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"Land of Opportunity"

TANZANIA BUSINESS & INVESTMENT GUIDE - 2026

FREE OVERVIEW

PREPARED BY TANZANIAINVEST
OFFICIAL PARTNER OF THE TANZANIA INVESTMENT AND SPECIAL ECONOMIC ZONES AUTHORITY (TISEZA)

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T A N Z A N I A I N V E S T

Tanzania Business and Investment Guide 2026

FREE OVERVIEW

An introduction to Tanzania's economy, sectors, and investment opportunities

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Editor's Note

A welcome and acknowledgements.

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1. Editor's Note and Acknowledgements

Tanzania continues to strengthen its position as a leading investment destination, supported by sustained economic growth, political continuity, and a strategic geographic location linking regional and international markets. Macroeconomic stability, a large domestic market, expanding infrastructure investments, and ongoing regulatory reforms have contributed to an increasingly predictable business environment full of opportunities for investors.

The country's long-term policy direction is anchored in Tanzania's Development Vision 2050, which sets an ambitious objective of transforming the economy to reach USD 1 trillion in output and position the country as a regional hub by the same year.

This transformation is driven by a focus on the advancement of strategic economic sectors, such as modernizing agriculture and the blue economy, diversifying tourism, expanding financial services, and increasing local value addition in manufacturing and mining, capitalizing on abundant local resources and precious and strategic minerals.

The growth of these priority sectors, accelerated by major projects in hard and soft infrastructure, is expected to expand the scope of opportunities for both domestic and international investors seeking long-term participation in Tanzania's economic expansion.

This free overview is drawn from the Tanzania Business and Investment Guide 2026, a factual and practical reference for investors, companies, and stakeholders seeking to understand the country's economic landscape and sectoral opportunities.

The complete guide additionally covers Tanzania's national development plans, key macroeconomic indicators, a country risk and international credit rating profile, the business environment and tax and regulatory framework, the 2026/27 national budget, and the full list of sources with all the main official documents used.

Its materialization has been made possible by the support of our esteemed partners and sponsors, leading institutions that play a crucial role in Tanzania's economy and dynamism, driving growth across key sectors such as trade, industrialization, agriculture, and financial markets.

These include the Tanzania Investment and Special Economic Zones Authority (TISEZA), the national investment facilitation agency and one-stop center for investors, both domestic and international; the Tanzania Trade Development Authority (TanTrade), responsible for promoting trade and facilitating business development; the National Development Corporation (NDC), the leading government institution for industrial development; the GF Group, comprising GF Trucks & Equipment, Tanzania's leading commercial vehicles and construction equipment provider, and GF Vehicle Assemblers, the country's first modern assembly plant for heavy-duty trucks, tippers, and trailers; the Dar es Salaam Stock Exchange (DSE), the national securities exchange; SanlamAllianz, Tanzania's and Africa's largest insurance and non-banking financial services group; the Private Agricultural Sector Support Trust (PASS), the country's leading agri-finance development institution; and UTT AMIS, Tanzania's largest fund manager of collective investment schemes.

Their support has been essential in developing the most up-to-date reference on Tanzania's economy and investment environment and in making this free overview available to anybody at no cost.

Their participation reflects the leadership role they play in supporting businesses through services, financial solutions, and market access, while continuously connecting opportunities with capital.

I encourage you to engage with them directly to benefit from their expertise within their respective fields. In particular, we recommend contacting TISEZA, the one-stop center for investors, whose team will assist you in navigating the investment landscape and formally registering your project.

Karibu sana Tanzania, land of opportunity.

Eric Tirabassi

Chief Editor

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GF TRUCKS & EQUIPMENT

Moving Together

GF Group:
Driving Tanzania's Mobility and Industrial Future
In emerging economies, businesses that support infrastructure development often grow alongside the nation itself. In Tanzania, few companies illustrate this journey more clearly than GF Group. Founded in 2007, GF Group has grown from a modest automotive trading enterprise into one of Tanzania's most recognized names in mobility and industrial solutions. Over nearly two decades, the company has expanded across commercial transport, passenger vehicles, construction and mining equipment, vehicle assembly, and mobility services—supporting industries that form the backbone of the country's economic development. What began as a small business supplying trucks and machinery has evolved into a diversified organization employing hundreds of Tanzanians and supporting thousands of businesses that depend on reliable transportation and equipment to operate and grow.

Today, GF Group's vehicles and machines operate across Tanzania's highways, construction projects, mining operations, and industrial developments—helping move goods, build infrastructure, and drive economic activity across the country.

"Our vision has always been larger than simply selling vehicles," says Imran Karmali, CEO of GF Group.From Entrepreneurial Beginnings to National Presence.

GF Group's story began in Dar es Salaam in 2007, when the company established GF Trucks and Equipment Limited to supply commercial vehicles and heavy machinery to Tanzania's growing transport and construction sectors.

At the time, Tanzania was entering a period of accelerating infrastructure development, increasing the demand for reliable trucks, construction equipment, and industrial machinery across sectors such as logistics, mining, agriculture, and public works.
From the outset, GF positioned itself not merely as a supplier but as a solutions provider, offering end-to-end support—from vehicle sales and delivery to spare parts availability, maintenance contracts, and technical servicing.
Supporting Tanzania's Industrial Development

Over nearly two decades, GF Group's operations have supported industries that are central to Tanzania's economic development, including:

- Transport and logistics
- Construction and infrastructure development
- Mining and natural resources
- Agriculture and industrial supply chains

IMRAN KARMALI
Managing Director

By providing reliable vehicles, machinery, and technical support, the company has helped businesses expand operations, improve efficiency, and contribute to the broader economy.
This long-term commitment to customers and partners has helped establish GF Group as a trusted name within Tanzania's industrial landscape.
Looking Ahead
With demand for mobility and infrastructure continuing to grow across East Africa, GF Group is preparing for the next phase of its journey.
Future expansion plans include:
- Additional assembly capacity
- A modern body-building facility
- Expanded research and development capabilities
- Exploration of clean mobility technologies, including CNG and electric vehicles

As regional markets become increasingly integrated through initiatives such as the African Continental Free Trade Area (AfCFTA), Tanzania is well positioned to strengthen its role within Africa's emerging automotive industry.

For GF Group, the mission remains clear: continue investing in technology, people, and partnerships that support Tanzania's industrial growth.

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Acronyms

AfCFTA	African Continental Free Trade Area
BEE	Business Enabling Environment
BOT	Bank of Tanzania
CNG	Compressed Natural Gas
DSE	Dar es Salaam Stock Exchange
EAC	East African Community
EACOP	East African Crude Oil Pipeline
EWURA	Energy and Water Utilities Regulatory Authority
EPZ	Export Processing Zone
EU	European Union
FDI	Foreign Direct Investment
FYDP	National Five-Year Development Plan
GDP	Gross Domestic Product
ICT	Information and Communication Technology
IMF	International Monetary Fund
LNG	Liquefied Natural Gas
LPG	Liquefied Petroleum Gas
MGR	Meter Gauge Railway
MIT	Ministry of Industry and Trade
MNRT	Ministry of Natural Resources and Tourism
MOA	Ministry of Agriculture
MOE	Ministry of Energy
MOF	Ministry of Finance
MOM	Ministry of Mineral
MOT	Ministry of Transport
MOW	Ministry of Works
MSME	Micro, Small, and Medium Enterprises
MW	Megawatts
NBS	National Bureau of Statistics
NDC	National Development Corporation
NDV	National Development Vision
PoPI	President's Office Planning and Investment
PPP	Public-Private Partnership
PURA	Petroleum Upstream Regulatory Authority
SADC	Southern African Development Community
SEZ	Special Economic Zone
SGR	Standard Gauge Railway
SME	Small and Medium Enterprise
TDV	Tanzania Development Vision
TISEZA	Tanzania Investment and Special Economic Zones Authority
TPDC	Tanzania Petroleum Development Corporation
TRA	Tanzania Revenue Authority
TZS	Tanzanian Shilling
USD	United States Dollar
WB	World Bank

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Executive Summary

The opportunity at a glance.

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2. Executive Summary

Tanzania presents a compelling investment opportunity, driven by its abundant natural resources, strong economic growth, strategic location, stable political environment, and large domestic market with a fast-growing population of 70 million, the largest in East Africa, and a rapidly expanding middle class fueling demand for goods and services.

Tanzania is richly endowed with natural resources, including gold, diamonds, copper, coal, and significant natural gas reserves, which present lucrative opportunities in mining and energy. Additionally, the country's vast arable land, extensive game reserves, and pristine beaches create strong investment prospects in agribusiness and tourism.

Strategically positioned on the Indian Ocean, Tanzania serves as a natural trade gateway for its eight neighboring countries, six of which are landlocked: Kenya, Uganda, Rwanda, Burundi, the Democratic Republic of Congo, Zambia, Malawi, and Mozambique.

Tanzania is a member of both the East African Community (EAC), with a combined market of 304 million consumers, and the Southern African Development Community (SADC), covering 366 million people. It is also a party to the African Continental Free Trade Area (AfCFTA), which Tanzania has ratified, granting access to a market of 1.4 billion people.

This combination of regional and continental trade memberships reinforces Tanzania's role as a key entry point for trade and investment in Africa.

To support this role, Tanzania is investing heavily in large-scale infrastructure, most notably the development of the Standard Gauge Railway (SGR). The SGR is designed to connect the Port of Dar es Salaam with the interior and onward to Rwanda, Burundi, the DRC, and Uganda. The first phase from Dar es Salaam to Dodoma is already operational, with subsequent phases under construction. Once completed, this network will strengthen Tanzania's position as a regional trade and transport hub by providing a faster, lower-cost alternative to road freight.

In addition to transport, Tanzania's infrastructure program includes energy projects that support trade logistics and industrial growth. Among these is the East African Crude Oil Pipeline (EACOP), which will transport crude oil from Uganda's Lake Albert region to Tanzania's Tanga Port, establishing the country as a critical link in the regional energy supply chain.

The government is also advancing its Liquefied Natural Gas (LNG) Project to commercialize the vast natural gas reserves discovered in the deep offshore basin. Commercial negotiations with the investor consortium have concluded, and the Host Government Agreement is targeted for signing in 2026 ahead of a Final Investment Decision, with first production expected in the early 2030s. Once operational, the project will enable Tanzania to export liquefied natural gas to international markets, meeting growing global demand for cleaner energy sources, while a portion of the gas will be allocated for the local market to fuel power generation and drive industrial growth.

This expansion of energy exports complements Tanzania's preferential access to major global markets through unilateral trade arrangements. Under the African Growth and Opportunity Act (AGOA), over 6,000 Tanzanian products qualify for duty-free and quota-free access to the U.S. market. Similarly, Economic Partnership Agreements (EPAs) provide

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Confidence
has a new name.

Sanlam is now Sanlam Allianz

Sanlam and Allianz, two of the world's most respected **insurance and financial services** leaders, have officially launched their joint brand, **SanlamAllianz**, in Tanzania. This follows the 2023 partnership that created Africa's largest pan-African **insurance and non-banking financial services** group.

The launch introduces **SanlamAllianz General Insurance Tanzania Ltd and SanlamAllianz Life Insurance Tanzania Ltd,** led by CEOs Jaideep Goel and Julius Magabe. With a shared vision and expanded capabilities, SanlamAllianz is positioned to offer Tanzanians stronger and more diverse **life and general insurance solutions,** underpinned by global expertise and local market understanding. Sanlam Allianz also **delivers investment and asset management services,** helping clients grow and manage their wealth responsibly over time through tailored financial solutions.

The brand brings together Sanlam's deep pan-African insurance experience with Allianz's global insurance leadership to deliver world-class protection, risk management, and wider access to essential financial services. Its purpose is to empower generations to be financially confident while supporting the growth of Tanzania's evolving economy.

This merger represents greater reach, stronger protection, and a long-term commitment to helping communities build a secure and insurable future they can trust.

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comparable access to the 27 European Union member states, while the Developing Countries Trading Scheme (DCTS) offers significant tariff reductions for exports to the United Kingdom. Additionally, Tanzania maintains Bilateral Trade and Investment Agreements with key partners, including China and India. This broad market access, combined with fiscal incentives available in Export Processing Zones (EPZs), makes Tanzania an ideal base for export-driven industries.

Tanzania's export potential and overall economic growth are anchored in its long-standing peace and political stability. Since gaining independence in 1961, the country has maintained uninterrupted government continuity through regular elections. Successive administrations have prioritized private-sector growth, driving strong economic expansion and fostering a favourable investment climate. Over the decade 2015–2024, Tanzania's economy expanded at an average annual rate of 5.8%, reaching USD 79 billion in 2024, and is estimated to have grown by 5.9% in 2025. The International Monetary Fund (IMF) projects GDP growth to accelerate to 6.3% in 2026 and 6.5% in 2027, positioning Tanzania among the fastest-growing economies in Africa.

FDI inflows have been increasing in the past five years, despite slowing down in 2020, following the impact of the COVID pandemic, reaching USD 1.7 billion in 2024. In the same year, the Tanzania Investment and Special Economic Zones Authority (TISEZA), the government's primary agency for investment facilitation, reported record-breaking results, registering 901 investment projects worth USD 9.3 billion. The manufacturing sector led with 415 projects worth USD 4 billion, followed by the transport sector with 149 projects worth USD 1.3 billion. Other sectors with significant investments included commercial buildings with 105 projects worth USD 1.1 billion, telecoms with 5 projects worth USD 809 million, agriculture with 79 projects worth USD 687 million, and tourism with 83 projects worth USD 348 million.

The government has put in place several instruments to ensure a favourable and secure investment environment. These include a range of fiscal and non-fiscal incentives in priority sectors through EPZs and Special Economic Zones (SEZs). To provide legal security, the government has also established protections through various bilateral and multilateral agreements, including membership in the Multilateral Investment Guarantee Agency (MIGA). Tanzania has signed Bilateral Investment Treaties (BITs) with countries including Denmark, Finland, Germany, Italy, the Netherlands, Sweden, Switzerland, the United Kingdom, Canada, China, Turkey, and Mauritius. These treaties ensure fair and equitable treatment for investors, provide legal guarantees for the protection of investments, and establish mechanisms to resolve disputes between investors and the state.

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Overview of Tanzania

Geography, people, governance, and the economy.

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3. Overview of Tanzania

Geography and Climate

Tanzania, located in East Africa, is bordered by Kenya and Uganda to the north, Rwanda, Burundi, and the DRC to the west, Zambia, Malawi, and Mozambique to the south, and the Indian Ocean to the east. Covering approximately 945,087 square kilometers, Tanzania is the largest nation in East Africa and the 13th largest country in Africa, roughly the size of Nigeria, nearly one and a half times the size of France, or slightly larger than the US state of Texas.

The country's diverse landscapes include Mount Kilimanjaro, Africa's highest peak at 5,895 meters, which attracts climbers and adventurers from around the world, and the Serengeti Plains, known for one of the continent's largest concentrations of large mammals, including lions, zebras, giraffes, and elephants, and for the annual Great Migration, one of the world's most spectacular wildlife events. The country also features significant water bodies: Lake Victoria, the largest lake in Africa and the second-largest freshwater lake in the world; Lake Tanganyika, the world's second-deepest freshwater lake; and Lake Nyasa, also known as Lake Malawi, shared with neighboring Malawi and Mozambique. Tanzania also includes the Zanzibar Archipelago, consisting of several islands off its Indian Ocean coast with diverse marine landscapes.

The climate varies widely by region. Coastal areas are hot and humid, with average temperatures ranging from 25°C to 32°C, while the highlands and plateaus experience milder temperatures between 15°C and 25°C. The climate is structured around two broad types of seasons, rainy and dry, which create four distinct periods. The short dry season from January to February is generally the hottest, with coastal temperatures around 30–32°C and milder conditions in the highlands averaging 20–25°C. The long rainy season from March to May brings heavy rainfall and slightly cooler daytime temperatures, with 28-30°C along the coast and 18-22°C in the highlands. The long dry season from June to September is generally sunny and mild, with coastal areas around 25-28°C and the highlands experiencing the coolest temperatures of the year, averaging 15-20°C. The rainy season from October to December is lighter and of shorter duration, with humid and warm conditions on the coast (28-30°C) and moderate temperatures inland (18-22°C). Rainfall is unevenly distributed across the country, with annual averages of 800-1,600 mm; inland regions and the central plateau tend to be drier, while the coastal belt and northern highlands receive higher rainfall. This climatic diversity supports a wide range of ecosystems, from mangroves along the coast to alpine vegetation on Mount Kilimanjaro, and influences key economic sectors such as agriculture, hydropower, and tourism.

People and Culture

According to the latest 2022 Population and Housing Census, Tanzania's population was 62.7 million, and is currently estimated at around 70 million. Males account for 48.7%, while females make up 51.3%. Approximately 96.9% of residents live on the mainland, with 3.1% in Zanzibar. The population is growing at an annual rate of 3.2%, up from 2.7% during the previous intercensal period (2002-2012). At this growth rate, the population is expected to double by 2044, reaching approximately 123.4 million people, highlighting the country's rapid demographic expansion.

The Tanzanian population is predominantly young, with 42.8% aged 0-14 years and 19.2% aged 15–24 years. This youthful demographic represents a substantial potential workforce and a growing consumer base. The majority of employed Tanzanians (43.2%) work in agriculture and fisheries, followed by elementary occupations (21.7%) and craft and related work (19.7%). The adult literacy rate has improved notably, rising from 71.8% in 2012 to 83% in 2022. This progress reflects the government's efforts to enhance access to education and skills development.

Tanzania is home to over 120 ethnic groups, predominantly of Bantu origin. The largest groups include the Sukuma, Nyamwezi, Chagga, and Haya. The Sukuma are the largest, comprising approximately 16% of the total population, or around 10 million people. The Nyamwezi, Chagga, and Haya each have populations exceeding 1 million. Despite this ethnic diversity, Tanzania has largely remained free from ethnic conflict. This unity is partly attributed to the socialist economic and social policies of the nation's first president, Julius Nyerere, in the 1960s and 1970s, which included the promotion of Swahili as a unifying national language, the establishment of Ujamaa villages—communal settlements designed to promote collective farming—social welfare, and local governance, and the encouragement of intermarriage among ethnic groups.

Religiously, Tanzania is nearly evenly divided between Christianity and Islam, with a small percentage of the population adhering to indigenous beliefs. The coastal regions and Zanzibar have higher Muslim populations, while the mainland's interior regions are predominantly Christian. Tanzania has a long history of tolerance, with intermarriage between ethnic and religious groups being common, fostering a culture of acceptance and helping mitigate conflicts. Swahili, which is also widely spoken across East Africa, has played a crucial role in fostering a sense of national identity and bridging ethnic divides.

Tanzania's cultural richness is reflected in its festivals, music, traditions, and arts, all of which play a significant role in the country's identity. One notable event is the Mwaka Kogwa festival, celebrated in Zanzibar to mark the Shirazi New Year, which features traditional rituals, music, and dances, attracting both locals and international visitors. Another key event is the Zanzibar International Film Festival (ZIFF), which draws filmmakers, artists, and audiences from around the world, showcasing African and international cinema and serving as a platform for cultural exchange. Other prominent events include Sauti za Busara, East Africa's largest music festival, and the Ngoma Awards, which celebrate Tanzanian and regional music talent.

Tanzania's music scene, particularly Bongo Flava, has gained international recognition for its unique blend of traditional Tanzanian sounds with hip-hop, R&B, and Afrobeat influences. Artists such as Diamond Platnumz and Ali Kiba have achieved global fame, representing the country on the international stage. Traditional music and dance, including Ngoma and Maasai performances, remain important in cultural and tourism contexts. The country is also renowned for its arts and crafts, including Makonde wood carvings, Tingatinga paintings, and Kanga and Kitenge textiles. The Swahili Fashion Week, East Africa's largest fashion platform, showcases the region's creative talent and promotes Tanzanian fashion globally, attracting designers, buyers, and audiences from across the continent and beyond.

Political System and Governance

Tanzania is a unitary presidential constitutional republic, formed in 1964 through the union of Tanganyika (the mainland) and Zanzibar (the archipelago). The country has maintained political stability and continuity of governance since its independence in 1961. It is a democratic nation with a multiparty electoral system comprising 19 political parties. The President of Tanzania serves as both Head of State and Head of Government and is elected every five years for a maximum of two terms.

The Tanzanian constitution provides for the rule of law, separation of powers, and political pluralism. The government structure is decentralized, comprising the central government and local government authorities. The central government consists of three main organs: (i) the President and Cabinet (executive branch); (ii) the Judiciary; and (iii) Parliament. Elections are held for the presidency, Parliament, and local councils. Zanzibar retains its semi-autonomous status, with its own President, Parliament, and Judiciary to manage internal matters, while the Union Government oversees national concerns such as defense, foreign policy, and finance.

The ruling party, Chama Cha Mapinduzi (CCM), has dominated the political landscape since its establishment in 1977. Although a multiparty system was introduced in 1992, CCM continues to hold significant power. In the 2025 general elections, CCM secured a commanding majority in the unicameral Parliament, known as the Bunge.

The current President, Samia Suluhu Hassan, assumed office on March 19, 2021, following the death of John Pombe Magufuli. Having served as vice president since 2015, she succeeded him in accordance with the Constitution, becoming Tanzania's first female president. She was subsequently nominated by the ruling party, Chama Cha Mapinduzi (CCM), as its candidate for the 2025 general elections, which she won, securing a second term in office until 2030.

Zanzibar, a semiautonomous region, elects its own president, who serves a maximum of two five-year terms. The current president of Zanzibar, Hussein Mwinyi, has been in office since November 2020 and won a second term in 2025. He is a member of CCM, which also dominates Zanzibar's House of Representatives. Laws passed by Zanzibar's House of Representatives that affect union matters must be ratified by the president of Tanzania, ensuring alignment between Zanzibar's governance and the broader union framework.

Economy

The economy of Tanzania is relatively diversified, with agriculture accounting for about a quarter of total value added, industry contributing approximately one-third, and services making up the remainder. Agriculture remains the largest source of employment, with two out of three Tanzanians working in the sector.

In 2024, Tanzania's Gross Domestic Product (GDP) at current USD was USD 78.84 billion, making it the second-largest economy in East Africa after Kenya, which recorded a GDP of USD 120.34 billion. It is also the 10th largest economy in Africa. The main economic sectors contributing to Tanzania's GDP are agriculture, construction, finance, mining, manufacturing, tourism, trade, and transport. The economy has demonstrated sustained and robust growth, with an average annual GDP growth rate of 5.8% over the decade 2015-2024, and is estimated to have grown by 5.9% in 2025, driven by agriculture, financial and insurance services, construction, and mining.

Inflation remained stable throughout 2025, averaging 3.3%, the lowest in the region compared to Kenya (3.9%) and Uganda (3.6%), and is forecast to stay within the target range of 3-5%.

The Tanzanian shilling traded at an average of TZS 2,452.76 per USD in December 2025, representing a slight annual depreciation of 1.3%.

Tanzania's Gross National Income (GNI) per capita (Atlas method, current USD) reached USD 1,210 in 2024, reflecting continued improvements in income levels. The country achieved World Bank lower-middle-income status in 2020 when its GNI per capita exceeded the USD 1,060 threshold. To achieve upper-middle-income status, Tanzania must surpass the GNI per capita threshold of USD 4,516. The country aims to attain this milestone by 2050 through economic transformation, industrialization, and infrastructure investments. This ambition is guided by the Tanzania Development Vision 2050 (Dira 2050), released in July 2025, which follows Vision 2025. The Vision rests on three implementation pillars: 1) economic transformation and competitiveness, emphasizing enhanced productivity; 2) export growth; and 3) increased public and private investment, with the private sector expected to drive innovation, growth, and inclusive economic opportunities for women, youth, and persons with disabilities.

The external sector remained robust throughout 2025, with the current account deficit narrowing to USD 2 billion, down from USD 2.3 billion in 2024. This improvement was driven by a significant contraction in the trade balance deficit, which improved to USD 5.1 billion in 2025 from USD 6 billion in the previous year. This positive trend was underpinned by a 10.2% surge in total exports of goods and services, totaling USD 17.6 billion.

Tanzania's trade remains strategically diversified within an established framework where ten key partners, including India, China, the UAE, and South Africa, account for over 73% of total trade. Gold and travel services continued to be the primary drivers of foreign exchange. Gold exports alone rose by 37.4% to USD 4.7 billion, accounting for 45.7% of total goods exported, while manufactured goods strengthened to USD 1.5 billion. In the services sector, receipts reached USD 7.3 billion, bolstered by a 7.1% increase in international tourist arrivals to 2.3 million and a significant 34% growth in transit transport earnings.

FDI inflows have been increasing over the past five years, following the slowdown in 2020 due to the COVID-19 pandemic. FDI inflows to Tanzania rose from USD 1.3 billion to USD 1.7 billion in 2024, reflecting an increase of 28.3%. This increase reflects targeted investment facilitation and Public-Private Partnerships (PPPs) in infrastructure and services, as well as ongoing government initiatives to improve the business environment and investment climate, including structural reforms and the continued digitalization of various services and processes. In 2025, TISEZA registered 915 new investment projects (foreign, domestic, and joint ventures) worth USD 10.9 billion, the highest annual total on record. During the first quarter of financial year 2025/26 (July to September), the sectors that attracted the highest number of investment projects were manufacturing, commercial buildings, transportation, tourism, and agriculture. Overall, the manufacturing sector continued to dominate in terms of both the number of projects and the amount of capital investment, reflecting its significant contribution to industrial growth and employment generation. The top five sources of FDI were the UAE, China, India, Singapore, and France.

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Why Invest in Tanzania

The case for investing in Tanzania.

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4. Why Invest in Tanzania

Tanzania offers compelling investment opportunities, supported by a strong economic foundation, a diverse range of high-potential sectors, a government actively promoting private sector growth and capital investment, and a strategic location that positions it as a key trade and business hub in the region.

Abundance of Natural Resources and Opportunities

Tanzania offers diverse investment opportunities across multiple sectors, driven by its natural resources, economic growth, and government initiatives promoting industrialization.

Agriculture and agribusiness contribute 26% of Tanzania's GDP and employ over 65% of the population. The country has 44 million hectares of arable land, of which only a fraction is cultivated, presenting vast opportunities in commercial farming, agro-processing, and irrigation infrastructure. Key cash crops include cashew nuts, coffee, tea, tobacco, cotton, and avocados, with strong export demand.

Mining and natural resources also contribute significantly to Tanzania's economy. The country is Africa's fourth-largest gold producer and holds substantial deposits of diamonds, graphite, rare earth minerals, nickel, and uranium. With growing global demand for battery minerals such as graphite and nickel, Tanzania is well-positioned to support the transition to renewable energy technologies.

Energy and renewables present strong investment opportunities. Tanzania has 57 trillion cubic feet of natural gas reserves, mostly offshore, and plans to develop an LNG export terminal. The development of these reserves is expected to increase gas supply for domestic use and industrialization, while opening opportunities in LNG infrastructure, gas processing, and exports

Installed electricity capacity reached 4,181 MW in 2025 from hydro, thermal, and solar sources, following a significant increase driven by the full commissioning of the 2,115 MW Julius Nyerere Hydropower Plant in 2025. To meet forecasted electricity demand, the total installed capacity is projected to grow to 11,822 MW by 2050. This creates investment opportunities in grid expansion, mini-grids, and renewable energy, particularly solar and wind.

Tourism and hospitality are significant economic drivers in Tanzania, contributing approximately 17% to the nation's GDP. The country is home to renowned attractions such as Serengeti National Park, Mount Kilimanjaro, Zanzibar's beaches, and Ngorongoro Crater, which collectively drew over 2.3 million international arrivals in 2025. Investment opportunities exist in luxury lodges, eco-tourism, adventure tourism, and hospitality services. The government is actively promoting tourism diversification by developing lesser-known parks.

Manufacturing and industrialization are growing as Tanzania aims to transform into a diversified and globally competitive industrial economy and the primary industrial hub in Eastern and Southern Africa by 2050, and become an upper-middle-income country by then. The country has SEZs and EPZs that provide tax holidays, import duty exemptions,

and other incentives to manufacturers. Investment opportunities exist in textiles, cement, steel, food processing, and pharmaceuticals to meet rising domestic and export demand.

Tanzania's strategic location makes it a vital **regional trade hub** for neighboring landlocked countries. To capitalize on this, the government is investing heavily in infrastructure, including the SGR, expansion of the road network, capacity enhancement at the Dar es Salaam Port, and the development of new airports. These initiatives are designed to improve connectivity and operational efficiency. For investors, this creates significant opportunities in logistics, warehousing, and freight services to support the country's expanding role in the regional supply chain.

Financial services and fintech are expanding rapidly. In 2023, bank account ownership stood at 22% of the adult population. However, the growth of fintech and mobile money services is driving financial inclusion across the country. Formal financial service usage increased to 76% in 2023, while mobile money penetration reached nearly 90%, highlighting the transformative role of digital solutions. In 2024, the Financial Inclusion Index (TanFiX) rose to 0.81 from 0.72 in 2023, reflecting expanded access points, improved digital product adoption, increased financial literacy, and a supportive regulatory environment.

The **insurance** market also grew significantly in 2024, with total premiums reaching TZS 1.5 trillion, from TZS 1.2 trillion in 2023, reflecting an average annual growth rate of 20.2% between 2019 and 2023. Despite this growth, the insurance penetration rate remains low at 2%, though it is gradually increasing, indicating growing awareness and adoption of insurance products among Tanzanians. The integration of banks as agents for insurance sales is expected to further enhance the penetration rate in the coming years.

Opportunities exist in digital banking, mobile payments, microfinance, and insurance services. Regulatory reforms are supporting foreign investment in the financial sector, with banks and fintech startups driving financial inclusion across both urban and rural areas.

Health and education offer growing investment opportunities, driven by population growth, government reforms, and rising demand for quality services. The introduction of Universal Health Insurance (UHI) in 2026 aims to expand healthcare access, increasing demand for hospitals, clinics, pharmaceuticals, and medical technology. The government is investing in new healthcare facilities and promoting public-private partnerships, creating opportunities in private healthcare, diagnostics, telemedicine, and health insurance.

The education sector is also expanding, supported by increased enrollment, infrastructure development, and vocational training initiatives. In 2020, the primary school completion rate was 66% for boys and 72% for girls, while lower secondary completion stood at 32% for men and 35% for women. Gross enrollment in tertiary education was 9% for men and 7% for women in the same year. Investment opportunities exist in private schools, universities, technical institutes, and e-learning platforms, driven by a growing demand for international-standard education and specialized training.

Stability and Economic Growth

Tanzania has maintained strong political stability since gaining independence, making it one of Africa's most peaceful and secure countries for investment. Unlike many regional counterparts, Tanzania has never experienced civil war, large-scale internal conflict, or

military coups. Its governance system is based on multi-party democracy, regular elections, and adherence to the rule of law, providing a stable environment for businesses and investors. The Tanzania Development Vision 2050 emphasizes good governance, peace, security, stability, and democratic principles as foundations for the country's long-term ambitions.

Following independence from Britain in 1961, Tanzania was led by Julius Nyerere, its first president, who introduced a socialist model under the *Ujamaa* (cooperative economics) development policy. From 1961 to 1985, Nyerere's government nationalized key industries, banks, and agricultural production, aiming for self-sufficiency. While these policies fostered social unity, they caused economic inefficiencies and stagnation.

In 1985, Ali Mwinyi became president and introduced economic liberalization policies to open the country to private-sector growth and foreign investment. His leadership saw the adoption of market-oriented reforms and increased participation of international businesses in Tanzania's economy.

In 1995, following the transition to multi-party democracy, Tanzania held its first competitive elections, although Chama Cha Mapinduzi (CCM), the ruling party, has remained in power since its formation in 1977. The presidency of Benjamin Mkapa (1995–2005) furthered economic liberalization, emphasizing privatization, fiscal discipline, and stronger frameworks for foreign investment. Under his leadership, Tanzania signed debt relief agreements with international financial institutions and experienced increased foreign direct investment in key sectors such as mining, telecommunications, and financial services.

Jakaya Kikwete, who served as president from 2005 to 2015, oversaw strong economic growth, with average GDP growth exceeding 6% annually and a peak of 7.7% in 2011, the fastest since the 1970s. His government prioritized infrastructure development, education reforms, and energy sector expansion. During his tenure, Tanzania experienced a significant increase in FDI, particularly in natural gas exploration, telecommunications, and construction. Major offshore natural gas discoveries positioned Tanzania as a potential energy powerhouse, attracting global investors. His administration also expanded regional trade partnerships and secured funding for large-scale infrastructure projects, including roads and ports.

John Magufuli, who led the country from 2015 to 2021, focused on domestic revenue mobilization, anti-corruption efforts, and industrialization. His administration prioritized large infrastructure projects, including the SGR, the Julius Nyerere Hydropower Plant, and the expansion of the Dar es Salaam Port. At the same time, he sought to reduce dependency on foreign aid and increase local production by enforcing stricter regulations on foreign companies, strengthening local content requirements, and intensifying tax compliance measures. However, these policies introduced regulatory uncertainty, as abrupt policy changes, tax disputes, and increased government intervention, particularly in the mining sector, created an unpredictable business environment. This resulted in a decline in FDI, as investors faced greater risks and reduced confidence in the stability of Tanzania's investment climate.

Following Magufuli's sudden passing in 2021, then-Vice President Samia Suluhu Hassan succeeded him in office, becoming Tanzania's first female president. Her administration

has focused on restoring investor confidence, reviving relations with international financial institutions, and promoting FDI through regulatory reforms. Her presidency prioritized regional trade integration, economic diplomacy, and business-friendly policies while maintaining momentum on infrastructure projects and the industrialization agenda. Re-elected in 2025 for a second term ending in 2030, President Hassan unveiled her "Sovereign Pragmatism" doctrine in early 2026. This strategy marks a shift from aid-dependency toward trade-driven growth, technology transfer, and value-added investment.

TISEZA, the government's primary agency for investment facilitation, reported record-breaking results, registering 901 investment projects worth USD 9.3 billion, demonstrating renewed international interest in Tanzania's economy. The combination of structural reforms, infrastructure development, regional trade integration, and a growing domestic market has positioned Tanzania as one of Africa's fastest-growing economies.

Tanzania's economic performance over the past four decades has been positive and resilient, with real annual GDP growth averaging 3.2% between 1980 and 1999, increasing to 6.5% between 2000 and 2019, and moderating to 4.9% between 2020 and 2023. The Bank of Tanzania (BOT) estimates that GDP in Mainland Tanzania grew by 5.5% in 2024 and by 5.9% in 2025. BOT projects this high growth momentum to continue, driven by investment in infrastructure such as railways, roads, airports, and sports facilities, including projects for the upcoming Africa Cup of Nations (AFCON), which Tanzania will co-host in 2027, as well as investments in agriculture and mining.

The World Bank (WB) forecasts GDP growth to accelerate to 5.9% in 2026 and 6.1% in 2027, spurred by abundant opportunities in the extractives sector, improvements to the business environment, and the increasing use of public-private partnerships to drive investments.

Similarly, the African Development Bank (AfDB) expects Tanzania to attain an average growth rate of 6% or higher in 2025-26, supported by continued public investments to deepen domestic value chains in agriculture and energy infrastructure.

The IMF projects a growth of 6.5% over the medium term, contingent on decisive reform implementation to preserve macro-financial stability, promote sustainable and inclusive growth, advance structural reforms, and address risks from climate change.

Population Growth and Market Size

Tanzania's population has grown significantly between the last two national censuses, rising from 44.9 million in 2012 to 61.7 million in 2022. This represents an annual growth rate of approximately 2.9%. The current population is estimated to be 70 million and is expected to double by 2050. The rapid increase has resulted in a youthful demographic, with a median age of 17.5 years, driving domestic consumption and increasing demand for goods and services, making Tanzania the largest consumer market in East Africa. The expanding labor force further strengthens the country's economic potential. As a member of the EAC, Tanzania also provides access to a regional market of over 450 million people, enhancing its role as a strategic trade and investment hub in the region.

Affordable Labor

Tanzania offers a large, young, and trainable workforce, making it an attractive destination for labor-intensive industries such as manufacturing, agribusiness, and construction. With 35% of the population between the ages of 15 and 35, and 43% under 15, the country provides a steady supply of workers to support industrial growth. However, the numbers on the skilled workforce reveal a critical challenge: 79% of the labor force has low skills. To address this, the government has prioritized technical and vocational education to improve workforce skills and support key sectors such as mining, energy, ICT, and tourism. These efforts aim to create a more capable labor pool to meet the demands of a growing economy.

In terms of labor costs, Tanzania's minimum wage remains regionally competitive. Monthly rates range from TZS 80,000 (±USD 30) for domestic workers to TZS 765,900 (±USD 292) for employees of international energy companies. For comparison, Kenya's monthly minimum wage for general workers, including domestic workers, is KES 9,268 (±USD 72) in small towns and rural areas and KES 18,047 (±USD 140) in major cities, while the country's highest minimum wage is KES 36,360 (±USD 280), which applies to occupations such as cashiers and drivers.

Strategic Location

Tanzania's strategic location on the Indian Ocean makes it a key gateway for its six landlocked neighbors: Uganda, Rwanda, Burundi, Zambia, Malawi, and the DRC. Its participation in regional economic blocs, EAC and SADC, facilitates cross-border trade and investments, further strengthening its position as a regional trade hub.

Beyond Africa, Tanzania maintains strong trade relations with China, the UAE, and India–its largest trading partners. Key exports to these markets include minerals, agricultural products, and raw materials, while imports consist mainly of machinery, electronics, and industrial equipment.

Tanzania also benefits from preferential trade agreements with major global markets. Under AGOA, which expired in 2025 but was extended until the end of 2028, Tanzanian exports enjoyed duty-free access to the United States for various products, including textiles, agricultural goods, and manufactured items. Similarly, through the Everything But Arms (EBA) initiative, Tanzania has duty-free and quota-free access to the European Union (EU) for all exports except arms and ammunition. These agreements provide significant opportunities for Tanzanian businesses to expand into high-value international markets. Tanzania has been a member of the World Trade Organization (WTO) since 1995, reinforcing its commitment to global trade integration and positioning itself as a key link between Africa and international markets.

Infrastructure Development

Tanzania is undertaking large-scale infrastructure projects across key sectors, including transport, energy, and information and communications technology (ICT), aimed at improving trade efficiency, reducing costs, and attracting investment. These developments enhance access to utilities, transportation, and digital services.

The **SGR** is one of Tanzania's most ambitious projects, with construction of the 2,800 km railway ongoing since 2017 at an estimated cost of USD 7 billion. The SGR is designed to

cut transport costs for businesses and the public, using electric locomotives capable of speeds up to 160 km/h. It will link the Dar es Salaam port to Mwanza on Lake Victoria, providing a direct connection to Rwanda, Burundi, and the DRC. The first section of the SGR, connecting Dar es Salaam and Morogoro, commenced operations in June 2024. Services were subsequently extended to Dodoma, Tanzania's political capital, in November of the same year.

Tanzania is expanding its **road network** to improve connectivity and support economic growth, increasing from 108,946 km in 2020 to 144,430 km in 2025, to decongest major cities, improve rural accessibility, and strengthen regional trade corridors. Other recent achievements include the completion of major bridges, namely Tanzanite Bridge (Dar es Salaam), Wami (Coast Region), Ruhuhu (Ruvuma), Mpwapwa (Dodoma), Msingi (Singida), and Kigongo, Busisi (Mwanza). Construction is ongoing for additional major bridges, including Lower Mpiji, Simiyu, and Pangani.

The government continues to invest in **ports** to stimulate development in agriculture, mining, and the production and distribution of goods. In collaboration with the private sector, it has achieved various milestones, particularly at the Dar es Salaam Port, which handled a record cargo throughput of 27.7 million tonnes in the 2024/2025 financial year, a 17% year-on-year increase and the highest volume in its history. A key driver of this transformation has been the Dar es Salaam Maritime Gateway Project (DMGP), which included deepening and reinforcing the harbor to 14.5 meters, allowing for larger, heavier vessels. In 2025, the Kwala Dry Port was launched, featuring the SGR electric freight service and a 1,000-hectare industrial park, to decongest Dar es Salaam Port and strengthen Tanzania's role as a regional trade hub. As part of the ongoing improvements to ports in the Great Lakes, the government signed a contract in 2025 for the upgrading of Kigoma Port on Lake Tanganyika.

The **aviation** sector has seen significant investment, with Air Tanzania Company Limited (ATCL) expanding its fleet to 16 aircraft, including the Boeing 737-9 Max, Boeing 787-8 Dreamliner, and Boeing 767-300F for cargo. The government modernized infrastructure at the Dar es Salaam and Kilimanjaro (Arusha) international airports, while simultaneously rehabilitating and expanding other regional airports to enhance services, support tourism, and facilitate trade. Furthermore, construction of the new Msalato International Airport in Dodoma is expected to be completed by 2026.

The Julius Nyerere **Hydropower** Plant is a USD 3 billion government-led initiative designed to increase energy reliability for industrial and domestic use. Located on the Rufiji River, the dam is the fourth largest in Africa and ninth globally, with an installed capacity of 2,115 MW. Reaching full operation in 2025, the project raised Tanzania's total generation capacity to over 4,000 MW. The plant is expected to alleviate power shortages, enhance energy security, and reduce electricity costs, directly supporting Tanzania's industrialization.

Rural electrification has significantly expanded access to electricity across Tanzania, where 65% of the population lives, making it one of the fastest-growing electricity access programs in Sub-Saharan Africa. The government has successfully achieved universal village electrification, connecting all 12,318 villages in mainland Tanzania. At the hamlet level, 33,657 out of 64,359 hamlets have been connected to the grid, accounting for 52%

of the total. These developments are improving living standards, facilitating economic activities, and enabling investments in rural industries, education, and healthcare.

The Tanzania Liquefied **Natural Gas** (LNG) Project is a planned USD 42 billion venture designed to monetize the country's offshore natural gas reserves, estimated at 57 trillion cubic feet. Gas will be transported via subsea pipelines to a processing plant and export terminal in Likong'o, Lindi. The facility is expected to produce 10 million metric tonnes of LNG annually. Negotiations with investors, including Shell and Equinor, are progressing, with a final investment decision targeted for 2026. Once operational, the project is expected to generate substantial government revenue, create thousands of jobs, and strengthen Tanzania's energy security and export capabilities.

The National Natural Gas Infrastructure (NNGI) was commissioned in 2015 to meet the rapidly growing demand for natural gas. The infrastructure comprises processing plants, transmission pipelines, and distribution networks supplying power plants, industries, and residential areas in Dar es Salaam, Mtwara, and Lindi. Compressed Natural Gas (CNG) distribution has also expanded to support approximately 16,000 CNG-powered vehicles. Expansion projects are underway to extend the distribution network to industries, hotels, commercial entities, and households. In 2025, the government awarded the engineering, procurement, and construction (EPC) contract for a new pipeline connecting the Ntorya gas field to the Madimba Gas Processing Facility. In parallel, Tanzania is pursuing cross-border transmission projects to supply natural gas to Kenya and Uganda.

The **EACOP pipeline** is a major regional energy project designed to transport crude oil from Uganda's Lake Albert oilfields to the port of Tanga in Tanzania for global export. Its shareholders are TotalEnergies (62%), Uganda National Oil Company Limited (UNOC–15%), Tanzania Petroleum Development Corporation (TPDC–15%), and China's CNOOC (8%). Spanning 1,433 km, with 80% of its length within Tanzania, it will have a peak capacity of 246,000 bbls/day. EACOP integrates advanced fiber-optic cables that can increase the capacity of local operators, supporting wider and faster internet connectivity in both Uganda and Tanzania. The project represents a USD 5 billion investment aimed at enhancing government revenue, improving logistics, facilitating skills and technology transfer, and strengthening the trade corridor between Uganda and Tanzania. The project is expected to be completed by July 2026.

In **ICT**, Tanzania has expanded its National ICT Broadband Backbone (NICTBB), which will consist of 16,280 km of fiber optic cable connecting all regions and districts. This expansion improves internet access and supports e-government, e-learning, e-health, and e-commerce initiatives. As of early 2026, about 15,167 km have been completed, connecting all 31 mainland regions, 122 out of 139 districts, and Zanzibar to the Backbone. The government plans to connect an additional 10 districts during 2026 and 2027. The network also provides cross-border connectivity to neighboring countries, including Zambia, Malawi, Kenya, Uganda, Rwanda, and Burundi, enhancing trade and communication across East and Southern Africa. Procedures have begun to extend the Backbone to the DRC.

These infrastructure investments enhance Tanzania's transport, energy, and digital networks, reduce logistical bottlenecks, expand power and internet access, and improve connectivity with regional markets, reinforcing the country's role as a trade and investment hub.

Conducive Business Environment

Investment in Tanzania is governed by the Tanzania Investment and Special Economic Zones Act, 2025, which provides a single, predictable legal framework. The law guarantees against nationalization and expropriation: an asset may only be expropriated under a specific law providing fair and prompt compensation, with the investor retaining the right of access to the courts or arbitration. These guarantees are reinforced by Tanzania's membership in the Multilateral Investment Guarantee Agency (MIGA), the International Centre for Settlement of Investment Disputes (ICSID), the African Trade and Investment Development Insurance (ATIDI), and by Bilateral Investment Treaties (BITs) with several countries.

The government has pursued sustained regulatory reform to lower the cost of doing business and improve predictability via the Blueprint for Regulatory Reforms (MKUMBI) of 2018, which led to the abolition or reduction of 374 fees and charges. The Tanzania Electronic Investment Window (TeIW), introduced by TISEZA in 2023, facilitates investment-related applications through a single interface, encompassing the certificates, permits, licenses, and other regulatory authorizations required to establish and operate a business in the country.

The Where to Invest in Africa 2025/2026 report by Rand Merchant Bank ranks Tanzania 9th of 31 African economies and 6th for Economic Stability and Investment Climate. The World Bank's 2025 Business Ready (B-READY) report gives Tanzania a score of 61.92 out of 100 on the Regulatory Framework pillar, placing it in the second-highest quintile, with its strongest results in Labor, Utility Services, and Business Entry. In February 2026, Moody's reaffirmed Tanzania's B1 sovereign credit rating–ahead of all East African Community (EAC) peers–with a stable outlook, highlighting the government's steady progress in easing regulatory burdens that is actively supporting higher private-sector investment. The stable outlook reflects expectations of continued structural reforms that will further enhance the investment climate.

A second reform blueprint (MKUMBI II) is under preparation, with 284 tax-system recommendations already submitted to the President in March 2026, to further ease regulatory constraints for businesses.

Investment Incentives

Tanzania offers a range of fiscal and non-fiscal incentives to both domestic and foreign investors to reduce costs and ease operations. TISEZA issues a Certificate of Incentives to qualifying investors, and registration with TISEZA is mandatory before operating, whether or not an investor seeks incentives. Eligibility for the Certificate of Incentives is set by minimum capital: USD 50,000 for local investors, and USD 500,000 for foreign investors and joint ventures. Strategic Investors (USD 20 million local, USD 50 million foreign) and Special Strategic investors (over USD 300 million) may qualify for additional negotiated incentives and government support measures.

Incentives available to all registered investors:

- Exemption from import duty on capital goods and machinery.
- Deferment of VAT on capital assets above TZS 20 million (±USD 7,600).

- Guaranteed repatriation of profits, dividends, and capital in freely convertible currency.
- Immigration quotas for foreign personnel, and access to land through derivative rights of up to 99 years.
- One-stop facilitation of permits and licenses.

Additional fiscal incentives exist for investors operating in Special Economic Zones (SEZs):

- Corporate income tax holiday of up to 10 years (automatic for export producers, and for zone developers and operators).
- Withholding tax exemptions on dividends and interest.
- VAT exemptions on utilities and construction materials, and exemption from port charges.

Investors can obtain a Certificate of Incentives and SEZ licenses through an application submitted to TISEZA via its registration portal at https://onestopshop.tiseza.go.tz.

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Key Sectors

Sector performance and investment opportunities.

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5. Key Sectors

Agriculture

Agriculture, livestock, and fisheries are crucial to Tanzania's economic growth, employment, and poverty reduction. In 2024, the sector contributed 26.3% to the country's GDP. It also serves as the largest employer, providing jobs for 61.4% of the national workforce in 2024. Sectoral growth has demonstrated a positive trajectory, growing 4.1% in 2024 and 4.0% in the first nine months of 2025. This expansion is attributed to the increasing adoption of modern technologies in crop production.

Crops

The crops sub-sector alone contributed 16.1% to the national GDP in 2024. Food crop production increased significantly to 22,803,316 tonnes in 2023/2024, supported by favorable climatic conditions, improved input supplies, targeted agricultural policies, and coordinated stakeholder efforts. Major food crops include maize, rice, pulses, bananas, and cassava. Other commercially and domestically important crops encompass paddy, sorghum, millet, potatoes, sweet potatoes, various roots and tubers, beans, dried oil seeds, vegetables, and fruits, alongside traditional cash crops such as cashew nuts, coffee, cotton, tea, and tobacco.

Agriculture accounted for 23.6% of total goods exports in 2025. Established markets include the EU, specifically Belgium, Poland, and Germany, the UAE, and Far East markets, including South Korea, Indonesia, and China. The sector is expanding into new markets, such as the United States, for cashew nuts.

Livestock

Tanzania holds one of the largest and fastest-growing livestock populations in Africa and the world. In 2022, the sector accounted for 7.4% of GDP and 26.1% of the agricultural GDP (AgGDP). The cattle population is immense at 36.6 million, the second largest in Africa, behind Ethiopia, and represents 1.4% and 11.0% of the global and African total cattle population, respectively. The population of sheep, goats, chickens, and pigs is also large, with most ranking in the top ten on the continent in terms of size.

The fisheries sector contributed 1.7% to GDP in 2024/2025 and employs about six million Tanzanians within its value chain. In 2023, Tanzania produced 513,802.47 tonnes of fisheries products. Natural water fishing accounted for 479,976.62 tonnes, of which freshwater fishing contributed 85% of this natural water catch, and marine (sea) fishing contributed 15% of this natural water catch. Aquaculture contributed 33,825.85 tonnes. Aquaculture products include farmed fish, seaweed, seagrass, and sea cucumbers.

Fisheries

Agriculture and agribusinesses face significant financing challenges, as commercial banks are often reluctant to lend due to high perceived risks, insufficient returns, a lack of scale, and borrowers lacking collateral. Fulfilling the mandate to overcome these barriers, the Private Agricultural Sector Support (PASS) Trust serves as a primary vehicle for de-risking commercial agriculture. Since 2000, PASS has bridged the financing gap by issuing over TZS 2.6 trillion in credit guarantees to 1.5 million smallholder farmers and youth- and women-led agribusinesses. To expand affordable credit, scale green financing, and

strengthen Tanzania's role as a regional food hub, PASS Trust invites development partners, impact investors, and DFIs to co-invest in blended agrifinancing, climate resilience programs, and inclusive value chains.

Investment Opportunities

Tanzania has a total land area of 94.5 million hectares, of which 44 million are classified as arable. Only 10.8 million hectares, equivalent to 24%, are currently under crop production, leaving significant room for expansion, and diverse climatic conditions support crops suited to both tropical and temperate environments.

Opportunities in crop production, processing, and export include:

- Commercial farming of strategic crops across the agricultural corridors.
- Productive infrastructure, such as irrigation systems and water harvesting facilities.
- Supply and local manufacturing of inputs and farm machinery.
- Post-harvest facilities such as pack houses, cold storage, and warehouses.
- Agro-processing facilities for cereals, oilseeds, cashews, sugar, coffee, dairy, and fish.
- Export facilitation through auctions, logistics, and crop hubs.

In livestock, opportunities include:

- Livestock Breeding.
- Poultry and Meat Processing.
- Fodder Production.
- Processed Feeds.
- Dairy Transformation.
- Leather Processing.
- Vaccine Production.

In fisheries, Tanzania's 1,424-kilometer coastline supports marine fishing and aquaculture, alongside 61,500 square kilometers of freshwater resources. Opportunities include:

- Deep Sea Fishing, including agreements with foreign fishing companies
- Aquaculture, particularly fish cage farming and deep-sea aquaculture
- Fish Processing Plants
- Fish Feed Production
- Marine Aquaculture in species such as sea cucumber, crab, and seaweed

Construction

The sector covers residential and commercial building construction, sports facilities, and irrigation and sewerage systems. Transport, Energy, and ICT infrastructure development are covered in their own dedicated sections.

Real Estate

The real estate sector was estimated at TZS 5.4 trillion in 2024 and contributed 2.5% to GDP in the first nine months of 2025, growing by 4.3%. Demand for housing is extremely high: the current deficit is 3,000,000 units, annual demand is rising by 200,000 units, and Tanzania will require 26,840,909 housing units by 2050. This demand is largely unmet by finance, as formal mortgage lending stands at just 0.29% of GDP, and around 99% of houses are built out-of-pocket, typically over 5 to 10 years.

Investment Opportunities

The clearest opportunities are in affordable housing. The main real estate hubs are:

- Dar es Salaam: the commercial capital and largest city.
- Dodoma: the country's capital, now a hot spot for real estate development following the relocation of the Government from Dar es Salaam, which started in 2018.
- Mwanza: a leading business hub along the Lake Zone area.
- Arusha: Tanzania's safari tourism hub and one of the most visited areas after Dar es Salaam and Zanzibar.
- Zanzibar: Tanzania's beach tourism hub.

AFCON 2027

As one of the host countries for the Africa Cup of Nations (AFCON) 2027, Tanzania is building and rehabilitating stadiums, including the new Samia Suluhu Hassan Stadium in Arusha and a new stadium in Dodoma.

Water Sector

The water sector was estimated at TZS 0.95 trillion and contributed about 0.5% to GDP in 2024 and in the first nine months of 2025, growing by 4.1%. The country holds vast water resources, with annual renewable water estimated at 126,000 billion cubic meters (bcm). Yet network coverage is low: only 24.9% of buildings nationally have water services (47.6% urban, 15.1% rural), even as clean water access reaches 83% in rural areas and 91.6% in urban areas.

Investment Opportunities

Total water investment needs through 2030 are estimated at USD 15.02 billion, spanning the National Water Grid, large-scale groundwater development, sanitation, and multipurpose water security dams, with around USD 3.7 billion (21%) targeted through PPPs and thematic bonds. Specific opportunities include solar-powered pumping systems and prepaid metering for rural villages, and large-scale wastewater treatment plants such as the Mbezi Beach project. Investors can engage through build-operate-transfer models, decentralized wastewater treatment systems, bulk water supply, and smart water network management.

Energy

The energy sector is a critical enabler of Tanzania's economic growth and industrialization. The sector has emerged as a central pillar of the national economy, contributing 14.4% to the country's GDP in the 2024/2025 financial year, up from 5.8% in 2015, thanks to sustained investment in electricity, natural gas, and petroleum infrastructure.

Oil and Gas

Tanzania has a total area of 945,000 sq km, of which 534,000 sq km (56%) is covered by sedimentary basins that are attractive for oil and gas exploration. The country has an estimated 57.54 trillion cubic feet (TCF) of natural gas reserves, mainly offshore in the Rovuma Basin in the Indian Ocean. Currently, 22 oil companies are undertaking exploration activities. In 2025, the Government of Tanzania announced plans to allocate 26 new exploration blocks, of which 23 are in the deep offshore Indian Ocean, and 3 are onshore in Lake Tanganyika.

The current gas infrastructure comprises four processing plants with a combined capacity of 470 million standard cubic feet per day (MMscfd), 738 kilometers of transmission pipelines, and a distribution network serving power plants, industries, and households, alongside Compressed Natural Gas (CNG) facilities for around 7,000 vehicles.

The government has been working to put in place a USD 42 billion Liquefied Natural Gas (LNG) Project to process its offshore gas reserves. The gas will be transported via subsea pipelines to an LNG processing plant and export terminal in Likong'o, Lindi, on the coast of the Indian Ocean. The facility is expected to produce 10 million metric tonnes of LNG annually. Negotiations with investors such as Shell and Equinor are progressing, with a final investment decision targeted for 2026. Once operational, the project is expected to generate government revenue, create thousands of jobs, and strengthen Tanzania's energy security and export capacity.

In addition, the EACOP oil pipeline is under construction as a cross-border export pipeline that will transport crude oil from Uganda's Lake Albert basin to the Port of Tanga in Tanzania. The pipeline will have a total length of 1,443 kilometers, of which 1,147 kilometers (80%) are located in Tanzania, and is designed to transport up to 216,000 barrels of crude oil per day. The project represents an investment of about USD 5 billion and includes associated infrastructure such as pumping stations, storage facilities, and a marine export terminal at Tanga. Expected to be completed by July 2026, EACOP will position Tanzania as a key crude oil transit and export corridor for the East African region, generating transit revenues and logistics-related investment opportunities.

Tanzania does not currently operate a commercial crude oil refinery and is a net importer of refined petroleum products. Refined products such as petrol, diesel, jet fuel, kerosene, liquefied petroleum gas (LPG), and heavy fuel oil are imported through international competitive bidding under the Bulk Procurement System (BPS). Importation of petroleum products reached 9.22 billion liters in the financial year 2023/2024.

Power Generation and Distribution

Over the years, Tanzania has made significant progress in expanding electricity access, improving generation capacity, and reinforcing the transmission and distribution networks. As of December 31, 2025, the installed electricity capacity reached 4,532.66 MW, following

a significant increase driven by the full commissioning of the 2,115MW Julius Nyerere Hydropower Plant in 2025, against an electricity demand of 2,505.86 MW. The energy generation mix consisted of hydropower (58.20%), natural gas (34.73%), liquid fuel (4.12%), coal (2.93%), biomass (2.68%), solar (0.23%), and wind (0.06%).

Tanzania's electricity network is managed by the Tanzania Electric Supply Company Limited (TANESCO), the national power utility, and comprises 8,303.87 km of high-voltage transmission lines (66 kV to 400 kV) and 236,045 km of medium-voltage distribution lines. National electrification has reached 78.4% for access and 37.7% for direct connection, serving 5,715,726 customers across residential, commercial, and industrial segments.

The country forecasts peak demand to grow to 6,571.09 MW in 2030 and 8,483.29 MW in 2050. To meet this growing demand, the total installed capacity is projected to grow to 19,905.19 MW by 2050. The contribution of non-hydro renewable energy capacity is expected to increase to 52% of total renewable energy capacity during this period.

Renewable Energy

Tanzania has enormous and diverse renewable energy potential across hydro, geothermal, solar, wind, and biomass. Hydropower potential is around 4,700 MW, of which only 837.77 MW have been exploited. Geothermal resources are estimated at over 5,000 MW for direct and indirect uses, yet remain untapped. Solar irradiation ranges from 1,800 to 2,400 kWh per square meter per year, with approximately 30 MW of solar PV installed to date, mostly in off-grid areas and mini-grids. Wind potential is concentrated in the central and western regions, where average speeds exceed 8 m/s and some areas record more than 10 m/s. Biomass resources are abundant and account for over 80% of total energy consumption, with charcoal and firewood the main cooking fuels; charcoal consumption, mainly urban, has nearly doubled over the past ten years and is projected to double again by 2030 without supply and demand-side interventions.

Investment Opportunities

Tanzania has announced plans to allocate 26 exploration blocks, including 23 offshore blocks in the Indian Ocean. Along with these, the Tanzania Petroleum Development Corporation (TPDC) is actively seeking strategic partners with technical and financial capacity for several specific areas, including Mnazi Bay North, Songo Songo West, and Blocks 4/1B and 4/1C. Furthermore, in March 2026, the Ministry of Energy directed TPDC to introduce new blocks to further attract capital into the country's oil and gas exploration and production.

In regards to power infrastructure, the total investment requirement to support generation and transmission expansion plans is estimated at USD 39,951.90 million by 2050. This includes USD 699.23 million fully financed by the government, with the remaining sourced through a 70%-debt and 30%-equity split.

The country aims to increase electricity connectivity to 75% by 2030 and raise the share of renewable energy in the generation mix to 75%, up from the current 61.8%, which will require adding over 1,800 MW of generation capacity from solar, wind, geothermal, and hydro sources. To achieve this, the government calls on development partners and the private sector to accelerate progress in energy access and help mobilize an additional USD 12.9 billion in financing, including USD 4.039 billion from the private sector.

Other investment opportunities include:

- Development of mini-LNG projects to transport gas via special trucks to regions not reached by pipelines.
- Establishment of CNG filling stations for vehicles.
- Development of small petrol stations in rural areas.
- Production and marketing of LPG, including manufacturing of cylinders, valves, and regulators; installation of filling plants; retail distribution; and supply of clean cooking stoves.
- Establishment of processing plants and industries for the production of refined mineral oil, petroleum jelly, grease, fertilizers, and bituminous-based water/damp-proof building materials.
- Establishment of chemical and petrochemical industries.
- Crude oil refining with efficient export facilities.

Finance

Tanzania's financial sector consists of banking, capital markets, insurance, and social security. Banking, which includes microfinance and fintech, is the largest component, accounting for 70.2% of total assets, followed by social security at 24.1%. In the first nine months of 2025, financial and insurance activities accounted for 3.5% of the country's GDP and experienced a growth rate of 14.8% over the same period in 2024. This performance was driven by an increase in total assets across all sub-sectors, with collective investment schemes recording the highest growth rate at 46.1%, followed by insurance and banking.

Banking

Currently, 44 licensed banking institutions operate in Tanzania. These comprise 34 commercial banks, which account for 97.3% of total banking sector assets, alongside three community banks, three microfinance banks, two development banks, one house financing company, and one mortgage refinancing company. Out of the 34 commercial banks, 12 are locally owned, holding 65.7% of total commercial bank assets, while 22 are foreign-owned, accounting for 34.3%. The sector is highly concentrated; in 2024, the ten largest banks by assets held 79.4% of total assets, 82.4% of total loans, and 80.4% of total deposits. The country's two largest banks, both with significant government shareholding, jointly account for nearly half of all total assets.

The Bank of Tanzania (BOT) indicates that the banking subsector remained stable in 2024, supported by strong profitability, low non-performing assets, and adequate capital and liquidity buffers, with core and total capital adequacy ratios remaining above the minimum regulatory requirements of 10% and 12%, respectively. The subsector posted a 39.3% increase in total profit, rising from TZS 1,527.9 billion in 2023 to TZS 2,129.0 billion in 2024. Return on assets and equity increased to 5.2% and 23.7%, respectively, up from 4.4% and 20.5% in the previous year. This profitability was driven by loan portfolio expansion and improved operational efficiency.

Alongside improving credit performance, the banking sector's outreach and service delivery capacity continued to expand through branch networks, agent banking, digital platforms, and other delivery channels.

Preliminary results for 2025 show that the leading banks continue to deliver internationally competitive returns, with the largest bank reporting a return on assets and equity of 5.3% and 29.3%. Results for the fourth quarter of 2025 show that credit to the private sector maintained strong growth at around 17% year-on-year, primarily in the trade and construction sectors, supported by an accommodative monetary policy and strong demand for credit, with lending rates averaging 15% and a non-performing loans (NPL) ratio of 2.8%.

Microfinance

The microfinance subsector was formalized by the Microfinance Act of 2018. Since then, the number of licensed providers has grown steadily, reaching 62,232 at the end of 2024. Of these, only three are deposit-taking microfinance banks, all foreign-owned, with 77 branches and accounting for 0.4% of total banking sector assets. The vast majority of providers are non-deposit-taking, with Community Microfinance Groups alone accounting for 94.7% of the total and recording a growth rate of 22.0% in 2024.

PASS Trust: 25 Years of Transforming Tanzania's Agribusiness Landscape

For a quarter of a century, the Private Agricultural Sector Support (PASS) Trust has been at the forefront of Tanzania's agricultural transformation, unlocking finance, de-risking agribusiness investment, and empowering farmers and SMEs to thrive. Established in 2000, PASS has evolved into the country's leading agrifinance development institution, delivering innovative financial solutions that have enabled over TZS 2.6 trillion in credit guarantees to more than 1.5 million smallholder farmers, youth, and women-led agribusinesses across all regions of Tanzania.

Driving Inclusive Growth

From input financing to mechanisation, irrigation, processing, and market integration, PASS has consistently demonstrated that agriculture is not just subsistence, it is enterprise. By working hand-in-hand with financial institutions, PASS has bridged the financing gap for smallholder farmers and SMEs who historically lacked collateral or access to affordable loans. Today, PASS is widely recognized for pioneering credit guarantees and blended finance solutions that stimulate inclusive growth, create jobs, and strengthen Tanzania's food systems.

Catalyzing Climate-Smart and Green Finance

As climate change poses new risks to productivity, PASS has expanded into climate-smart financing, introducing products such as digital credit guarantees, weather-index insurance, and green credit schemes that enable farmers to adopt resilient practices. By aligning with Tanzania's national climate ambitions and the global sustainable finance agenda, PASS is mobilizing resources that not only enhance food security but also safeguard the environment for future generations.

www.pass.or.tz

Beyond Finance: Building Competitive Value Chains

PASS Trust's interventions extend across strategic value chains—soybeans, horticulture, coffee, fisheries, livestock, and cereals, supporting productivity improvements, aggregation, value addition, and market access. Through its subsidiary, PASS Leasing Company, the Trust is scaling up mechanisation and agro-processing solutions, making modern technologies accessible to SMEs. PASS is also developing agrifinance fund management capabilities to attract impact investors and channel funding directly into high-potential agribusiness ventures.

A Call for Strategic Partnerships

Looking ahead, PASS Trust invites development partners, impact investors, DFIs, and private sector players to join forces in unlocking Tanzania's agribusiness potential. Key partnership areas include:

- Agrifinancing & Blended Finance: Expanding affordable credit access for SMEs and smallholders.
- Climate Finance: Scaling weather-index insurance, green credit guarantees, and resilience financing.
- Impact Funding: Investing in women and youth-led enterprises for inclusive growth.
- Fund Management: Partnering on agrifinance and blended funds to crowd-in capital.
- Value Chain Investments: Strengthening Tanzania's role as a regional food hub.

With abundant arable land, growing domestic and regional markets, and a youthful population, Tanzania's agriculture is poised to become a continental growth engine. PASS Trust, building on 25 years of impact, stands ready to co-create solutions with partners committed to feeding Africa, driving climate resilience, and transforming rural economies.

Fintech

Tanzania's financial technology (fintech) space encompasses mobile payments, digital loans, investments, and insurance. Mobile money remains the dominant segment, having evolved beyond simple transfers to seamlessly integrate merchant and utility payments, as well as cross-border remittances.

This evolution has driven the growth of active mobile money subscriptions, which reached 63.21 million in 2024, up 17.46% from 51.72 million in 2023. Over this same period, mobile payment transactions grew 26.73% in volume, from 5,061.20 million to 6,413.94 million, and 28.54% in value, jumping from TZS 154,705.77 billion to TZS 198,859.29 billion.

Islamic Banking

Given that approximately half of Tanzania's population is Muslim, this subsector has emerged as a rapidly growing segment of the financial landscape, though these services are available to all clients regardless of religion.

Since the first fully-fledged Islamic bank began operations in Tanzania in 2011, several major conventional banks have expanded their portfolios to include dedicated Sharia-compliant products and services, with Islamic deposits accounting for 3.0% of total banking deposits and the Sharia-compliant financing portfolio representing 2.6% of total industry credit in 2025.

Capital Markets

Currently, the Dar es Salaam Stock Exchange (DSE) lists 28 companies (22 domestic and six cross-listed), of which 19 are actively trading, and one is suspended and in liquidation. The Exchange also lists government and corporate bonds with varying maturities and coupon rates.

In October 2025, the Exchange listed Tanzania's first Exchange Traded Fund (ETF) to enhance market liquidity, attract investors, and expand investment opportunities. The ETF tracks the performance of a diversified portfolio of actively traded equities listed on the DSE, broadening investor participation and supporting the growth of Tanzania's financial sector. A second ETF was launched in January 2026, focusing on large-cap equities listed on stock exchanges across the East African Community. This second ETF was oversubscribed by 540%.

To increase retail access, the DSE introduced Hisa Kiganjani, a mobile trading platform allowing investors to buy, sell, and manage their investments directly from their phones. In June 2025, the Exchange amended its trading rules to improve market liquidity, transparency, and investor protection. Key changes included the introduction of a Volume Weighted Average Price (VWAP) for closing prices to enhance price discovery, as well as revised regulations on price variation caps and block trades to boost liquidity, particularly for smaller counters.

In 2025, the DSE recorded notable growth, with total market capitalization reaching TZS 23,995.45 billion (approximately USD 9.42 billion), a 34.30% increase from TZS 17,868.17 billion in 2024. Domestic market capitalization stood at TZS 15,559.44 billion (USD 6.11 billion), reflecting a 27.08% increase from TZS 12,243.37 billion in 2024.

DSE
Creating Opportunities

DSE Hisa Kiganjani

Mr. Peter Nalitolela
Chief Executive Officer, Dar es Salaam Stock Exchange

"At the Dar es Salaam Stock Exchange, our mission is to make capital markets accessible, inclusive, and relevant to all investors - retail and institutional, domestic and foreign, including our Tanzanian diaspora.

Through DSE Hisa Kiganjani, we are transforming how investors connect with the market by offering a secure, user-friendly digital platform that brings investment opportunities closer to everyone.

We invite local and global investors to use DSE Hisa Kiganjani to participate in Tanzania's growth story and to be part of building a strong, vibrant, and inclusive capital market for the future."

Invest in Tanzania - Digitally. Securely. Conveniently.
Download **DSE Hisa Kiganjani** Today **Available on Android and iOS**

DSE HISA KIGANJANI

Your Gateway to Investing in Tanzania's Capital Markets Anytime, Anywhere

DSE Hisa Kiganjani is the Dar es Salaam Stock Exchange's official mobile trading platform, designed to make investing in Tanzania simple, secure, and accessible for everyone locally and globally.

Whether you are a first-time investor, an institutional player, or part of the Tanzanian diaspora, DSE Hisa Kiganjani puts the capital markets right in the palm of your hand.

Key Features & Benefits

Open Your CDS Account with Ease

Open and manage your Central Depository System (CDS) Account directly through the platform for:

- Individuals | Minors (Children) | Diaspora Investors

Invest for yourself and loved ones - seamlessly and digitally.

Track Stock Market Trends

Stay informed with real-time access to:

- Market prices | Stock performance trends | Listed shares and ETFs

Make smarter investment decisions with up-to-date market insights.

Place Buy & Sell Orders - 24/7

Trade at your convenience by placing:

- Buy & Sell orders for Shares | Buy & Sell orders for ETFs

Orders can be placed 24/7, giving you flexibility to plan and execute, your investment strategy anytime, anywhere.

Link Your Analog CDS to Digital | Already have a traditional (analog) CDS account?
Easily link your existing CDS account to DSE Hisa Kiganjani and enjoy full digital access to your investments

Monitor & Manage Your Portfolio, Get full visibility of your investments by:

- Tracking your portfolio performance | Monitoring holdings and balances | Following transaction history | Allows you to directly contact your broker.

Convenient Payments. Fund your investments easily with:

- Visa Card | Mastercard

Making it simple for both local and international investors to participate in Tanzania's capital markets.

Funds

Collective investment schemes are growing in popularity, with investors demonstrating increased appetite and confidence. This is attributed to expert portfolio management, solid returns supported by advanced treasury management systems used by asset management companies, and comprehensive regulatory oversight.

The primary driver of this market is UTT Asset Management and Investor Services (UTT AMIS), which dominates the sector with over TZS 4.3 trillion in assets under management across its six funds.

Insurance

The Tanzanian insurance subsector experienced continued growth in recent years, with notable increases in gross written premiums (GWP), assets, investments, and net worth. Over the period 2020–2024, total GWP recorded an average annual growth rate of 10.8%. In 2024, GWP grew by 20.2%, reaching TZS 1.52 trillion from TZS 1.24 trillion in 2023.

In 2024, insurance penetration (GWP as a percentage of GDP) improved to 2.08% from 2.01% in 2023, and insurance density grew by 17.1% to TZS 22,878 from TZS 19,531. Takaful (Islamic) insurance recorded a sharp rise in premiums to TZS 4.6 billion in 2024 from TZS 0.5 billion in 2023, when it was first launched, representing a growth of 754.7%.

These improvements are attributed to broader awareness of insurance services and improved distribution networks. The number of individuals, including policyholders and beneficiaries, utilizing insurance services increased by 10.2% to 25.9 million in 2024 from 23.5 million in 2023. This indicates that in 2024, 39.2% of the total projected population of 66.3 million in Tanzania was covered by insurance services.

This market evolution is visible in the launch of SanlamAllianz Tanzania in October 2025, following a 2023 joint venture that created Africa's largest pan-African non-banking financial services group. In the local market, the merger operates through specialized life and general insurance entities, directly intensifying competition among the sector's top-tier insurers.

Investment Opportunities

SMEs are vital contributors to Tanzania's economy, comprising a large percentage of registered businesses and a significant portion of the informal sector, and are estimated to contribute around one-third of the country's GDP and generate up to 40% of total employment. However, SMEs face barriers accessing credit due to widespread informality, lack of collateral, low financial literacy, and high costs, and business owners often resort to personal loans, which dominate private sector lending. In 2024, MSME loans (including those accessed via personal credit) made up only 20.1% of total outstanding loans in banks and microfinance institutions, indicating a persistent finance gap. This gap restricts growth and leaves businesses vulnerable to shocks, presenting a clear opportunity for investors and financial service providers to develop innovative lending solutions, alternative credit assessments, and tailored risk management tools.

Islamic finance is experiencing strong global growth, driven by increasing demand for ethical and inclusive financial systems aligned with Islamic principles. Tanzania is part of this trend, with its large Muslim population and a growing offering of Islamic banking, investment, and insurance products, meeting the rising local appetite.

Within this context, the DSE is strengthening its role in financing economic growth by diversifying its product offerings and establishing multiple market segments to attract both domestic and international investors. These include products that support government initiatives to strengthen State-Owned Enterprises, alongside sustainability-focused instruments like Islamic bonds (Sukuk). To facilitate the listing of these new instruments, DSE collaborates with public agencies, private institutions, and development partners.

The insurance sector continues to evolve, creating significant opportunities for investment. Key growth drivers include digital transformation, regulatory reforms, the rollout of Universal Health Insurance, and the expansion of inclusive and microinsurance to cover climate and other specialized risks. Increasing consumer awareness and product innovation are expected to boost insurance penetration, signaling strong potential for new entrants. Furthermore, the ongoing digitalization of insurance services presents opportunities to enhance efficiency, reduce costs, and improve user experience, enabling companies to capture market share in an evolving landscape.

Manufacturing and Trade

Manufacturing

The manufacturing sector in Tanzania is at an early stage of development, with limited value addition and production dominated by simple consumer goods produced by small-scale establishments. Products include food, beverages, textiles, tobacco, wood products, rubber products, iron, steel, and fabricated metal products. The industrial sector's contribution to GDP has remained broadly stable over the past three decades, standing at 7.3% in 2024 and 6.9% in the first nine months of 2025. In the same period, the sector recorded a growth rate of 5.5%. The sector employs an estimated 661,449 people, representing 2.7% of the total national employment of 24,695,842.

Food and beverages account for the largest share of manufacturing, representing nearly 50% of sector employment in 2020 and leading in value added and contribution to growth. This is followed by furniture, textiles, and non-metallic products.

Tanzania has 13 vehicle assembly plants, with two major factories focused on assembling complete trucks and the remaining 11 dedicated to manufacturing trailers.

Among the largest, GF Vehicle Assemblers operates with an investment of TZS 13 billion and an installed capacity of 2,500 units per year. As of March 2025, the factory had assembled 3,445 vehicles, creating 167 direct and 43 indirect jobs.

Trade

The Tanzanian trade and repairs sector was estimated at TZS 14.9 trillion in 2024, contributing 8.5% to the country's GDP in the first nine months of 2025, and displaying a growth rate of 5.1% compared to the previous period in 2024.

Tanzania's export basket is dominated by services (mainly travel), minerals, and agricultural products. Minerals and services account for nearly two-thirds of exports, while agricultural products make up approximately 20%. Manufactured goods, excluding basic metals, represent only a small share of total exports.

In 2025, exports of goods and services rose by 10.2% to USD 17,599.2 million from USD 15,968.4 million in 2024. Exports of goods specifically increased to USD 10,282.4 million, up from USD 9,121.6 million in the previous year. This growth was driven mainly by exports of gold, manufactured goods, tobacco, and coffee. Gold exports, which accounted for

45.7% of total goods exports, rose by 37.4% to USD 4,697.6 million, benefiting from favorable global prices and increased production. Exports of manufactured goods also strengthened, climbing to USD 1,548.6 million from USD 1,341.3 million in 2024.

Services receipts also recorded a strong performance, increasing to USD 7,316.8 million in 2025 from USD 6,846.8 million in 2024, largely driven by higher earnings from travel and transport services. Travel receipts increased to USD 3,948.2 million in 2025 from USD 3,903.1 million in 2024, correlating with a 7.1% increase in international tourist arrivals to 2,294,495. Transport service receipts increased to USD 2,796.5 million in 2025 from USD 2,353.4 million in 2024, reflecting higher freight earnings from transit goods, which grew by 34%.

Markets and Trade Areas

Tanzania holds a highly strategic trade position as a member of both the EAC and SADC, providing access to combined markets of 304 million and 366 million consumers, respectively. Additionally, by ratifying the AfCFTA, the country taps into a broader continental market of 1.39 billion people.

Globally, Tanzania has been a World Trade Organization (WTO) member since 1995. It enjoys duty-free access to the United States through the AGOA, and to the European Union (EU) under the EBA program, complemented by bilateral trade agreements with nations including China, India, and Russia.

Over 73% of Tanzania's trade is concentrated among ten countries: China, Switzerland, India, South Africa, the UAE, Kenya, the DRC, the United States, Comoros, and Vietnam. China and India supply approximately 39% of the country's imports, primarily machinery, technologies, and manufactured goods. Conversely, around 44% of exports, comprising minerals, tourism, coffee, cashew nuts, cotton, sisal, tobacco, tea, and cloves, are destined for Switzerland, India, South Africa, China, and Kenya.

The recent implementation of new US tariffs places Tanzania in the lowest bracket, subject to a 10% duty. This positions the country relatively well compared to other African nations facing steeper rates of 15% to 30%. In 2025, US goods imports from Tanzania totaled USD 241.7 million, representing a minor fraction of Tanzania's exports, hence the macroeconomic impact of these new tariffs is expected to be minimal.

Investment Opportunities

Tanzania's manufacturing sector offers a wide range of investment opportunities driven by domestic demand growth, regional market access, and the availability of agricultural and raw materials. Opportunities span light manufacturing, agro-processing, basic industries, and strategic value-adding activities aimed at reducing import dependence and increasing exports.

Investors are supported by dedicated institutions: the National Development Corporation (NDC), the Government's primary strategic investment arm, partners with the private sector to establish basic and strategic industries, currently prioritizing mining and mineral processing, biotechnology, pharmaceuticals, and large-scale industrial parks; the Tanzania Trade Development Authority (TanTrade) promotes trade and facilitates export-oriented business development, including through its Trade Portal and Biashara App for real-time market pricing; and the Confederation of Tanzania Industries (CTI), the manufacturing sector's main representative body, advocates for industrial policies aligned with private-sector needs.

Agro-Industries and Agro-Processing

Priority areas include edible oil production to reduce reliance on imported cooking oils, and cashew nut processing, as Tanzania is among the world's leading producers, allowing expanded local processing and export of kernels.

Food and Beverages

This sector offers broad potential, including fruit and vegetable preservation, oils and fats, dairy products, grain milling, starches, animal feeds, and other food products such as bread, sugar, chocolate, pasta, coffee, nuts, and spices, targeting both domestic and export markets. Beverages include bottled and canned soft drinks, fruit juices, beer, and wine.

Textile and Apparel

Tanzania ranks among Africa's leading cotton producers, creating opportunities across the full value chain, from cotton ginning to spinning, weaving, and garment manufacturing. Investment can focus on fully integrated textile mills and value addition from field to factory.

Construction Materials and Basic Industries

Opportunities exist in the iron and steel sector, including downstream fabrication, and production of construction materials such as cement and ceramics, supported by sustained growth in infrastructure and real estate development.

Automotive and Engineering

Investment potential exists in establishing motor vehicle and motorcycle assembly plants and the production of spare parts for domestic and regional markets.

Pharmaceuticals

The pharmaceutical sector offers targeted opportunities to reduce reliance on imported medicines. Investment areas include greenfield manufacturing plants, expansion and modernization of existing facilities, joint ventures with local firms, technology transfer, establishment of quality-control and testing laboratories, and production of raw materials and active pharmaceutical ingredients.

SEZs and EPZs

From a trade and export perspective, SEZs and EPZs provide dedicated opportunities for investors focused on export-oriented production and trade facilitation. Priority sectors within SEZs and EPZs include agro-processing, textiles and garments, fertilizer and chemical products, light manufacturing, iron and steel, paper and paper products, pharmaceuticals and medical devices, lapidary and gemstone processing, construction materials, and information and communication technology industries.

Investment opportunities within SEZs and EPZs cover three main areas:

- Zone Infrastructure Development. Developers may invest in industrial parks and supporting infrastructure, including power generation, water supply, sewerage treatment, and industrial buildings, either as fully private developments or through PPPs.
- Zone Operations. Operators may establish manufacturing facilities by leasing or purchasing factory sheds or industrial plots under SEZs and EPZs licensing schemes, benefiting from fiscal and non-fiscal incentives.
- Service Provision. Investors can provide support services within the zones, including logistics, waste management, telecommunications, financial services, healthcare, and catering.

Mining

The mining sector's contribution to the Tanzanian economy has steadily increased, reaching 10.1% of GDP in 2024. In the first nine months of 2025, the sector posted a growth rate of 9.8% compared to the same period in 2024. Mineral exports were valued at USD 4.1 billion in the same year, up 16.0% from USD 3.5 billion in 2023, accounting for 60% of all Tanzanian non-traditional goods exports and 25% of total exports. Gold, coal, and copper concentrates account for the largest share of mineral exports. According to the Fraser Institute, Tanzania was ranked the 4th most attractive destination for mining investment in Africa, and the 3rd for its mineral potential in 2025. Minerals found in Tanzania include metallic minerals, industrial minerals, and energy minerals, with gold and diamonds having always been the mainstay of the country's mineral production.

Metallic minerals include gold, silver, copper, iron ore, nickel, tin, cobalt, graphite, and rare earth elements. Industrial minerals include gemstones such as diamonds, tanzanite, which is unique to Tanzania, rubies, garnets, and pearls, building materials such as limestone, soda ash, gypsum, salt, phosphate, gravel, sand, and dimension stones (granite, marble, and sandstone), and helium. Energy minerals comprise coal and uranium. Oil & Gas are covered in the Energy section of this guide, as the former Ministry of Energy and Minerals of Tanzania was split into the Ministry of Energy and the Ministry of Minerals in 2017.

Tanzania hosts eight large-scale mines, six for gold and two for gemstones, alongside medium-scale mines and numerous small-scale mines, primarily producing gold, diamonds, and colored gemstones. These are owned by domestic and foreign companies, as well as joint ventures between the government and international investors. Small-scale mining has seen rapid growth in revenue contribution and employs thousands of Tanzanians, particularly in rural areas with limited job opportunities.

In addition, several mining projects are at advanced stages of development, including the Kabanga and Dutwa nickel projects, the Mantra uranium project, the Mchuchuma and Kiwira coal projects, the Liganga iron ore project, the Nyanzaga, Canaco, and Nyakafuru gold projects, the Ngualla rare earths project, and the Uranex graphite project.

Gold

With estimated reserves of 45 million ounces and an annual production of 61.6 tonnes in 2024, Tanzania is Africa's eighth-largest gold producer and ranks 19th globally. The country hosts several operating large-scale gold mines, including Geita Gold Mine, North Mara Gold Mine, and Bulyanhulu Gold Mine. Gold is Tanzania's second-largest export after tourism, contributing the vast majority of the aggregate value of mineral exports. The value of gold sales increased by 11.8%, reaching USD 3.4 billion in 2024 compared to USD 3.0 billion in 2023. In 2025, gold export value rose by 37.4% to USD 4.6 billion, driven primarily by higher global gold prices.

Silver

No dedicated silver mines exist in Tanzania, as silver is produced primarily as a by-product of gold and copper deposits, especially at the Bulyanhulu and North Mara mines. In the 2021/2022 financial year, silver production was 9.8 tonnes, worth USD 7.4 million.

Diamonds

With estimated reserves of 51 million carats and production of approximately 373,000 carats in 2024, Tanzania ranks as Africa's ninth-largest diamond producer and 11th globally. Diamond production is concentrated at the Williamson mine in Shinyanga, one of the oldest active mines in the world, which holds an estimated reserve of 37 million carats. In the first nine months of 2025, Tanzania produced approximately 284,000 carats of diamonds, valued at USD 47.5 million.

Tanzanite

Mererani Hills, near Mount Kilimanjaro, is the sole source of tanzanite, a blue-violet gemstone a thousand times rarer than diamond. Exploration has identified 50 million carats of tanzanite. In 2024, production of rough and bead tanzanite reached 83,014 kg, with exports totaling USD 19.4 million.

Other Gemstones

In addition to tanzanite and diamonds, Tanzania hosts a wide variety of gemstones, with over 100 types identified, though only about 25 are actively mined. Key stones include ruby, sapphire, garnet, emerald, spinel, tourmaline, alexandrite, and tsavorite, as well as the highly prized Winza ruby and Mahenge spinel. These gemstones are found primarily in the Mozambique geological belt, including Arusha, Mirerani, Tanga, and Morogoro, and are mainly used in jewelry such as rings, earrings, necklaces, and bracelets.

Coal

Tanzania has an estimated coal reserve of five billion tonnes. In 2024, the country produced 3.9 million tonnes, up 19.9% from 3.2 million tonnes in 2023, driven by higher demand for coal as an energy source in cement production both domestically and in neighboring Burundi, Rwanda, Kenya, and Uganda. The value of coal produced rose to TZS 1,035.9 billion in 2024, from TZS 878.8 billion in 2023. In the first nine months of 2025, Tanzania produced 2.3 million tonnes of coal, valued at USD 202.6 million.

Iron Ore

Iron ore mining and iron production in Tanzania remain at an early stage but offer significant growth potential. The country holds substantial iron ore reserves, particularly in the Liganga area of the Njombe region, estimated at 126 million tonnes. The Liganga iron ore project's planned production capacity is one million tonnes per year of steel products, alongside annual output of about 175,400 tonnes of titanium and 5,000 tonnes of vanadium.

Critical Minerals

Tanzania is endowed with a range of critical minerals, including graphite, uranium, rare earth elements, copper, nickel, cobalt, lithium, and helium, which are essential for various high-tech and green technologies. The country is taking significant steps to develop its critical mineral resources, reflecting their growing importance in the global mining sector. Tanzania is still in the early stages of harnessing these resources, with several exploration and mining projects underway.

Graphite

Tanzania hosts an estimated reserve of 18 million tonnes of graphite, representing 6% of the world's graphite reserves, a vital component for producing anodes in lithium-ion batteries.

The country has several large-scale graphite projects in production and development. The Lindi Jumbo graphite mine in Ruangwa has reached an annual production capacity of 40,000 tonnes, based on a confirmed reserve of 5.5 million tonnes, with production expected to last 24 years. The Mahenge and Epanko graphite mines, once operational, are set to produce more than 60,000 tonnes each. Overall, Tanzania is projected to produce over 300,000 tonnes of graphite within the next seven years, strengthening its role in the supply chain for lithium-ion batteries.

Uranium

Tanzania holds an estimated 160 million tonnes of uranium reserves, primarily in the southern Mkuju River area and central regions such as Manyoni and Bahi. There is currently no commercial production, with all projects still at the exploration or development stage. The most advanced is the USD 1.2 billion Mkuju River Project, led by Russian and Australian firms, which launched a pilot processing plant in 2025, with full-scale operations expected between 2026 and 2029.

Rare Earths

Tanzania hosts an estimated reserve of 890,000 tonnes of rare earth elements (REE), including Nd-Pr metals (neodymium and praseodymium), and has several REE projects at various stages of development. The most advanced project is the Ngualla Rare Earths Project, which is projected to produce 37,000 tonnes of REE metals annually, positioning Tanzania to become a top-five global producer. Another significant project is the Wigu Hill REE project in Kilosa District, with deposits that include lanthanum, cerium, neodymium, and praseodymium.

Copper

Tanzania has copper deposits across regions, including Mpwapwa, Dodoma, Chunya, Geita, and Mara, with exploration revealing high-grade ores of up to 46.3% Cu, and further potential at sites such as Kinusi, Mbugani, and the Ubendian Belt. Commercial production remains limited and is mostly small-scale, but in 2025, Tanzania launched its first copper processing plant, handling 31,200 tonnes per month of low-grade ore (0.5 to 2% Cu) and producing 75% copper concentrate.

Nickel, Cobalt, and Lithium

Tanzania hosts world-class nickel, cobalt, and limited lithium deposits, primarily in Kabanga, located within the East African Nickel Belt, a geological zone rich in critical metals. Kabanga is one of the world's largest undeveloped nickel sulphide deposits, with estimated ore reserves of 52.2–58.0 million tonnes grading 1.98% nickel, 0.27% copper, and 0.15% cobalt. Other nickel projects in Tanzania include Kabulanywele, Kapalagulu, and Ngasamo Hill. Cobalt in Tanzania occurs mainly as a by-product of nickel-copper sulphide deposits, with no standalone large-scale cobalt mines. Cobalt is associated with nickel mineralisation at the Kabanga Nickel Project, as well as at Kapalagulu. Tanzania hosts lithium mainly in hard-rock pegmatites and clay deposits in Dodoma and other central areas, with the Chenene Project being the main project.

Helium

Tanzania hosts the world's largest known primary helium deposit in the Rukwa Basin, with an estimated 5.7 trillion cubic feet (tcf). Exploration projects are at advanced stages, with two main projects under development: North Rukwa and Southern Rukwa. The North

Rukwa Project has the potential to become the world's fourth-largest helium reserve, behind Qatar, the USA, and Russia. The estimated prospective helium resource is approximately 225.5 billion cubic feet (bcf). The Southern Rukwa Project is notable for being one of the few helium projects in the world not associated with hydrocarbons or carbon dioxide, positioning it within the "green" helium space. Gross helium contingent resources have been evaluated at 296 million standard cubic feet, with potential to increase up to 1.35 billion.

Investment Opportunities

This sector presents numerous investment opportunities:

- Mineral exploration in new prospective areas.
- Establishment of mineral processing plants for ore preparation and concentration before smelting or refining.
- Establishment of gold refineries and other smelting and refining facilities.
- Mining and processing of base metals, including platinum group metals.
- Mineral beneficiation and value addition activities for industrial minerals, including lime, soda ash, kaolin, gypsum, coal, iron ore, and dimension stones.
- Gemstone cutting and polishing (lapidary) activities.
- Rock and mineral carving activities.
- Jewelry manufacturing using gold, other precious metals, and gemstones.
- Establishment of geochemical and mineral testing laboratories.
- Mineral trading and marketing activities.
- Provision of mining services, including drilling, supply of equipment and materials such as explosives, grinding media, and mill liners, and auxiliary services, including joint ventures with Tanzanian entrepreneurs.
- Development of mining-related infrastructure, including roads, ports, and power solutions to support operations in remote areas.

Telecoms

The Information and Communication Technologies (ICTs) sector was estimated at TZS 3.2 trillion in 2024, contributing 1.6% to the country's GDP in the first nine months of 2025, and displaying a growth rate of 10.4% compared to the same period in 2024. The growth was attributed to an increase in voice traffic per minute, short message service (SMS) traffic, the average number of mobile money subscribers, and the expansion of broadcasting and internet services in the country.

The sector includes publishing activities, motion picture, video and television programming production, sound recording and music publishing, programming and broadcasting activities, including radio and television broadcasting, telecommunications, computer programming, consultancy and related activities, and information service activities, such as data processing and news agencies. In 2025, telecommunications services recorded strong growth, with total subscriptions reaching 106.9 million at year-end, up 23.2% from 86.8 million at the end of 2024. These are defined as all active SIM cards and fixed lines that have registered activity or have been used at least once in the past three months. Mobile subscriptions (SIM) represented 99.9% of all subscriptions. This resulted in a telecom penetration rate of 156.9%.

Internet

Tanzania is connected to 11 international submarine cable systems via Dar es Salaam and Mombasa, feeding into the National ICT Broadband Backbone (NICTBB), over 14,000 kilometers of fiber optic cables connecting all regions and districts, as well as the EAC and SADC. Internet penetration reached 85.3% by the end of 2025, exceeding the Government's 80% target, with subscriptions rising to 58.1 million. Mobile broadband remained the most widely used internet access mode, accounting for 56% of total internet subscriptions. At the end of 2025, the average internet speed and latency were 27.9 Mbps for downloads, 21.0 Mbps for uploads, and 16.6 ms, respectively.

New developments include a trunk extension of the NICTBB to the DRC through Lake Tanganyika, the Kilimanjaro One Submarine Cable System connecting Dar es Salaam and Mauritius, and the Pan-African Green AI and Robotics Data Center, set to be Africa's first sustainable AI and robotics research facility.

Mobile

SIM card subscriptions for person-to-person (P2P) services reached 106,823,601, with five mobile operators providing mobile services. Smartphone penetration reached 41.82%, while feature phone penetration reached 87.11%. This growth was underpinned by continued infrastructure expansion, as the number of telecom towers increased to 10,029, alongside an increase in 5G population coverage to 30.1%. 4G coverage reached 94.2%, 3G coverage reached 93.9%, and 2G coverage reached 98.6%.

Mobile money subscriptions reached 76.5 million in December 2025. The mobile money market is competitive, with the three largest players controlling 89% of the market. Mobile money transactions reached 7,959 million in 2025, up from 6,414 million in 2024 (+24.0%). The value of mobile payments reached TZS 255,133.96 billion (±USD 97.3 billion), up 28.3% from the previous year

Investment Opportunities

Investment prospects in Tanzania's ICT sector cover both large-scale infrastructure development and service provision across the entire digital value chain. These include the manufacturing and supply of telecommunications devices, equipment, and computer hardware, as well as the delivery of broader ICT services. Investment is also open in software and application development, web-based services, and digital content provision. Additional potential exists in business process outsourcing, e-commerce platforms, and sector-specific digital applications, such as e-agriculture and e-tourism, that support other productive areas of the economy.

In addition to these broad value chain activities, the government has identified 22 priority ICT investment projects, structured under public, PPPs, joint ventures, or build, operate, transfer models. These initiatives span connectivity infrastructure, manufacturing, innovation, and digital service platforms. Key infrastructure developments include the upgrade and expansion of the NICTBB through new fiber optic deployments to districts and wards, as well as the construction of a submarine cable across Lake Tanganyika to the DRC. Further plans feature the creation of a regional digital gateway through a carrier-grade, cloud-neutral data center and submarine cable hub. Additional targets involve rolling out fiber-to-the-home and fixed wireless 4G networks, deploying low-cost mobile communication solutions in rural areas, and implementing a nationwide public WiFi program to support digital inclusion and education.

Manufacturing and industrial development prospects feature the establishment of local facilities to produce ICT and smart devices, such as computers and mobile phones, to help bridge the digital divide. Further initiatives include developing technology parks in Mbweni, Bagamoyo, and Kwala to host tech firms and business process outsourcing operations, alongside creating a space center of excellence focused on satellite design, assembly, and launch capabilities.

Within innovation and emerging technologies, priority areas involve building hubs that support artificial intelligence (AI), blockchain, the Internet of Things (IoT), robotics, and 5G. Additional targets include a cybersecurity research facility and national embedded systems laboratories focused on robotics and AI applications, particularly in agriculture.

Tourism and Forestry

Tourism

Tanzania is a leading safari and beach destination, with renowned attractions including Serengeti National Park, Ngorongoro Crater, Mount Kilimanjaro, and the Zanzibar archipelago.

The sector is a primary source of foreign exchange for the country, accounting for 25% of those earnings, 22.4% of all exports, and 17.2% of GDP in 2024, while providing approximately 3.6 million direct and indirect jobs annually.

Tourism earnings reached a record high of USD 3.9 billion in 2025. In the same year, the country recorded 2.29 million international arrivals, a 7.1% increase from the 2.14 million seen in 2024, exceeding pre-pandemic levels by 50.2%. Zanzibar alone welcomed 917,167 international visitors, representing a 24.5% jump compared to the 736,755 visitors recorded the previous year. Overall, international tourist arrivals to Tanzania surged by 78.6% over the 2016–2025 decade.

The United States remains the primary source market for mainland Tanzania, followed by Italy and Kenya. For Zanzibar, Italy ranks first, followed by Germany and France.

Tourism Products

Wildlife is the backbone of Tanzania's tourism offering, as the country is primarily a safari destination, with globally recognized attractions such as the Serengeti National Park, the Ngorongoro Crater, and Mount Kilimanjaro. Tanzania was named Africa's Leading Destination in 2025, while Serengeti National Park was named Africa's Best Safari Park for several consecutive years, and Mount Kilimanjaro, the tallest mountain in Africa, was voted the continent's Leading Tourist Attraction in 2024. The country has set aside 40.5% of its land as protected areas and, all in all, it boasts 22 national parks, the Ngorongoro Conservation Area, 22 game reserves, 28 game-controlled areas, 38 Wildlife Management Areas, and three Ramsar sites. Other protected and cultural areas include 465 forest reserves, 19 nature forest reserves, 23 forest plantations, 133 cultural heritage sites, and seven museums.

Tanzania is also a popular sun and beach destination, mainly on the Indian Ocean island of Zanzibar, which was named Africa's Leading Beach Destination in 2025. Accordingly, Tanzania offers a wide range of activities, including wildlife viewing and hunting, diving and snorkeling, mountain climbing, beach leisure, fishing, boating safaris, walking safaris, and exploration activities.

Investment Opportunities

Tanzania's tourism sector offers a range of prospects across accommodation, services, and specialized activities.

Accommodation

Investment is needed to expand hotel capacity in existing destinations and develop new facilities in untapped locations. Projects include constructing hotels in urban centers, inside and near national parks, along the 850-mile mainland coastline, and on Zanzibar's beaches.

Tourist Services

The sector requires investment in tour operations, including the establishment of tour operators and travel agencies, the provision of air and ground transport services, and the development of conference tourism facilities. Other opportunities include leisure and theme parks, golf courses, sea and lake cruising, trophy hunting, and eco-tourism facilities.

Specialized Tourism

Investors can also focus on beach tourism, as well as cultural and historical sites, with products that diversify Tanzania's tourism offerings and attract both domestic and international visitors. Furthermore, the government has identified 337 new tourist attractions (including historical, cultural, and natural sites) across various regions (e.g., Mtwara, Lindi, Njombe), which are being registered to be developed and advertised for potential investment.

Forestry

The forestry sector in Tanzania operates under the Ministry of Natural Resources and Tourism (MNRT) through the Division of Forestry and Beekeeping. The forestry sub-sector contributed 1.2% to the national GDP in the first nine months of 2025. The value of forest product exports increased to approximately TZS 458.5 billion in the 2024/2025 fiscal year.

Tanzania is endowed with approximately 48.1 million hectares of forest cover, representing about 55% of the country's total land area of 88.3 million hectares. Forest resources provide raw materials for timber processing, construction, furniture manufacturing, and other wood-based industries. Woodlands dominate forest coverage, accounting for approximately 50.6% of the total land area, while dense forests account for about 3.5%. Production forests, where regulated commercial harvesting is permitted, cover about 20.1 million hectares, equivalent to 41.8% of total forest cover. These production forests form the main natural timber supply base for the domestic wood industry.

Beekeeping

Tanzania is one of the leading honey producers in Africa due to its favorable climate and diverse vegetation that support beekeeping. The beekeeping subsector contributes about 1% to the country's GDP and generates approximately USD 77.5 million annually from the sale of honey and beeswax, which are widely used for food and medicinal purposes. Beekeeping supports the livelihoods of about 2 million people and contributes up to 33% of household income, particularly among communities living near forests and woodlands.

Investment Opportunities

Investment opportunities in the forestry sector include the establishment of industries that utilize forest resources to produce timber and value-added wood products. These feature processing facilities for chipboard, plywood, medium-density fiberboard (MDF), furniture, poles, pulp, and sawlogs.

The sector also presents potential to modernize existing privatized industrial plantations. These collectively cover between 120,000 and 150,000 hectares and still rely on outdated technologies, creating demand for efficient processing equipment and improved production systems.

Furthermore, the government is promoting private sector and community participation in the management of state-owned industrial forest plantations through PPP arrangements.

These partnerships support investments in plantation development, harvesting, and wood processing activities aimed at increasing industrial output and improving resource management.

Additional avenues exist in strengthening the forestry value chain through investments in transportation and logistics infrastructure to support timber and wood product distribution. The sector also offers prospects for eco-tourism development, including tented camps, special campsites, eco-lodges, airstrips, forest rallies, botanical gardens, wildlife attractions, horse-riding trails, and beach recreation facilities within forest and nature reserves across the country.

Investment opportunities in the beekeeping subsector include the establishment of apiaries across diverse ecosystems, as honeybees forage freely in forest reserves, game reserves, national parks, agricultural lands, and unreserved areas. Opportunities also exist in the manufacturing and supply of beekeeping equipment, including beehives, protective gear, honey presses, and extractors.

Further investment potential is available in industries processing bee products, such as beeswax candles, shoe and wood polish, lubricants, pharmaceuticals, honey packaging, and honey-based beverages and confectionery. The subsector is currently dominated by traditional producers, creating opportunities for industrial expansion.

Transport

The transport sector was estimated at approximately TZS 12 trillion in 2024, contributing 7.6% to the country's GDP in the first nine months of 2025, and displaying a growth rate of 5.2% compared to the same period in 2024. The growth was attributed to an increase in cargo tonnage and the number of passengers transported by road and the SGR railway, which commenced operations in June 2024.

Tanzania's position makes it a gateway for international trade from the Indian Ocean to inland countries such as Uganda, Burundi, Rwanda, the DRC, Zambia, and Malawi.

Roads

Road transport is the major mode, carrying over 90% of passengers and over 75% of freight traffic in Tanzania. Roads serve major demand from seaports to inland areas, supporting economic activities such as mining and manufacturing, and connecting key regions and borders. They also provide door-to-door services more effectively than any other mode in rural areas.

Tanzania's road network expanded from 108,946 km in 2020 to 144,430 km in 2025. The country is expanding and upgrading its road network to reduce urban congestion and strengthen links between regional headquarters and neighboring countries.

Major upgrades are underway in the country's leading cities. In Dar es Salaam, home to about 5.4 million people and projected to reach 10 million by 2050, key arteries such as T1 (Morogoro Road) and T7 (Kilwa Road) are being improved, central roads are being widened to four lanes, the DART bus rapid transit system is expanding, and the Dar es Salaam Metropolitan Development Project Phase II is constructing and upgrading more than 168 km of roads across the region. In Dodoma, the 112 km Outer Ring Road project, 89% complete as of December 2025, anchors the capital's road expansion, alongside the planned 531.8 km Dar es Salaam-Chalinze-Morogoro-Dodoma Expressway, a four-to-six-lane toll road designed to replace the current congested single carriageway.

To support the expanding road network and freight demand, Tanzania is developing local commercial vehicle manufacturing capacity. A key development is GF Vehicle Assemblers, which established a modern vehicle assembly plant in Kibaha in 2020. Offering complete knocked-down (CKD) assembly services, the facility has attracted interest from multiple Original Equipment Manufacturers (OEMs) and produced its 5,000th vehicle in 2026, highlighting growing domestic production capabilities.

Railways

Railway transport is Tanzania's second most important mode after road, and is critical for long-distance freight along the main transport corridors. The mainland railway system comprises three networks: the Tanzania-Zambia Railway (TAZARA), the Meter Gauge Railway (MGR), and the Standard Gauge Railway (SGR), currently under phased development and partial operation.

TAZARA runs 1,860 km from Dar es Salaam to Kapiri Mposhi in Zambia, of which 975 km lie in Tanzania, and was opened in 1975 to give Zambia an alternative seaport route for imports and exports. Designed for a capacity of 5 million tonnes per year, the line reached a peak throughput of 1.2 million tonnes in 1987 before volumes gradually declined, carrying 324,903 tonnes in the 2022/2023 financial year. Operations were suspended in June 2024

GF VEHICLE ASSEMBLERS

Moving Together

GF GROUP: A PROUDLY TANZANIAN STORY

The name GF has grown to be a household name synonymous with excellence in providing mobility and construction solutions. By being a one-stop shop for passenger vehicles and pickups, light and heavy commercial vehicles, mining and construction equipment, auto rentals and vehicle assembly.

19 years of Excellence

The story starts in 2007 with establishment of GF Trucks and Equipment Limited as a supplier of diverse range of automotive, construction equipment and machinery solutions offering end-to-end solutions from sales to servicing. Among the world leading brands are FAW, XCMG, WEICHAI, and SOOSAN in the heavy commercial division.

GF Group has established itself as a proudly Tanzanian brand and a household name in mobility and construction solutions. Since its founding in 2007 as GF Trucks and Equipment Limited, the company has grown into a one-stop provider offering passenger vehicles, commercial trucks, mining and construction equipment, rentals, and vehicle assembly. Representing global brands such as FAW, XCMG, WEICHAI, SOOSAN, Mahindra, and Hyundai, GF has built a strong reputation through quality products and exceptional after-sales service.

Over the past 19 years, GF's success has been driven by its deep understanding of customer needs and its commitment to long-term relationships. With well-equipped service centers and skilled teams, the company offers comprehensive support including maintenance programs and genuine spare parts. Under the leadership of Imran Karmali, GF continues to prioritize customer satisfaction, ensuring reliability and trust across all its operations.

In 2020, despite the challenges of the COVID-19 pandemic, GF made a bold move by establishing a modern vehicle assembly plant in Kibaha. This marked a major milestone as the first facility of its kind in Tanzania. The plant has since achieved significant success, including the production of its 5,000th vehicle in 2026, demonstrating the capability of local manufacturing to meet international quality standards.

GF Vehicle Assemblers has expanded rapidly, offering complete knocked-down (CKD) assembly services and attracting interest from multiple OEMs across Tanzania and regional markets. With additional assembly lines, improved infrastructure, and increased workforce capacity, the company has more than doubled its production output. These developments have strengthened GF's role in job creation, industrial growth, and technological advancement within the country.

Beyond business, GF plays a key role in regional and continental development by supporting trade integration and local manufacturing under frameworks like the African Continental Free Trade Area. The company invests in skills development through training programs and partnerships with vocational institutions, while also giving back to the community through social initiatives. Looking ahead, GF is focused on expansion, innovation, and the adoption of green technologies such as CNG and electric vehicles, positioning Tanzania as a future automotive hub in Africa.

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due to technical challenges and restored in February 2026. In November 2025, the Governments of Tanzania and Zambia launched a major rehabilitation program, upgrading tracks, stations, and communication systems, backed by a USD 1.4 billion investment.

The MGR network spans approximately 2,700 km, structured around a central trunk line running west from Dar es Salaam through central Tanzania to Kigoma on Lake Tanganyika, with northern branches to Mwanza on Lake Victoria, Arusha near the Kenyan border, and Tanga on the Indian Ocean, and southern and southwestern branches to Kidatu, connecting with the Tanzania-Zambia Railway, and further west to Mpanda toward Lake Tanganyika. In the five years from July 2019 to June 2024, the network carried three million passengers, against a target of 7.6 million, and transported 115,400 tonnes of cargo in the 2023/2024 financial year, against an agreed target of 351,038 tonnes, mainly due to inefficient locomotives.

The SGR is one of Tanzania's largest infrastructure projects, involving 2,809 km planned for development since 2017 at an estimated cost of USD 7 billion. The new line is designed to connect Tanzania to Rwanda, Burundi, and the DRC, reducing transport costs for businesses and the public, and to carry passengers and heavy freight at high speed using electric locomotives capable of up to 160 km/h, with approximately 80% of the corridor following the MGR alignment. The first section, from Dar es Salaam to Morogoro, commenced operations in June 2024 and was later extended to Dodoma, carrying more than 2.3 million passengers by April 2025. Freight service launched in June 2025, and between November 2025 and January 2026, SGR and MGR services combined transported 838,000 passengers and 85,000 tonnes of freight.

Air Transport

Air transport is a key driver for tourism and trade in Tanzania, with passenger and cargo numbers growing strongly both domestically and internationally amid a post-COVID-19 recovery, driven by fleet expansion, the resumption and increased frequency of international flights, and infrastructure upgrades. Aircraft movements rose by 3% in the 2023/2024 financial year, from 263,437 to 271,376. Passenger traffic increased by 10.1%, from 6,507,476 to 7,165,760 passengers, and cargo volume grew by 7.8%, from 36,204.7 to 39,027.3 tonnes.

Tanzania's air connectivity in 2023 included 22 airports with commercial scheduled flights, three of them international: Dar es Salaam, serving the commercial capital; Kilimanjaro, serving the northern safari circuit; and Zanzibar, serving beach tourism in the archipelago, together offering direct links to 38 international airports across 29 countries. Within Africa, direct routes connect to Kenya, Rwanda, Uganda, Burundi, Zambia, the DRC, Nigeria, and South Africa, while routes outside Africa reach China, India, the UAE, Qatar, Turkey, France, and the Netherlands.

Tanzania recorded 47 outbound international flights per day across 40 airlines in 2023, accounting for 43% of total origin-destination departures. Recent additions include Saudia, Air France's return to Kilimanjaro after a 28-year hiatus, Zambia Airways, the resumption of South African Airways after a five-year suspension, and Brussels Airlines connecting to Kilimanjaro in June 2026.

Meanwhile, Air Tanzania has expanded its operations in recent years, increasing its fleet of 16 aircraft with Boeing 767 freighters and Dreamliners to strengthen long-haul, cargo,

and domestic connectivity. The airline operates 16 domestic routes from Dar es Salaam to major Tanzanian cities, and serves 14 regional African destinations, as well as Guangzhou (China), Mumbai (India), and Dubai (UAE).

Domestically, 61 airports are served by a mix of operators, including Air Tanzania and several smaller regional airlines, and the new Msalato International Airport in Dodoma, expected to be operational by 2026, is to become a hub for passenger and cargo traffic across the Great Lakes region.

Maritime Transport

The maritime subsector consists of ports, shipping and passenger vessel services.

A system of seaports and inland waterway ports serves the Tanzanian hinterland and the land-linked countries of Zambia, the DRC, Burundi, Rwanda, Malawi, Uganda, and Zimbabwe. Dar es Salaam, Tanga, and Mtwara on the Indian Ocean are the major seaports; Kilwa, Lindi, Mafia, Pangani, and Bagamoyo are smaller seaports; Lake Victoria, Lake Tanganyika, and Lake Nyasa host inland lake ports.

The Dar es Salaam Port is Tanzania's principal maritime gateway, handling the majority of the country's seaborne passenger and cargo traffic. In 2023, the port handled 2,304,193 passengers, accounting for approximately 60% of the total recorded across all Tanzanian ports.

In October 2023, DP World signed a 30-year concession agreement to operate, modernize, and manage selected berths at the port to improve operational efficiency and strengthen transport and logistics services across Tanzania and its hinterland. The agreement includes an initial investment of USD 250 million, with total investments expected to reach up to USD 1 billion during the concession period. In May 2024, Tanzania also signed a separate 30-year concession agreement with Adani Ports of India to operate Container Terminal 2 at the port.

By October 2024, container handling capacity had increased from 60,000 to 100,000 per month. Cargo throughput reached 27.7 million tonnes in the 2024/2025 financial year, up from 23.69 million tonnes recorded in the previous year, with the government targeting 30 million tonnes annually by 2030.

Tanzania's first dry port, Kwala Dry Port, located in Kibaha, approximately 30 km inland from Dar es Salaam, was launched in July 2025 with an annual capacity of 300,000 containers. It is connected to the SGR to facilitate faster transfer from Dar es Salaam and serves transit cargo destined for the DRC, Zambia, and Rwanda.

State-owned Tanzania Shipping Company Limited (TASHICO) and the Tanzania Electrical, Mechanical, and Electronics Services Agency (TEMESA) are the main providers of inland water transport in Tanzania, operating passenger and cargo services as well as regional connections. In 2023/2024, TASHICO transported 280,351 passengers and 91,654 tonnes of cargo with its fleet of 18 vessels, while TEMESA operated 32 ferries across 22 crossing points, serving about 79,863 passengers daily.

Sea connections between mainland Tanzania and Zanzibar are provided by private operators.

Investment Opportunities

Investment opportunities exist across transport infrastructure development and operations, particularly in road development. The Tanzania National Roads Agency (TANROADS) has identified several road projects with traffic volumes suitable for PPP investment. These include:

- The Kibaha, Chalinze, Morogoro Expressway (205 km).
- The Morogoro, Dodoma road corridor (260 km).
- The Dar es Salaam Outer Ring Road (78.61 km) and Middle Ring Road (53.31 km).
- The Second Kigamboni Bridge in Dar es Salaam.
- The toll road tunnel project through the Kitonga Mountain Forest Reserve.
- The Nakonde, Tunduma Smart Transit Border and access road (21.3 km).

Additional investment opportunities are available in engineering design and feasibility studies, as well as the development of transport infrastructure under build, operate, transfer arrangements. Urban transport projects also present potential, particularly the construction of flyovers and the provision of supporting infrastructure, such as parking facilities, bus bays, and shelters, in major cities including Dar es Salaam, Mwanza, Arusha, Mbeya, Tanga, and Dodoma.

The maritime transport subsector offers further prospects, particularly in ferry service operations and vessel support infrastructure. Opportunities exist in operating passenger and cargo ferry services connecting mainland Tanzania with Zanzibar, as well as across the country's major inland lakes, including Victoria, Tanganyika, and Nyasa. Additional investment is needed in shipbuilding, maintenance, and repair services, including the establishment of modern dry-dock facilities to support fleet expansion and improve maritime transport efficiency.

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Key Agencies and Contacts

Who to get in touch with to begin.

6

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6. Key Agencies and Contacts

Tanzania Investment and Special Economic Zones Authority (TISEZA)

Responsible for investment promotion, facilitation, and the development and management of special economic zones.
www.tiseza.go.tz

Tanzania Trade Development Authority (TanTrade)

Promotes international trade, supports exporters, and facilitates participation in trade fairs and market linkages.
www.tantrade.go.tz

Public Private Partnership Centre (PPPC)

Coordinates and facilitates PPP projects in Tanzania.
www.pppcentre.go.tz

Business Registrations and Licensing Agency (BRELA)

Responsible for registering companies and businesses and issuing licenses.
www.brela.go.tz

Immigration Department

Controls and facilitates immigration issues, including issuing passports, visas, and residence permits.
www.immigration.go.tz

Prime Minister's Office for Labour and Employment

Advises on matters relating to the employment of non-citizens and issues work permits.
www.kazi.go.tz

Tanzania Revenue Authority (TRA)

Collects and administers taxes and revenue of the Central Government.
www.tra.go.tz

Dar es Salaam Stock Exchange (DSE)

Facilitates the trading of shares and other securities and enables companies to raise capital from the public.
www.dse.co.tz

Tanzania Private Sector Federation (TPSF)

The umbrella organization representing the private sector, business associations, and corporate bodies.
www.tpsftz.org

Confederation of Tanzania Industries (CTI)

Advocates for a conducive environment for industrial development.
www.cti.co.tz

Tanzania National Chamber of Commerce (TNCC)

Provides advocacy, networking, and business support services.
www.tncc.or.tz

The Economic and Social Research Foundation (ESRF)

Provides policy-oriented research and analysis on economic and social issues.
www.esrf.or.tz

Financial Sector Deepening Tanzania (FSDT)

Supports the development of inclusive financial systems by promoting access to financial services and market innovation.
www.tct.co.tz

REPOA

Conducts research and policy analysis on socio-economic development to inform public policy and inclusive growth.
www.repoa.or.tz

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What the Full Guide Covers

Go further with the complete guide.

tanzaniainvest.com

7. What the Full Guide Covers

This free overview covers Tanzania, the case for investing, the key sectors, and who to contact. The complete Tanzania Business and Investment Guide 2026 adds the depth needed to evaluate the opportunity, assess risk, and plan a market entry. The full guide includes this additional information, data, and analysis:

- **National development vision and strategies**: Tanzania Vision 2050, National Development Plan 2025/26, National Budget 2025/26, Long-Term Perspective Plan 2026/27–2050/51, Five-Year Development Plan 2026/27–2030/31.
- **Macroeconomic Indicators**: GDP, inflation, monetary policy and interest rates, exchange rate and foreign reserves, fiscal performance, government expenditure, public debt, trade balance and export performance, foreign direct investment (FDI), employment and labor market, and financial sector stability.
- **Country Risk and International Credit Ratings**: macroeconomic stability and fiscal strength, governance and rule of law, judicial independence, corruption, expropriation risk and contract cancellation, and international credit ratings.
- **Sector-Specific Policies and Vision**: the governing policies, strategies, and development vision for each key sector.
- **Business Environment and Taxation**: the PPP framework, taxation, business registration and licensing, work and residency permits, and land acquisition.
- **Full list of sources**: endnotes with links to all the 200+ official sources used, for additional information.

The complete guide is available here: https://tanzaniainvest.gumroad.com/l/guide