LEATHER VALUE CHAIN
INVESTMENT PROFILE

TANZANIA
FOREWORD

Tanzania is best known for its impressive tourist’s destinations and colourful history, but to potential investors it is widely considered to be a major investment destination in the East African region. Investors seeking to invest into the region need to understand characteristics of Tanzania as the largest country in the region in terms of population and its size.

His Excellency Dr. John Pombe Magufuli, The President of the United Republic of Tanzania has put more emphasis on industrialization as the main agenda for his government. He stated categorically that his government focuses on building an industry driven economy.

In order to create an environment for private sector growth and conducive for investments and businesses, His Excellency Mr. President launched a war against graft, grand corruption, bureaucracy, laziness and institutional discipline in the public sector with a view to create a more stable, predictable and attractive business climate.

In response, Tanzania Investment Centre has been undertaking intensive campaigns on promoting the establishment of new industries. Both local and foreign companies have shown great support to the government initiatives in the establishment of new industries.

For Tanzania to achieve industry driven economy, investors are cordially invited to invest in manufacturing sector. It is through industries that Tanzania will be capable of exporting finished goods as opposed to raw materials. The sector will also create employment, expand markets for agriculture and livestock products, and generate revenue to investors and government.

This profile stands as guidance on how investors in the country can build new investments in leather. Leather processing is a fundamental sub-sector within the larger livestock industry, which has great potential to contribute towards the economic development. Tanzania is home of the 2nd largest livestock herd in Africa with large estimated cattle population, goats and sheep. The importance of the leather industry is undeniable for the United Republic of Tanzania as it provides clear opportunities for value addition to the hides and skins produced in Tanzania. This provides an important locally available resource that is raw material for the tanning industry and for manufacture of finished leather and leather products including upholstery, shoes, handbags and belts, but also generates sizeable export earnings.

According to the World Economic Outlook report 2016, Tanzania is among the fastest growing economies in the world ranking 9th out of 190. As per 2017 World Investment Report, Tanzania continues to perform strongly against partner states in the East African region. Tanzania is currently ranked among top ten most attractive business locations in Africa as per Rand Merchant Bank (RMB) statistics of 2016. UNCTAD statistics also reveal that in 2016, Tanzania attracted US$1.35 billion in FDI surpassing its EAC partners, Uganda, Rwanda, Kenya and Burundi which only received US$ 541 million, US$ 410 million, US$ 394 million and US$ 0.1 million of FDI, respectively.

Therefore, this profile guideline is expected to provide all the necessary information required by investors interested to invest in the country in livestock value chain particularly the leather subsector. It is our sincere hope that this guidance will encourage and strengthen investment inflows into Tanzania.

As the primary agency of the government for investment, promotion and facilitation, Tanzania Investment Centre (TIC) is looking forward to facilitate you to invest and grow with the fast growing economy in the region. I therefore encourage everyone interested in our services to visit www.tic.go.tz.
ACKNOWLEDGEMENTS

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<thead>
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<th>Abbreviation</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACV</td>
<td>Agreement on Customs Valuation</td>
</tr>
<tr>
<td>AFCFTA</td>
<td>Continental Free Trade Area</td>
</tr>
<tr>
<td>BRELACFLA</td>
<td>Business Registration and Licensing Agency of the Ministry of Industry &amp; Trade of the United Republic of Tanzania</td>
</tr>
<tr>
<td>CMA</td>
<td>Commission for Mediation and Arbitration</td>
</tr>
<tr>
<td>DAWASCO</td>
<td>Dar es Salaam Water and Sewerage Corporation</td>
</tr>
<tr>
<td>DDI</td>
<td>Domestic Direct Investment</td>
</tr>
<tr>
<td>DFTP</td>
<td>Duty Free Tariff Preference</td>
</tr>
<tr>
<td>EAC</td>
<td>East African Community</td>
</tr>
<tr>
<td>EPZ</td>
<td>Export Processing Zone</td>
</tr>
<tr>
<td>FAO</td>
<td>Food and Agriculture Organization of the United Nations</td>
</tr>
<tr>
<td>FDI</td>
<td>Foreign Direct Investment</td>
</tr>
<tr>
<td>FOB</td>
<td>(Incoterm) Free On Board</td>
</tr>
<tr>
<td>GDP</td>
<td>Gross Domestic Product</td>
</tr>
<tr>
<td>H&amp;S</td>
<td>Hides and Skins</td>
</tr>
<tr>
<td>ICSID</td>
<td>International Centre for Settlement of Investment Disputes</td>
</tr>
<tr>
<td>LDC</td>
<td>Least Developed Countries</td>
</tr>
<tr>
<td>LAT</td>
<td>Leather Association of Tanzania</td>
</tr>
<tr>
<td>MIGA</td>
<td>Multilateral Investment Guarantee</td>
</tr>
<tr>
<td>MIT</td>
<td>Ministry of Trade</td>
</tr>
<tr>
<td>REC</td>
<td>Regional Economic Community</td>
</tr>
<tr>
<td>SEZ</td>
<td>Special Economic Zone</td>
</tr>
<tr>
<td>SADC</td>
<td>Southern African Development Community</td>
</tr>
<tr>
<td>TANESCO</td>
<td>Tanzania Electric Supply Company Limited</td>
</tr>
<tr>
<td>TIA</td>
<td>Tanzania Investment Act</td>
</tr>
<tr>
<td>TIC</td>
<td>Tanzania Investment Centre</td>
</tr>
<tr>
<td>TFTA</td>
<td>Tripartite Free Trade Area</td>
</tr>
<tr>
<td>TIFA</td>
<td>Trade and Investment Framework Agreement</td>
</tr>
<tr>
<td>TRA</td>
<td>Tanzania Revenue Authority</td>
</tr>
<tr>
<td>UN</td>
<td>United Nations</td>
</tr>
<tr>
<td>VAT</td>
<td>Value Added Tax</td>
</tr>
<tr>
<td>WTO</td>
<td>World Trade Organization</td>
</tr>
<tr>
<td>ZIPA</td>
<td>Zanzibar Investment Promotion Authority</td>
</tr>
</tbody>
</table>
Why Tanzania?

GEOGRAPHICAL OVERVIEW

The United Republic of Tanzania was formed in 1964 when the sovereign states of Zanzibar and Tanganyika united. Mainland Tanganyika covers more than 99% of the combined territories’ total area.

Tanzania has a territory of 947,300 km², out of which 54,337 km² consists of inland water. Mainland Tanzania is situated between the area of Tanganyika, the Great Lakes of Victoria, Nyasa and the Indian Ocean. It boasts roughly 1,400 kilometres of coastline and is bordered by eight countries: the Republic of Uganda, the Republic of Burundi, the Republic of Kenya, the Republic of Rwanda, the Republic of Zambia, the Republic of Malawi, the Democratic Republic of Congo and the Republic of Mozambique. Due to six of these countries being land-linked, Tanzania provides natural access to the region.

Due to the historically low density of human settlement, Mainland Tanzania is home to an exceptionally rich array of wildlife. Approximately one-fourth of Tanzania’s land has been set aside to form an extensive network of reserves, conservation areas and national parks, a number of which (including Serengeti National Park, the Selous Game Reserve, the Ngorongoro Conservation Area, and Kilimanjaro National Park) have been designated United Nations Educational, Scientific and Cultural Organization (UNESCO) World Heritage sites.

| Key facts |
|------------------|------------------|
| Capital:         | Dodoma           |
| Area:            | 947,300 km²      |
| Population growth: | 2.8% (2017)    |
| Youth literacy rate (15–24 years): | 87.31% (2015) |
| Urban population: | 33% (2017)       |
| GDP (nominal):   | $47.431 billion (2016) |
| GDP per capita (nominal): | $867 (2016) |
| GDP growth:      | 7.1% (2017)      |
| Foreign reserve: | $3.771 billion (31 December 2016) |
| Inflation rate:  | 5.2% (2016)      |
| Currency:        | Tanzania shilling (TZS) |
| Other major cities: | Dar es Salaam  |
| Language:        | English, Swahili (official languages) |
| Religion:        | Christian 61.4%, Muslim 35.2%, folk religion 1.8%, other 0.2%, unaffiliated 1.4% |

Source: TIC, 2014; World Bank, 2015; WEF, 2015; CIA, 2016
POLITICAL OVERVIEW

Tanzania is divided into 26 regions: 21 on the mainland, three on Zanzibar Island and two on Pemba Island.

Mafia Island is administered from the mainland, while Zanzibar and Pemba Islands have a separate government administration. Dodoma, located on the mainland, is the designated official capital of Tanzania since 1974. Dar es Salaam, however, remains the centre of most government administration, as well as the largest city and port in the country.

In 2016, Tanzania had an estimated population of 55.16 million, which indicates the largest population in East Africa with the lowest population density; almost one-third of the population is urban. Tanzania’s youthful population (under 25 years old) accounts for roughly two-thirds of the population. Since approximately 800,000 young Tanzanians enter into the labour market every year, the government places strong importance on generating the conditions through nurturing a vibrant private sector to provide productive jobs for its youth.

Tanzania is one of the most peaceful and politically stable countries in Africa, with no history of civil wars, ethnical conflicts or internal uprising. It is an established multiparty democracy, with 19 political parties registered in the country.

ECONOMIC AND FINANCIAL OVERVIEW

Political stability remains the cornerstone of Tanzania’s strong economic performance. Tanzania has achieved a rise in its economic growth in per capita terms through its vast national resources and tourism. Gross domestic product (GDP) growth during the period of 2009–2016 averaged 6%–7% per year. The inflation rate has been on a downward trend since 2012. A targeted monetary policy regime is being used, which has significantly contributed to financial stability over the years and the country has largely completed its transition to a market economy.

TANZANIA – KEY FACTS

- Strategic location
- Peace and political stability
- Economic stability
- Consistent implementation of liberal policies
- Important growth on GDP performance
- Inflation stability
- Specific policies in place to improve macroeconomic performance and investment flow
- Investment incentives and guarantees
- Liberal foreign exchange regime
- Rapid growth in domestic lending
- Improvements in global competitiveness
- Transformation into a middle-income country
- Access to markets through membership of bilateral and multilateral trade agreements
- Competitive operations costs
- Vast availability of labour force
- Exceptionally rich array of natural resources and wildlife
- World renowned tourist attractions

Figure 1: GDP and per capita income projections (2010–2021)

Source: Factfish, 2016
The economy depends on agriculture, which accounts for more than one-quarter of GDP, provides 85% of exports and employs approximately 65% of the workforce. All land in Tanzania is owned by the government, which can lease land for up to 99 years.

While the Republic of India is the largest exporter of Tanzanian products, followed by the Republic of South Africa and the Swiss Confederation, it is the People’s Republic of China that heads the imports of products to Tanzania, with India being the second and South Africa the third most important importers. Overall, the country had a negative trade balance in 2016 with a total imported value of $7,688,981,000 against an exported value of $5,547,229,000.


**Figure 2: Annual average inflation and interest rates (2012–2018)**

![Graph showing annual average inflation and interest rates](image)


**Figure 3: List of importing markets for all products exported by Tanzania in 2016**

<table>
<thead>
<tr>
<th>Importing Market</th>
<th>Exported Value, USD thousand</th>
</tr>
</thead>
<tbody>
<tr>
<td>India</td>
<td>800,000</td>
</tr>
<tr>
<td>South Africa</td>
<td>600,000</td>
</tr>
<tr>
<td>Switzerland</td>
<td>600,000</td>
</tr>
<tr>
<td>China</td>
<td>500,000</td>
</tr>
<tr>
<td>Bahamas</td>
<td>400,000</td>
</tr>
<tr>
<td>Comoros</td>
<td>400,000</td>
</tr>
<tr>
<td>Kenya</td>
<td>300,000</td>
</tr>
<tr>
<td>Congo, Democratic Republic of the</td>
<td>300,000</td>
</tr>
<tr>
<td>Viet Nam</td>
<td>200,000</td>
</tr>
<tr>
<td>Japan</td>
<td>100,000</td>
</tr>
</tbody>
</table>


**Figure 4: List of supplying markets for all products imported by Tanzania in 2016**

<table>
<thead>
<tr>
<th>Supplying Market</th>
<th>Imported Value, USD thousand</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>1,500,000</td>
</tr>
<tr>
<td>India</td>
<td>1,000,000</td>
</tr>
<tr>
<td>South Africa</td>
<td>1,000,000</td>
</tr>
<tr>
<td>United Arab Emirates</td>
<td>750,000</td>
</tr>
<tr>
<td>Japan</td>
<td>500,000</td>
</tr>
<tr>
<td>Kenya</td>
<td>500,000</td>
</tr>
<tr>
<td>Malaysia</td>
<td>500,000</td>
</tr>
<tr>
<td>Kuwait</td>
<td>500,000</td>
</tr>
<tr>
<td>United States of America</td>
<td>500,000</td>
</tr>
<tr>
<td>Germany</td>
<td>500,000</td>
</tr>
</tbody>
</table>

Tanzania is a member of the East African Community (EAC), along with Uganda, Kenya, Burundi, Rwanda and the Republic of South Sudan. As a Southern African Development Community (SADC) member, Tanzania has access to 14 additional markets exceeding a population of 215 million. The COMESA-EAC-SADC Tripartite Free Trade Area (TFTA), officially launched in June 2015, is setting the stage for the establishment of a single market for 26 East and Southern African countries comprising more than 625 million people.

Moreover, in March 2018, 44 member countries of the African Union (including Tanzania) signed the Continental Free Trade Area (AfCFTA). After the ratification of at least 22 countries, this will become one of the world’s largest free trade blocks with a creation of a continental market for products and services for 1.2 billion people.

Figure 5: Tripartite Free Trade Area Map
The consistent implementation of liberal policies across the whole economy has contributed to improved confidence in the Tanzanian economy among international investors. In order to further complement the overall economic environment, the Government of Tanzania has instituted specific policies, which are aimed at improving macroeconomic performance and investment inflow.

Inflows of foreign direct investment (FDI) have grown significantly, as illustrated in figure 6. It is estimated that more than 40% of FDI going to East Africa is destined for Tanzania. Top countries for sources of FDI in Tanzania include China, Canada, South Africa, Kenya and the United Kingdom of Great Britain and Northern Ireland. FDI has quadrupled in the period 2000 to 2014, from $0.5 billion to $2 billion respectively, and it is still growing, especially in the tourism and hotels, energy infrastructure, telecommunications services, breweries, road construction, agriculture and mining sectors.

Tanzania’s financial sector has expanded in recent years. There are more than 30 banks in the country and foreign-owned ones account for approximately 48% of the banking industry’s total assets. Competition among foreign commercial banks has resulted in significant improvements in the efficiency and quality of financial services. Recent banking reforms have helped increase private sector growth and investment.

The country offers a well-balanced and competitive package of fiscal incentives in comparison with other African countries. Tanzania has signed double taxation treaties with several countries, including India, and negotiations are in progress with other countries. Investments in Tanzania are guaranteed against nationalization and expropriation. Tanzania is also a signatory of several multilateral and bilateral agreements on protection and promotion of foreign investment, e.g. Multilateral Investment Guarantee Agency (MIGA) and International Centre for Settlement of Investment Disputes (ICSID).

Tanzania boasts a fully liberalized foreign exchange regime, which is important in the execution of efficient international transactions. An occasional intervention by the Bank of Tanzania is to smooth out short-term volatility in the exchange rate. These operations continue to be undertaken consciously without compromising the objective of maintaining an adequate level of international reserves contributing to stability, which is crucial in supporting business growth and stability.

Domestic credit to Tanzania’s private sector increased from 9.8% of GDP in 2006 to 15.2% of GDP in 2015, growing at an average annual rate of 5.16%. The expanding domestic credit lines greatly facilitate access to working capital for new investments.

The country has also seen some improvements in global competitiveness and the business environment: Tanzania scored 3.67 points out of 7 in the 2016–2017 Global Competitiveness Report published by the World Economic Forum. Competitiveness Index in Tanzania averaged 3.56 points from 2007 until 2017, reaching a high of 3.82 points in 2017. In addition to this, Tanzania has improved its performance in the World Bank’s Doing Business Report, gaining 3.89 points in 2017. Its highest gain was recorded on the ease of getting credit, which went up by 40%. This is a reflection that credit accessibility is improving in Tanzania, which is rated as one of the major constraints of doing business in East and Southern Africa. Subsequently, Tanzania’s global position moved from 144 in 2016 to 132 in 2017.

The World Bank, the International Monetary Fund and bilateral donors have provided funds to rehabilitate Tanzania’s aging infrastructure, including rail and port, which provide important trade links for inland countries. Tanzania has also introduced an ambitious development agenda focussed on creating a better business environment through improved infrastructure, access to financing, and education progress, but implementing budgets remains a challenge.
TANZANIAN LEATHER INDUSTRY

There is a consensus that the Tanzanian leather sector could substantially contribute to the transformation of Tanzania to a lower middle-income country by 2025.

OVERVIEW

Since privatization and market liberalization in the mid-1980s, the Tanzanian leather sector has experienced a sharp decline in many of its manufacturing operations to such an extent that most of the footwear and leather goods industry was replaced by imports. The tanning industry also faced difficulties in terms of attracting investment to upgrade existing facilities or in building productive capacity without state interventions. Furthermore, an increase in unprocessed leather exports resulted in a closure of many tanneries in the country due to the lack of raw material. As a reaction, the government formulated policies to support the sector. This included the adoption of an export levy on raw hides and skins, amounting to 80% of free on board (FOB) value or $0.52 per kg, whichever is higher. In addition, wet blue leather is levied at the rate of 10% on FOB. However, this policy tool, aimed at promoting Value added processing of raw material, has met with mixed results.

It is estimated that 1,000 people work in the Tanzanian leather processing and leather product manufacturing sector. Out of these workers, 58% are males and 42% are females.

Tanzanian export of leather products (containing all the subsectors found in the leather industry) remains very small in comparison with its livestock population. As a whole, Tanzania ranks fourteenth in Africa for hides and skins (H&S), ahead of the Republic of Botswana, but behind Kenya. For leather articles, Tanzania ranks seventeenth, and for footwear it ranks twelfth. For details, see figure 7.

The H&S most exported by Tanzania from animal sources are bovine animal hides. Sales of exported leather of bovine origin in 2016 contributed 63% to total H&S exports, while goatskin leather accounted for 31% of exports and approximately 6% of exports related to sheepskin leather. While China remains the biggest export market for Tanzania, exports to India have shown a wave of ups and downs, reaching close to the Chinese level in 2016, as seen in figure 9.
Figure 8: Major African exporters of H&S (top), leather articles (centre) and leather footwear (bottom) in 2014 (US$ millions)
List of importing markets for a product exported by United Republic of Tanzania
Product: 41 Raw hides and skins (other than furskins) and leather

Figure 9: Main countries for Tanzania’s leather exports


TANZANIAN LEATHER VALUE CHAIN

ANIMAL HUSBANDRY

Animal husbandry is estimated to provide a livelihood for 1.7 million households. Tanzania has the second largest population of livestock in Africa, representing a formidable supply of hides and skins, based on an animal population consisting of 21.5 million cattle, 15.4 million goats and 5.9 million sheep. While bovine hides and skins production increased from 1.7 million to 3 million between 2003 and 2015, it has the potential to produce at least 4 million hides and approximately 6.1 million skins annually.

SLAUGHTER SLABS, SLAUGHTERHOUSES AND ABATTOIRS

The vast majority of slaughter slabs are small-scale, with a throughput of between one cow and 10 cattle per day. Slaughter slabs are usually rudimentary sites made up of a concrete platform with a simple corrugated iron roof for shelter. There are an estimated 1,000 such slaughter slabs in the country. Furthermore, an estimated 43 slaughterhouses, with a nominal throughput capacity of 20 to 100 animals a day, are found in municipalities and other urban areas. Slaughterhouses are estimated to be operating at less than 50% of installed capacity. In addition, a further 27 abattoirs are operational on a larger semi-mechanized scale, with 100–400 animals slaughtered per day.

Figure 10: Tanzanian production of H&S, 2008–2013 (equivalent to heads slaughtered)

LEATHER VALUE CHAIN INVESTMENT PROFILE TANZANIA

TANNING

There are 11 operational tanneries in Tanzania. These tanneries buy the salted or dried H&S directly from slaughterhouses, salting slabs/drying sheds or collectors. According to data collected by the Ministry of Industry, Trade and Investment and the Leather Association of Tanzania (LAT), Tanzanian tanneries have a total annual capacity to process 3.6 million hides and 12.8 million skins. Tanzania’s total installed capacity is equivalent to 104 million square feet per year, while actual capacity utilization reaches approximately 86% for hides and 61% for skins of this level.

Based on the classification of raw H&S and leather, 90% of the Tanzanian tanning industry production is in the form of wet blue leather. Crust and finished leather production is marginal and there are no tanneries producing high-fashion finished leather.

<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>Installed annual capacity (pieces)</th>
<th>Installed annual capacity (Sq. ft)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Afro Leather Industries Ltd</td>
<td>Dar es Salaam</td>
<td>300 000</td>
<td>700 000</td>
</tr>
<tr>
<td>Lake Trading Co. Ltd</td>
<td>Kibaha</td>
<td>90 000</td>
<td>420 000</td>
</tr>
<tr>
<td>Himo Tanners &amp; Planters Ltd</td>
<td>Moshi</td>
<td>90 000</td>
<td>900 000</td>
</tr>
<tr>
<td>SAK International Ltd</td>
<td>Arusha</td>
<td>450 000</td>
<td>900 000</td>
</tr>
<tr>
<td>Moshi Leather Industries Ltd</td>
<td>Moshi</td>
<td>180 000</td>
<td>1 200 000</td>
</tr>
<tr>
<td>ACE Leather Tanzania Ltd</td>
<td>Morogoro</td>
<td>1 200 000</td>
<td>3 600 000</td>
</tr>
<tr>
<td>Meru Tanners Ltd</td>
<td>Arusha</td>
<td>624 000</td>
<td>1 500 000</td>
</tr>
<tr>
<td>Xing Hua Investment Co. Ltd</td>
<td>Shinyanga</td>
<td>900 000</td>
<td>2 100 000</td>
</tr>
<tr>
<td>Huacheng International Ltd</td>
<td>Dodoma</td>
<td>900 000</td>
<td>1 500 000</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td>4 734 000</td>
<td>12 820 000</td>
</tr>
</tbody>
</table>


LIGHT MANUFACTURING – FOOTWEAR AND LEATHER GOODS

There are approximately 40 micro, small and medium-sized enterprises and two large enterprises involved in manufacturing of leather products and footwear accounting for all Tanzanian exports of finished leather. Some larger companies are also vertically integrated in the tanning sector.

The footwear manufacturing sector was vibrant during the nationalization period, but has not grown since then in view of the difficulty in sourcing local materials as inputs, large investments needed and severe competition from imports.

Figure 11: Principal importers of footwear to Tanzania (2001–2016)

List of supplying markets for a product exported by United Republic of Tanzania Product: 64 Footwear, gaiters and the like; parts of such articles

- China
- Kenya
- South Africa
- India
- United Arab Emirates

Tanzania’s footwear demand is estimated at 46.8 million pairs per annum. Production of footwear in Tanzania is limited and is estimated at 300,000 pairs per annum, leaving a huge market gap of 46.5 million. This gap is, to an extent, filled by imports, predominantly supplied from China, as observed in figure 11. Imports from other countries, including India, are marginal.

With regards to leather goods, the trend has been similar to the one in footwear production. The country is supplied in principal by articles from China, dominating the market, as shown in figure 13, and there is no local producer capable of competing with imports.

Table 2: Strategic and operational objectives of Tanzania’s leather sector strategy

<table>
<thead>
<tr>
<th>Strategic objectives</th>
<th>Operational objectives</th>
</tr>
</thead>
</table>
| To improve the quality and availability of raw materials to better respond to market requirements. | • Ensure a proper grading system in order to incentivize production of quality H&S and leather products in line with technical requirements.  
• Improve the quality of H&S at the field/farm level.  
• Improve the operations of slaughter slabs/houses and abattoirs.  
• Improve the collection and storage of H&S. |
| To strengthen the policy and institutional framework for the development of the sector. | • Strengthen the coordination and planning capacities of the sector and its institutions.  
• Strengthen the capacity of key sector institutions.  
• Promote clustering in the leather industry.  
• Improve the application of policies, rules and regulations. |
| To build sustainable growth for the industry. | • Improve tanneries’ ability to stimulate sector growth.  
• Improve the capacity of leather product manufacturers to respond to local and international demand.  
• Reduce environmental impact through improved effluent treatment and waste reduction.  
• Innovate through new products and processes to reduce the environmental impact of the leather industry. |
| To strengthen the sector’s ability to diversify products, increase value addition and develop into new markets. | • Build the sector’s market development capacity.  
• Promote research and development (R&D) in the leather sector.  
• Improve financial access for sector operators.  
• Promote investment in the sector. |

Source: UN Food and Agriculture Organization (2016).
INVESTMENT OPPORTUNITIES IN THE TANZANIAN LEATHER SECTOR

MODERN, EFFICIENT SLAUGHTERHOUSES

Tanzania enjoys a comparative advantage given its large livestock resource and competitively priced labour force. However, it does not reach its potential, partially due to the low-quality outputs coming from slaughterhouses. Most of the slaughter facilities in the country are owned by local councils, while a few are owned by private firms. A great number of these facilities lack basic equipment, and both liquid and solid waste disposal represent a challenge vis-à-vis the standard of hygiene.

A major issue relating to the quality of H&S and values lost in selling them are slaughterhouse practices, with respect to the flaying and curing of skins. These are usually carried out haphazardly, because the primary focus is on the meat, not the presentation of the H&S. This leads to scratches, damaged surfaces and uneven skin sizes.

Investment into modern, efficient slaughterhouses using proper equipment, deploying good practices and a skilled workforce would bring considerable improvements to the quality of raw material for further processing and bring immense value addition throughout the chain.

LEATHER PROCESSING

The output of bovine hides and skins is projected to reach 3.6 million pieces by 2020. Most of the leather processed in Tanzania is at the wet blue stage. Very little is produced up to crust level, the quality is not competitive in international markets and finished leather predominantly caters to the domestic market.

Lacking technology and growing requirements in terms of environmental compliance and standards are the major challenges in this part of the value chain. An investment into leather finishing units addressing these challenges would not only bring value addition to the leather value chain, but also make Tanzania leather competitive in the international markets.

Potential investors can seek joint ventures with already established tanneries targeting installation of finishing lines, or set up their own finishing units.

LEATHER PRODUCTS – FOOTWEAR AND LEATHER GOODS

There is an enormous market gap of an estimated 46.5 million pairs of footwear between demand and local supply, as aforementioned. The shortfall is currently being serviced by imports of new and second-hand footwear, often of a compromised quality. Such a situation presents a very attractive investment opportunity, supported further by an announced ban on second-hand footwear by the East African Community (EAC) to become effective as of 2019.

Footwear from Tanzania can be exported at zero duty into the EAC market and under preference into the Southern African Development Community (SADC) market. Footwear imports by EAC and SADC were valued at $567 million and $1.6 billion respectively in 2016. All of the above shows a huge regional market opportunity to be seized by new investors in Tanzania.

The country is also eligible for the USA’s African Growth and Opportunity Act (AGOA), which offers duty-free exports to the USA from certain sectors, including leather. Furthermore, the European Union’s Everything But Arms initiative enables Tanzania to export some goods to the European Union (EU) tax-free. Investors who decide to invest in the production of footwear or leather goods in Tanzania will therefore gain an additional free market access encompassing more than 1 billion people.

LEATHER INDUSTRIAL PARK

Tanzania has no dedicated leather industrial park in operation and the government perceives a possibility of developing one either independently or through public-private partnership, as an attractive investment opportunity for foreign investors. The options range from developing infrastructure through establishment of manufacturing facilities to commercial or service operations.

This represents a complex option requiring close coordination with relevant government authorities that can provide further guidance on rules and regulations as well as other relevant information concerning such investment.
Trade and investment climate

TRADING

LIBERAL TRADE POLICY

Tanzania’s trade policy is focused on the transformation of its economy from a supply constrained to a competitive export-led entity. The country is a member of the World Trade Organization (WTO) and a signatory to a number of bilateral and regional trade agreements. Its membership within the East African Community (EAC) and Southern African Development Community (SADC) trading blocs has opened new export opportunities to fast-growing markets comprising a population of more than 330 million. In addition, it is a signatory to the COMESA-EAC-SADC Tripartite Agreement (TFTA), which will provide the country with duty-free access to 26 countries and their estimated 625 million inhabitants.

BILATERAL AND MULTILATERAL INVESTMENT AND TRADE AGREEMENTS

- **African Growth and Opportunity Act (AGOA):** This is a non-reciprocal trade preference agreement offering certain commodities from eligible Sub-Saharan African countries duty-free access to the United States of America’s market. AGOA has been renewed until 2025.

- **Everything But Arms (EBA):** This is an initiative of the European Union (EU) under which all imports to the EU from the least developed countries (LDCs) are duty-free and quota-free, with the exception of armaments.

- **Trade and Investment Framework Agreement (TIFA) signed between USA and the East African Community (EAC) in 2008:** This provides strategic frameworks and principles for dialogue on trade and investment issues between the United States and the other parties to the agreement.

- **Duty Free Tariff Preference (DFTP):** This is a scheme announced by India for least developed countries (LDCs) in 2008 providing for duty-free market and preferential market access on tariff lines that constitute 92.5% of global exports of LDCs.

- **Double taxation agreements:** Double taxation agreements exist with Canada, the Kingdom of Denmark, the Republic of Finland, India, the Republic of Italy, the Kingdom of Norway, South Africa, the Kingdom of Sweden, and Zambia. Bilateral investment treaties were signed with 23 countries, including Denmark, the Arab Republic of Egypt, Finland, the Federal Republic of Germany, Italy, the Republic of Korea, the Kingdom of the Netherlands, Sweden, Switzerland and the UK.

- **Investment guarantees:** Investments in Tanzania are guaranteed against nationalization and expropriation. Tanzania is a signatory of several multilateral and bilateral agreements on protection and promotion of foreign investment. Among other international agreements and memberships, Tanzania is a member of the Multilateral Investment Guarantee Agency (MIGA) and International Centre for Settlement of Investment Disputes (ICSID).

- **Agreement on customs valuation (ACV):** The Customs and Excise Department in Tanzania has adopted the system of goods valuation known as the agreement on customs valuation (ACV). This is part of Tanzania’s obligation to implement World Trade Organization (WTO) rules. The system provides for use of price actually paid or payable for the goods and forbids the use of arbitrary or fictitious customs values.
TAXATION

The Government of Tanzania has put emphasis on establishing a transparent taxation system with the objective of making the taxation structure more transparent to taxpayers. The administration of several tax laws is assigned to the Tanzania Revenue Authority (TRA).

Different types of taxes and tax rates in the country apply, as summarized below.

VALUE ADDED TAX (VAT)

Value added tax is a consumption tax charged on taxable goods and services of any economic activity whenever value is added at each stage of production and at the final stage of sale. VAT is charged on locally produced goods and services and on imports. Value added tax is only charged by persons registered for VAT. Any company is required to register for VAT if it has a turnover of more than TZS 40 million a year or TZS 10 million in a period of three successive months.

VAT rates are categorized as follows:

- **18%** for standard rated supplies and importations
- **0%** for exports of goods and services.

CORPORATE TAX

Corporate tax is a tax charged on taxable incomes (profits) of entities such as limited companies, institutions or organizations, including clubs, societies, associations, cooperatives, charities and other unincorporated bodies.

Taxable incomes (profits) for charging corporation tax include:

- Profits from business undertakings;
- Profits from conducting investments (except such dividends that are taxed differently as final taxes);
- Tax paid out of turnover of companies with perpetual unrelieved losses for three consecutive years.

The rate varies between 0% and 30%.

INCOME TAX

Income tax is a tax imposed on financial income generated by individuals. The rates vary depending on the income generated and range between 0% and 30% for residents. Non-resident individuals are subject to tax at a flat rate of 15% on employment income.

<table>
<thead>
<tr>
<th>Table 3: Resident tax rates in Mainland Tanzania</th>
</tr>
</thead>
<tbody>
<tr>
<td>Taxable income (TZS)</td>
</tr>
<tr>
<td>----------------------</td>
</tr>
<tr>
<td>Over (column 1)</td>
</tr>
<tr>
<td>0</td>
</tr>
<tr>
<td>170 000</td>
</tr>
<tr>
<td>360 000</td>
</tr>
<tr>
<td>540 000</td>
</tr>
<tr>
<td>720 000 And above</td>
</tr>
</tbody>
</table>

Source: Tanzania Revenue Authority.
SKILLS AND DEVELOPMENT LEVY

This tax is attributed to the employer and it amounts to 5% of employees’ total gross remuneration.

WITHHOLDING TAX

Withholding tax is the amount of tax retained by one person when making payments to another person in respect of goods supplied or services rendered by the payee.

Withholding tax applies to specific payments, including payment that is to be included in calculating the chargeable income of an employee from the employment, payment of investment return (including dividend, interest, natural resource payment, rent or royalty), payment in respect to service fee and contract payments and payment in respect to supply of goods to the government and its institutions.

The rates range between 5% and 15% for residents and non-residents.

For more details, please see the Tanzania Revenue Authority website.

IMPORT DUTY

As a member of the EAC, Tanzania enjoys a Customs union that offers duty-free trade between member states, a common external tariff on imports from third countries and common customs procedures.

Generally, EAC import duty on finished products is 25%, with 10% applicable for intermediate products and 0% applicable for raw materials.

In relation to the leather sector, the rates apply as follows:

- **Machinery:** less than $9,000, VAT applies; more than $9,000, VAT exempted.
- **Chemicals:** 0%–25% depending on the level of processing.
- **Components:** 0%–25% depending on the level of processing; for example: shoe sole – 10%.

INVESTMENT INCENTIVES

The Tanzania Investment Act (TIA) from 1997 is in operation. In 2004, it passed on all tax incentives to the East African Community Customs Management Act, the Income Tax Act and the Value added Tax Act 1997 as revised in 2006.

Subsequently, income tax holidays have been abolished and investors are now offered tax incentives in the form of greater capital deductions and allowances. The income tax laws permit 50% capital allowances in the first year of usage for plant and machinery fixed in a factory and utilized in manufacturing processes. Export processing zones and special economic zones

<table>
<thead>
<tr>
<th>NON-FISCAL INCENTIVES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automatic immigration quota;</td>
</tr>
<tr>
<td>Protection against non-commercial risks;</td>
</tr>
<tr>
<td>One-stop shop facilitation;</td>
</tr>
<tr>
<td>Protection against nationalization/confiscation;</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FISCAL INCENTIVES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exemptions on projects capital goods;</td>
</tr>
<tr>
<td>Tax relief on deemed capital goods;</td>
</tr>
<tr>
<td>Capital allowance;</td>
</tr>
<tr>
<td>Depreciation allowance.</td>
</tr>
</tbody>
</table>

Export processing zones (EPZs)

The EPZ programme in Tanzania was established in 2002 following the enactment of the Export Processing Zones Act in the same year. The scheme provides for the establishment of export-oriented investments within the designated zones with the view of creating international competitiveness for export-led economic growth.
The objectives of the programme are to:

- Attract and encourage transfer of new technology;
- Attract and promote investment for export-led industrialization;
- Create and expand foreign exchange earnings;
- Create and increase employment and development of skilled labour;
- Foster linkages of the local economy with the international market; and
- Promote processing of local raw materials for export (value addition).

The Export Processing Zones Authority (EPZA) has allocated 4,000 hectares for export clusters. Six zones are already established, one of them owned by the Government of Tanzania, and the remaining five are in the hands of the private sector.

Investors in EPZs are entitled to certain fiscal and non-fiscal incentives, such as:

- Duty-free importation of raw material and capital goods;
- Ten-year exemption on corporate tax;
- Ten-year exemption on dividend taxes and interest;
- Ten-year exemption on local taxes;
- VAT exemptions for utilities;
- Attribution of prime sites close to main roads and ports;
- Decreased time needed to license and register new investors from seven days to two days;
- One-stop shop providing services of different departments under one roof (such as licence and permits applications).

Special economic zones (SEZs)

The Government of Tanzania established special economic zones in 2006 as a strategy to achieve Mini-Tiger Plan 2020. This plan’s objective is to promote quick and significant progress in economic growth, export earnings and employment creation as well as to attract private investment in the form of both foreign direct investment (FDI) and domestic direct investment (DDI) from all productive and service sectors.

A special economic zone is a geographical area that has more liberal economic laws than the country’s typical laws. It is an economic development tool to promote rapid economic growth by using fiscal and business incentives to attract investments and technology.

The zones act as a magnet for investment in desirable activities in specially designated areas by providing quality infrastructure, complemented by an attractive fiscal package, business support services, cluster formation and minimal regulations.

The SEZ programme covers a wider range of allowable activities than the EPZ. Therefore, it is envisaged that the SEZ programme will go a long way in contributing towards the achievement of the economic objectives and goals of Vision 2025, aiming at transforming Tanzania into a globally competitive country.

Special economic zones include:

- Export processing zones
- Free ports
- Free trade zones; industrial parks
- Regional headquarters
- Science and technology parks
- ICT parks
- Agricultural free zones
- Tourism development zones and business incubation.
Multiple incentives exist for investors within SEZs, including:

- Exemption from paying duties and taxes for equipment, machinery, construction and building materials, heavy duty vehicles and any other goods of a capital nature to be utilized for developing SEZ infrastructure;

- Exemption from paying corporate tax for a starting period of 10 years, after which corporate tax will be levied at the rate stated in the Income Tax Act;

- Exemption from paying withholding tax on dividends, interest and rent for the first 10 years;

- Exemption from paying property tax for the initial 10 years;

- There are three types of licences given for export processing zones and special economic zones for which different tax exemptions and work permit entitlements apply: Holders of SEZ developer or operator licences;

- Holders of SEZ licences; and

- Holders of SEZ export user licences.

### Strategic investor status

Apart from standard investment incentives, potential investors with projects of specific or great impact to the society or economy may apply for a ‘strategic investor status’ to seek additional investment incentives from the government as provided for in Rule 49 in the Tanzania Investment Regulations 2002. These include 0% import duty on project capital goods and 75% exemption on import duty on deemed capital goods, among others.

In order to qualify for strategic investment status, the following factors are considered:

- The total capital to be invested is more than $50 million;

- The contribution of the project in terms of creating employment opportunities;

- New and innovative technology to be introduced by the prospective investor’s strategic project;

- The extent to which the project brings capacity to manufacture products for export and the earning of foreign exchange; and

- Whether the investment is in a special economic zone or geographically disadvantaged region.
VISAS AND WORK PERMITS

Any foreigner intending to reside in Tanzania for investment, business, employment or any other legal activity may be granted a residence permit.

There are two types of permits for such individuals: Residence Permit Class A and Residence Permit Class B. Both are obtained through the Tanzania Investment Centre (TIC) or the Zanzibar Investment Promotion Authority.

The visa procedures are fairly simple and offer a variety of options. The ordinary visa is granted to foreigners seeking to enter the country for tourism, health treatment or any other leisure activity, for a duration of three months. A transit visa is granted to those intending to pass through the country heading to other destinations. A multiple entry visa is granted to people wanting to enter Tanzania for business purposes and it is given for a period of three to 12 months, depending on the request.

REGISTRATION PROCEEDURES FOR COMPANIES

Investors who pass through Tanzania Investment Centre (TIC) facilitation registration will be processed by TIC. All enterprises operating in Tanzania, whatever their legal forms, must register with the Business Registrations and Licensing Agency (BRELA) of the Ministry of Industry, Trade and Investment (MITI). However, other approvals, permits and licences are also required, depending on the sector in which the company intends to operate. Private companies are required to have at least two directors.

TYPES OF COMPANIES

There are four main types of companies:

- Private companies
- Non-private companies
- Public companies
- Foreign companies.

The following procedures and norms apply for private and foreign companies.

PRIVATE COMPANIES

These are usually formed by persons with prior relationships other than only business relationships, e.g. father and sons and/or daughters or friends, etc. The minimum number of members for a private company is two and the maximum is 50, excluding those who become members by virtue of being employees of the company.

The shares of these companies are not freely transmissible. The transferability is subject to strict control and regulations and, as such, these types of companies may not list on the stock exchange for purposes of trading in shares.

These types of companies are supposed to submit annual returns and any other statutory fillable documents to the Registrar (e.g. changes of particulars or directors, or change of company name, etc.).

FOREIGN COMPANIES

These are companies incorporated outside Tanzania. Their offices in Tanzania are treated as branches of a foreign company. Even if all subscribers and shareholders are nationals of the United Republic of Tanzania, the companies are regarded as foreign. They are registered under part XII of Cap. 212. The registration procedure for this type of company includes the submission of:

- Certified copies of memorandum and articles of association;
- Notice of the location of the registered office in the country of domicile;
- List of company directors;
- Persons residing in the country who are the representatives of the company;
- Copy of the most recent company accounts and related reports;
- Fees payable are $500 towards registration fees and $600 for filing;
- A certificate of compliance is issued to applicants after the process.
REGISTRATION PROCEDURES

▪ Applicants submit a letter for name clearance; the registrar approves the proposed name after a search. The registry search is to establish:

  a. Availability or non-availability of the applied name;
  b. Desirability of such name.

▪ Applicants are then advised if the name is available or not, after which they prepare the memorandum and articles of association and submit the same to the registrar for the registration process.

▪ Compliance with all requirements relating to the formation of the companies declared in form No. 14b, which is sworn before a Commissioner of Oaths. Particulars of directors are given through form 14a and notice of the situation of the registered office is also given through the same form 14a, where physical locations and postal addresses must be provided.

INDUSTRIAL UTILITIES

WATER

As of 30 June 2016, Tanzania has 131 regulated water utilities. Dar es Salaam Water and Sewerage Corporation (DAWASCO) is a state utility company that provides water in the Dar es Salaam area and its tariff was TZS 1,663 ($0.74) per m³ in FY 2015/16. An alternative to making use of the public water service is to dig a borehole, the cost of which is typically negotiable between the receiver and service provider, and is usually TZS 60,000 ($26) per 1m depth.

ELECTRICITY

The Government of Tanzania supplies electricity to the country through the state-owned Tanzania Electric Supply Company Limited (TANESCO). Many businesses, such as Aggreko, Independent Power Tanzania Limited and Symbion Power, generate power and send it to TANESCO, which distributes it across the country via its national grid power lines.

Tanzania has an installed capacity of 2,290 MW where hydropower accounts for 25% and fossil fuel (gas; oil; diesel) accounts for 75%. The commissioning of two gas plants at Kinyerezi in Dar es Salaam and Mtwarra, with a combined 540 MW capacity, is expected to change the dynamics of power supply in the country.

<table>
<thead>
<tr>
<th>Fees</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registations fees</td>
<td>Fees based on nominal share capital of the company. Minimum share capital range is TZS 20 000 to TZS 50 000 ($12.45 to $31.12). The highest category is share capital in excess of TZS 30 000 000 ($19,674) where the corresponding fee is TZS 300 000 ($186.74).</td>
</tr>
<tr>
<td>Filing fee</td>
<td>TZS 45 000 ($28) for the whole application, which is TZS 15 000 ($9.34) for each document; i.e. memorandum and articles of association, and forms no.14a and 14b.</td>
</tr>
<tr>
<td>Stamp duty</td>
<td>Each copy of the memorandum and articles of association is charged a stamp duty of TZS 5 000 ($3.11) and form 14b is charged a stamp duty of TZS 1 200 ($0.75).</td>
</tr>
</tbody>
</table>


Table 4: Fees payable for company registration in Tanzania

Table 5: Comparison of kilowatt per hour charges between Tanzania and selected East African countries

<table>
<thead>
<tr>
<th>Current power charges</th>
<th>Tanzania</th>
<th>Uganda</th>
<th>Kenya</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.12</td>
<td>0.135</td>
<td>0.04 – 0.06</td>
</tr>
</tbody>
</table>

LABOUR CONDITIONS AND WAGE RATES

The law allows private sector collective bargaining, but the Tanzanian Government sets wages administratively in the public sector. The country has a vast quantity of experienced human capital and invests much in education compared to other countries in Sub-Saharan Africa. Furthermore, Tanzania has put into practice advanced immigration policies and encourages skilled people from across the globe to apply for residence in Tanzania and contribute to its economic growth. Under the EPZ Act, the government can offer work permits for technical staff and management if these skills are not locally available.

The minimum wage in Tanzania is set by categories that encompass 12 sectors of employment. For the leather sector, the minimum wage for labour has been set as $1.72 per day as of January 2017.

LAND AVAILABILITY

According to the Land Act of 1999, all land in Tanzania belongs to the state vested in the president as trustee on behalf of and for all citizens. Public land is categorized as general land, village land or reserved land. However, land can be owned in three different ways.

- Government-granted rights of occupancy
- TIC derivative rights
- Subleases created out of granted rights of occupancy by the private sector.

Rights of occupancy and derivative rights are granted for the long-term, ranging from 33 to 99 years depending on the nature of investment activities. The term is renewable, but not for more than 99 years. Tanzania Investment Centre (TIC) has stationed officers from the Ministry of Lands, Housing and Human Settlements Development to facilitate land acquisition.

Land can be identified by the Ministry of Lands, local government authorities, Tanzania Investment Centre or an investor. Under the Tanzania Investment Act 1997, non-citizens’ occupation of land is limited to lands for investment purposes. Under the Land Act 1999, land can be occupied by a foreign investor via:

- Licences from the government;
- Subleases from the private sector;
- Derivative rights under the Land Act 1999, section 20(2);
- Purchase from other holders of granted right of occupancy; or
- Request to the Commissioner for Lands for a grant of right of occupancy under the Land Act 1999, section 25(1) (h) and (i).

INSTITUTIONAL SUPPORT

TANZANIA INVESTMENT CENTRE (TIC)

Tanzania Investment Centre was established in 1997 as the primary government agency to coordinate, encourage, promote and facilitate investment in Tanzania and to advise the government on investment policy and related matters.

The TIC offers investors a one-stop shop to help them with a variety of services, from business registration to project profile preparation, licensing and enabling understanding of the laws that affect doing business in Tanzania. Furthermore, by issuing a certificate of incentives, the TIC helps investors to register for and benefit from a number of investment incentives. These incentives differ from those obtainable from the Export Processing Zones Authority (EPZA). No exemption is offered for corporate taxation or the withholding tax on interest and dividends.

TIC deals with projects of a minimum fixed investment cost of $100,000 for those that are wholly owned by Tanzanian citizens and $500,000 for projects that are wholly owned by foreign investors or in a joint venture with Tanzanian nationals. The agency provides assistance to all investors to obtain permits and authorizations, etc. required by other laws to set up and operate investments in Tanzania, regardless of the capital investment amount.
**EXPORT PROCESSING ZONE AUTHORITY (EPZA)**

In 2006, the EPZA was founded as an independent government agency operating under the guidance of the Ministry of Industry, Trade and Investment (MITI). It is the primary government agency fostering investments in the Tanzanian strategic economic zones (SEZ) and it manages six industrial parks (export processing zones) situated at strategic sites countrywide, with obtained land for further parks around Mwanza.

EPZA is responsible for infrastructure development at SEZs and EPZs and for providing business facilitation services as a one-stop shop for investors. The EPZA actively assists companies to establish themselves within the EPZ, and enables licensing, taxation issues, land allocation, and raw materials and sourcing. In some estates, it offers land on a lease basis at preferred rates, and it provides improved infrastructure such as dedicated power lines and water reservoirs, which are considered more reliable. Businesses within the EPZ also get cheaper power, because the EPZ buys in bulk and charges it to the business.

**LEATHER ASSOCIATION OF TANZANIA (LAT)**

The Leather Association of Tanzania is a national member-based association founded in 1991. It is headed by a secretariat based in Dar es Salaam and comprises 52 members across the country whose principal business activities include hides and skins production, tanning and manufacturing of leather products. The services to members focus on advocacy, training, business promotion and market information.
Useful Contacts

Ministry of Planning, Economy and Empowerment

Address: 1 Madakara Street
        PO. Box 9111
        11468 Dar es Salaam
Tel: 255 22 211174-6
Fax: 255 21115519/2116728
E-mail: ps@plancom.go.tz
Website: http://www.mof.go.tz

Ministry of Justice & Constitutional Affairs

Address: Kivukoni Front
        PO. Box 9050, Dar es Salaam
Tel: 255 22 2118178
Fax: 255 22 2113236

Ministry of Natural Resources and Tourism

Address: PO. Box 9352, Dar es Salaam
Tel: 255 22 213 2302
Fax: 255 22 211 3082
E-mail: ps@mnrt.go.tz
Website: www.mnrt.go.tz

Ministry of Energy and Minerals

Mkwepu Street/Sokoine Drive
        PO. Box 2000, Dar es Salaam
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Ministry of Agriculture

Administration Department, Kilimo IV
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Tel: +255 (026) 2321407/2320035
Fax: +255 (026) 2320037
E-mail: psk@kilimo.go.tz
Website: www.kilimo.go.tz

Tanzania Investment Centre (TIC)

PO. Box 938, Dar es Salaam
Tel: 255 22 211 6328-32
Fax: 255 22 211 8253
E-mail: information@tic.co.tz
Website: www.tic.co.tz

Ministry of Industry, Trade & Investment

PO. Box 2996, Dodoma
        Treasury Square Building, 4th Floor
Tel: 255 22 262 963114/262
Fax: 255 262 963117
E-mail: dawtilamsaada@mit.go.tz; ps@mit.go.tz
Website: www.mit.go.tz

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PO. Box 10, Dodoma,
        Block 10, University of Dodoma
Tel: 255 22 262 963533
Fax: 255 22 2113271
E-mail: psmoevt@moe.go.tz
Website: www.moe.go.tz

Ministry of Livestock and Fisheries

PO. Box 2870/2847, Dodoma
        Block 9, University of Dodoma
Tel: 255 22 286 1910
Fax: 255 22 286 1908
Website: http://www.mifugouvuvi.go.tz/

Ministry of Water and Irrigation

PO. Box 456, Dodoma
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Fax: 255 22 224 514/64
E-mail: psmwld@maji.go.tz
Website: www.maji.go.tz

Ministry of Foreign Affairs and East African Cooperation

LAPF Building 6th Floor, Makole Road,
        40466 Dodoma, Tanzania.
PO. Box 2933, Dodoma, Tanzania.
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Fax: +255-26-2323208
E-mail: nje@nje.go.tz
Website: www.foreign.go.tz

Tanzania Food And Drugs Authority (TFDA)

PO. Box 77150, Dar es Salaam
Tel: 255 22 245 0512, 245 0751
Fax: 255 22 245 0793
E-mail: info@tfda.or.tz
Website: www.tfda.or.tz
## Financial Institutions

<table>
<thead>
<tr>
<th>Name of bank</th>
<th>Contact address/website/e-mail</th>
<th>Physical location of head office</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access Bank Tanzania</td>
<td>• PO. Box 95068, Dar es Salaam&lt;br&gt;• Tel: +255 22 2774365&lt;br&gt;• Fax: +255 22 2774340&lt;br&gt;• Website: <a href="http://www.accessbank.co.tz">www.accessbank.co.tz</a></td>
<td>Kijitonyama/Opposite the Makumbusho Village Museum Dar es Salaam</td>
</tr>
<tr>
<td>African Banking Corporation Tanzania Limited</td>
<td>• PO. Box 31, Dar es Salaam&lt;br&gt;• Tel: +211190/2119302-3&lt;br&gt;• Fax: +255 22 2112402&lt;br&gt;• Website: <a href="http://www.bancabco.tz">www.bancabco.tz</a></td>
<td>5th &amp; 6th Floor, Uhuru Heights, BibiTiti Mohamed Road, Dar es Salaam</td>
</tr>
<tr>
<td>Akiba Commercial Bank PLC</td>
<td>• PO. Box 669, Dar es Salaam&lt;br&gt;• Tel: +255 22 2118344&lt;br&gt;• Fax: +255 22 211473&lt;br&gt;• Website: <a href="http://www.acbtz.com">www.acbtz.com</a></td>
<td>Amani Place, Ohio Street, Dar es Salaam</td>
</tr>
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<td>Amana Bank</td>
<td>• PO. Box 9771, Dar es Salaam&lt;br&gt;• Tel: +255 22 2129007/8&lt;br&gt;• Fax: +255 22 2129013&lt;br&gt;• Website: <a href="http://www.amanabank.co.tz">www.amanabank.co.tz</a></td>
<td>Golden Jubilee building, Garden/Ohio Street, Dar es Salaam</td>
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<td>Azania Bank Limited</td>
<td>• PO. Box 9271, Dar es Salaam&lt;br&gt;• Tel: +255 22 2412025-7&lt;br&gt;• Fax: +255 22 2412028&lt;br&gt;• Website: <a href="http://www.azaniabank.co.tz">www.azaniabank.co.tz</a></td>
<td>Mawasiliano Towers, Sam Nujoma Road, Dar es Salaam</td>
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<td>Bank M Tanzania PLC</td>
<td>• PO. Box 96, Dar es Salaam&lt;br&gt;• Tel: +255 22 2345678&lt;br&gt;• Fax: +255 22 2127824&lt;br&gt;• Website: <a href="http://www.bankm.com">www.bankm.com</a></td>
<td>Barack Obama Avenue, Dar es Salaam</td>
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<tr>
<td>Bank of Africa (Tanzania)</td>
<td>• PO. Box 3054, Dar es Salaam&lt;br&gt;• Tel: +255 22 211 0104/1290&lt;br&gt;• Fax: +255 22 211 3740&lt;br&gt;• Website: <a href="http://www.boatafrica.com">www.boatafrica.com</a></td>
<td>Ohio Street/Kivukoni Front, Dar es Salaam</td>
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<td>Bank of Baroda (Tanzania) Limited</td>
<td>• PO. Box 5356, Dar es Salaam&lt;br&gt;• Tel: +255 22 2124472&lt;br&gt;• Fax: +255 22 2124457&lt;br&gt;• Website: <a href="http://www.bankofbaroda.co.tz">www.bankofbaroda.co.tz</a></td>
<td>Sokoine Drive/Ohio Street, Dar es Salaam</td>
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<tr>
<td>Bank of India (Tanzania)</td>
<td>• PO. Box 7581, Dar es Salaam&lt;br&gt;• Tel: +255 22 213 5358&lt;br&gt;• Fax: +255 22 2135363&lt;br&gt;• Website: <a href="http://www.boitanzania.co.tz">www.boitanzania.co.tz</a></td>
<td>Maktaba Street, Dar es Salaam</td>
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<td>Barclays Africa Group</td>
<td>• PO. Box 5137, Dar es Salaam&lt;br&gt;• Tel: +255 22 2129381&lt;br&gt;• Fax: +255 22 2129375&lt;br&gt;• Website: <a href="http://www.barclays.com">www.barclays.com</a></td>
<td>Barclays House, Ohio Street, Dar es Salaam</td>
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<td>Canara Bank (Tanzania) Limited</td>
<td>• PO. Box 491, Dar es Salaam&lt;br&gt;• Tel: +255 22 2112530-34&lt;br&gt;• Fax: +255 22 2112534&lt;br&gt;• Website: <a href="http://www.canarabank.co.tz">www.canarabank.co.tz</a></td>
<td>Plot No. 16/1 Elia Complex, Ground Floor, Zanaki/Bibi Titi Street, Dar es Salaam</td>
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<td>China Commercial Bank</td>
<td>• PO. Box 8189, Dar es Salaam&lt;br&gt;• Tel: +255 22 2120006&lt;br&gt;• Fax: +255 22 2120007&lt;br&gt;• Website: <a href="http://www.ccbank.co.tz">www.ccbank.co.tz</a></td>
<td>9th Floor, IT Plaza, Garden Avenue/Ohio Street, Dar es Salaam</td>
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<td>Citibank (Tanzania)</td>
<td>• PO. Box 71625, Dar es Salaam&lt;br&gt;• Tel: +255 22 2117575&lt;br&gt;• Fax: +255 22 2113910&lt;br&gt;• Website: <a href="http://www.citibank.co.tz">www.citibank.co.tz</a></td>
<td>Peugeot House, 36 Upanga Road, Dar es Salaam</td>
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<td>Commercial Bank of Africa (Tanzania)</td>
<td>• PO. Box 9640, Dar es Salaam&lt;br&gt;• Tel: +255 22 2130113&lt;br&gt;• Fax: +255 22 2130116&lt;br&gt;• Website: <a href="http://www.cba.co.tz">www.cba.co.tz</a></td>
<td>Amani Place, Ohio Street, Dar es Salaam</td>
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<td>Name of bank</td>
<td>Contact address/website/e-mail</td>
<td>Physical location of head office</td>
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| CRDB Bank PLC                         | • PO. Box 268, Dar es Salaam  
Tel: +255 22 2117441-7  
Fax: +255 22 2116714  
Website: http://crdbbank.co.tz/en/ | Azikiwe Street, Dar es Salaam                           |
| DCB Commercial Bank PLC               | • PO. Box 19798, Dar es Salaam  
Tel: +255 22 2172200/1  
Fax: +255 22 2172199  
Website: www.dcb.co.tz | Magomeni, Morogoro Road, Dar es Salaam                   |
| Diamond Trust Bank (Tanzania)         | • PO. Box 115, Dar es Salaam  
Tel: +255 22 2114888  
Fax: +255 22 2114210  
Website: www.dtbafrica.com | Unit 901, Harbor View Towers, Samora Avenue, Dar es Salaam |
| Ecobank (Tanzania)                    | • PO. Box 20590, Dar es Salaam  
Tel: +255 22 2137447  
Fax: +255 22 2137446  
Website: www.ecobank.com | Acacia Building, 84; Kinondoni Road, Dar es Salaam      |
| Exim Bank (Tanzania)                  | • PO. Box 1431, Dar es Salaam  
Tel: +255 22 2293400  
Fax: +255 22 2119737  
Website: https://www.eximbank.co.tz/ | Exim Tower, Ghana Avenue, Dar es Salaam                 |
| First National Bank (Tanzania)        | • PO. Box 72290, Dar es Salaam  
Tel: +255 768 980000/41  
Fax: +255 768 989010/44  
Website: www.fnbtanzania.co.tz | 2nd Floor, FNB House, Ohio Street, Dar es Salaam         |
| Habib Group (Tanzania)                | • PO. Box 70086, Dar es Salaam  
Tel: +255 22 211109  
Fax: +255 22 2111014  
Website: www.habib.com | Zanaki/Indira Gandhi Street, Dar es Salaam               |
| I&M Bank Limited                      | • PO. Box 1509, Dar es Salaam  
Tel: +255 22 2110212  
Fax: +255 22 2118750  
Website: www.imbank.com | Maktaba Street, Dar es Salaam                           |
| International Commercial Bank (Tanzania) Limited | • PO. Box 9362, Dar es Salaam  
Tel: +255 22 2150361/2  
Fax: +255 22 2151591  
Website: www.icbank-tz.com | Vijana House, Fire station Road, Dar es Salaam           |
| KCB Bank (Tanzania)                   | • PO. Box 804, Dar es Salaam  
Tel: +255 22 2664388  
Fax: +255 22 2115391  
Website: https://t.z.kcbgroup.com/ | Harambee Plaza, Ali Hassan Mwinyi/  
Kaunda Drive, Dar es Salaam                             |
| Letshego Bank (Tanzania)              | • PO. Box 34459, Dar es Salaam  
Tel: +255 22 210174/6  
Fax: +255 22 240175  
Website: www.letshego.com | Manzese Darajani, Dar es Salaam                         |
| Mkombozi Commercial Bank PLC          | • PO. Box 38448, Dar es Salaam  
Tel: +255 22 213780/7  
Fax: +255 22 2137802  
Website: www.mkombozibank.com | St. Joseph Cathedral, Mansfield Street, Dar es Salaam    |
| Mwalimu Commercial Bank PLC           | • PO. Box 61002, Dar es Salaam  
Tel: +255 22 2775131  
Website: www.mcb.co.tz | Mlimani Tower, Sam Nujoma Road, Dar es Salaam            |
| National Microfinance Bank PLC        | • PO. Box 9213, Dar es Salaam  
Tel: +255 22 2322000  
Fax: +255 22 2112148  
Website: www.nmbbank.co.tz | NMB PLC Head Office, Ohio Street/Ali Hassan Mwinyi Road, Dar es Salaam |
| NBC Bank Limited                      | • PO. Box 1863, Dar es Salaam  
Tel: +255 22 2113914  
Fax: +255 22 2112887  
Website: www.nbc.co.tz | Sokoine Drive, Dar es Salaam                            |
| NIC Bank (Tanzania)                   | • PO. Box 20268, Dar es Salaam  
Tel: +255 22 2295000  
Fax: +255 22 2116733  
Website: www.nic-bank.com | Golden Jubilee Tower, Ohio Street, SPF Building, Dar es Salaam |
<table>
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<tr>
<th>Name of bank</th>
<th>Contact address/website/e-mail</th>
<th>Physical location of head office</th>
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<tr>
<td>Peoples’ Bank of Zanzibar Limited</td>
<td>• PO. Box 1173, Zanzibar&lt;br&gt;• Tel: +255 24 223118-20&lt;br&gt;• Fax: +255 24 2231121&lt;br&gt;• Website: <a href="http://www.pbztd.com">www.pbztd.com</a></td>
<td>Darajani, Zanzibar</td>
</tr>
<tr>
<td>Stanbic Bank (Tanzania)</td>
<td>• PO. Box 72647, Dar es Salaam&lt;br&gt;• Tel: +255 22 2666430&lt;br&gt;• Fax: +255 22 2666301&lt;br&gt;• Website: <a href="http://www.stanbicbank.co.tz">www.stanbicbank.co.tz</a></td>
<td>Ali Hassan Mwinyi/Kinondoni Road, Dar es Salaam</td>
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<tr>
<td>Standard Chartered Bank (Tanzania)</td>
<td>• PO. Box 9011, Dar es Salaam&lt;br&gt;• Tel: +255 222113785&lt;br&gt;• Fax: +255 22 2113770&lt;br&gt;• Website: <a href="http://www.sc.com/tz/en">www.sc.com/tz/en</a></td>
<td>Garden Avenue/Shaaban Robert Road, Dar es Salaam</td>
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<tr>
<td>Tanzania Postal Bank Limited</td>
<td>• PO. Box 9300, Dar es Salaam&lt;br&gt;• Tel: +255 22 2127995&lt;br&gt;• Fax: +255 22 298815&lt;br&gt;• Website: <a href="https://www.tpbbank.co.tz">https://www.tpbbank.co.tz</a></td>
<td>Samora Avenue, Dar es Salaam</td>
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<td>Tanzania Women’s Bank PLC</td>
<td>• PO. Box 72604, Dar es Salaam&lt;br&gt;• Tel: +255 22 2115462&lt;br&gt;• Fax: +255 22 2137580&lt;br&gt;• Website: <a href="http://www.womensbank.co.tz">www.womensbank.co.tz</a></td>
<td>Old Post Office Building, Mkwepu Street, Dar es Salaam</td>
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<tr>
<td>TIB Corporate Bank</td>
<td>• PO. Box 9102, Dar es Salaam&lt;br&gt;• Tel: +255 22 2111708&lt;br&gt;• Fax: +255 22 2139909&lt;br&gt;• Website: <a href="http://www.tib.co.tz">www.tib.co.tz</a></td>
<td>7th Floor, Samora Tower, Samora Avenue/Bridge Street, Dar es Salaam</td>
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<tr>
<td>Twiga Bancorp Limited</td>
<td>• PO. Box 10119, Dar es Salaam&lt;br&gt;• Tel: +255 22 211 5575/211 8455/2132826&lt;br&gt;• Fax: +255 22 2111550&lt;br&gt;• Website: <a href="http://www.twigabancorp.com">www.twigabancorp.com</a></td>
<td>Samora Avenue, Dar es Salaam</td>
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<td>United Bank for Africa (Tanzania) Ltd</td>
<td>• PO. Box 80514, Dar es Salaam&lt;br&gt;• Tel: +255 22 2763452/3&lt;br&gt;• Fax: +255 22 2863454&lt;br&gt;• Website: <a href="http://www.ubagroup.com">www.ubagroup.com</a></td>
<td>Nyerere Road, Plot No. 30C/30D, Dar es Salaam</td>
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<td>UBL Bank (Tanzania) Limited</td>
<td>• PO. Box 5887, Dar es Salaam&lt;br&gt;• Tel: +255 22 5510 200&lt;br&gt;• Fax: +255 22 2136293&lt;br&gt;• Website: <a href="http://www.ubldirect.com/Corporate/Tanzania.aspx">www.ubldirect.com/Corporate/Tanzania.aspx</a></td>
<td>26 Mkwepu/Kaluta Street, Dar es Salaam</td>
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INFORMATION SOURCES


• Tanzania Investment Centre website: www.tic.co.tz (March 2018).


