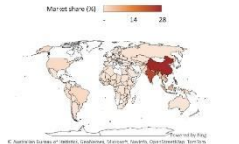
54% of wheat production takes place in 5 countries



70% of maize production takes place in 5 countries



72% of rice production takes place in 5 countries



24 Data source: FAO

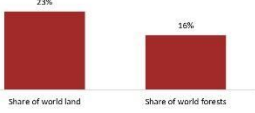


## Tailwind 3: Focus on sustainability will require Africa as an equitable partner

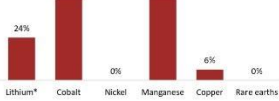


### Natural endowments

#### Africa

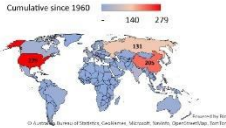


### Critical commodities in a green future - Africa reserves % world total

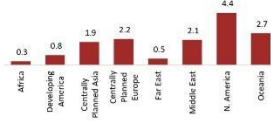


### Transition considerations

#### CO2 emissions (billion kt)



#### CO2 emissions per capita (2014)

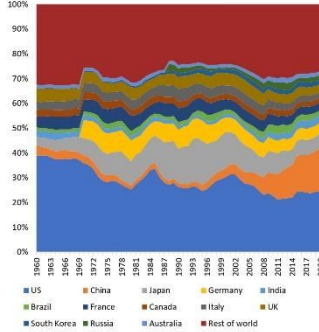


25 Source: World Bank, UN, USGS. \*Estimate on recent discoveries

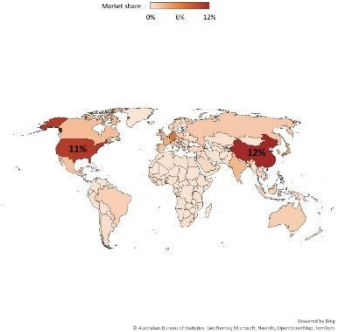
## Tailwind 4: A transformed Africa is a more balanced world



### World GDP market share



### Total goods and services trade



26 Source: World Bank, UNCTAD

## Africa's central problem statement...25% of the world's population in 2050 BUT currently only 3% of world's wealth



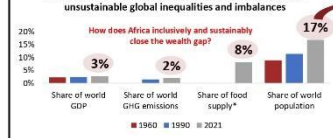
## What is Equity Group doing in Africa?

The Africa Recovery and Resilience Plan – a journey from financial inclusion to continental social and economic transformation

27

### Africa's CURRENT position

#### Africa's economic and social stake reflects increasing and unsustainable global inequalities and imbalances



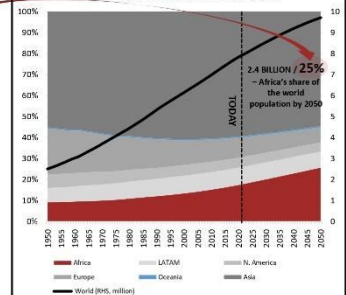
#### Africa's population below the age of 15 will be tomorrow's global labor market and consumption market (% of population)



28 Source: World Bank, UN, WHO. \*IAD data for 2019 and measured in tonnage, Equity Strategy

### Africa's FUTURE position

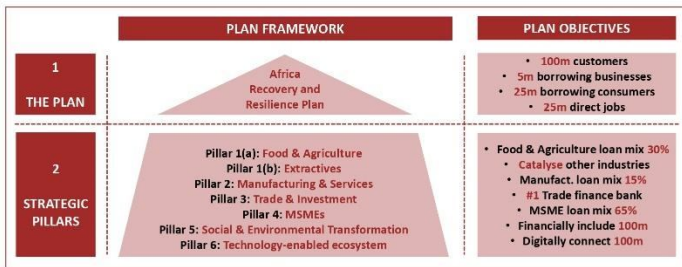
#### Where will the population be located by 2050



## A plan for Africa's central problem statement – The Africa Recovery and Resilience Plan



Holistic solution to achieve social and economic transformation of Africa. The plan comprises interconnected pillars that aim to capacitate and connect enterprises and households across Africa

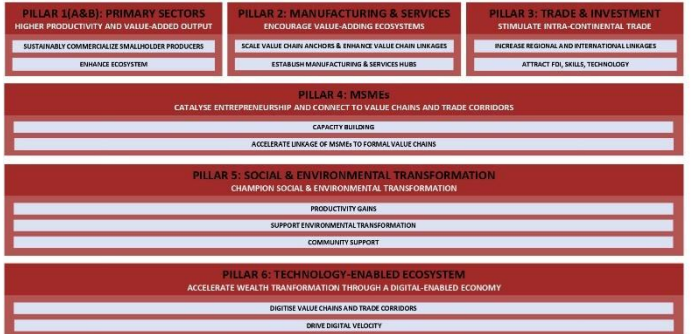


29 Source: Equity Strategy

## Overview of strategic pillars and pillar programmes



The plan has 6 pillars each comprising programmes which in turn comprise various initiatives that aim to: (i) systematically link, enrich and deepen value chains; and (ii) together provide sequential, holistic and coordinated solutioning towards social and economic transformation of Africa



30 Source: Equity Strategy

## Primary Sector pillar programmes and their respective initiatives



### PILLAR PROGRAMME: SUSTAINABLY COMMERCIALIZE SMALLHOLDER PRODUCERS

African primary sectors are largely populated by smallholder producers with limited capacity and constrained productivity – need to drive entrepreneurship and capacitate primary sectors

INITIATIVES	FOOD & AGRICULTURE			EXTRACTIVES
	CEREALS FIBRE PRODUCTION	HORTICULTURE DAIRY & LIVESTOCK	AQUACULTURE MEDICINAL HERBS	ARTISANAL MINING
<ul style="list-style-type: none"> <li>• <b>Entrepreneurship capacity</b> – conversion of subsistence and smallholder farmers into sustainable agro-businesses through capacity building initiatives</li> <li>• <b>Production enhancement</b> – drive smallholder producer productivity gains through enhanced farming practices</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Input access</b> – input financing schemes and partnerships to drive yields to world averages</li> <li>• <b>Mechanization</b> – asset finance schemes and partnerships to drive yields to world averages</li> </ul>			<ul style="list-style-type: none"> <li>• <b>Entrepreneurship capacity</b> – conversion of artisanal miners into formal businesses through capacity building initiatives</li> </ul>

### PILLAR PROGRAMME: ENHANCE ECOSYSTEM

African primary sectors are fragmented and sub-scale and challenged by market structure deficiencies – need to catalyse, connect, coordinate, finance and drive a more conducive operating environment

<ul style="list-style-type: none"> <li>• <b>Value chain efficiency and optimisation</b> – crowd in investment into shared infrastructure, enhance pricing efficiencies and R&amp;D. Work with policymakers for conducive environment</li> <li>• <b>Market access</b> – support last mile connectivity and transparency and traceability</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Value chain linkages</b> – aggregation of smallholder farmer / fragmented output and enhancement off take arrangements between stakeholders</li> <li>• <b>Value chain coordination and access to credit</b> – well-structured financial services to assist coordinate flow of goods, services and value across the value chain. This will not only drive productivity gains but also help reduce financial diversion in the value chain</li> </ul>
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31 | Source: Equity Strategy

## Manufacturing & Services pillar programmes and their respective initiatives



### PILLAR PROGRAMME: SCALE VALUE CHAIN ANCHORS & ENHANCE VALUE CHAIN LINKAGES

Value addition of Africa's resources will drive wealth transformation and the resultant demand complementarities will deepen and broaden African value chains – need to scale value chain anchors and enhance value chain linkages

INITIATIVES	CAPACITY UTILIZATION AND VALUE CHAIN LINKAGES	CAPACITY EXPANSION
	<ul style="list-style-type: none"> <li>• <b>Distributor and supply chain linkages</b> – linkage of suppliers and distributors to anchors through working capital financing for the entire value chain</li> <li>• <b>Government policy</b> – work with policymakers for conducive environment</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Access to financial services</b> – more targeted and intentional credit penetration of the manufacturing sector</li> </ul>

### PILLAR PROGRAMME: ESTABLISH MANUFACTURING & SERVICES HUBS

Clustering of manufacturing and services will drive regional economies of scale and comparative advantages – need to coordinate complementing country capabilities with each other to catalyse an integrated and connected Africa

INITIATIVES	KENYA: Diversified economic gateway into Africa and key anchor to EAC	DRC: Global renewable energy and commodities hub and breadbasket	UGANDA: Breadbasket and agro processor for central Africa	RWANDA: Central Africa economic hub	TANZANIA: Natural resources hub and gateway to EAC and SADC
<ul style="list-style-type: none"> <li>• <b>Hatoholi</b> – diversified manufacturing and services hub</li> <li>• <b>Mombasa</b> – logistical and agro-processing hub</li> <li>• <b>Nakuru</b> – agro-processing</li> <li>• <b>Misumu</b> – agro-processing and light manufacturing</li> <li>• <b>Northern corridor</b> – EAC logistics corridor</li> <li>• <b>LAPSSET corridor</b> – Ethiopia, South Sudan corridor</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Kinshasa</b> – manufacturing and services hub</li> <li>• <b>Katanga</b> – renewable energy hub and emerging breadbasket</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Oil ecosystem</b> – catalyse development of other sectors</li> <li>• <b>Kampala</b> – Agro-processing</li> </ul>	<ul style="list-style-type: none"> <li>• <b>MICE</b> – services and converging hub</li> <li>• <b>Kigali</b> – manufacturing and diversified services hub</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Dar es Salaam</b> – diversified manufacturing and services hub</li> <li>• <b>Tanga corridor</b> – energy corridor</li> <li>• <b>Central corridor</b> – EAC corridor</li> <li>• <b>Southern corridor</b> – agricultural belt and SADC corridor</li> <li>• <b>Mtwara corridor</b> – SADC corridor</li> <li>• <b>Great Lakes region</b> – waterway gateway</li> </ul>	

32 | Source: Equity Strategy

## Trade & Investment pillar programmes and their respective projects and outcomes



### PILLAR PROGRAMME: INCREASE REGIONAL AND INTERNATIONAL LINKAGES

African countries have significant potential to complement each other, and regional trade will underpin a coordinated and integrated Africa – need to increase intra-continental trade with the objective of shared prosperity

INITIATIVES	EAC AS THE ANCHOR TO "ONE AFRICA"	INTRACONTINENTAL TRADE	GLOBAL VALUE CHAINS
<ul style="list-style-type: none"> <li>• <b>Increased intra-EAC trade</b> – member linkage through trade missions</li> <li>• <b>Regional trade policy</b> – collaboration through EAC / EABC</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Increased intra-Africa trade</b> – member linkage through Trade missions</li> <li>• <b>Continental trade policy</b> – collaboration through AfCFTA</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Connectivity to global supply chains and offtake markets</b> – collaboration through Commonwealth, economic blocs and bilateral collaborations</li> </ul>	

### PILLAR PROGRAMME: ATTRACT FOREIGN DIRECT INVESTMENT

Wealth transformation of Africa will require significant investment, technological advances and specialised skills – need to champion foreign direct investment into African primary sectors and manufacturing with the objective of scaling up shared prosperity

INITIATIVES	FOREIGN DIRECT INVESTMENT
<ul style="list-style-type: none"> <li>• <b>Changing the African narrative</b> – strong communication and global advocacy of African opportunities</li> <li>• <b>Investment ambassador</b> – connect capital to opportunities</li> <li>• <b>Alternative supply chains</b> – convert trade into FDI in African value chains and infrastructure</li> </ul>	

33 | Source: Equity Strategy

## MSME pillar programmes and their respective projects and outcomes



### PILLAR PROGRAMME: CAPACITY BUILDING OF PRODUCTIVE SECTOR

MSMEs and the informal sector are significant contributors to African economies – need to assist capacity building and formalization to drive productivity gains

INITIATIVES	STAKEHOLDER CAPACITY BUILDING	FIT FOR PURPOSE SKILLED LABOUR
<ul style="list-style-type: none"> <li>• <b>Entrepreneurship capacity</b> – conversion of consumption economy into productive economy through entrepreneurship training and accelerate transition of entrepreneurs towards large businesses</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Job creation</b> – alignment of labour supply</li> </ul>	

### PILLAR PROGRAMME: ACCELERATE LINKAGE OF MSMEs TO FORMAL VALUE CHAINS

African MSMEs disenfranchised due to fragmented and disorganized value chains – need a holistic and ecosystem solutioning to connect MSMEs to formal value chains.

INITIATIVES	FINANCIAL INCLUSION
<ul style="list-style-type: none"> <li>• <b>Ecosystem solutioning</b> – Linkage to formal value chains and value chain anchors</li> <li>• <b>Access to credit</b> – more targeted and intentional credit penetration of the MSME sector</li> </ul>	

34 | Source: Equity Strategy

## Social & Environmental Transformation pillar programmes and their respective projects and outcomes



### PILLAR PROGRAMME: PRODUCTIVITY GAINS

African households and businesses productivity levels remain low due to economic and social constraints – need higher levels of private sector participation in capacity building and maintaining healthy households

INITIATIVES	CAPACITY BUILDING	HEALTHCARE
<ul style="list-style-type: none"> <li>• <b>Household capacity building</b> – financial literacy and secondary &amp; tertiary education programmes</li> <li>• <b>Business capacity building</b> – entrepreneurship training and business development programmes</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Household health</b> – quality, affordable and timely access. Scale up health value chains to improve communication, access, quality and affordability in healthcare services and related goods</li> </ul>	

### PILLAR PROGRAMME: SUPPORT ENVIRONMENTAL TRANSFORMATION

As the world looks towards a more sustainable future, households and businesses will need to adapt and mitigate risks associated with climate change – need to champion just and equitable sustainability

INITIATIVES	ENERGY AND ENVIRONMENTAL
<ul style="list-style-type: none"> <li>• <b>Sustainable financing</b> – drive sustainable behaviour through resource allocation</li> </ul>	

### PILLAR PROGRAMME: COMMUNITY SUPPORT

Many African households continue to be marginalized when it comes to basic necessities adversely impacting productivity – private sector needs to play a more intentional social role in supporting communities

INITIATIVES	SOCIAL SUPPORT
<ul style="list-style-type: none"> <li>• <b>Community outreach and support</b> – support global humanitarian platforms reach marginalized communities</li> </ul>	

35 | Source: Equity Strategy

## Technology-Enabled Ecosystem pillar programmes and their respective projects and outcomes



### PILLAR PROGRAMME: DIGITISE VALUE CHAINS AND TRADE CORRIDORS

Africa's value chains yet to be formalised and more importantly social and economic transformation needs to be accelerated – technology and innovation will be an enabler and accelerator to building Africa's value chains and driving Africa's wealth transformation

INITIATIVES	CONVERGENCE FOR DIGITAL RAILS	ECOSYSTEM DIGITISATION
<ul style="list-style-type: none"> <li>• <b>Regulatory alignment</b> – conducive but user safe operating environment to drive collaboration and innovation</li> <li>• <b>Cross sector collaboration</b> – mobile and financial services collaboration</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Digital identity</b> – online identities</li> <li>• <b>Digitise value chains</b> – connect MSMEs and smallholder farmers online</li> <li>• <b>Digitise cross-border trade</b> – connect markets</li> </ul>	

### PILLAR PROGRAMME: DRIVE DIGITAL VELOCITY

Ecosystem throughput needs to be enhanced and sustained – technology and innovation to inform ecosystem throughput

INITIATIVES	BIG DATA	TECHNOLOGY ENABLED COMMUNITY
<ul style="list-style-type: none"> <li>• <b>Digital collection</b> – ecosystem activity recording</li> <li>• <b>Digital knowledge</b> – ecosystem decisioning needs to be informed</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Fit for purpose labour force</b> – increase local technology skills</li> <li>• <b>Digitise capacity building</b> – digital content and reach</li> <li>• <b>Technology hubs</b> – establish centres of excellence</li> </ul>	

36 | Source: Equity Strategy

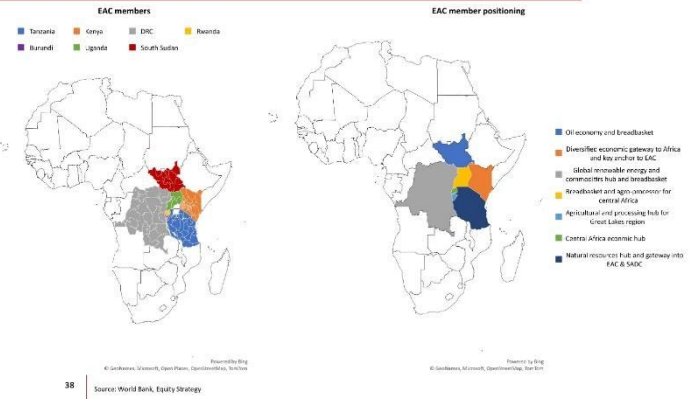


## Why the EAC bloc is the most attractive in Africa? Equity Group operational countries

37

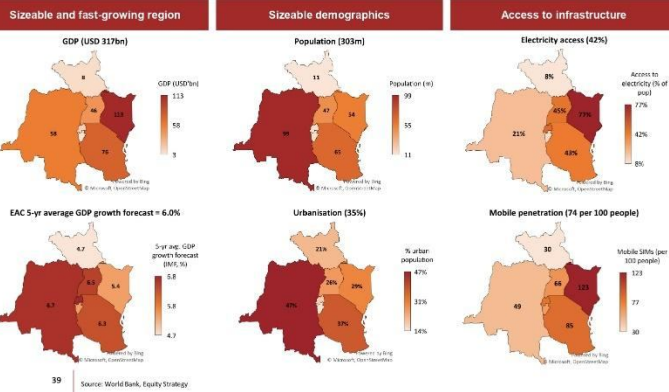


## EAC countries pieces to the same puzzle



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## EAC a sizeable and growing market

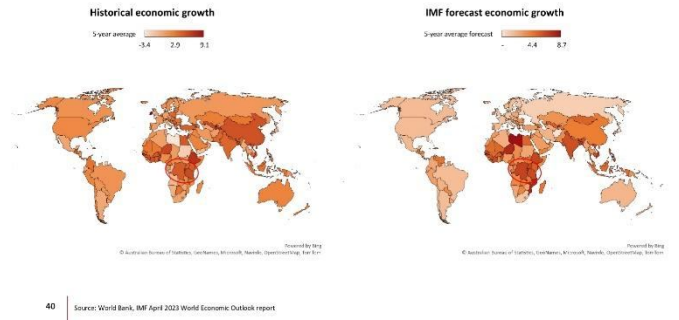


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## Africa secular growth more pronounced in EAC resulting in the region remaining one of the highest growth regions in the world

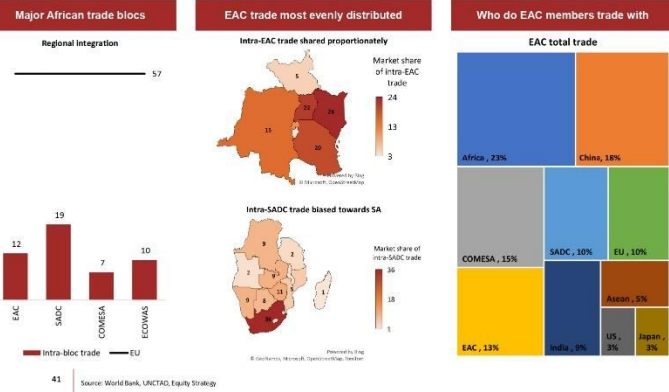


A coordinated and integrated Africa will broaden and accelerate Africa's social and economic transformation. EAC economic bloc increasingly more integrated and will become an anchor and gateway to Africa's high growth



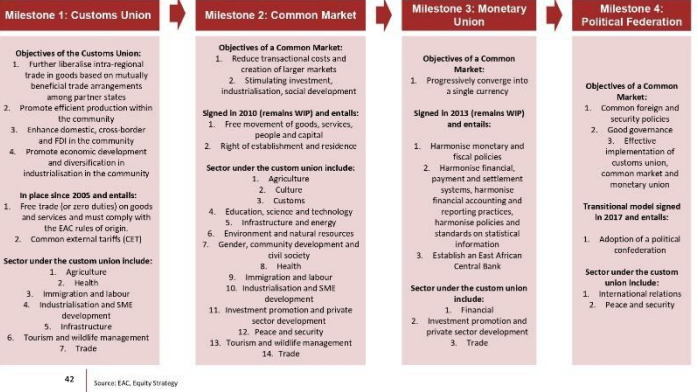
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## EAC most integrated economic bloc in Africa – strong trade and integration between EAC member countries to drive synergies between subsidiaries



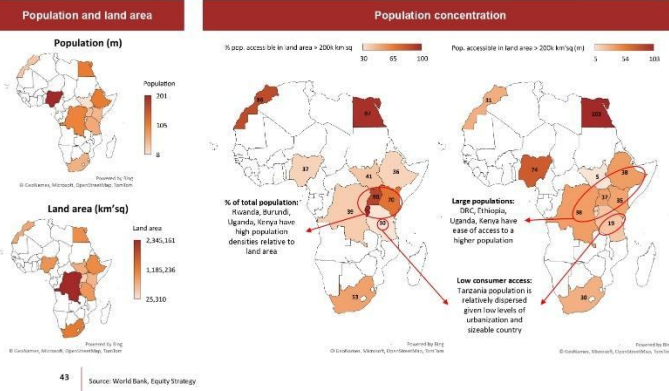
41

## EAC journey towards a federation



42

## EAC has relatively high population concentrations – ease of sizeable market penetration



## Why Kenya?

Kenya – diversified economic gateway to Africa and key anchor to EAC

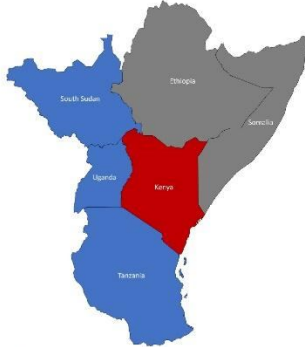


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## Kenya and neighbouring Equity Group operations



Kenya geographic positioning – 5 neighbouring countries, 3 neighbouring EGH subsidiaries



**AFRICA RECOVERY AND RESILIENCE PLAN – KENYA**

Country competitive positioning

**Pillar 1(a): Food & Agriculture**

**Pillar 2: Manufacturing & Logistics**

**Pillar 3: Trade & Investment**

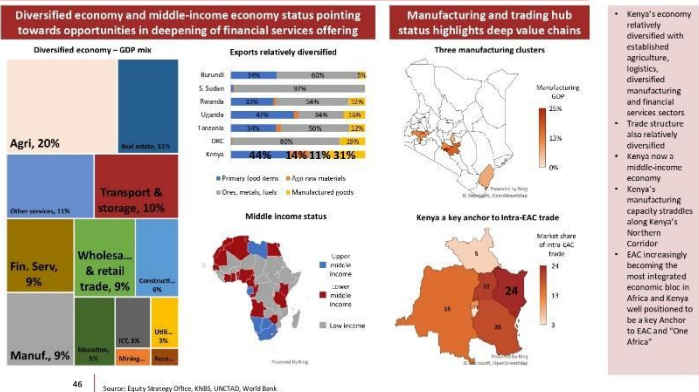
**Pillar 4: MSMEs**

**Pillar 5: Social & Environmental Transformation**

**Pillar 6: Technology-Enabled Ecosystem**

45

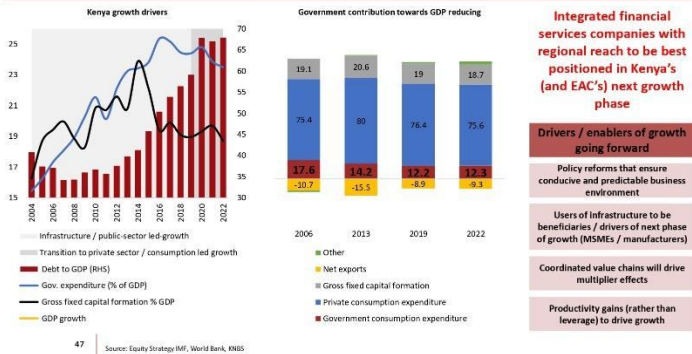
## Kenya – diversified economic gateway into Africa and a key anchor to EAC



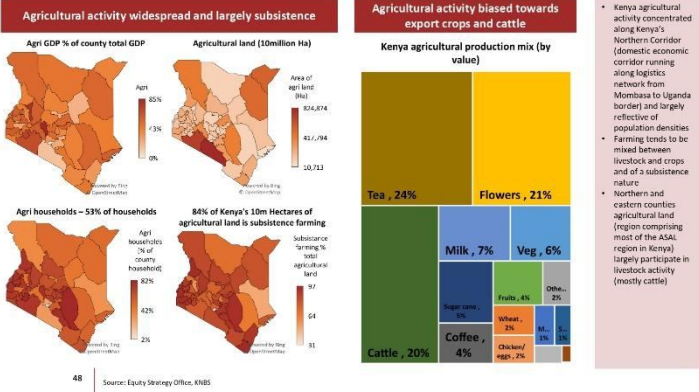
## Kenya – transitioning from infrastructure / public sector led growth towards consumption / private sector led growth



Kenya economic drivers in transitioning phase



## Kenya Pillar 1 – agriculture a key economic activity across the country with tea, flowers and cattle 65% of value produced



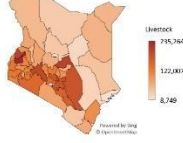


## Kenya Pillar 1 – high value agricultural activity concentrated in area straddling Northern Corridor, Rift and Western but widespread arid land



### Households concentrated along Northern Corridor and largely active in mixed farming

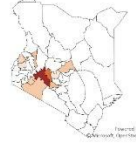
Farming household activities – 74% in livestock



Agricultural activity concentrated along Kenya's Northern Corridor and largely reflective of population densities along this economic corridor. Consequently, limited agricultural activity in Northern and eastern counties with exception of pastoralists (cattle farming). Farming tends to be mixed between livestock and crops with very little specialisation.

### Rift Valley, Western Kenya major agricultural hubs and northern Kenya arid

Agricultural hubs



Kenya agricultural activity concentrated in area straddling western part of the Northern Corridor and overlapping parts of Rift and Western region. Northern and eastern Kenya arid and semi-arid region of Kenya limiting agricultural activity.

Arid and semi arid land

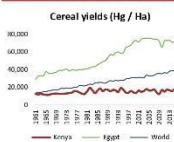


## Kenya Pillar 1 – significant potential to increase Kenya agricultural output through yield enhancement supported by farmer capacity building

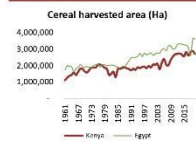


Equity Group's social engine (executed through the Equity Group Foundation) to support agricultural productivity gains and ultimately higher output through: (i) entrepreneurship training and financial literacy; and (ii) crowd-in partners to support agricultural training. Equity Group's economic engine (executed through banking, insurance and technology groups) to support with financing and insurance. Collaboration and partnerships to support with various risk mitigation tools given elevated risks in agriculture (including climate change)

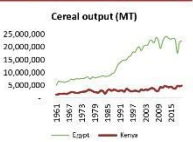
### Focus on yield enhancement



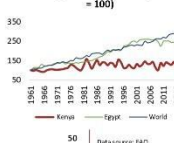
### Area harvested to be managed



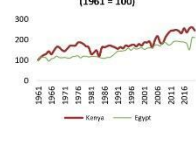
### Output to increase significantly



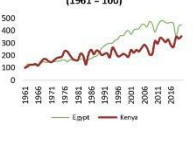
### Cereal yield improvement (1961 = 100)



### Increase in cereal harvested area (1961 = 100)



### Cereal output improvement (1961 = 100)

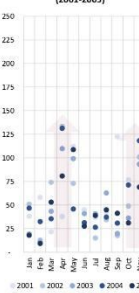


## Kenya Pillar 1 – Kenya to become an African centre of excellence in climate adaptation

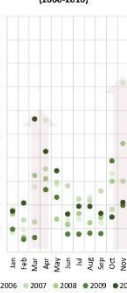


Climate change poses significant risk to agriculture in Kenya, particularly in the ASAL region. Kenyan farmers should adopt adaptation measures and Kenya should position itself as a centre of excellence in climate adaptation practices such as regenerative agriculture. Considering Equity Group's agricultural history with smallholder farmers, agriculture transformation agenda and social engine, it is positioning itself as a champion of sustainability, particularly in the agricultural sector

### Kenya - trend in precipitation (2001-2005)



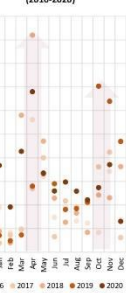
### Kenya - trend in precipitation (2006-2010)



### Kenya - trend in precipitation (2011-2015)



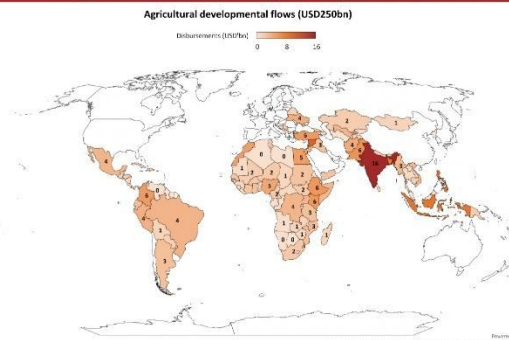
### Kenya - trend in precipitation (2016-2020)



## Kenya Pillar 1 – agricultural investment flows to catalyse transformation



### Agricultural developmental flows to support in catalyzing Africa's agricultural transformation



- Given increasingly erratic rainfall patterns, fragmented value chains and subsistence nature of Kenya's agricultural sector, developmental funding will play a key role in supporting Kenya's agricultural development
- More importantly, developmental finance / blended finance should play a catalytic role in socially and economically transforming Kenyan agriculture with the aim of commercialising smallholder farmers
- Equity Group to leverage of its differentiated business model to champion African private sector mindset to play a more developmental and catalytic role
- Equity Group a trusted implementing partner for developmental flows into the agricultural sector

## Kenya Pillar 1 – EBKL strategic focus areas



### PILLAR PROGRAMME: SUSTAINABLY COMMERCIALIZE SMALLHOLDER PRODUCERS

Kenya agricultural sector is largely populated by smallholder producers with limited capacity – need to drive entrepreneurship and productivity gains within agricultural supply chain

#### FOOD & AGRICULTURE

CEREALS

HORTICULTURE

AQUACULTURE

INPUT & MACHINERY

FIBRE PRODUCTION

DAIRY & LIVESTOCK

MEDICINAL HERBS

INITIATIVES

- Entrepreneurship capacity – conversion of subsistence and smallholder farmers into sustainable agro-businesses through financial literacy and entrepreneurship training
- Production enhancement – drive smallholder productivity gains through adoption of enhanced farming practices supported by partners in agronomical training

- Input access – input financing schemes and partnerships to drive yields to world averages
- Mechanization – asset finance schemes and partnerships to drive yields to world averages

### PILLAR PROGRAMME: ENHANCE ECOSYSTEM

Kenya's agricultural sector is fragmented and sub-scale and challenged by market structure deficiencies – need to connect, coordinate, finance and drive a more conducive operating environment

INITIATIVES

- Value chain efficiency and optimisation – crowd in investment into shared infrastructure, enhance pricing efficiencies and R&D. Work with policymakers for conducive environment
- Market access – support last mile connectivity and transparency and traceability
- Value chain linkages – aggregation of smallholder farmer / fragmented output and enhancement of take arrangements between stakeholders
- Value chain coordination and access to credit – ecosystem approach to assist coordinate flow of goods, services and value across the value chain

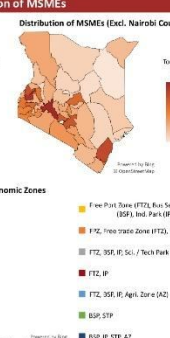
## Kenya Pillar 2 – industrial centres anchoring domestic corridors and provide concentrations of ecosystem anchors and MSMEs



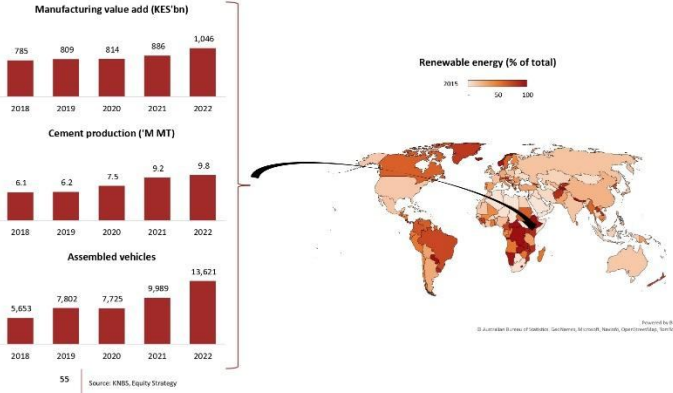
### Industrial centres provide a repository of ecosystem anchors and concentration of MSMEs



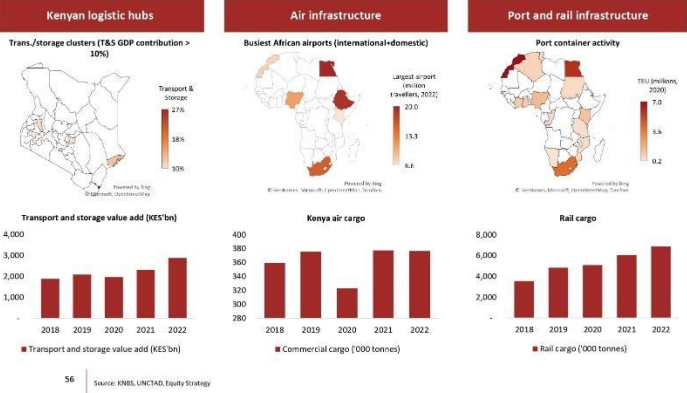
### Northern corridor – 78% GDP



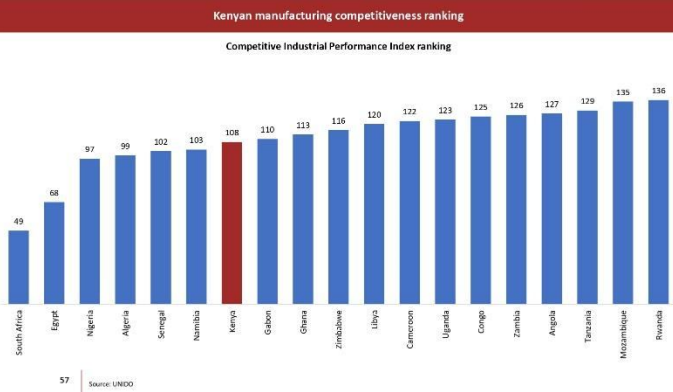
## Kenya Pillar 2 – Kenya's industrial centres powered by renewable energy should benefit from global industrial capacity that is diversifying



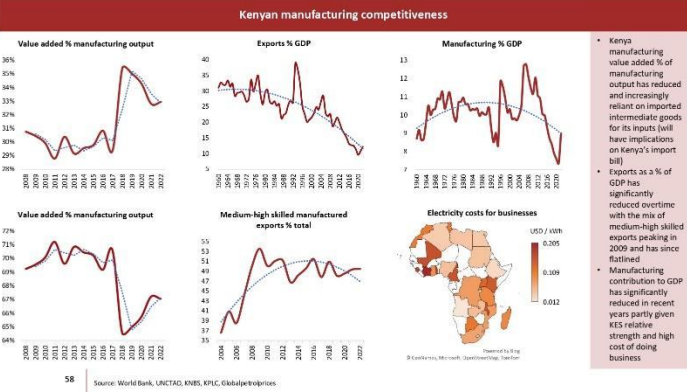
## Kenya Pillar 2 – established logistical infrastructure supporting industrial ecosystems



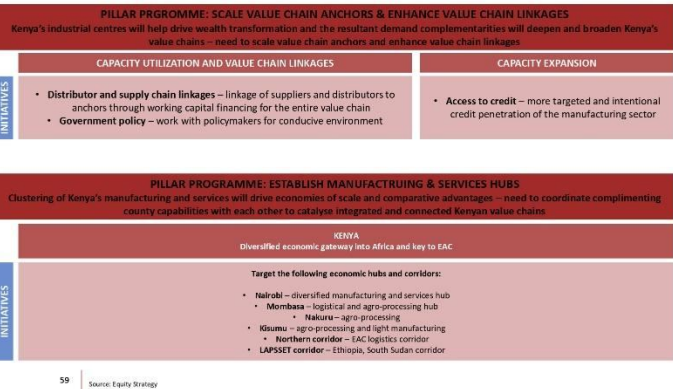
## Kenya Pillar 2 – Kenya manufacturing competitiveness



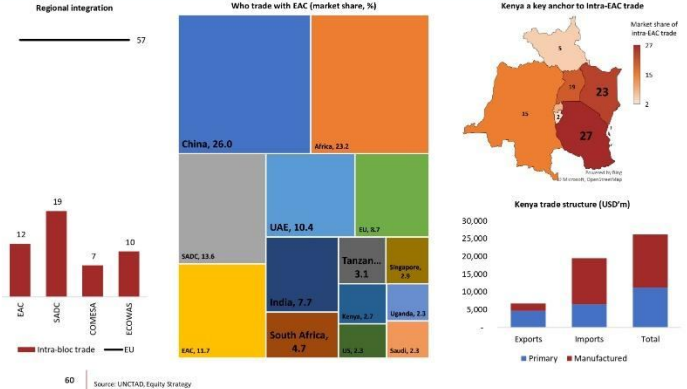
## Kenya Pillar 2 – Kenya manufacturing competitiveness needs to dramatically improve in order to maintain its hub and gateway position



## Kenya Pillar 2 – EBKL strategic focus areas



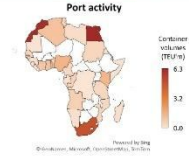
## Kenya Pillar 3: Kenya the gateway into Africa and an anchor to an expanding EAC bloc



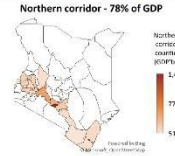
## Kenya Pillar 3 – gateway and regional hub status underpinned by domestic economic hubs and logistics servicing the region



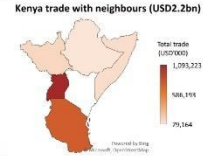
### Established and growing domestic infrastructure...



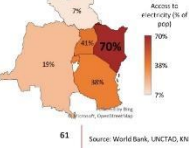
### stimulating domestic economic corridors and hubs...



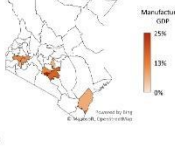
### making Kenya the gateway into east and central



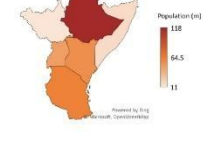
### High electricity access



### Manufacturing clusters



### Kenya + neighbours population (309m)



61 Source: World Bank, UNCTAD, KNBS, EQUITY Strategy

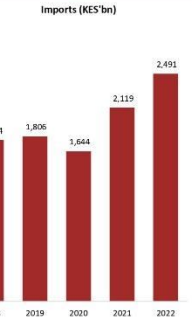
## Kenya Pillar 3 – gateway and regional hub position to provide further momentum to cross border flows



### Major USD inflows into Kenya (\$12.4bn)



### USD outflows from Kenya (\$20bn)



62 Source: KNBS, EQUITY Strategy

## Kenya Pillar 3 – EBKL strategic focus areas



### PILLAR PROGRAMME: INCREASE REGIONAL AND INTERNATIONAL LINKAGES

Kenya to further entrench itself as the gateway into Africa – need to increase Kenya's intra-continental trade within EAC and across COMESA, SADC

INITIATIVES	KENYA AS AN ANCHOR TO "ONE AFRICA"	INTRACONTINENTAL TRADE	GLOBAL VALUE CHAINS
	<ul style="list-style-type: none"> <li>Increased intra-EAC trade – member linkage through trade missions</li> <li>Regional trade policy – collaboration through EAC / EABC</li> </ul>	<ul style="list-style-type: none"> <li>Increased intra-Africa trade – member linkage through trade missions</li> <li>Continental trade policy – collaboration through AfCFTA</li> </ul>	<ul style="list-style-type: none"> <li>Connectivity to global supply chains and offtake markets – collaboration through Commonwealth, economic blocs and bilateral collaborations</li> </ul>

### PILLAR PROGRAMME: ATTRACT FOREIGN DIRECT INVESTMENT

Wealth transformation of Kenya will require significant investment, technological advances and specialised skills – need to champion foreign direct investment into Kenya's primary and manufacturing sectors

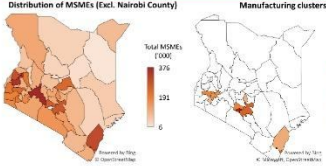
INITIATIVES	FOREIGN DIRECT INVESTMENT
	<ul style="list-style-type: none"> <li>Changing the Kenyan narrative – strong communication and global advocacy of Kenyan opportunities</li> <li>Investment ambassador – connect capital to opportunities</li> <li>Alternative supply chains – convert trade into FDI in Kenyan value chains and infrastructure</li> </ul>

63 Source: EQUITY Strategy

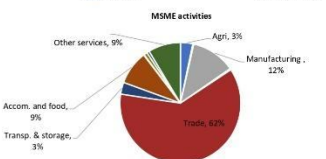
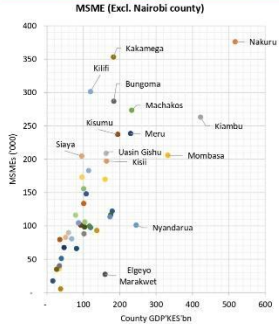
## Kenya Pillar 4 – MSMEs concentrated along northern corridor and clustered around industrial centres



### Distribution of MSMEs



### MSMEs concentrated around economic centres

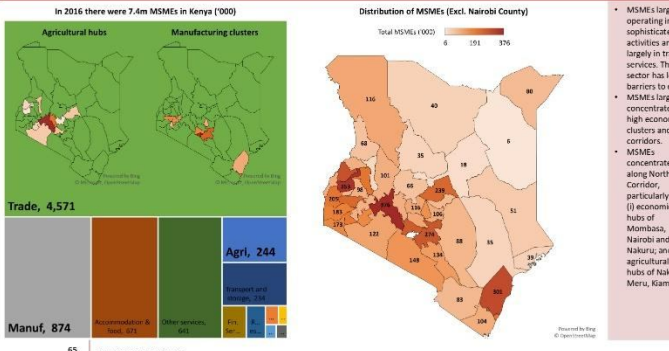


64 Source: KNBS, EQUITY Strategy

## Kenya Pillar 4 – MSMEs concentrated in agricultural hubs manufacturing clusters



### Distribution of MSMEs



65 Source: KNBS, EQUITY Strategy

## Kenya Pillar 4 – EBKL strategic focus areas



### PILLAR PROGRAMME: CAPACITY BUILDING OF PRODUCTIVE SECTOR

MSMEs and the informal sector are significant contributors to Kenya's economy – need to assist capacity building and formalization to drive productivity gains

INITIATIVES	STAKEHOLDER CAPACITY BUILDING	FIT FOR PURPOSE SKILLED LABOUR
	<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of consumption economy into productive economy through entrepreneurship training and accelerate transition of entrepreneurs towards large businesses</li> </ul>	<ul style="list-style-type: none"> <li>Job creation – alignment of labour supply</li> </ul>

### PILLAR PROGRAMME: ACCELERATE LINKAGE OF MSMEs TO FORMAL VALUE CHAINS

Kenyan MSMEs disenfranchised due to fragmented and disorganized value chains – need a holistic and ecosystem solution to connect MSMEs to formal value chains.

INITIATIVES	FINANCIAL INCLUSION
	<ul style="list-style-type: none"> <li>Ecosystem solution – Linkage to formal value chains and value chain anchors</li> <li>Access to credit – more targeted and intentional credit penetration of the MSME sector</li> </ul>

66 Source: EQUITY Strategy



## Why DRC?

DRC – global renewable energy and commodities hub and breadbasket

67

## DRC and neighbouring EGH operations



DRC geographic positioning – 9 neighbouring countries, 4 neighbouring EGH subsidiaries



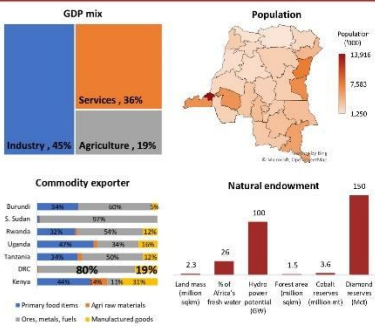
**AFRICA RECOVERY AND RESILIENCE PLAN – DRC**  
**Competitive positioning**  
**Pillar 1(a):** Food & Agriculture  
**Pillar 1(b):** Extractives  
**Pillar 2:** Manufacturing & Logistics  
**Pillar 3:** Trade & Investment  
**Pillar 4:** MSMEs  
**Pillar 5:** Social & Environmental Transformation  
**Pillar 6:** Technology-Enabled Ecosystem

68

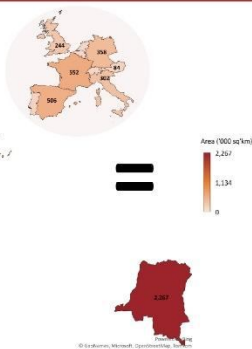
## DRC – global renewable energy and commodities hub and breadbasket



### Significant natural resource endowment and population



### DRC land size in context



69

## DRC Pillar 1(a) – DRC agricultural potential in perspective



DRC arable land = 80m hectares

Area (million hectares)

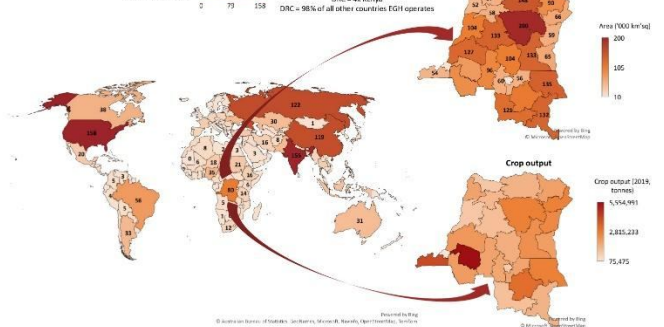
DRC = 95% Rwanda

Top 5 DRC target producers = St. Rwanda

DRC = 4x Kenya

DRC = 98% of all other countries EGH operates

DRC land area = 2.3m sq km

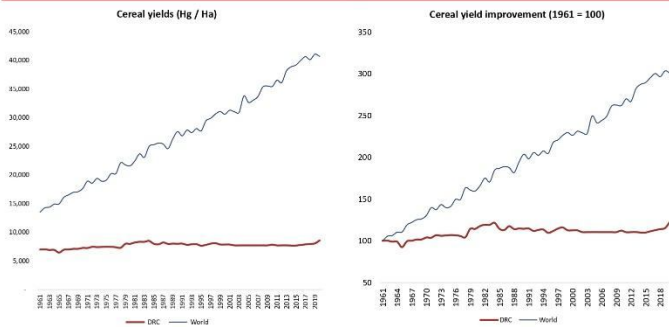


70

## DRC Pillar 1(a) – significant potential to increase agricultural output with capacity building



### DRC cereal yields

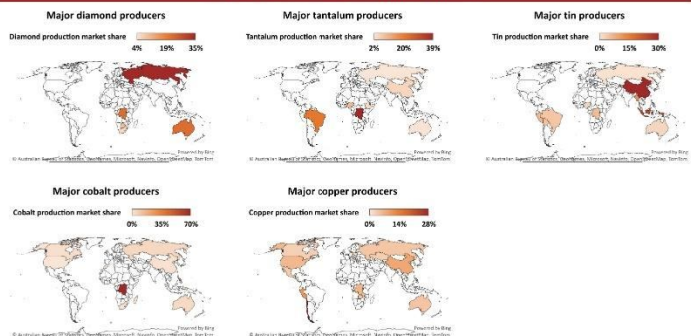


71

## DRC Pillar 1(b) – significant commodity producer in critical minerals



### DRC a global commodities producer in critical minerals

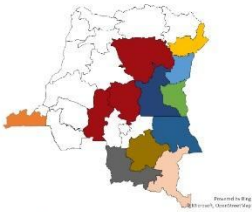


72

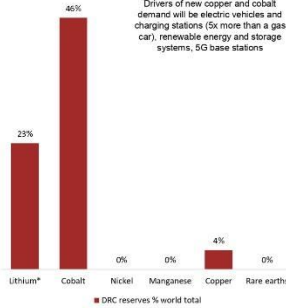
## DRC Pillar 1(b) – diverse basket of commodities



### Diverse basket of commodities



### Critical commodities in a green future



Drivers of new copper and cobalt demand will be electric vehicles and charging stations (5x more than a gas car), renewable energy and storage systems, 5G base stations

73 Source: IEA, OIA, Equity Strategy, \*Equity Strategy estimate on recent discoveries

## DRC Pillar 1 – EBCDC strategic focus areas



### PILLAR PROGRAMME: SUSTAINABLY COMMERCIALIZE SMALLHOLDER PRODUCERS

DRC primary sectors are largely populated by smallholder producers with limited capacity – need to drive entrepreneurship and productivity gains within primary supply chains

INITIATIVES	FOOD & AGRICULTURE			EXTRACTIVES
	CEREALS FIBRE PRODUCTION	HORTICULTURE DAIRY & LIVESTOCK	AQUACULTURE MEDICINAL HERBS	
<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of subsistence and smallholder farmers into sustainable agro-businesses through financial literacy and entrepreneurship training</li> <li>Production enhancement – drive smallholder productivity gains through adoption of enhanced farming practices</li> </ul>	<ul style="list-style-type: none"> <li>Input access – input financing schemes and partnerships to drive yields to world averages</li> <li>Mechanization – asset finance schemes and partnerships to drive yields to world averages</li> </ul>	<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of artisanal miners into formal businesses through financial literacy and entrepreneurship training</li> </ul>		

### PILLAR PROGRAMME: ENHANCE ECOSYSTEM

DRC primary sectors are fragmented and sub-scale and challenged by market structure inefficiencies – need to connect, coordinate, finance and drive a more conducive operating environment

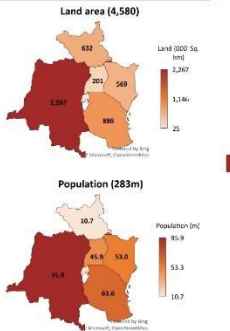
INITIATIVES
<ul style="list-style-type: none"> <li>Value chain efficiency and optimisation – crowd in investment into shared infrastructure, enhance pricing efficiencies and R&amp;D. Work with policymakers for conducive environment</li> <li>Market access – support last mile connectivity and transparency and traceability</li> <li>Value chain linkages – aggregation of smallholder farmer / fragmented output and enhancement off take arrangements between stakeholders</li> <li>Value chain coordination and access to credit – well-structured financial services to assist coordinate flow of goods, services and value across the value chain. This will not only drive productivity gains but also help reduce financial diversion in the value chain</li> </ul>

74 Source: Equity Strategy

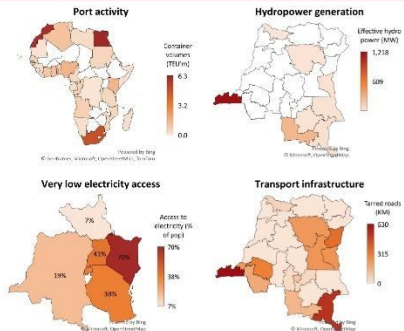
## DRC Pillar 2 – weak infrastructure will challenge manufacturing and logistics over the medium- to long-term



### Large land area and population...



### but significant infrastructure gaps



75 Source: World Bank, UNCTAD, Equity Strategy

## DRC Pillar 2 – EBCDC strategic focus areas



### PILLAR PROGRAMME: SCALE VALUE CHAIN ANCHORS & ENHANCE VALUE CHAIN LINKAGES

Value addition of DRC's resources will drive wealth transformation and the resultant demand complementarities will deepen and broaden DRC value chains – need to scale value chain anchors and enhance value chain linkages

INITIATIVES	CAPACITY UTILIZATION AND VALUE CHAIN LINKAGES	CAPACITY EXPANSION
	<ul style="list-style-type: none"> <li>Distributor and supply chain linkages – linkage of suppliers and distributors to anchors through working capital financing for the entire value chain</li> <li>Government policy – work with policymakers for conducive environment</li> </ul>	<ul style="list-style-type: none"> <li>Access to credit – more targeted and intentional credit penetration of the manufacturing sector</li> </ul>

### PILLAR PROGRAMME: ESTABLISH MANUFACTURING & SERVICES HUBS

Clustering of DRC's manufacturing and services will drive regional economies of scale and comparative advantages – need to coordinate complementary country capabilities with each other to catalyse an integrated and connected Africa

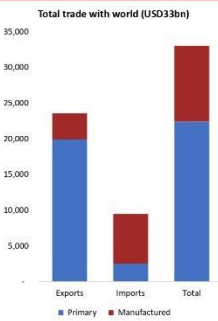
INITIATIVES
<ul style="list-style-type: none"> <li>Katanga – renewable energy hub (copper value addition, battery component manufacturing)</li> <li>Katanga – emerging breadbasket</li> </ul>

76 Source: Equity Strategy

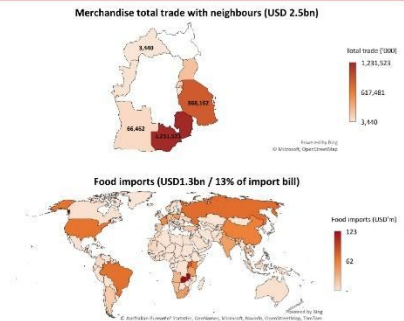
## DRC Pillar 3 – major commodity exporter



### Commodity exporter



### Potential to increase trade with neighbours, particularly for food items



77 Source: UNCTAD, Equity Strategy

## DRC Pillar 3 – EBCDC strategic focus areas



### PILLAR PROGRAMME: INCREASE REGIONAL AND INTERNATIONAL LINKAGES

African countries have significant potential to complement each other, and regional trade will underpin a coordinated and integrated Africa – need to increase intra-continental trade

INITIATIVES	EAC AS THE ANCHOR TO "ONE AFRICA"	INTRA-CONTINENTAL TRADE	GLOBAL VALUE CHAINS
	<ul style="list-style-type: none"> <li>Increased intra-EAC trade – member linkage through trade missions</li> <li>Regional trade policy – collaboration through EAC / EABC</li> </ul>	<ul style="list-style-type: none"> <li>Increased intra-Africa trade – member linkage through trade missions</li> <li>Continental trade policy – collaboration through AfCFTA</li> </ul>	<ul style="list-style-type: none"> <li>Connectivity to global supply chains and offtake markets – collaboration through Commonwealth, economic blocs and bilateral collaborations</li> </ul>

### PILLAR PROGRAMME: ATTRACT FOREIGN DIRECT INVESTMENT

Wealth transformation of DRC will require significant investment, technological advances and specialised skills – need to champion foreign direct investment into African primary sectors and manufacturing

INITIATIVES
<ul style="list-style-type: none"> <li>Foreign Direct Investment</li> <li>Changing the African narrative – strong communication and global advocacy of African opportunities</li> <li>Investment ambassador – connect capital to opportunities</li> <li>Alternative supply chains – convert trade into FDI in African value chains and infrastructure</li> </ul>

78 Source: Equity Strategy

## DRC Pillar 4 – EBCDC strategic focus areas



### PILLAR PROGRAMME: CAPACITY BUILDING OF PRODUCTIVE SECTOR

MSMEs and the informal sector are significant contributors to African economies – need to assist capacity building and formalization to drive productivity gains

#### STAKEHOLDER CAPACITY BUILDING

#### FIT FOR PURPOSE SKILLED LABOUR

INITIATIVES

- **Entrepreneurship capacity** – conversion of consumption economy into productive economy through entrepreneurship training and accelerate transition of entrepreneurs towards large businesses

- **Job creation** – alignment of labour supply

### PILLAR PROGRAMME: ACCELERATE LINKAGE OF MSMEs TO FORMAL VALUE CHAINS

DRC MSMEs disenfranchised due to fragmented and disorganized value chains – need a holistic and ecosystem solutioning to connect MSMEs to formal value chains.

#### FINANCIAL INCLUSION

INITIATIVES

- **Ecosystem solutioning** – Linkage to formal value chains and value chain anchors
- **Access to credit** – more targeted and intentional credit penetration of the MSME sector

## Tanzania and neighbouring EGH operations



Tanzania geographic positioning – 8 neighbouring countries, 4 neighbouring EGH subsidiaries



### AFRICA RECOVERY AND RESILIENCE PLAN – Tanzania

Competitive positioning

- Pillar 1(a): Food & Agriculture
- Pillar 1(b): Extractives
- Pillar 2: Manufacturing & Logistics
- Pillar 3: Trade & Investment
- Pillar 4: MSMEs
- Pillar 5: Social & Environmental Transformation
- Pillar 6: Technology-Enabled Ecosystem

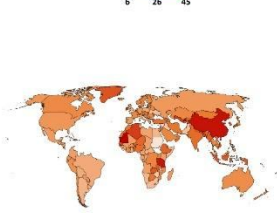
## Tanzania – infrastructure / public sector led growth phase to accelerate



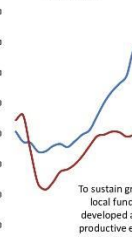
Tanzania fixed asset formation remains amongst the highest in the world

### Gross fixed capital formation (% GDP)

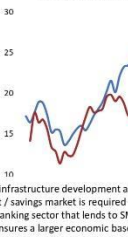
4 year average: 6, 26, 45



### Debt to GDP



### Expenditure to GDP



To sustain growth and infrastructure development a deep local funding market / savings market is required – a developed and large banking sector that lends to SMEs / productive economy ensures a larger economic base that generates taxes and savings

## Tanzania – natural resource hub and gateway into east and southern Africa



### Agricultural economy

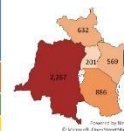
#### Tanzania GDP mix



#### Mainland GDP

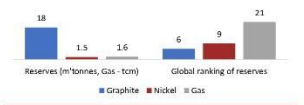


#### Land area



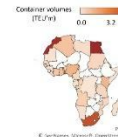
### Resource base

#### Reserves

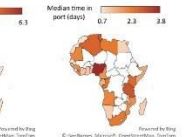


#### Gateway infrastructure

#### Port activity



#### Port efficiency



## Tanzania Pillar 1 – natural endowment



### Agricultural activity

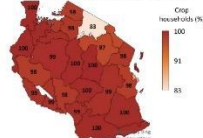
#### Land under crop (%)



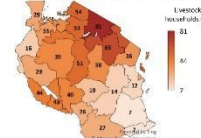
#### Agri households



#### Agri households undertaking crop farming

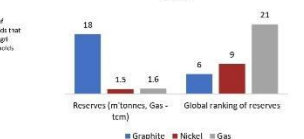


#### Agri households undertaking livestock farming



### Mining and gas

#### Reserves



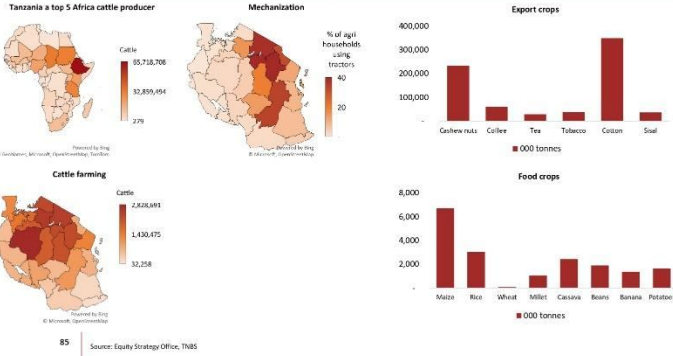
#### Mining activity



## Tanzania Pillar 1 – natural endowment



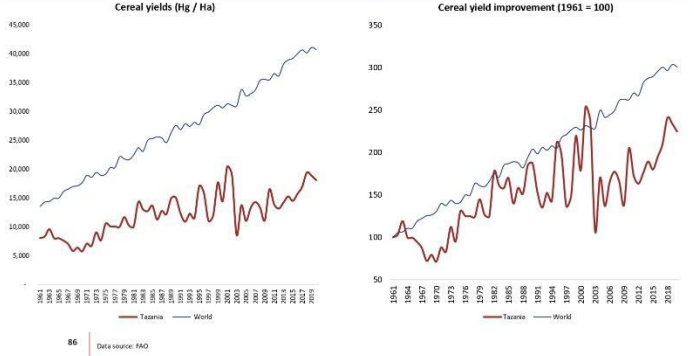
### Agricultural activity



## Tanzania Pillar 1 – significant potential to increase agricultural output with capacity building



### Tanzania cereal yields



## Tanzania Pillar 1 – EBT strategic focus areas



### PILLAR PROGRAMME: SUSTAINABLY COMMERCIALIZE SMALLHOLDER PRODUCERS

Tanzania primary sectors are largely populated by smallholder producers with limited capacity – need to drive entrepreneurship and productivity gains within primary supply chains

INITIATIVES	FOOD & AGRICULTURE				EXTRACTIVES
	CEREALES	HORTICULTURE	AQUACULTURE	INPUT & MACHINERY	ARTISANAL MINING
	FIBRE PRODUCTION	DAIRY & LIVESTOCK	MEDICINAL HERBS		
<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of subsistence and smallholder farmers into sustainable agro-businesses through financial literacy and entrepreneurship training</li> <li>Production enhancement – drive smallholder productivity gains through adoption of enhanced farming practices</li> </ul>			<ul style="list-style-type: none"> <li>Input access – input financing schemes and partnerships to drive yields to world averages</li> <li>Mechanization – asset finance schemes and partnerships to drive yields to world averages</li> </ul>	<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of artisanal miners into formal businesses through financial literacy and entrepreneurship training</li> </ul>	

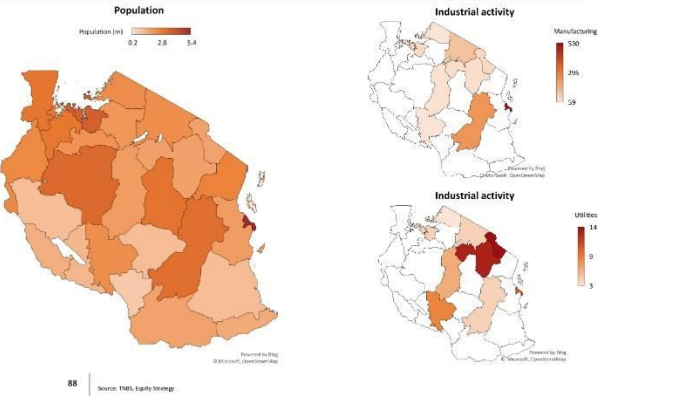
### PILLAR PROGRAMME: ENHANCE ECOSYSTEM

Tanzanian primary sectors are fragmented and sub-scale and challenged by market structure deficiencies – need to connect, coordinate, finance and drive a more conducive operating environment

- Value chain efficiency and optimisation – crowd in investment into shared infrastructure, enhance pricing efficiencies and R&D. Work with policymakers for conducive environment
  - Market access – support last mile connectivity and transparency and traceability
- Value chain linkages – aggregation of smallholder farmer / fragmented output and enhancement off take arrangements between stakeholders
- Value chain coordination and access to credit – well-structured financial services to assist coordinate flow of goods, services and value across the value chain. This will not only drive productivity gains but also help reduce financial diversion in the value chain

87 | Source: Equity Strategy

## Tanzania Pillar 2 – manufacturing and logistics



## Tanzania Pillar 2 – EBT strategic focus areas



### PILLAR PROGRAMME: SCALE VALUE CHAIN ANCHORS & ENHANCE VALUE CHAIN LINKAGES

Value addition of Tanzania's resources will drive wealth transformation and the resultant demand complementarities will deepen and broaden African value chains – need to scale value chain anchors and enhance value chain linkages

INITIATIVES	CAPACITY UTILIZATION AND VALUE CHAIN LINKAGES	CAPACITY EXPANSION
	<ul style="list-style-type: none"> <li>Distributor and supply chain linkages – linkage of suppliers and distributors to anchors through working capital financing for the entire value chain</li> <li>Government policy – work with policymakers for conducive environment</li> </ul>	<ul style="list-style-type: none"> <li>Access to credit – more targeted and intentional credit penetration of the manufacturing sector</li> </ul>

### PILLAR PROGRAMME: ESTABLISH MANUFACTURING & SERVICES HUBS

Clustering of Tanzania's manufacturing and services will drive regional economies of scale and comparative advantages – need to coordinate complementing country capabilities with each other to catalyse an integrated and connected Africa

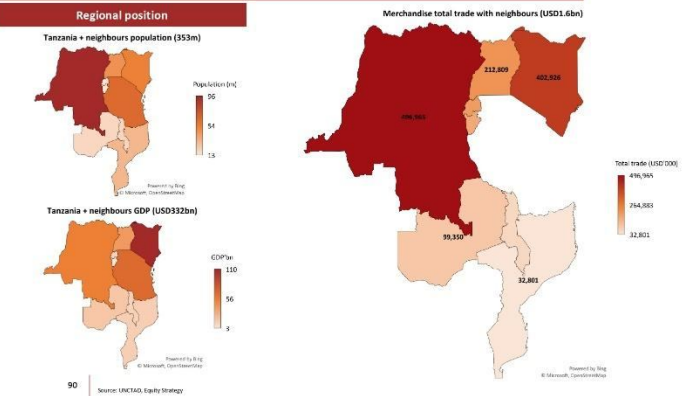
#### TANZANIA

Breadbasket and manufacturing gateway into east and southern Africa

- Dar es Salaam – diversified manufacturing hub
  - Tanga corridor – energy corridor
  - Central corridor – EAC corridor
- Southern corridor – agricultural belt and SADC corridor
  - Mtwara corridor – SADC corridor
  - Great Lakes region – waterway gateway

89 | Source: Equity Strategy

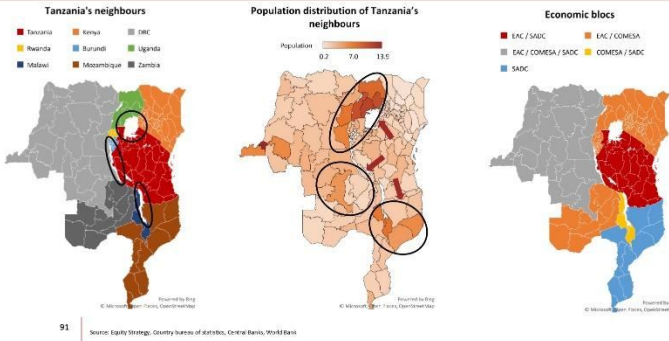
## Tanzania Pillar 3: significant regional economic hub potential



## Tanzania Pillar 3: significant potential to become the gateway to EAC and SADC



Tanzania is the only country that has access to all 3 African Great Lakes (7,400 cubic meters of water / 25% of the world's unfrozen surface water). This region has one of the highest population densities. At the same time Tanzania is a member of EAC and SADC with sea access and increasingly infrastructure connectivity with landlocked central Africa



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## Tanzania Pillar 3 – EBT strategic focus areas



**PILLAR PROGRAMME: INCREASE REGIONAL AND INTERNATIONAL LINKAGES**  
African countries have significant potential to complement each other, and regional trade will underpin a coordinated and integrated Africa – need to increase intra-continental trade

INITIATIVES	EAC AS THE ANCHOR TO "ONE AFRICA"	INTRA-CONTINENTAL TRADE	GLOBAL VALUE CHAINS
	<ul style="list-style-type: none"> <li>Increased intra-EAC trade – member linkage through trade missions</li> <li>Regional trade policy – collaboration through EAC / EABC</li> </ul>	<ul style="list-style-type: none"> <li>Increased intra-Africa trade – member linkage through trade missions</li> <li>Continental trade policy – collaboration through AfCFTA</li> </ul>	<ul style="list-style-type: none"> <li>Connectivity to global supply chains and offtake markets – collaboration through Commonwealth, economic blocs and bilateral collaborations</li> </ul>

**PILLAR PROGRAMME: ATTRACT FOREIGN DIRECT INVESTMENT**  
Wealth transformation of Tanzania will require significant investment, technological advances and specialised skills – need to champion foreign direct investment into African primary sectors and manufacturing.

INITIATIVES	FOREIGN DIRECT INVESTMENT
	<ul style="list-style-type: none"> <li>Changing the African narrative – strong communication and global advocacy of African opportunities</li> <li>Investment ambassador – connect capital to opportunities</li> <li>Alternative supply chains – convert trade into FDI in African value chains and infrastructure</li> </ul>

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## Tanzania Pillar 4 – EBT strategic focus areas



**PILLAR PROGRAMME: CAPACITY BUILDING OF PRODUCTIVE SECTOR**  
MSMEs and the informal sector are significant contributors to African economies – need to assist capacity building and formalization to drive productivity gains

INITIATIVES	STAKEHOLDER CAPACITY BUILDING	FIT FOR PURPOSE SKILLED LABOUR
	<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of consumption economy into productive economy through entrepreneurship training and accelerate transition of entrepreneurs towards large businesses</li> </ul>	<ul style="list-style-type: none"> <li>Job creation – alignment of labour supply</li> </ul>

**PILLAR PROGRAMME: ACCELERATE LINKAGE OF MSMEs TO FORMAL VALUE CHAINS**  
Tanzanian MSMEs disenfranchised due to fragmented and disorganized value chains – need a holistic and ecosystem solution to connect MSMEs to formal value chains.

INITIATIVES	FINANCIAL INCLUSION
	<ul style="list-style-type: none"> <li>Ecosystem solutioning – Linkage to formal value chains and value chain anchors</li> <li>Access to credit – more targeted and intentional credit penetration of the MSME sector</li> </ul>

93

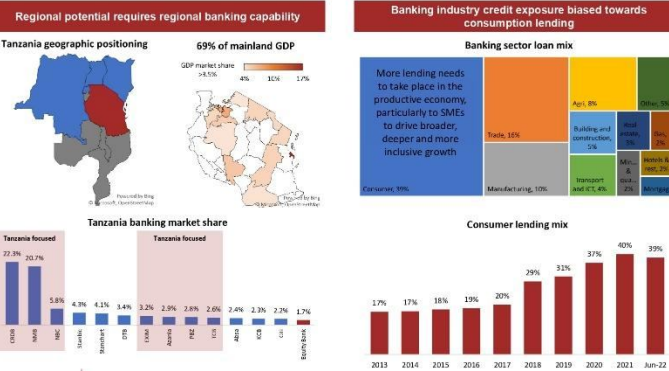
## Equity Group competitive positioning – economic transformation can be accelerated through more fit-for-purpose and intentional banking industry



Opportunity size		Tanzania banking industry capacity currently low			
GDP (USD/bn)	Population (m)	Banking capital (USD/bn)	Bank capital to GDP (%)	GDP per capita (USD)	Depth of credit information
Ethiopia 111	Ethiopia 120	Ethiopia 4.0	Ethiopia 3.4	Ethiopia 925	Ethiopia -
Rwanda 51	Rwanda 14	Rwanda 0.7	Rwanda 5.5	Rwanda 807	Rwanda 8
Uganda 41	Uganda 46	Uganda 2.0	Uganda 4.0	Uganda 881	Uganda 7
Tanzania 76	Tanzania 64	Tanzania 2.8	Tanzania 3.7	Tanzania 1,099	Tanzania 8
DRC 55	DRC 96	DRC 1.3	DRC 2.3	DRC 577	DRC -
Kenya 110	Kenya 51	Kenya 7.5	Kenya 6.9	Kenya 2,082	Kenya 8

94

## Equity Group competitive positioning – sector dominated by 3 Tanzania focused banks who in turn are focused on consumer and corporate



95



## Why Uganda?

Uganda – breadbasket and agro-processor for central Africa

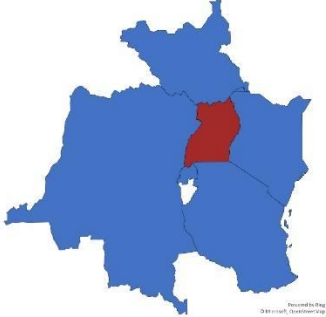
96



## Uganda and neighbouring EGH operations



Uganda geographic positioning – 5 neighbouring countries, 5 neighbouring EGH subsidiaries



### AFRICA RECOVERY AND RESILIENCE PLAN – Uganda

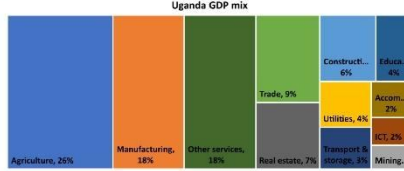
- Competitive positioning**  
**Pillar 1(a): Food & Agriculture**  
**Pillar 1(b): Extractives**  
**Pillar 2: Manufacturing & Logistics**  
**Pillar 3: Trade & Investment**  
**Pillar 4: MSMEs**  
**Pillar 5: Social & Environmental Transformation**  
**Pillar 6: Technology-Enabled Ecosystem**

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## Uganda – breadbasket and agro-processor for central Africa



### Agricultural economy

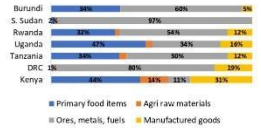


### Uganda trade

Merchandise trade with neighbours (\$2.6bn)  
 2021 trade (\$100k): 98,473 (Export), 1,344,374 (Import)



### Uganda exports concentrated in primary exports

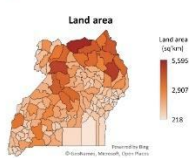


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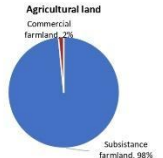
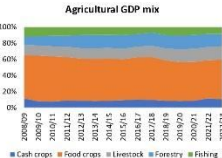
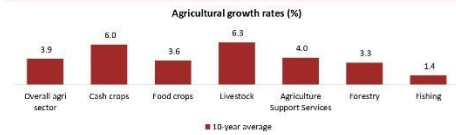
## Uganda Pillar 1 – agriculture



### Population and land area



### Agricultural activity

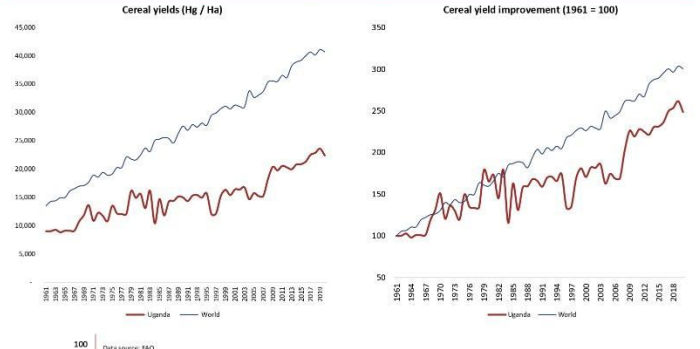


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## Uganda Pillar 1 – significant potential to increase agricultural output with capacity building



### Uganda cereal yields



100

## Uganda Pillar 1 – EBUL strategic focus areas



### PILLAR PROGRAMME: SUSTAINABLY COMMERCIALIZE SMALLHOLDER PRODUCERS

Ugandan primary sectors are largely populated by smallholder producers with limited capacity – need to drive entrepreneurship and productivity gains within primary supply chains

INITIATIVES	FOOD & AGRICULTURE			INPUT & MACHINERY	EXTRACTIVES
	CEREALS	HORTICULTURE	AQUACULTURE		ARTISANAL MINING
	FIBRE PRODUCTION	DAIRY & LIVESTOCK	MEDICINAL HERBS		
<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of subsistence and smallholder farmers into sustainable agro-businesses through financial literacy and entrepreneurship training</li> <li>Production enhancement – drive smallholder productivity gains through adoption of enhanced farming practices</li> </ul>	<ul style="list-style-type: none"> <li>Input access – input financing schemes and partnerships to drive yields to world averages</li> <li>Mechanization – asset finance schemes and partnerships to drive yields to world averages</li> </ul>			<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of artisanal miners into formal businesses through financial literacy and entrepreneurship training</li> </ul>	

### PILLAR PROGRAMME: ENHANCE ECOSYSTEM

Ugandan primary sectors are fragmented and sub-scale and challenged by market structure deficiencies – need to connect, coordinate, finance and drive a more conducive operating environment

- Value chain efficiency and optimisation – crowd in investment into shared infrastructure, enhance pricing efficiencies and R&D. Work with policymakers for conducive environment
- Market access – support last mile connectivity and transparency and traceability
- Value chain linkages – aggregation of smallholder farmer / fragmented output and enhancement off take arrangements between stakeholders
- Value chain coordination and access to credit – well-structured financial services to assist coordinate flow of goods, services and value across the value chain. This will not only drive productivity gains but also help reduce financial diversion in the value chain

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Source: Equity Strategy

## Uganda Pillar 2 – EBUL strategic focus areas



### PILLAR PROGRAMME: SCALE VALUE CHAIN ANCHORS & ENHANCE VALUE CHAIN LINKAGES

Value addition of Uganda's resources will drive wealth transformation and the resultant demand complementarities will deepen and broaden African value chains – need to scale value chain anchors and enhance value chain linkages

INITIATIVES	CAPACITY UTILIZATION AND VALUE CHAIN LINKAGES	CAPACITY EXPANSION
	<ul style="list-style-type: none"> <li>Distributor and supply chain linkages – linkage of suppliers and distributors to anchors through working capital financing for the entire value chain</li> <li>Government policy – work with policymakers for conducive environment</li> </ul>	<ul style="list-style-type: none"> <li>Access to credit – more targeted and intentional credit penetration of the manufacturing sector</li> </ul>

### PILLAR PROGRAMME: ESTABLISH MANUFACTURING & SERVICES HUBS

Clustering of Uganda's manufacturing and services will drive regional economies of scale and comparative advantages – need to coordinate complementing country capabilities with each other to catalyse an integrated and connected Africa

INITIATIVES	UGANDA Breadbasket and agro processor for central Africa
	<ul style="list-style-type: none"> <li>Oil ecosystem – catalyse development of other sectors</li> <li>Kampala – Agro-processing</li> </ul>

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Source: Equity Strategy

## Uganda Pillar 3 – EBUL strategic focus areas



### PILLAR PROGRAMME: INCREASE REGIONAL AND INTERNATIONAL LINKAGES

African countries have significant potential to complement each other, and regional trade will underpin a coordinated and integrated Africa – need to increase intra-continental trade

INITIATIVES	EACAS THE ANCHOR TO "ONE AFRICA"	INTRACONTINENTAL TRADE	GLOBAL VALUE CHAINS
	<ul style="list-style-type: none"> <li>Increased intra-EAC trade – member linkage through trade missions</li> <li>Regional trade policy – collaboration through EAC / EABC</li> </ul>	<ul style="list-style-type: none"> <li>Increased intra-Africa trade – member linkage through trade missions</li> <li>Continental trade policy – collaboration through AfCFTA</li> </ul>	<ul style="list-style-type: none"> <li>Connectivity to global supply chains and offtake markets – collaboration through Commonwealth, economic blocs and bilateral collaborations</li> </ul>

### PILLAR PROGRAMME: ATTRACT FOREIGN DIRECT INVESTMENT

Wealth transformation of Uganda will require significant investment, technological advances and specialised skills – need to champion foreign direct investment into African primary sectors and manufacturing.

#### FOREIGN DIRECT INVESTMENT

INITIATIVES
<ul style="list-style-type: none"> <li>Changing the African narrative – strong communication and global advocacy of African opportunities</li> <li>Investment ambassador – connect capital to opportunities</li> <li>Alternative supply chains – convert trade into FDI in African value chains and infrastructure</li> </ul>

## Uganda Pillar 4 – EBUL strategic focus areas



### PILLAR PROGRAMME: CAPACITY BUILDING OF PRODUCTIVE SECTOR

MSMEs and the informal sector are significant contributors to African economies – need to assist capacity building and formalization to drive productivity gains

INITIATIVES	STAKEHOLDER CAPACITY BUILDING	FIT FOR PURPOSE SKILLED LABOUR
	<ul style="list-style-type: none"> <li>Entrepreneurship capacity – conversion of consumption economy into productive economy through entrepreneurship training and accelerate transition of entrepreneurs towards large businesses</li> </ul>	<ul style="list-style-type: none"> <li>Job creation – alignment of labour supply</li> </ul>

### PILLAR PROGRAMME: ACCELERATE LINKAGE OF MSMEs TO FORMAL VALUE CHAINS

Uganda MSMEs disenfranchised due to fragmented and disorganized value chains – need a holistic and ecosystem solutioning to connect MSMEs to formal value chains.

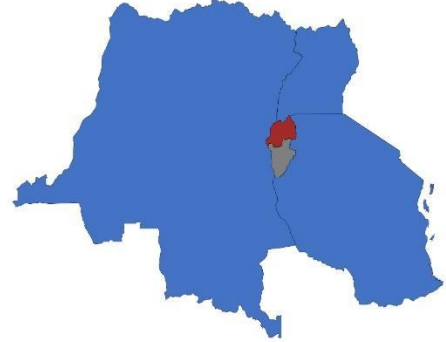
#### FINANCIAL INCLUSION

INITIATIVES
<ul style="list-style-type: none"> <li>Ecosystem solutioning – Linkage to formal value chains and value chain anchors</li> <li>Access to credit – more targeted and intentional credit penetration of the MSME sector</li> </ul>

## Rwanda and neighbouring EGH operations



Rwanda geographic positioning – 4 neighbouring countries, 3 neighbouring Equity Group subsidiaries



## Why Rwanda?

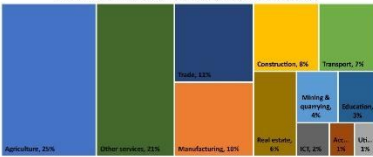
Rwanda – central Africa economic hub

## Rwanda economic structure – central Africa economic hub underpinned by agriculture and services

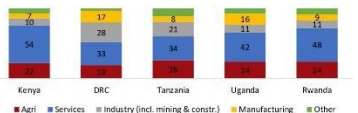


### Agricultural and services economy with growing manufacturing capabilities

Rwanda GDP mix biased towards agriculture and services

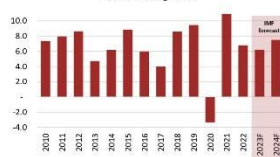


#### Regional GDP mix



### Rwanda amongst the top 10 fastest growing countries in the world\*

Rwanda GDP growth



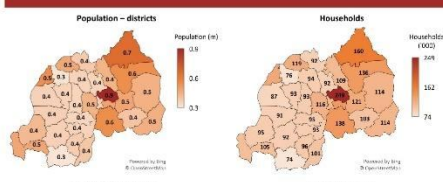
#### Drivers of growth

Targeted Foreign Direct Investment	Tourism & MICE**
Exports	Manufacturing

## Rwanda snapshot – population largely spread across the country given high rural and agricultural households



### Population and household concentrations



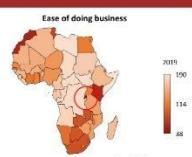
#### Rural population - 72%



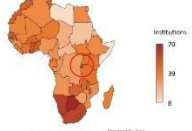
#### Agri households



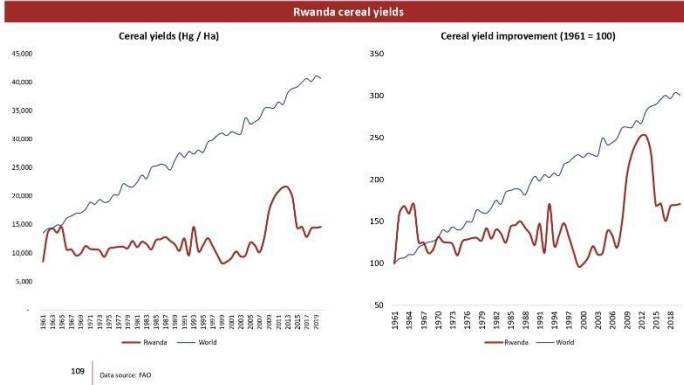
### Conducive operating environment



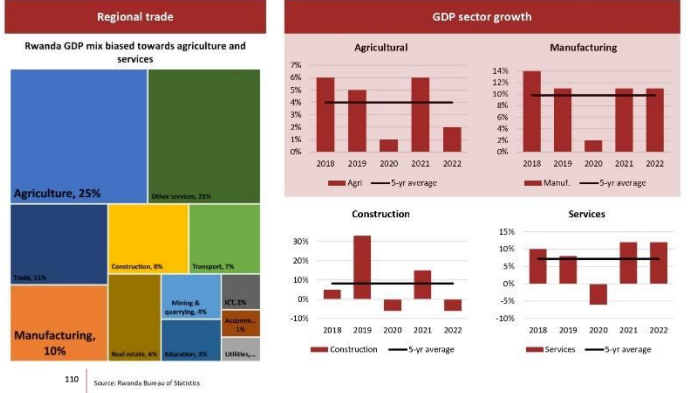
#### Productive capacities - institutions



## Rwanda Pillar 1 – significant potential to increase agricultural output with capacity building



## Rwanda Pillar 1 & 2: Agriculture and manufacturing sectors most stable, whilst manufacturing highest growth



## Rwanda Pillar 1 – EBRL strategic focus areas



### PILLAR PROGRAMME: SUSTAINABLY COMMERCIALIZE SMALLHOLDER PRODUCERS

Rwanda agricultural sector is largely populated by smallholder producers with limited capacity – need to drive entrepreneurship and productivity gains within agricultural supply chain

FOOD & AGRICULTURE			
CEREALS	HORTICULTURE	AQUACULTURE	INPUT & MACHINERY
FIBRE PRODUCTION	DAIRY & LIVESTOCK	MEDICINAL HERBS	

**INITIATIVES**

- Entrepreneurship capacity – conversion of subsistence and smallholder farmers into sustainable agro-businesses through financial literacy and entrepreneurship training
- Production enhancement – drive smallholder productivity gains through adoption of enhanced farming practices supported by partners in agronomical training
- Input access – input financing schemes and partnerships to drive yields to world averages
- Mechanization – asset finance schemes and partnerships to drive yields to world averages

### PILLAR PROGRAMME: ENHANCE ECOSYSTEM

Rwanda's agricultural sector is fragmented and sub-scale and challenged by market structure deficiencies – need to connect, coordinate, finance and drive a more conducive operating environment

**INITIATIVES**

- Value chain efficiency and optimisation – crowd in investment into shared infrastructure, enhance pricing efficiencies and R&D. Work with policymakers for conducive environment
- Market access – support last mile connectivity and transparency and traceability
- Value chain linkages – aggregation of smallholder farmer / fragmented output and enhancement of take arrangements between stakeholders
- Value chain coordination and access to credit – ecosystem approach to assist coordinate flow of goods, services and value across the value chain

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## Rwanda Pillar 2 – EBRL strategic focus areas



### PILLAR PROGRAMME: SCALE VALUE CHAIN ANCHORS & ENHANCE VALUE CHAIN LINKAGES

Value addition of Rwanda's resources will drive wealth transformation and the resultant demand complementarities will deepen and broaden African value chains – need to scale value chain anchors and enhance value chain linkages

CAPACITY UTILIZATION AND VALUE CHAIN LINKAGES	CAPACITY EXPANSION
<ul style="list-style-type: none"> <li>Distributor and supply chain linkages – linkage of suppliers and distributors to anchors through working capital financing for the entire value chain</li> <li>Government policy – work with policymakers for conducive environment</li> </ul>	<ul style="list-style-type: none"> <li>Access to credit – more targeted and intentional credit penetration of the manufacturing sector</li> </ul>

### PILLAR PROGRAMME: ESTABLISH MANUFACTURING & SERVICES HUBS

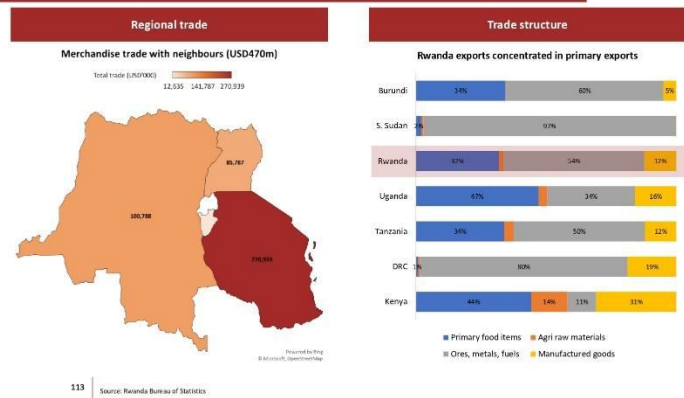
Clustering of Rwanda's manufacturing and services will drive regional economies of scale and comparative advantages – need to coordinate complementing country capabilities with each other to catalyse an integrated and connected Africa

**INITIATIVES**

- MICE – services and catering hub
- Kigali – manufacturing and diversified services hub

112 | Source: Equity Strategy

## Rwanda Pillar 3: Regional trade



## Rwanda Pillar 3 – EBRL strategic focus areas



### PILLAR PROGRAMME: INCREASE REGIONAL AND INTERNATIONAL LINKAGES

African countries have significant potential to complement each other, and regional trade will underpin a coordinated and integrated Africa – need to increase intra-continental trade

EAC AS THE ANCHOR TO "ONE AFRICA"	INTRACONTINENTAL TRADE	GLOBAL VALUE CHAINS
<ul style="list-style-type: none"> <li>Increased intra-EAC trade – member linkage through trade missions</li> <li>Regional trade policy – collaboration through EAC / EABC</li> </ul>	<ul style="list-style-type: none"> <li>Increased intra-Africa trade – member linkage through trade missions</li> <li>Continental trade policy – collaboration through AfCFTA</li> </ul>	<ul style="list-style-type: none"> <li>Connectivity to global supply chains and off-take markets – collaboration through Commonwealth, economic blocs and bilateral collaborations</li> </ul>

### PILLAR PROGRAMME: ATTRACT FOREIGN DIRECT INVESTMENT

Wealth transformation of Rwanda will require significant investment, technological advances and specialised skills – need to champion foreign direct investment into African primary sectors and manufacturing

**INITIATIVES**

- Changing the African narrative – strong communication and global advocacy of African opportunities
- Investment ambassador – connect capital to opportunities
- Alternative supply chains – convert trade into FDI in African value chains and infrastructure

114 | Source: Equity Strategy

### Rwanda Pillar 4: Formal businesses concentrated in Kigali / trade, whilst informal businesses concentrated in south-west / trade / accommodation

**Formal businesses - 2018**

Region	Number of businesses
Kigali	1,827
North	1,487
West	1,415
South	1,245
East	1,027

**Informal businesses - 2018**

Region	Number of businesses
South	18,261
West	13,471
East	23,969
North	18,210
Kigali	23,322

### Rwanda Pillar 4 – EBRL strategic focus areas

**PILLAR PROGRAMME: CAPACITY BUILDING OF PRODUCTIVE SECTOR**  
Rwanda's MSMEs and the informal sector are significant contributors to Rwanda's economy – need to assist capacity building and formalization to drive productivity gains

STAKEHOLDER CAPACITY BUILDING	FIT FOR PURPOSE SKILLED LABOUR
<ul style="list-style-type: none"> <li>• Entrepreneurship capacity – conversion of consumption economy into productive economy through entrepreneurship training and accelerate transition of entrepreneurs towards large businesses</li> </ul>	<ul style="list-style-type: none"> <li>• Job creation – alignment of labour supply</li> </ul>

**PILLAR PROGRAMME: ACCELERATE LINKAGE OF MSMEs TO FORMAL VALUE CHAINS**  
Rwandan MSMEs disenfranchised due to fragmented and disorganized value chains – need a holistic and ecosystem solutioning to connect MSMEs to formal value chains.

FINANCIAL INCLUSION
<ul style="list-style-type: none"> <li>• Ecosystem solutioning – Linkage to formal value chains and value chain anchors</li> <li>• Access to credit – more targeted and intentional credit penetration of the MSME sector</li> </ul>

## Meeting with Kenya Pharmacy and Poison Board



Mr. Vivek Seigell, Sr. VP Corporate Affairs, Apeejay Stya & Svrans Group, attended the launch of the Africa Health Business (AHB) Impact Report on 23<sup>rd</sup> July 2024 at the office of the Kenya Pharmacy and Poison Board. He met Ms. Mary Muthoni, Principal Secretary for Health in the Government of Kenya. During her speech, she highlighted the significance of collaboration among all stakeholders and expressed her commitment to partnering with AHB. Mr. Seigell also met Dr. Fred Moin Siyoi, CEO, Pharmacy & Poisons Board (PPB) under the Ministry of Health, Government of Kenya and Dr. Allan Kyallo, Acting Head of the Trade Affairs Department. Both of these interactions provided valuable insights into the regulatory landscape and ongoing initiatives within the pharmaceutical and health sectors in Kenya. They assured us of their full support in facilitating the entry of pharmaceutical products into Kenya, emphasizing their commitment to improving access through important drugs being offered by Indian Drug Manufacturers.

## Virtual Meeting with Kenya Association of Manufacturers



The meeting with representatives of Kenya Association of Manufacturers could not be held physically as there was a peaceful protest in Nairobi due to which most of the government offices were closed. The PHDCCI Delegation had the meeting with Kenya Association of Manufacturers in virtual mode. **Mr. Anthony Mwangi, Chief Executive, Mr. Arthur Gichuku, Market Development Manager, Ms. Maria Limo, Customs and Standards Executive and Mr. Josephat Machagua, Trade Officer** represented the **Kenya Association of Manufacturers.**

**Mr. Kunal Singhal** thanked the representatives of KAM for the meeting under the present situation in Nairobi. He briefly informed about the purpose of the delegation and their interest in East Africa and Kenya and Tanzania in particular.

**Mr. Naveen Seth** apprised about the recent activities of PHDCCI, the new initiatives taken for exploring new geographies, regularly organizing inbound and outbound business delegations and the upcoming 3rd edition of PHDCCI International Week.

**Mr. Anthony Mwangi**, informed that Kenya Association of Manufacturers (KAM) is a representative of manufacturing and value-add industries in Kenya. The Association has grown into a dynamic, vibrant, credible Association that unites industrialists and offers a common voice for businesses. It is driving fact-based policy advocacy towards the formation of industrial policies to strengthen and support the country's economic development. KAM partners with Government and its associated agencies to ensure a dynamic and flourishing manufacturing sector in Kenya, to realize a double-digit contribution to GDP. He informed the delegation about the Manufacturing Priority Agenda of the Government for the year 2024 wherein the

government seeks to revamp the manufacturing sector, drive competitiveness and growth of local industries through a value chain approach. The government has identified the following value chains:

- a) Agro-processing
- b) Leather and leather products
- c) Building and construction materials
- d) Garments and textiles
- e) Dairy Products
- f) Edible and crop oils
- g) Tea and coffee sub-sectors
- h) Sugar sub-sector

The copy of the Manufacturing Priority Agenda 2024 can be downloaded from

<https://drive.google.com/file/d/1t7soMomtJcP1R-csg6kVt41IrQ7T7wiR/view?usp=sharing>

## Key Takeaways

- Kenya is the 4th largest economy in sub-Saharan Africa with GDP of US\$ 113.4 billion and GDP per capita of US\$ 2,099.30
- Kenya offer access to 7 states in EAC with 300 million population, 21 states in COMESA with 500 million population, 26 states in TFTA with 750 million population and 54 states in AfCFTA with 1.3 billion population
- India is the second largest investor in Kenya. Over 60 major Indian companies have invested in various sectors including manufacturing, real estate, pharmaceuticals, telecom, IT & ITES, banking and agro-based industries.
- Kenya offers 100% repatriation of profits or interests on investments
- Kenya's economy relatively diversified with established agriculture, logistics, diversified manufacturing and financial services sectors and diversified Trade structure
- Kenya is now a middle-income economy
- Kenya's manufacturing capacity straddles along Kenya's Northern Corridor
- EAC increasingly becoming the most integrated economic bloc in Africa and Kenya well positioned to be a key Anchor to EAC and "One Africa"
- Kenya has over 100 gazetted EPZs; over 30 gazetted SEZs and County Aggregation and Industrial Parks (CAIPs)
- Manufacturing with focus on Automotive and E-mobility and FMCG, Agro-technologies & Machinery, Leather & Leather products, Health technologies and Pharmaceuticals, Digital Infrastructure, Skill Development, Construction and Property Development, Renewable Energy and Green Technology are the prime sectors of investments.
- Services Sector including Health, ICT, Sports, Logistics, Tourism and Education are other areas of investment in Kenya
- Import from India to Kenya consists of petroleum products, pharmaceuticals, steel products, machinery, yarn, vehicles and power transmission equipment
- Export from Kenya to India consists of soda ash, vegetables, tea, leather and metal scrap
- Other agricultural products that Kenya can export to India include flowers, coffee, fruits, and vegetables; high-quality leather and leather products, such as shoes, bags, and belts

## COUNTRY FACTSHEETS - TANZANIA

**Capital** – Dodoma

**Official Languages** - Kiswahili or Swahili (official), Kiunguja (name for Swahili in Zanzibar), English (official, primary language of commerce, administration, and higher education), Arabic (widely spoken in Zanzibar), many local languages

**Area: total:** 947,300 sq km

**land:** 885,800 sq km

**water:** 61,500 sq km

**Population:** 67,462,121 (2024 est.)

**GDP-Per-Capita (PPP):** \$234.05 billion (2023 est.)

**GDP- Composition by sector: agriculture:** 23.4% (2017 est.)

**industry:** 28.6% (2017 est.)

**services:** 47.6% (2017 est.)

**Agriculture Products:** cassava, maize, sweet potatoes, sugarcane, bananas, milk, rice, vegetables, beans, sunflower seeds (2022)

**Industries:** agricultural processing (sugar, beer, cigarettes, sisal twine); mining (diamonds, gold, and iron), salt, soda ash; cement, oil refining, shoes, apparel, wood products, fertilizer

**Exchange rates:** Tanzanian shillings (TZS) per US dollar – 2,297.76 (2021 est.)

**Export:** \$11.986 billion (2022 est.)

**Export Commodities:** gold, raw copper, refined copper, copper ore, coconuts/Brazil nuts/cashews (2022)

**Export Partners:** India 27%, UAE 11%, South Africa 9%, Kenya 5%, Rwanda 5% (2022)

**Imports:** \$16.674 billion (2022 est.)

**Import Commodities:** refined petroleum, refined copper, garments, fertilizers, plastics (2022)

**Import Partners:** China 30%, India 18%, UAE 11%, Democratic Republic of the Congo 5%, Saudi Arabia 2% (2022)



## India – Tanzania Trade Investment

*Values in US\$ millions*

S.No	\Year	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
1	<b>EXPORT</b>	1,740.08	1,439.06	2,300.88	3,935.49	4,616.62
2	%Growth		-17.3	59.89	71.04	17.31
3	India's Total Export	3,13,361.04	2,91,808.48	4,22,004.40	4,51,070.00	4,37,112.97
4	%Growth		-6.88	44.62	6.89	-3.09
5	%Share	0.56	0.49	0.55	0.87	1.06
6	<b>IMPORT</b>	1,023.47	934.88	2,279.18	2,541.31	3,291.92
7	%Growth		-8.66	143.79	11.5	29.54
8	India's Total Import	4,74,709.28	3,94,435.88	6,13,052.05	7,15,968.90	6,75,429.87
9	%Growth		-16.91	55.43	16.79	-5.66
10	%Share	0.22	0.24	0.37	0.35	0.49
11	<b>TOTAL TRADE</b>	2,763.56	2,373.94	4,580.06	6,476.80	7,908.55
12	%Growth		-14.1	92.93	41.41	22.11
13	India's Total Trade	7,88,070.32	6,86,244.36	10,35,056.45	11,67,038.89	11,12,542.84
14	%Growth		-12.92	50.83	12.75	-4.67
15	%Share	0.35	0.35	0.44	0.55	0.71
16	<b>TRADE BALANCE</b>	716.61	504.18	21.7	1,394.17	1,324.70
17	India's Trade Balance	-1,61,348.24	-1,02,627.40	-1,91,047.65	-2,64,898.90	-2,38,316.89

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) to generate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.

## INTRODUCTION



**India and Tanzania** share a vibrant economic, commercial and business ties. India is the third largest trading partner of Tanzania with bilateral trade of USD 7.9 billion in 2023-24 (Tanzania's total exports to India in 2024 amounted to US \$ 3.29 billion). The main export products to India in 2024 were gold, vegetables, coconuts, brazil nuts and lead. Imports from India increased consistently to US \$ 4.6 billion in 2024 which includes petroleum products, pharmaceuticals, turbo jets and propellers, motorcycles and power transmission equipment. The balance of trade is generally in favor of India.

**The PHDCCI Business Delegation travelled to Dar es Salaam, Tanzania on 24<sup>th</sup> July 2024** to meet the relevant stakeholders to explore the business and investment opportunities in the country.

## Meeting at Tanzania Trade Development Authority (TanTrade)



The PHDCCI delegation met the senior officers at **Tanzania Trade Development Authority (TanTrade)** on **24<sup>th</sup> July 2024** in its Head Office at the MW JK Nyerere Trade Fair Ground. TanTrade was represented by **Mr. Crispin Luanda, Acting Director of Trade Management, Mr. Tito Nombo, Acting Director of Trade Promotion and Mr. Elibu E Rwablyago, Senior Economist.**

**Mr. Kunal Singhal, Chair, International Affairs Committee for Africa, PHDCCI** thanked the officials of TanTrade for meeting the delegation. He requested the delegation to introduce themselves and sought the assistance of TanTrade to provide to connect with the relevant agency as per their respective business requirements.

**Mr. Naveen Seth, Deputy Secretary General, PHDCCI** apprised about the recent activities of PHDCCI, and sought more information on partnership to organize sector specific conference and exhibition the SabaSaba Exhibition and Trade Fair in future. He informed about the upcoming 3<sup>rd</sup> edition of PHDCCI International Week and invited TanTrade to participate in the exhibition along with its members.

The main objective of TanTrade is to formulate, develop, promote and supervise external and internal trade of Tanzania. Mr. Crispin Luanda welcomed the delegation and took them through the functioning of TanTrade through a detailed presentation. The organization facilitates capacity building for SME development, advisory services, regulation of all trade fair, market and product development, promotion of Tanzania Goods and Services, branding and trade information services. He informed the delegates that Tantrade has two main tools; Tanzania Trade Portal ([trade.tanzania.go.tz](http://trade.tanzania.go.tz)) and TanTrade Biashara App. He also invited PHDCCI and its members to participate in the upcoming exhibition on Manufacturing – The Tanzania International Manufacturer Expo (TIME) to be held in September 2024.



## TRADE BETWEEN TANZANIA AND INDIA

India trade mission

24 July, 2024

Presenter: TanTrade

### Overview

1. About TANTRADE
2. Trade relation btn Tanzania and India
3. Trade Information tools

### About TANTRADE

Establishment under the Act No. 4 of 2009 with main objective to formulate, develop, promote, and supervise external and internal trade.

Vested with functions:-

Functions of TanTrade

Capacity Building, SMEs Development and Advisory services

Regulation of all trade fairs

Market and product development

Promotion of Tanzania's Goods and Services

Branding

Trade information services

### Trade performance between Tanzania and India



### Products with greatest potential to India



No.	Product	Underutilized Exports Potential Value in USD \$ million		
		Export Potential	Actual Potential	Untapped Potential
1.	Gold, unwrought	1,200	581	619
2.	Cashew nuts, in shell	360	116	244
3.	Legumes	167	82	85
4.	Diamonds, unworked	63	0.41	62.59
5.	Chickpeas	58	55	2.6

### Information available

Price information, market trends, Trade analysis, etc.

Trade procedures for license, permits and clearance procedures

TanTrade Mobile App

Tanzania trade portal



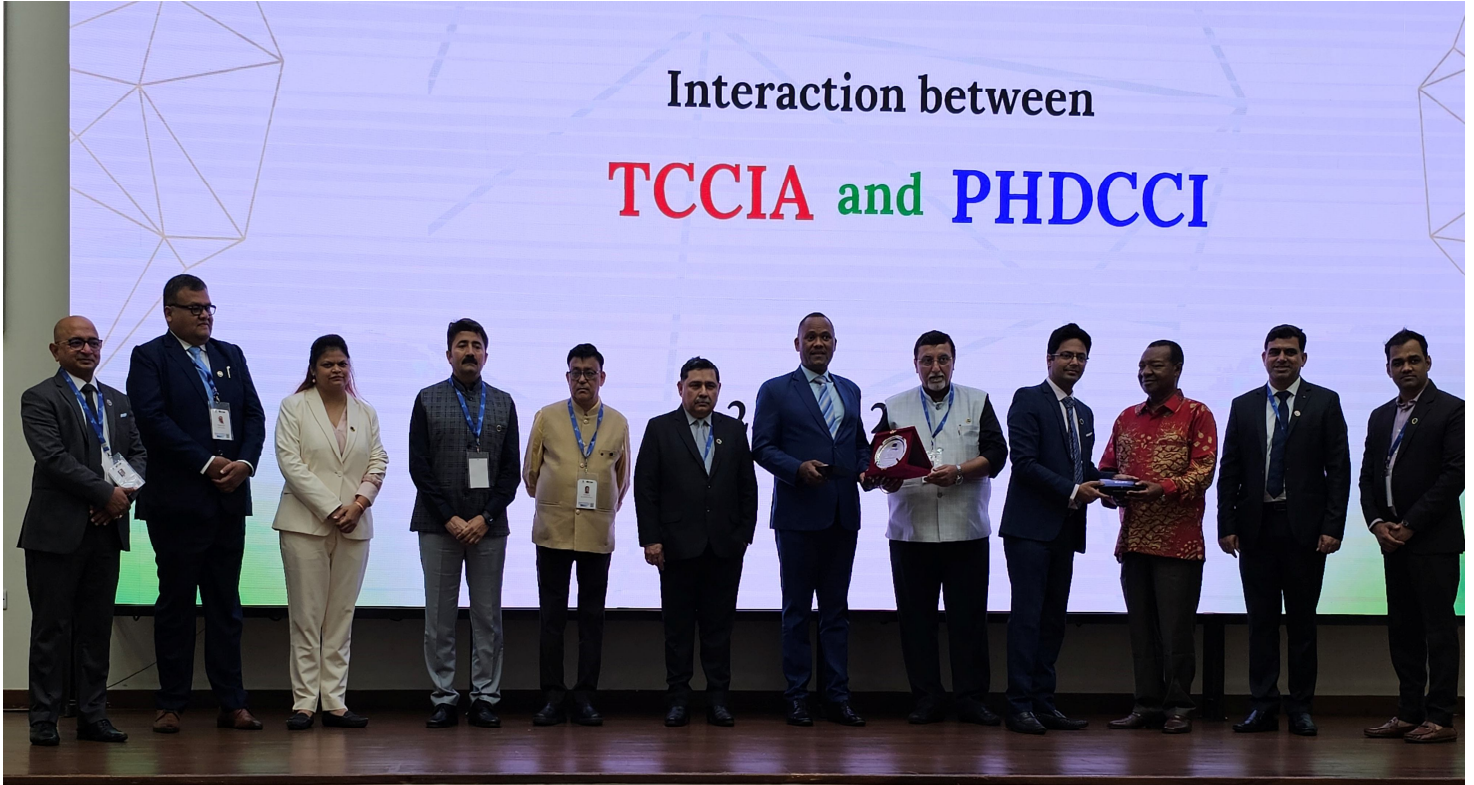
### Accessibility



### Live demonstration



**Interactive Session and B2B meeting with Tanzania Chamber of Commerce,  
Industry & Agriculture**



The PHDCCI Business Delegation participated in the **Interactive Session and B2B meetings** organized by **Tanzania Chamber of Commerce, Industry & Agriculture** on **25<sup>th</sup> July 2024** at the **High Commission of India in Dar es Salaam**.

**Mr. Manoj B Verma, Charge d'Affaires, High Commission of India, Tanzania** while welcoming the delegates to Tanzania invited the delegation to consider Tanzania as natural partner in East Africa as there are a number of opportunities present in the countries in all the sectors. There are a number of projects being executed by Government of India including the Water supply projects for 24 towns in Tanzania under the Line of Credit making India's total commitment in water supply sector crossing US\$1 billion. The bilateral relations has been elevated to Strategic Partnership during the State Visit of President of Tanzania Dr. Samia Suluhu Hassan to India in October 2023. He further said that India is the third largest trading partner of



Tanzania with bilateral trade of US\$ 7.9 billion in 2023-2024. There are 3 Indian banks that are operating in Tanzania namely; Bank of Baroda, Bank of India and Canara Bank.

**Mr. Kunal Singhal, Chair, International Affairs Committee for Africa, PHDCCI** thanked the High Commission of India in Tanzania and Tanzania Chamber of Commerce, Industry & Agriculture for arranging the Interactive Session and B2B meeting with the members. He said that such interaction with the counterparts of the Indian delegation from Tanzania gives an insight on the present market scenario and the business opportunities in the country. It helps the industry in formulating their business strategies for future.

**Mr. Naveen Seth, Deputy Secretary General, PHDCCI** apprised about the recent activities of PHDCCI especially pertaining to the International Cooperation the Chamber has with its MOU partner with a special mention about TCCIA with whom PHDCCI signed an MOU in October 2023 when TCCIA led a delegation to India. He informed about the upcoming 3<sup>rd</sup> edition of PHDCCI International Week and invited TCCIA to participate in the exhibition along with its members.



**Mr. Vincent Minja, President, Tanzania Chamber of Commerce, Industry & Agriculture** thanked PHDCCI and the Indian High Commission to bring a delegation of important and relevant industry from India at the right time. He informed about the role the TCCIA plays in representing the Tanzania industry across the globe and also mentioned about the hospitality PHDCCI extended during their visit to India in October 2023. He invited the delegates to network with the members of TCCIA present and assured of all the support and cooperation of TCCIA.



**Ms. Latiffa A. Kigoda, Senior Investment Officer, President's Office – Planning and Investment, Tanzania Investment Centre, The United Republic of Tanzania** made a detailed presentation on the investment opportunities in Tanzania. She shared the vision of Tanzania including Tanzania to become an industrialized economy and logistics hub for Africa; to be semi-industrialized country by 2030 and that the Tanzania Investment Centre is mandated by the Government to champion the industrialization vision of the country by facilitating Investors to establish manufacturing projects.

The B2B meetings were held between the Indian Delegation and over 50 member companies from TCCIA.



**PRESIDENT'S OFFICE  
TANZANIA INVESTMENT CENTRE**

## AN OVERVIEW OF INVESTMENT OPPORTUNITIES IN TANZANIA



### AGENDA

- Introduction
- Institutions which provide support to Investment
- Tanzania Investment Centre
- Why Invest in Tanzania
- Investment Incentives
- Investment Opportunities
- Conclusion



3



## TANZANIA VISION



Tanzania aims to become an industrialized economy and logistics hub for Africa.



To be a semi-industrialized country by 2025



TIC is mandated by the Government to champion the industrialization vision of the country by facilitating investors to establish manufacturing projects.

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## TIC is the main focal point for investors

### Tanzania Investment Centre

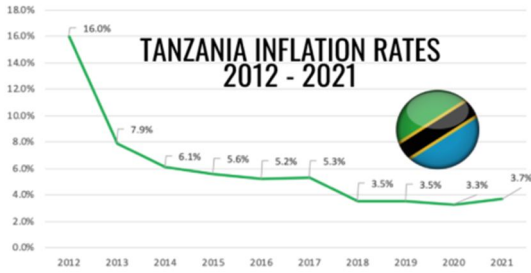
The Tanzania Investment Centre (TIC) is the lead government agency **coordinating, promoting and facilitating investments** in Tanzania, as well as advising the Government on investment related policy matters

### One-Stop Facilitation Centre

- TIC serves as a one-stop-shop facilitation centre, connecting investors to 12 public institutions under one roof
- The Government has established the Tanzania Electronic Investment Window (TelW). This digital platform seeks to streamline the registration process for investors by integrating various authorities such as TRA, BRELA, NIDA, TIC, Labour, Immigration and Lands.



## TANZANIA INFLATION RATES 2012 - 2021



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## WHY INVEST IN TANZANIA?

### THE MOST FAVOURABLE ECOSYSTEM/ INHERENT ADVANTAGES:

**Peace & Political Stability**

- ✓ Multiparty Democracy
- ✓ Good governance
- ✓ Stable post-election
- ✓ No civil wars

**Economic Stability**

- High growth-7%
- Low inflation-3%
- Resilient-7% Ave economy

**Rich Natural Resources**

- Arable Land, Natural gas
- 57.54 Tcf Extractives, Tourist attractions, Labour force

**Investment Guarantees**

- BIT's
- BTA's
- MIGA
- ATIA
- ICSID

**Strategic Location**

- 1,424 Km Coastline
- \*Gateway to 7 EAC, SADC and COMESA
- \*Serves 6 LLC through
- \*3 Deep Sea Ports
- \*3 Int Airports
- \*3 Rail lines

**Access to Markets**

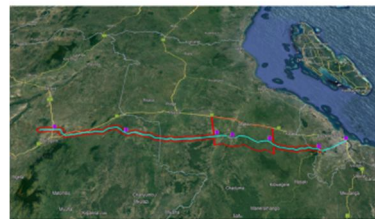
- FTA
- EAC: 288.2 mil.
- SADC: 327 mil
- ARCTA: Trade partners
- AGOA: US (6,000 items)
- EBA: EU
- China (4,000 items)
- Canada
- Japan



## STANDARD GAUGE RAILWAY ACROSS EAST AFRICA

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## CONNECTIVITY & COST EFFICIENCY



	TZ	ZNZ	KENYA	UGANDA	RWANDA	BURUNDI
	US\$/kWh	US\$/kWh	US\$/kWh	US\$/kWh	US\$/kWh	US\$/kWh
D1	4.35	6.79	13.62	6.88	9.70	4.7
T1	15.33	12.24	18.69	20.87	23.10	23.8
T2	12.79	10.57	18.48	15.98	14.60	17.3
T3MV	8.54	9.0	14.96	12.09	11.20	18.20
T3HV	6.65	9.0	11.78	9.77	10.20	12.40
ST Light	-	-	11.35	10.18	20.6	-

## INVESTMENT CATEGORIES

A

Normal Investors

Minimum capital requirement  
Foreign investors - **USD 500,000**  
Local investors - **USD 50,000**

B

Strategic Investors

Minimum capital requirement  
Foreign investors - **USD 500,000**  
Local investors - **USD 20,000,000**

C

Special Strategic Investors

**300,000,000** Minimum capital requirement - USD

Investment in Tanzania

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## CRITERIA FOR STRATEGIC INVESTMENT

- 01** The amount of capital to be invested (normally above **US\$ 50 million**)

**02** The contribution of the project in terms of creating employment opportunities
- 03** New and innovative technology to be introduced by the Prospective strategic investment project

**04** The extent to which the Project brings capacity to manufacture products for export and the earning of foreign exchange
- 05** Whether the Investment is in the Special Economic Zone or Geographically disadvantaged regions

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## FISCAL INCENTIVES

### Exemption on Project Capital goods

- Zero Import Duty on capital goods.
- Zero Import Duty on raw materials

### Capital Allowance

- Agriculture – 100%
- Mining - 20% (first 5 years)
- Hotels - 50%
- Fish farming – 50%
- Tourist services – 50%

### Tax Relief on Deemed Capital Goods

- Import Duty exempted by 75%

### Depreciation Allowance

- 37.5% - 5% depending on the class of the depreciable asset

### Manufacturing of pharmaceuticals, Textile or leather products

- Reduced corporate tax to 20% for the first 5 consecutive years

### Assembly of motor vehicles, tractors, fishing boats or out boat engine

- Reduced corporate tax to 10% for the first 5 consecutive years

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## OTHER NON FISCAL INCENTIVES

01

### AUTOMATIC IMMIGRATION QUOTA

Initially 10 expatriates during project implementation  
Additional based on project size and other factors

02

### LAND DERIVATIVE RIGHT

Foreigners have security of tenure under TIC DR for 98 years

03

### ACCESS TO SERVICES UNDER THE ONE STOP FACILITATION CENTRE

04

### UNCONDITIONAL (FREE REPATRIATION) TRANSFERABILITY OF FUNDS

Transfer of funds is allowed through any authorized bank in freely convertible currency of:

- Net profits,
- Repayment of foreign loans,
- Royalties,
- Fees charges in respect of foreign technology,
- Remittance of proceeds and
- Payment of emoluments, etc.

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## MODERNIZATION

- Data driven promotion: Quarterly Bulletin
- Leveraging technology: TZ elnvestment Window
- Personalized investor sessions: eBriefings
- Targeted outreach: Select markets with pivot to Europe
- Unique incentives provision regime: NISC with Prime Minister
- Elevation of Investment portfolio to President's Office
- Institutional quality improvement

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## AGRICULTURE AND AGRO - PROCESSING

### Agriculture & Agro - Processing (Fruits & Vegetable, Tea, Cashew nut, Floriculture, Pulses, Cassava, farming & processing)

#### Opportunities

- Rehabilitation and expansion of existing processing Industries.
- Joint Venture with existing Processors.
- Construction and operation of New Processing Industries.
- Construction of Industrial Parks

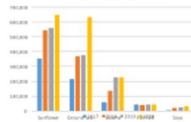


## EDIBLE OIL

### Key facts

- Imports: US\$83.19 million (2018)
- Annual Demand: 600,000 tonnes
- Annual Supply: 180,000 tonnes
- Current Gap: 420,000 tonnes
- Demand forecast: 700,000 tonnes (2030)
- Imports between 55 and 70 per cent

OIL SEEDS PRODUCTION PER SEED TYPES (TONS) FROM 2017-2020



Source: Min of Agric.

### Opportunities

- Tanzania ranks 10<sup>th</sup> & 2<sup>nd</sup> on sunflower production in the world and Africa respectively
- Large scale farming of oil seeds to address supply gap
- Establishment of oil seeds processing facilities
- Establishment of refineries.



## COTTON AND TEXTILE

### Key facts

- Seed cotton yield: 283,600 (five years average).
- 80% of produced cotton exported in raw form.
- Low cost labour.

### Opportunities

- Value addition from field to factory
- Ginning, spinning and weaving
- Textile
- Garments



## SUGAR PRODUCTION

- Current Sugar Demand- 655000Mt per year
- Industrial sugar DD- 165000Mt
- Total local sugar production - 370000Mt
- Highest average cane yields in the world, at 120 tons/ha (good soils and climate).
- Rainfall and generous rivers and best irrigation potential.
- Suitable Soil and topography.
- Per capita consumption to increase
- High increase in demand relative to supply capacity



## LIVESTOCK AND LEATHER INDUSTRY

### Key Facts

- 2<sup>nd</sup> largest livestock in Africa (2020)
- Potential for 4.0Mil hides and 6.1Mil skins, annually.

LIVESTOCK	PROJECTED BASELINE POPULATION (Mil in 2022)
Cattle	36.6
Goats	26.6
Sheep	9.1
Pig	3.7
Poultry	97.9

Source: Economic Survey 2022

### Opportunities

- Raising & Fattening
- Live animal Trading
- Slaughtering
- Meat Processing
- Leather Processing
- Retailing & Marketing

### Projected Demand for Local Meat (,000Tons)





## FISHING AND AQUACULTURE



### Key Facts

- Freshwater coverage: 54,337sq. km (6.1 % of surface area)
- Territorial Sea : 64,000 sq. km.,
- An Exclusive Economic Zone (EEZ) : 233,000 sq. km.
- Coastline : 1,424 km long in the Indian Ocean
- Other inland water bodies: covering about 5,000 sq. km.
- Three major inland lakes: Lake Victoria, Lake Tanganyika and Lake Nyasa

### Investment Opportunities

- Fish Infrastructure (Landing Sites, Cold Chain and Markets)
- Fishing Ports and Fishery produces Processing Industries
- Fishery Gears Manufacturing (Fishing Nets, Boats, equipment)
- Establishment of Fish Feed Industry
- Developing Deep Sea Fishing
- Ecotourism along the beach and islands
- Investment in the ship's garage

## ENGINEERED WOOD PRODUCTS



- ◆ Laminated Veneer Lumber (LVL) ...
- ◆ Laminated Strand Lumber (LSL) ...
- ◆ Oriented strand board (OSB) ...
- ◆ Plywood ...
- ◆ Medium density fiberboard (MDF) ...
- ◆ Composite board ...
- ◆ Cross-laminated timber (CLT)



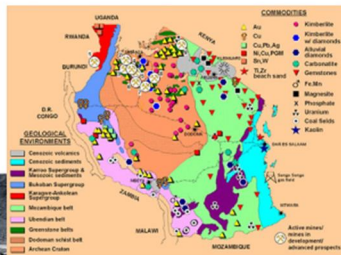
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## MINING AND METALS

### Key facts and Figures

- ◆ Sector growth rate: 12.2% in 3<sup>rd</sup> qtr 2021 (growth was mainly due to an increase in production of gold, coal and gypsum)
  - ◆ Gold production attributed to the growth rate that increased to 14,915 kg in the third quarter in 2021 from 13,698 kg in the corresponding quarter in 2020.
- Source : National Bureau of statistics.

### Geological Map of Tanzania



## ENERGY SECTOR

### Key facts

Abundant non-renewable energy resources such as 57,54tcf Natural gas reserves and 3.9 tcf Oil reserves in ZNZ. Coal, Uranium, Renewable sources -Hydro, Solar, Wind, Biomass, Geothermal, Solar, Tidal & Waves resources; Installed capacity is 1,605.86 MW (2021); New Mega Hydro-JNHPP 2,115Mw on Progress; Electricity generation most by Natural Gas (48%), Hydro (31%), Fossil Fuel (18%), Solar (1%) and Biofuels (1%)



### Investment Opportunities

- Natural Gas Up-Stream Investment
- Natural Gas Mid Stream
- CNG Stations and Distribution
- LNG Plant and Logistics

## PHARMACEUTICALS AND MEDICAL EQUIPMENT

### Key facts

- ◆ Population 61,741,120mil. (NBS 2022 Census) with growth rate of 3.2%
- ◆ 26.3% of the population <15 years
- ◆ 53.2% between 15-64 years old
- ◆ 3.1% of the population is aged 65 years and above. (The Economic Survey 2019)
- ◆ Pharmaceutical & Medical devices Imports: Down 85% - 94%
- ◆ Foreign currency spent Annually: US \$0.8bn - 1bn
- ◆ Local Market (Through MSD as well as directly to private health facilities)
- ◆ EAC and SADC market

### Investment Opportunities

- ◆ Manufacturing of medicines, medical supplies, laboratory/supplies
- ◆ Institutions for training industrial pharmacists



## REAL ESTATE AND COMMERCIAL BUILDING

### Key facts

- ◆ Population: 61,741,120mil (NBS 2022 Census.)
- ◆ Demand for modern housing is increasing
- ◆ Growth rate of 4.6 percent in the third quarter in 2021 (NBS).
- ◆ Growth was attributed due to demand for accommodation especially in urban areas.

### Investment Opportunities

- ◆ Housing estates
- ◆ Residential apartments
- ◆ Office buildings
- ◆ Conference and banquet facilities
- ◆ Shopping malls
- ◆ Movie theatres and entertainment facilities
- ◆ Real estate properties
- ◆ Industrial Parks



## ICT BASED INDUSTRIES AND TECHNOLOGICAL ADOPTATION

- Assembling and production of computing and communication equipment.
- Investing in modern state-of-the-art ICT Infrastructures;(Data centres, Telecoms Companies, etc Production of cables, printers, and scanners
- Production of electronics and allied services (logistic and data services).
- Establishing Cyber cities
- Establishing software parks and
- Industrial incubators.

## INFRASTRUCTURE NETWORK

### Key Facts

- ◆ Tanzania Railway Limited (TRL) with 2,706km and Tanzania-Zambia Railway Authority (TAZARA) with 970 km.
- ◆ Power generation grows at 10-15% per year, with only 24% coverage and total installed capacity of 1,300 MW.
- ◆ The Government plans to generate more than 10,000 MW in 2025. Medium Target is 5,000MW by 2020.



### Opportunities

- ◆ Airport, Rail and Port construction/rehabilitation projects in PPP model.
- ◆ Power generation sector using hydro, natural gas, coal, uranium and renewable resources.
- ◆ Inland container depots and extended railway lines.



## INDUSTRIAL PARK



Tanzania has identified strategic sites for developing Industrial parks with sector specialization (edible oils, sugar milling, etc.), mixed products, export oriented etc.

Proposed sites are located along strategic corridors connected to key bulk infrastructure such as ports, electricity, water, railway lines and asphalt roads and close proximity to abundant skilled labour force.

Potential investors are invited to establish ready for plug and play industrial facilities.

## INDUSTRIAL PARK



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Potential investors are invited to establish ready for plug and play industrial facilities.

## AUTOMOTIVE INDUSTRY



- ❖ Assembly plants for Motor vehicles, tractors, passenger cars, light commercial vehicles, heavy trucks, buses, vans, and motor cycles.
- ❖ Installation of manufacturing facilities for spare parts.
- ❖ Commercialization of Tanzania Automotive Technology Centre (Nyumbu).
- ❖ Revamping General Tyre Company-Arusha



## TOURISM AND LEISURE INDUSTRY



Average length of stay: 10-11 days. Average Expenditure per tourist: US\$355 (package tours) and US\$247 (non package tours)

### Key facts

- ❖ 22 National Parks,
- ❖ 32 Game Reserves,
- ❖ 44 Game Controlled Areas,
- ❖ 4 Ramsar/Wetland Sites,
- ❖ 33 Wildlife Management Areas,
- ❖ 20 Nature Reserves

### Investment Opportunities

- ❖ Tourist Hotels, Beach tourism, cultural and historical sites
- ❖ Golf courses and eco-tourism facilities
- ❖ Leisure parks
- ❖ Conference tourism facilities
- ❖ Air/ground transport
- ❖ Tour operations
- ❖ Trophy hunting and Photographic



## NGORONGORO CRATER



## SERENGETI NATIONAL PARK WITH ANIMAL MIGRATION



**CONCLUSION**  
INVESTORS  
ARE CORDIALLY WELCOME  
TO INVEST IN TANZANIA



**THANK YOU FOR YOUR ATTENTION!**



**EXECUTIVE DIRECTOR**

Tanzania Investment Centre (tic)  
P.O. Box 938, DAR ES SALAAM  
Tel: +255 22 2116328-32 / Fax: +255 22 2118253  
Email: [info@tic.go.tz](mailto:info@tic.go.tz) Website: [www.tic.go.tz](http://www.tic.go.tz)

## Meeting with Tanzania Freight Forwarders Association



The PHDCCI Business Delegation met members of **Tanzania Freight Forwarders Association** led by **Mr. Edward John Urio, President** on 25<sup>th</sup> July 2024 at the **High Commission of India in Dar es Salaam**.

**Mr. Kunal Singhal, Chair, International Affairs Committee for Africa, PHDCCI** thanked Mr. Edward John Urio and members of TFFA for the meeting. He said that as the Logistics and Freight Forwarder play a vital role in the trade between two countries, it is important for the Indian delegation to know in details on the present engagements of the exporters and importers of the two nations in the shipments of the goods. As the Port of Dar es Salaam is very crucial for the exporters from India, he sought more information on the advantages the port offers as compared to the ports in neighboring countries. He requested one of the key member of the delegation Mr. Surendra Bamal, General Manager, Container Corporation of India to share the Indian perspective on the current situation of engaging with various ports in Africa and in particular East Africa. He then invited each of the delegates to introduce themselves.

**Mr. Edward John Urio, President, TFFA** thanked the PHDCCI delegation led by Mr. Kunal Singhal to meet with the members. He further informed that TFFA is a non-profit organization established in 1979 to represent all the clearing and forwarding firms in Tanzania. Today the Association has a membership base



of 1383 clearing and forwarding companies that are licensed and represents the transporters, warehousing, manufacturer and oil marketing companies. The Association formed by the Ministry of home affairs which was keen to see the growth of the clearing and forwarding industry. He added that the Port of Dar es Salaam has location advantage as it serves to 9 land locked countries in the region. There are a number of ports in mainland Tanzania and new ones are built in Zanzibar.

**Mr. Naveen Seth, Deputy Secretary General, PHDCCI** apprised about the recent activities of PHDCCI especially pertaining to the International Cooperation of the Chamber. He informed about the upcoming 3<sup>rd</sup> edition of PHDCCI International Week and invited TCCIA to participate in the exhibition along with its members.

## Business Networking with Multi-Sector delegation from PHDCCI



The PHDCCI Business Delegation participated in the **Business Networking Session** organized by the **Indian High Commission in Dar es Salaam, Tanzania** on 26<sup>th</sup> July 2024 in the premises of the High Commission.

**Mr. Naveen Seth, Deputy Secretary General, PHDCCI** apprised about the recent activities of PHDCCI especially pertaining to the International Cooperation of the Chamber with various countries around the globe. He informed about the upcoming 3<sup>rd</sup> edition of PHDCCI International Week and invited TPSA to participate in the exhibition along with its members.

**Mr. Kunal Singhal, Chair, International Affairs Committee for Africa, PHDCCI** thanked the Indian High Commission for organizing the networking session with Indian Diaspora and the Tanzanian Agencies. He informed the participants about the fruitful meetings held in the last few days with important stakeholders. The delegation is upbeat on future collaboration in the country.



**Mr. Manoj B Verma, Charge d’Affaires, High Commission of India, Tanzania** said that the visit of the PHDCCI delegation to Tanzania is at the right time as the government of both the nations are strategizing on strengthening the bilateral relations between the two countries. There are new avenues of business for the Indian Industry to explore. He assured full support and cooperation of the Indian mission to the Indian and Tanzanian Industry.



**Mr. Robert R Solo, Marketing Manager, Tanzania Ports Authority** thanked the Indian High Commission for providing the opportunity to meet the PHDCCI delegation during its visit to Dar es Salaam. He informed the delegation about Tanzania Ports Authority which was established as landlord port authority to operate a system of ports serving the Tanzania hinterland and the land-linked countries of Zambia, Democratic Republic of Congo (DRC), Burundi, Rwanda, Malawi, Uganda and Zimbabwe. It performs the role of landlord and operator with the main functions of promoting the use, development and management of the ports and their hinterlands, entering contracts for the purpose of delegating the powers of the Authority through licensing and concessions for port services. The TPA manages a diverse system of sea and inland waterways on Tanzania's Mainland. Dar es Salaam, Tanga, and Mtwara are the major seaports; Kilwa, Lindi, Mafia, Pangani, and Bagamoyo are the smaller seaports; and Lake Victoria, Tanganyika, and Nyasa are the lake ports.

The main functions of TPA is to establish and coordinate system of Harbours; provide facilities relating to Harbours and provide harbour services; construct and operate new Harbours; construct, operate and maintain beacons and other navigational aids; carry on the business of stevedore, wharf age or lighter man; act as a warehouseman to store goods, whether or not the goods have been or are to be, handled as cargo or carried by the Authority; consign goods on behalf of the other persons to any place either within or outside the United Republic; act as carriers of goods or passengers by land or sea and provide amenities or facilities that the Authority considers necessary or desirable for persons making use of the facilities or services.

## CARGO IMPORT PROCESS

### 01 DOCUMENTS

The customer finds a registered Clearing and Forwarding Agent(CFA); a list of registered CFA can be found on Tanzania Revenue Authority (TRA) website for the respective year.

The customer should hand over the Bill of Landing (BL) document to CFA (Must keep a copy).

### 02 ORDERS

After paying all customs charges, CFA gets the customer's Release Order (RO) from TRA. Then, CFA requests a Delivery Order (DO) from the Shipping Agent.

### 03 PORT CHARGES

After obtaining the Delivery Order from Shipping Agent, CFA scans and uploads all three (3) documents (BL, DO and RO) into TPA electronic Payment Portal (TePP) for port charges invoice generation.

### 04 INVOICE

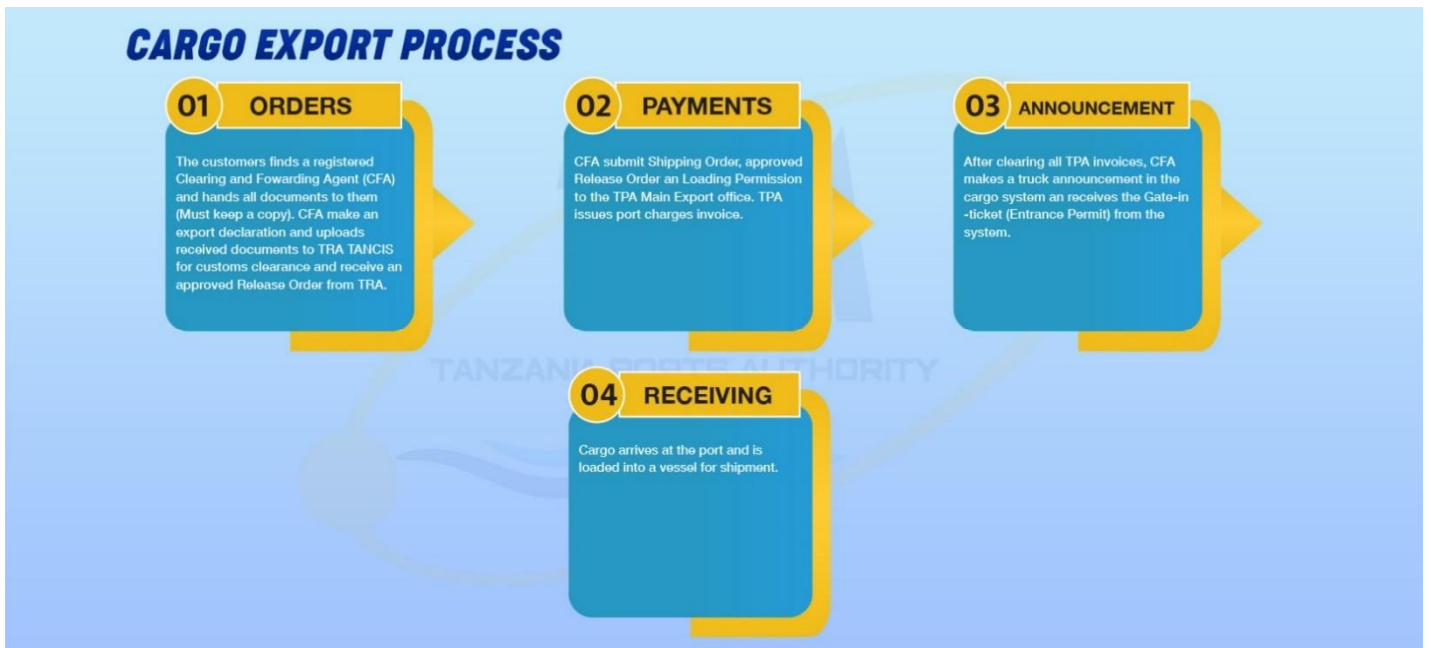
TPA Bill System generates invoices for port charges; the customers or CFA can view the invoice with a Control Number through TePP and then pay for port charges per generated invoice through Banks or Mobile Money services using the invoice control number.

### 05 CARGO CLEARANCE

CFA starts the cargo clearance process by announcing the entry truck and driver in the cargo system and then receives the Gate in Ticket (Entrance Permit) to carry the declared cargo. The cargo is cleared from the yard and loaded onto the truck that the CFA announced

### 06 CARGO RELEASE

Cargo trucks pass through various physical checks at the port gates, then release to CFA. Finally, the customer can collect their cargo from the CFA.



TPA Customers include individuals and any organizations to which they provide services or have an interest in Tanzania Ports Authority such as

- Shipping Lines and Agents
- Importers
- Exporters
- Clearing and Forwarding Agents
- Terminal Operators
- Cargo interveners and related service providers
- General Public.

TPA is committed to the provision of the following services:

Marine Services:

- Pilotage
- Towage
- Mooring and Unmooring
- Aid to Navigation
- Maintenance of the channel and turning basin
- Miscellaneous port services

Stevedoring and Shore handling services:

- Cargo handling services for containers, general cargo, dry bulk and bulk liquids.

Reception of passengers and vessels:

- Facilitation for coastal and cruise vessels



**Mr. Philipo Fahamuel Mrutu, CEO & Managing Director, Mrutu Agro – Solutions Co. Ltd** introduced his company as a leading agri-business development and Consultancy Company promoting sustainable agri-businesses and entrepreneurship activities for improving livelihood of agriculture value chain actors. It is a Multi-Agribusiness Company for Agribusiness development and consultancy, agribusiness planning & proposals write ups using innovation and technology to provide services in fish ponds constructions, installation of irrigation systems, greenhouse & solar dryers constructions, farm management services, farmers trainings, agribusiness & entrepreneurship training, farm visiting, soil testing & analysis, seedlings & seeds supply, marketing of agricultural and value added products for local and export market, whole sale & retail trading, contract farming, value addition and other agricultural related support services depending on customer needs.



**Mr. Antaryami Sarangi, Managing Director, Bank of India (Tanzania) Limited** welcomed the PHDCCI delegation and other participants and thanked the Indian High Commission for organizing the important meeting. He informed that Bank of India (Tanzania) Ltd was registered in Tanzania in 2007 with banking license granted by Bank of Tanzania. Bank started operations on 16th July 2008 by opening its first branch in Dar es Salaam. It bouquet of Loan, Deposit and Foreign Exchange products which can be further be customized to satisfy customer requirements. He informed that the Bank offers different types of Standby Letters of Credit/Guarantees such as Bid Guarantees (Bid Bond); Performance Guarantees (Performance Bond); Advance Payment Guarantees; Retention Guarantees/Advance Payment Holdback Under Contract Guarantees and Financial Guarantees. He further informed that the key benefit is that it improves cash flow as it eliminates or reduces the need to give a beneficiary, with whom you have entered into a contract, cash collateral or other security to support the performance obligations under the contract. It eliminates the need for you to prepay for products or services, which allows you to use your funds for alternate purposes before payments become due. A bid or performance guarantee may help you win contracts by providing the company with financial security of payment. BOITZ has expertise in structuring Standby Letters of Credit/Guarantees to meet your business needs while helping to protect your interests to the extent possible in the circumstances We can customize our formats to suit your needs, subject to Bank's requirements. He informed that the Standby Letters of Credit/Guarantees may be for you if you if you do business domestically or internationally with government or other entities enter into contracts/agreements, which require you to provide cash, collateral or other security to another party to support your business transactions or to meet specific financial or performance obligations.



**Mr. Nivedh Shetty, Sr. Marketing Manager, ARISE IIP** presented on the Integrated Industrial Platform built by ARISE IIP in Africa and the investment opportunities in Tanzania. He mentioned that Arise IIP is the largest Industrial Zones developer in Africa with active projects in 12 countries, and several more in pipeline.

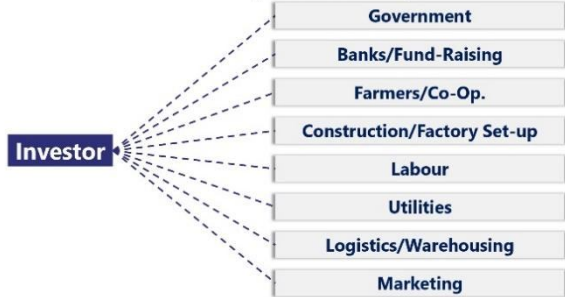




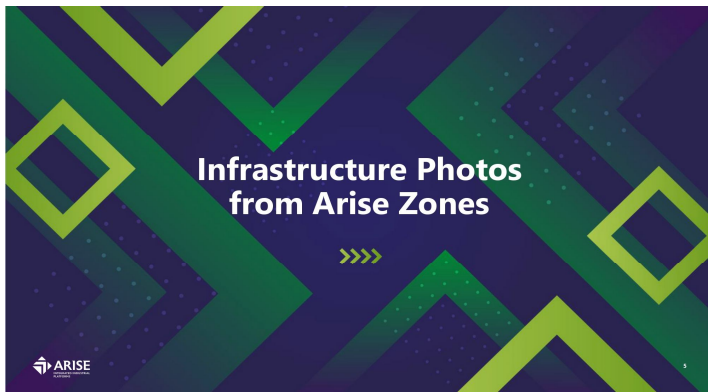
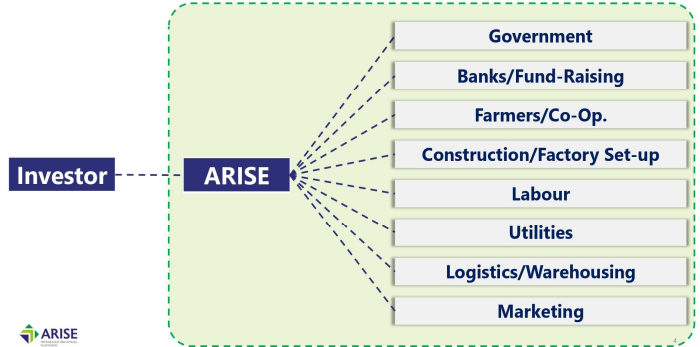
Arise IIP is the largest Industrial Zones developer in Africa with active projects in 12 countries, and several more in pipeline



How does an Investor set-up in Africa today?



Arise offers single-point contact for all requirements



6-Lane Main Roads for ease of high-volume movement



Multiple Electric Substations for stable 24x7 electricity



Borewells and Tanks to ensure 24x7 water supply



Dedicated Fire Station for the zone



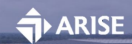
Weigh Bridge, Truck Parking & Driver Rest Area



Inland Container Depot & Truck Parking



First 3 Vertically Integrated Textile Factories under construction



The Business Networking Session was attended by over 70 Tanzanian companies. The Vote of Thanks was delivered by **Mr. Narinder Kumar, Commercial Counsellor, High Commission of India in Tanzania**. The session was followed by networking dinner.

## Key Takeaways

- Tanzania has 8 neighboring countries including Kenya, Uganda, Rwanda, Burundi, Democratic Republic of the Congo, Zambia, Malawi and Mozambique with GDP of US\$ 80 billion, GDP per capita of US\$ 1099 and population of over 60 million
- Tanzania offers Peace, Political and Economic Stability and has abundance of Rich Natural Resources
- Tanzania has 1424 km of Coastline with 3 Deep Sea Ports and 3 International Airports
- Investment are categorized as Normal Foreign Investors with minimum capital requirements of US\$ 500,000, Strategic Investors with US\$ 50 million and Special Strategic Investors with US\$ 300 million
- Fiscal Incentives for Manufacturing of Pharmaceuticals, Textiles or Leather products includes reduced Corporate Tax to 20% for the first 5 consecutive years
- Tanzania ranks 10<sup>th</sup> & 2<sup>nd</sup> on sunflower production in the world and Africa respectively. There are investment opportunities like large scale farming of oil seeds to address supply gap, establishment of oil seeds processing facilities and establishment of refineries
- Investment opportunities in Energy Sectors are for Natural Gas Up-Stream Investment, Natural Gas Mid Stream, CNG Stations and Distribution and LNG Plant and Logistics
- Manufacturing of medicines, medical supplies, laboratory/supplies and setting up of Institutions for training industrial pharmacists are other investment opportunities in the country
- Housing estates, Residential apartments, Office buildings, Conference and banquet facilities, Shopping malls, Movie theatres and entertainment facilities, Real estate properties and Industrial Parks offer opportunities to the Real Estate sector
- There are opportunities for ICT based sectors into Assembling and production of computing and communication equipment, investing in modern state-of-the-art ICT Infrastructures;(Data centres, Telecoms Companies, production of cables, printers, and scanners, electronics and allied services (logistic and data services), establishing Cyber cities, software parks and Industrial incubators.
- The Automotive sector offers investment opportunities in assembly plants for Motor vehicles, tractors, passenger cars, light commercial vehicles, heavy trucks, buses, vans, and motor cycles, installation of manufacturing facilities for spare parts, commercialization of Tanzania Automotive Technology Centre (Nyumbu) and revamping General Tyre Company-Arusha



**Print Media Coverage**

**HIGH COMMISSION OF INDIA DAR ES SALAAM TANZANIA NEWSPAPERS COVERING PHDCCI**

Wednesday 31 July 2024

BUSINESS NEWS

## Tanzanian, Indian businesses unite to raise investments

By Beatrice Philimon

TANZANIAN and Indian businesses gathered in Dar es Salaam over the weekend to explore investment opportunities in various sectors, including agriculture, finance, ICT, logistics, agro-processing, pharmaceuticals, and education.

Speaking at the event, Manoj Verma, Charge d'Affaires at the High Commission of India, emphasized India's commitment to being a reliable partner for Tanzania, especially as the country pursues economic diplomacy.

"India is dedicated to supporting your journey of economic development, and our businesses are eager to bring expertise, innovation, and investment that can contribute to Tanzania's growth and prosperity," he stated.

Verma made these remarks last Friday while addressing a delegation of Indian business representatives from the PHD Chamber of Commerce and Industry (PHDCCI) alongside members of the Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA) at a Business Networking event organized by the High Commission of India in Tanzania.

Tanzania holds a special place for India, and our business and investment community is keenly aware of the rich potential for mutually beneficial trade and investment that exists. This awareness has led to an increase in business investment inquiries from India and visits from Indian business delegations to Tanzania in recent times.

India has consistently been one of Tanzania's largest trading partners, and we see tremendous potential for further growth. According to data from the Government of India, India-Tanzania bilateral trade reached \$7.9 billion in FY 2023-24, marking a 22 percent growth over the previous year.

"To our Tanzanian friends, the latest trade statistics reveal not only an increase in the volume of bilateral trade but also an improvement in the trade balance. Tanzanian exports to India have surged by 29.5 percent, reaching \$3.29 billion, making India the largest export destination for Tanzania. While India may not yet be the largest trading partner for Tanzania, it is certainly the best trading partner," he stated.

A total of 70 Tanzanian businesspersons and 10 Indian business delegations convened to explore and expand the horizons of trade and investment between India and Tanzania. Philipo Mruvu, Chief Executive Officer of Mruvu Agro-Solutions Company Limited, was among the Tanzania delegation who attended the event.

He expressed that his company, in collaboration with the Smart Agripreneurship Innovation Centre, aims to partner with investors from India to empower a total of 30,000 smallholder farmers, as well as women and youth, to become successful entrepreneurs.

Mruvu identified four key areas in which they would like to partner with Indian investors to support farmers: agribusiness, training, innovation and technology, and climate-smart agriculture.

Through entrepreneurship, coaching, mentorship, and capacity building, they will enable these individuals to establish their own enterprises and produce high-quality products for export to the Indian market and other countries around the world.

"We need to partner with Indian investors who can train our smallholder farmers in Good Agricultural Practices (GAPs), marketing, skills, packaging, processing, and business skills so that they can establish their own enterprises to produce high-quality products for export to the Indian market and other countries around the world," he stated.

Indian investors willing to partner with his company will find that it currently engages 30,000 smallholder farmers involved in cocoa, soybean, cashew nut, maize, avocado, vegetable, mango, poultry, and livestock farming across the country. Among these farmers, 80 percent still rely on traditional methods, primarily using hand hoes.

Manoj Verma, Charge d'Affaires of the Indian High Commission in Tanzania, speaks at an event aimed at exploring investment opportunities in Tanzania. Photo: Beatrice Philimon

THE CITIZEN Monday, July 29, 2024

## Why \$10 billion in India-Tanzania trade is attainable

By Josephine Christopher @joclineQ christopher@tz.nationmedia.com

**Dar es Salaam.** The ambitious goal of reaching \$10 billion in bilateral trade between India and Tanzania is within reach, according to the Indian High Commission.

This follows growing interest and investment in trade between the two countries.

Indian High Commission Charge d'Affaires, Manoj Verma made the remarks during an evening networking event that brought together the Tanzanian business community and India's PHD Chamber of Commerce and Industry (PHDCCI).

Mr Verma said India and Tanzania enjoy robust trade relations.

"Trade between India and Tanzania has seen remarkable growth, with our bilateral trade reaching \$7.9 billion in 2024.

"Tanzania has become India's second-largest trading partner in Africa. According to Tanzanian statistics, India ranks as the second-largest trading partner of Tanzania after China," he said.

Mr Verma highlighted the diversity in trade goods, noting Tanzania's major exports to India, which include gold, cashew nuts, soybeans, unprocessed wheat, timber, cotton, cloth, coffee, metal scraps, precious stones, and oil cakes.

Conversely, India's significant exports to Tanzania comprise petroleum products, engineering goods, medicines, and chemicals.

"Ninety-eight percent of Tanzanian products enjoy duty-free access in the Indian market," Mr Verma said.

He also pointed out Tanzania's strategic advantages, being a member of the East African Community (EAC), Southern African Development Community (SADC), and African Continental Free Trade Area (AfCFTA).

"This offers a wider market and tax relief for trading and investment within the region, especially for the Indian delegation. We endeavour to further increase our bilateral trade to even greater heights, and I believe that day is not far when our bilateral trade will reach 10 billion dollars," Mr Verma noted.

He praised Tanzania's focus on local manufacturing, processing, and value addition of agricultural, mineral, and industrial products for both local consumption and export.

The diplomat encouraged Indian businesses to explore opportunities in sectors such as agro-processing, pharmaceuticals, energy, hospitality, mineral valuation, packaging and storage, motor vehicle assembly, services, and technology.

"Indian companies have already made significant investments in Tanzania, contributing to job creation and capacity building.

"I encourage all the participants at today's event to engage actively and explore opportunities for collaborations that exist in various sectors," he added.

DATA NEWS - 31/07/2024

## India pledges support for Tanzania's economic development

By SUSAN MAMARY

INDIA has expressed its commitment to be a reliable partner to Tanzania's journey of economic development.

According to the country, the businesses conducted is keen to bring in expertise, innovation and investment that can contribute to the growth and prosperity of Tanzania.

This was revealed recently by the leader of a delegation from PHD Chamber of Commerce and Industry (PHDCCI), Mr Kumar Singhal during a business networking event in Dar es Salaam.

The event was organized to bring together the multi-sectoral delegation from PHD CCI India and industries and businesses from Tanzania.

Mr Singhal said the event is the pursuit of strengthening economic and commercial ties.

"I am particularly delighted to see the enthusiasm and commitment from both sides. The PHD CCI delegation consisting of diverse sectors is here to explore and expand the horizons of trade and investment between India and Tanzania," he said.

Similarly, he said the presence of such a strong delegation of Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA) underscores the keenness to collaborate and create business and investment opportunities.

The Indian High Commission Charge d'Affaires, Mr Manoj Verma said the event is a continuation of the ongoing efforts for bolstering trade and commercial relations between India and Tanzania.

Mr Verma said "this collaboration has not only benefited the economies, but has also enriched cultural and people to people connect between the two countries".

He explained that 98 per cent of Tanzania products are enjoying duty free access in the Indian market, saying that India and Tanzania have started trade settlements in local currencies, adding that they are working to make the mechanism more popular and a preferred option.

"As we know, Tanzania is a member of the East African Community (EAC) and the Southern African Development Community (SADC), this offers a wider market and tax relief for trading and investments within the region.

"Our endeavor is to further increase our bilateral trade to even greater heights. I believe the day is not far when our bilateral trade will touch 10 billion US dollars," he stated.

He noted that Indian companies have an opportunity to invest in Tanzania by setting up independent production units or joint ventures in various sectors, including agro-processing, pharmacy, energy, hospitality, minerals value addition, packaging and storage, motor vehicle assembly, services and technology.

"Indian companies have already made significant investments in Tanzania, contributing to job creation and capacity building.

"I encourage all the participants at today's event to engage actively and explore opportunities for collaborations that exist in various sectors," he added.

THE DISPATCH - 31/07/2024

## TPA seeks Indian investors for port upgrades

By Correspondent Beatrice Philimon

IN a bid to construct new modern ports and upgrade existing infrastructures with automated yards and state-of-the-art equipment to facilitate trade, the Tanzania Ports Authority (TPA) is seeking investors to engage in Public-Private Partnership (PPP) initiatives.

This was announced over the weekend by Robert Soko, TPA's marketing manager, during a meeting with a delegation of Tanzanian and Indian business representatives from both the PHD Chamber of Commerce and Industry (PHDCCI) and the Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA).

The networking event was organized by the Indian High Commission in Tanzania.

Soko highlighted specific areas where TPA seeks investment from Indian investors, including Lake Victoria, Lake Tanganyika, Lake Nyasa, Mtwara Port, and Tanga Port, focusing on new port construction, port improvements, and passenger ship services.

"We need Public-Private Partnerships (PPP) from investors to build new modern ports at Kemondo, Bukoba, Mwanza South, and Mwanza North for cargo handling, as well as to facilitate export and import trade and other activities," he stated.

In Lake Tanganyika, there is a need for investors to fund transport services that will purchase modern passenger ships to carry travelers to the Democratic Republic of Congo (DRC), Burundi, Zambia, and facilitate connections between these countries for both commercial and social purposes.

Additionally, investors are sought in Lake Victoria to acquire modern ships for passenger transport and to build contemporary port terminals and warehousing facilities for storing goods, ensuring efficient cargo delivery and other logistical activities.

Expanding on Mtwara and Tanga Ports, he urged Indian business people to utilize both ports for trade facilitation and to invest in constructing new modern ports at Kisumu Village and Mbugwa Village in the Mtwara Region.

"We welcome you all to use our ports for export and import trade. We are ready to handle any business you have. Tanzania is a beautiful country, enjoying peace and political stability, and has maintained a good relationship with India since independence," he said.

The TPA facilitates trade and investments, easing the movement of goods, services, and people in Uganda, Zimbabwe, Zambia, Burundi, the DRC, Comoros, Southern Sudan, Rwanda, and other countries through Lake Victoria, Lake Tanganyika, and the Mtwara and Tanga ports.

Kunal Singhal, managing director of PHDCCI and leader of the Indian delegation, added that they were in Tanzania to explore and expand the horizons of trade and investment between India and Tanzania.

"We are in Tanzania representing information and technology companies that provide end-to-end solutions for small and medium enterprises, including those dealing with educational institutions, pharmaceutical manufacturing, logistics, financial services, packaged food, pre-engineered buildings, and manufacturing, to see how we can invest in Tanzania or secure partners who can work together to facilitate trade between India and Tanzania," he said.

PHDCCI, acting as the "Voice of Industry and Trade" reaching out to more than 1,50,000 large, medium and small industries, has forged ahead leveraging its legacy with the industry knowledge across multiple sectors to take Indian Economy to the next level.

Manoj Verma, Charge d'Affaires at the Indian High Commission, added that the event was meant to strengthen economic and commercial ties between Tanzania and India. The PHDCCI delegation, consisting of various sectors, was in Tanzania to explore and expand the horizons of trade and investment between the two countries.

"As you know, India and Tanzania share a long history of friendship, cultural exchange, and economic cooperation. Our bilateral relations have been consistently strong, and meetings like this provide an opportunity to build upon our existing foundation to create new avenues for partnership and growth," he said.

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**PHD CHAMBER**  
OF COMMERCE AND INDUSTRY  
VOICE OF INDUSTRY AND TRADE

## About PHDCCI

PHD Chamber of Commerce and Industry (PHDCCI) has been working as a catalyst for the promotion of Indian industry, trade and entrepreneurship for the past 119 years. It is a forward looking, proactive and dynamic PAN-India apex organization. As a partner in progress with industry and government, PHDCCI works at the grass roots level with strong national and international linkages for propelling progress, harmony and integrated development of the Indian economy.

PHDCCI, acting as the “Voice of Industry & Trade” reaching out to more than 1,50,000 large, medium and small industries, has forged ahead leveraging its legacy with the industry knowledge across multiple sectors to take Indian Economy to the next level.

At the global level, we have been working with the Embassies and High Commissions in India and overseas to bring in the International Best Practices and Business Opportunities.

### *“Voice of Industry & Trade”*

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