EU-TANZANIA INVESTMENT AND BUSINESS FORUM 2026-2027

ROADSHOWS TO EUROPE – FINLAND

TANZANIA'S DIGITAL TRANSFORMATION OUTLOOK AND INVESTMENT PRIORITIES

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Venue: Pörssitalo
Helsinki

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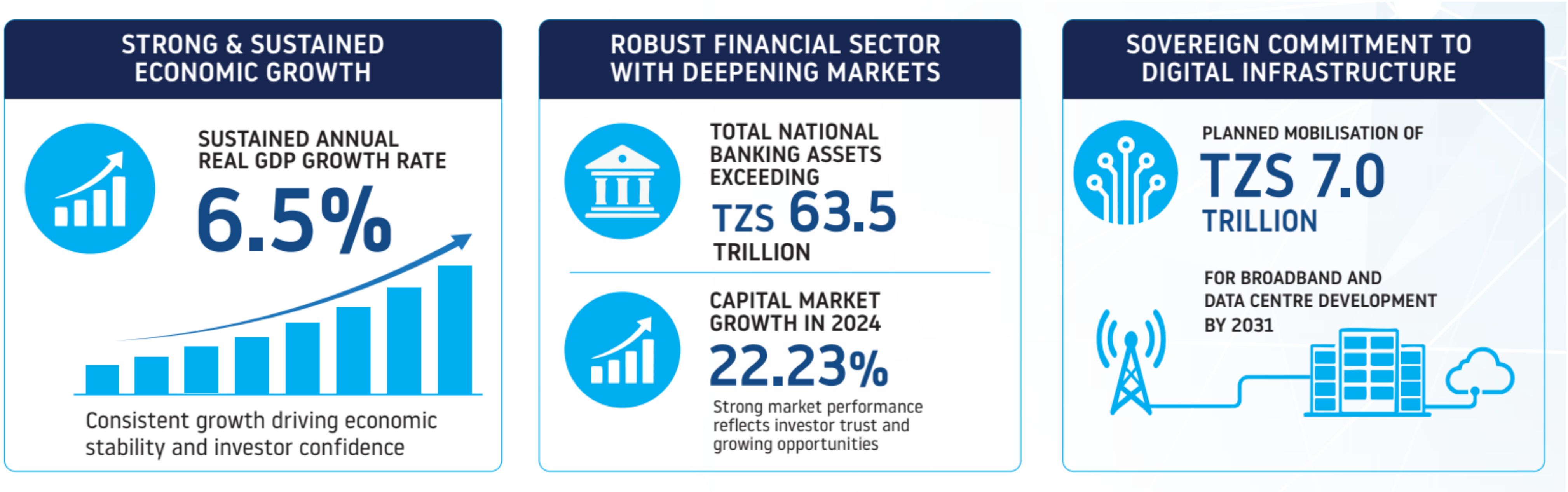
PILLARS OF OUR DIGITAL TRANSFORMATION

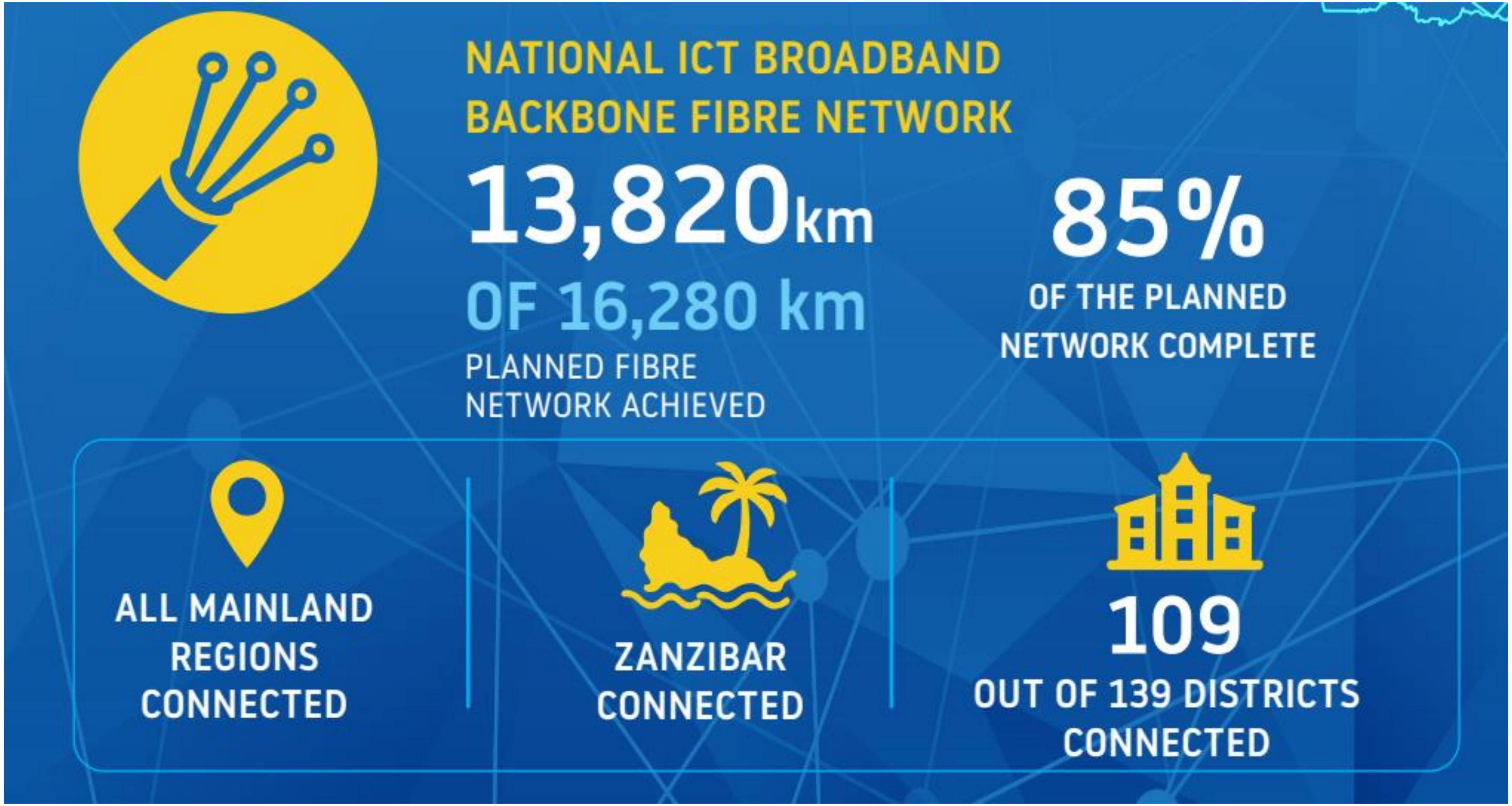
LEVELS	PHASE
1	DIGITAL SKILLS
2	DIGITAL SECURITY AND TRUST
3	DIGITAL TELECOMMUNICATION SERVICES
4	DIGITAL ECONOMY
5	DIGITAL RESEARCH, INNOVATION AND ENTERPRENUERSHIP

WHY INVEST IN TANZANIA ICT SECTOR



GEOGRAPHIC ADVANTAGES

DIGITAL TRANSFORMATION: BROADBAND BACKBONE



DIGITAL TRANSFORMATION: ICT MARKET DEVELOPMENT

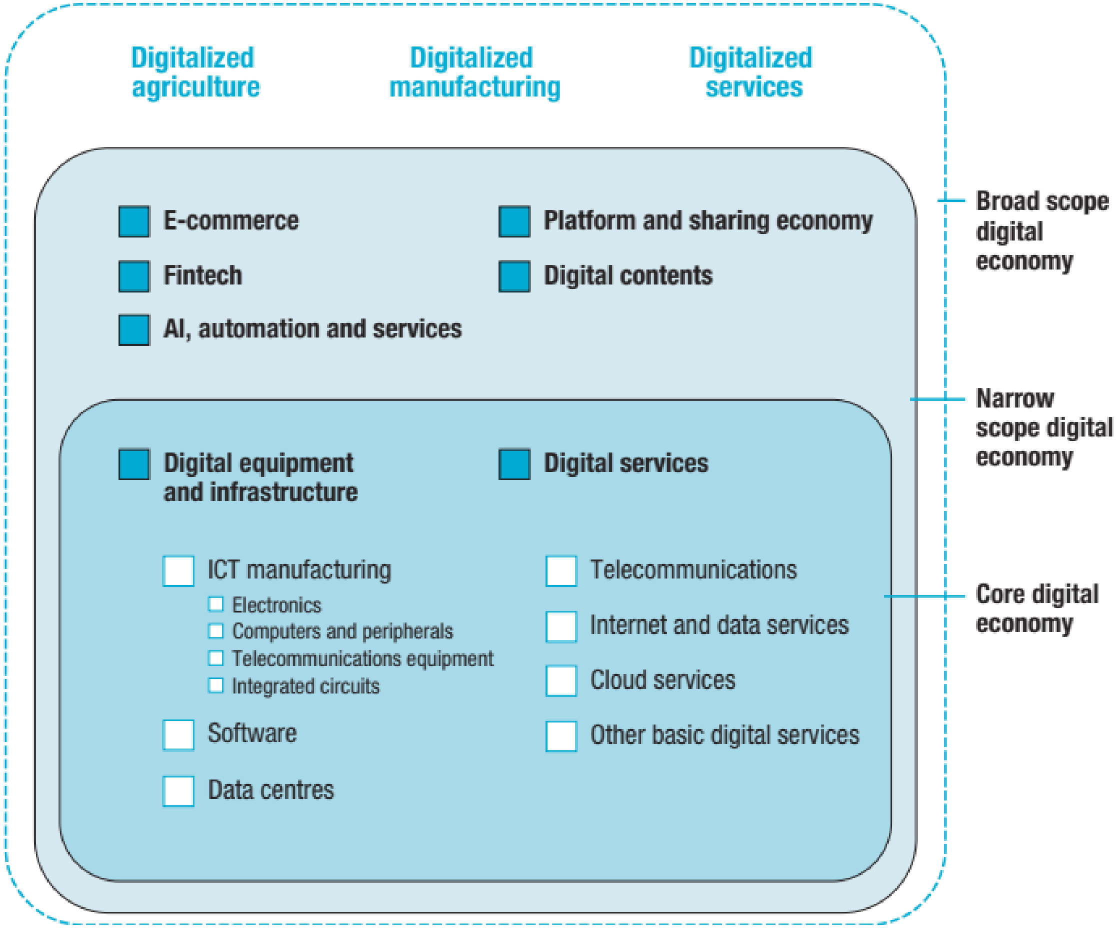
Tanzanias ICT market has evolved into a diverse and increasingly sophisticated ecosystem comprising technology companies, innovation hubs, digital service providers, financial technology firms, start-ups, and ICT-enabled institutions operating across multiple sectors of the economy.

Digital technologies are playing an ever-growing role in driving economic transformation, with strong activity across **telecommunications, FinTech, health technology, tourism technology, energy technology, logistics, education technology, artificial intelligence, business process outsourcing, and digital commerce.**

Both the ICT and telecommunications markets are highly dynamic, with a **combined estimated value of over USD 2 billion and a projected compound annual growth rate (CAGR) of 6.27% through 2031.** Collectively, these market players are expanding access to digital services, improving productivity, creating employment, and fostering innovation across Tanzania.

DIGITAL ECONOMIC GROWTH: DIGITAL INCLUSION AND THE ACTIVE PARTICIPATION

INVESTMENT IN THE DIGITAL ECONOMY



DIGITAL TRANSFORMATION

Digital transformation can significantly propel Tanzania towards its 2050 goals by **enhancing economic growth, improving service delivery and fostering innovation** through digital technologies.

According to Dira 2050, Digital transformation as the driver of the vision facilitates the adoption of disruptive technologies that lead effectiveness to the improvement of service delivery through greater efficiency and operational effectiveness.

Other drivers are Integrated Logistics, Science and Technology, Research and Development, and Energy.

DIGITAL TRANSFORMATION: ASPIRATIONS

- A digitally savvy society that embraces digital literacy, secure digital practices and emerging technologies which are aligned with ethical principles and societal values.
- A regional hub for technology development that harnesses emerging technologies to drive innovation, promote socio-economic progress, enhance global competitiveness, and ensure ethical and accountable use.
- Nationwide access to reliable and affordable communication services and high-speed internet.
- A robust and integrated system for the management of statistics and information that ensures the availability of accurate, reliable, and timely data, while the nation maintains full sovereignty over the control, storage, and use of such information in accordance with national laws and interests.

DIGITAL TRANSFORMATION: ASPIRATIONS

- Widespread data commercialisation to maximise economic value, foster new business models and create jobs.
- A leading regional hub for the creation of applications and digital content, actively involving youth to foster innovation and entrepreneurship, catering to local use and export.
- A nation at the forefront of disruptive technology adoption, empowered by a future-ready workforce, driving exponential growth and establishing leadership in an AI-driven global economy.
- A fully digital government delivering exceptional, efficient and inclusive services to all citizens and businesses anytime, anywhere with a commitment to transparency and accessibility.

INVESTOR-CENTRIC ENABLING ENVIRONMENT

a. Fiscal Competitiveness:

Registered projects enjoy attractive corporate tax holidays, zero-rated import duties on ICT infrastructure and machinery, and deferred VAT structures on project inputs, providing a highly competitive fiscal environment for ICT investors.

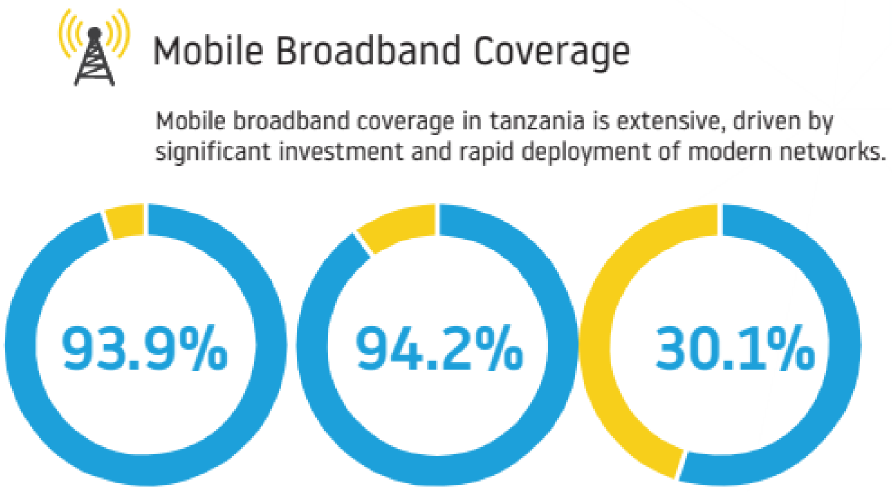
b. Specialised Economic Infrastructure:

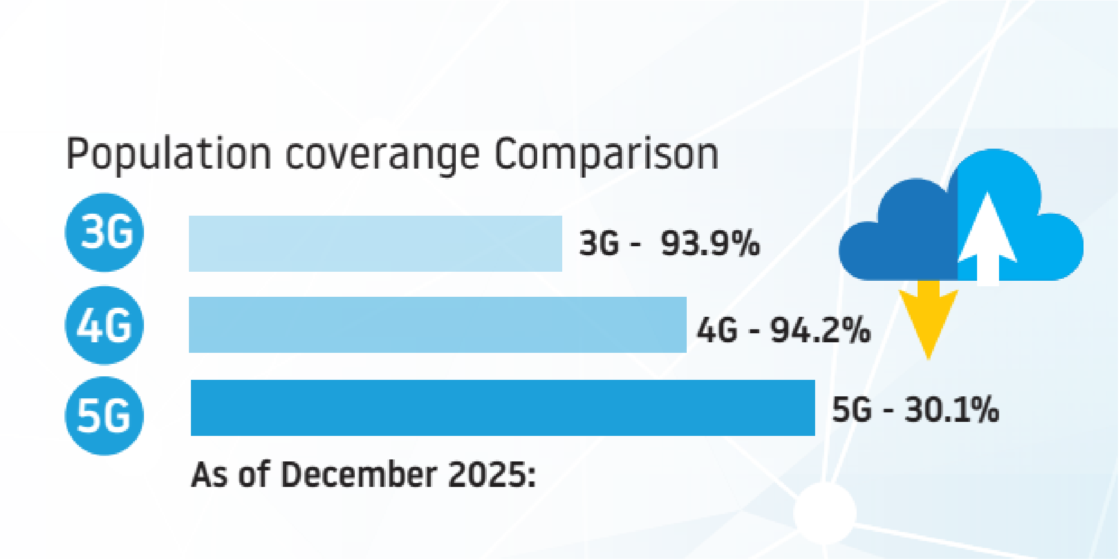
Flagship investment zones, such as the Bagamoyo Eco Maritime City (BEMC), offer ready to invest environments equipped with gigabit-level fibre connectivity, industrial-grade power infrastructure, and full legal rights to repatriate capital and profits in foreign currencies.

c. Streamlined Market Entry:

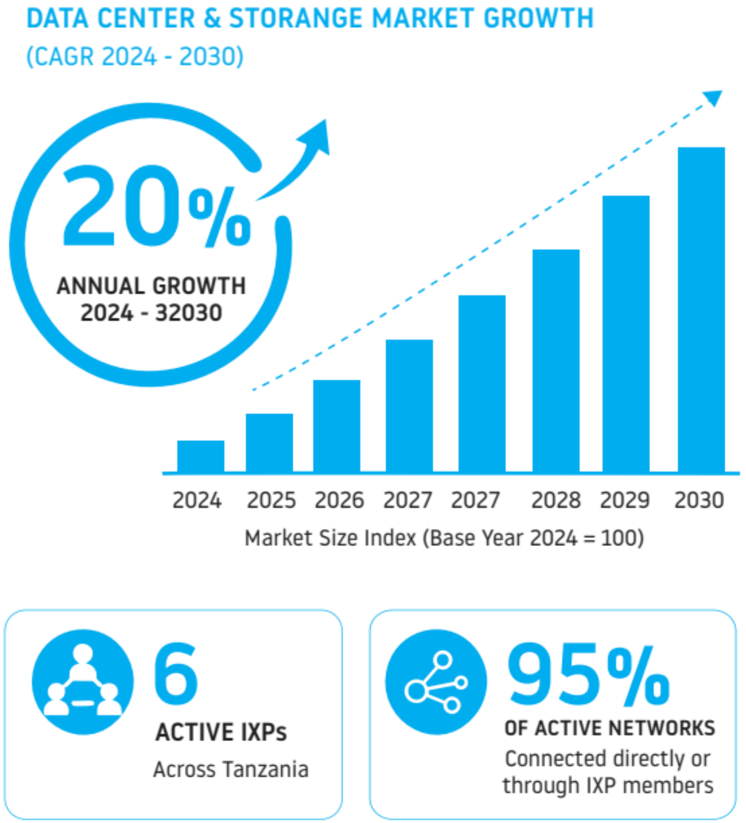
The One-Stop Facilitation Centre eliminates bureaucratic bottlenecks by consolidating company registration (BRELA), tax identification (TRA), environmental compliance (NEMC), and sector-specific licensing (TCRA) into a single operational touchpoint, enabling international investors to accelerate time-to-market and maximise returns from day one.

ICT INVESTMENT OPPORTUNITIES: BROADBAND INFRASTRUCTURE DEVELOPMENT AND LAST-MILE CONNECTIVITY





ICT INVESTMENT OPPORTUNITIES: DATA CENTERS, CLOUD INFRASTRUCTURE, AND INTERNET EXCHANGE POINTS (IXPS)

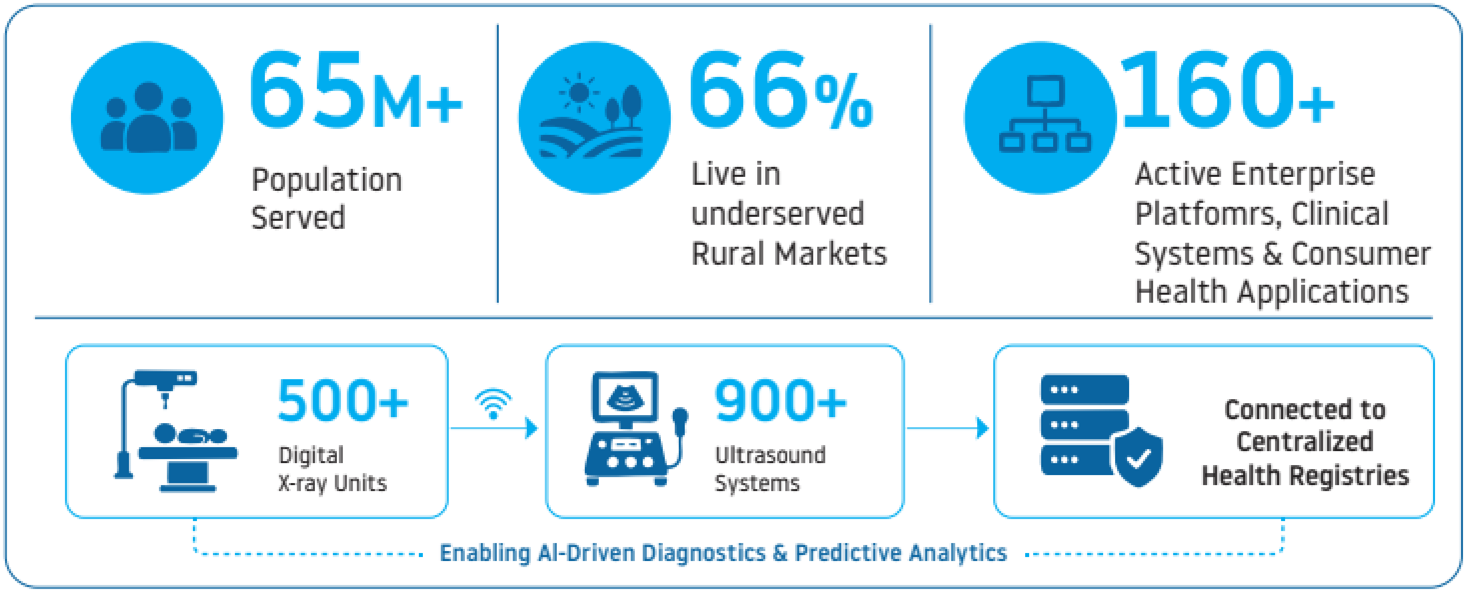


ICT INVESTMENT OPPORTUNITIES: SPACE AND SATELLITE-BASED DIGITAL SERVICES

Tanzania presents a compelling investment opportunity in space and satellite-based digital services, encompassing Earth observation, remote sensing, satellite connectivity, ground stations, geospatial analytics, and climate data platforms. The country is actively transitioning from reliance on foreign satellite services toward establishing a sovereign national space capability.

Investment opportunities span high-value areas including satellite laboratories, ground stations, Earth observation platforms, remote sensing data centers, mission control infrastructure, cloud-based geospatial platforms, data analytics, and technical skills development. These investments directly serve priority sectors such as agriculture, disaster management, land-use planning, environmental monitoring, natural resources, mining, maritime services, telecom backhaul, and rural connectivity.

ICT INVESTMENT OPPORTUNITIES: HEALTH SECTOR



ICT INVESTMENT OPPORTUNITIES: TOURISM SECTOR

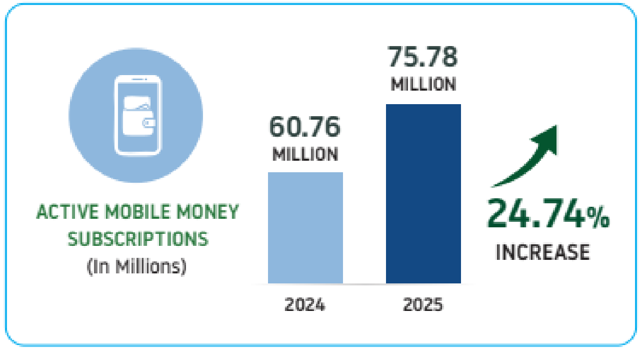
17.2%
Contribution to GDP

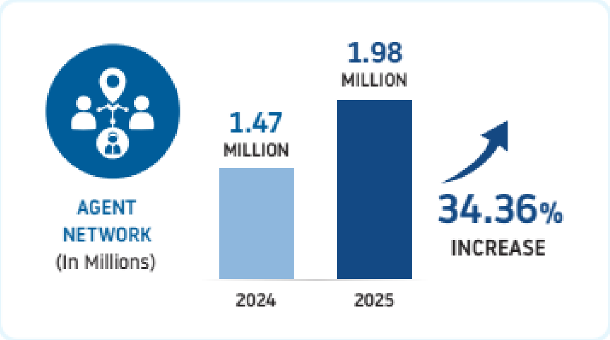
USD 3.9 BILLION
Tourism Earnings

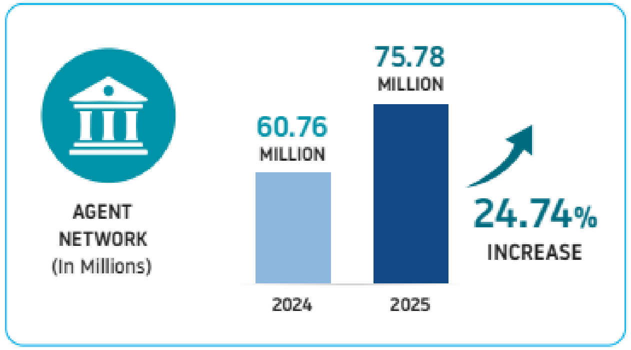
2+ MILLION
International Visitors

25%
of Total Earnings from Foreign Exchange

ICT INVESTMENT OPPORTUNITIES: FINANCIAL SERVICES







TOTAL TRANSACTIONS

97.53 MILLION

2024: 46.49 MILLION

109.88% INCREASE

TOTAL TRANSACTIONS

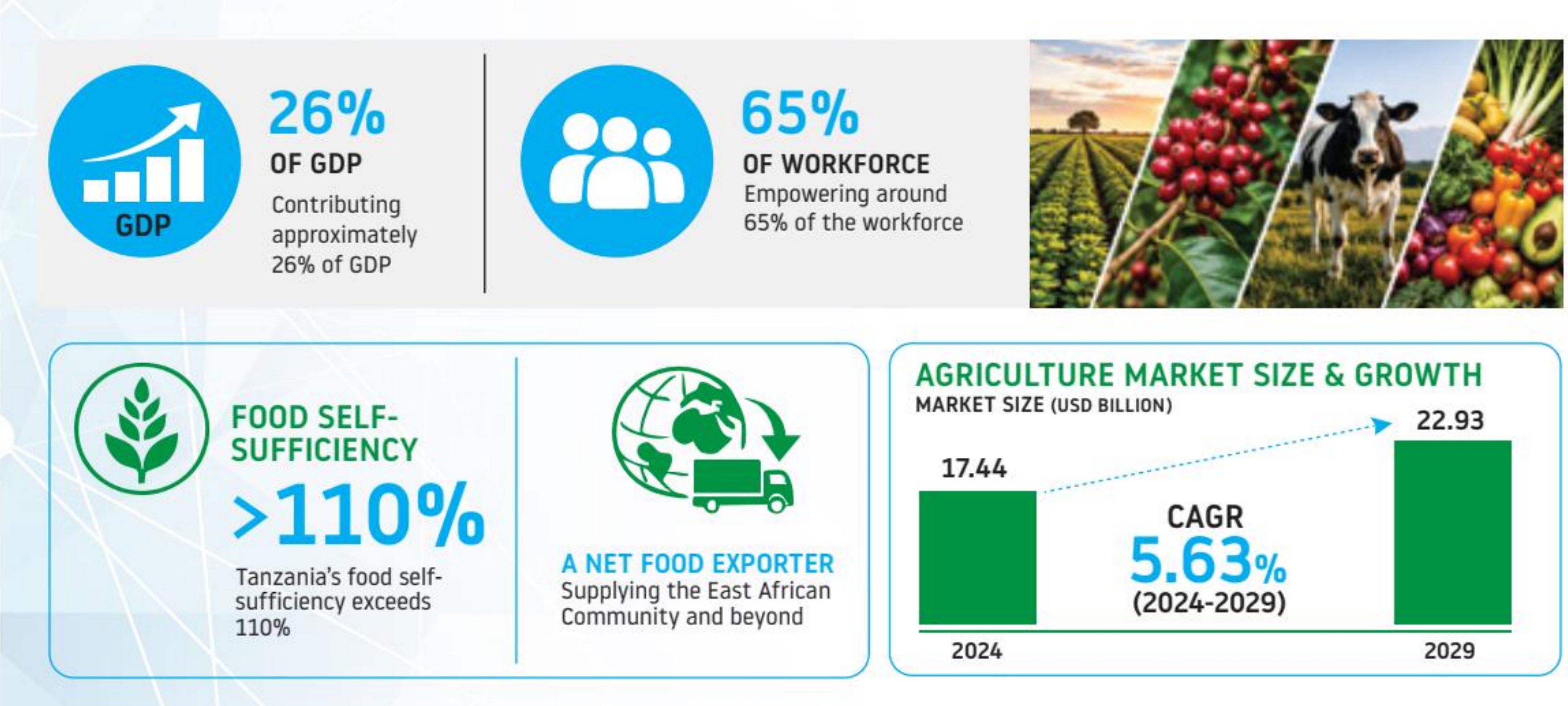
TZS 3,181.24 BILLION

2024: TZS 1,210.24 BILLION

109.88% INCREASE

163.09% INCREASE

ICT INVESTMENT OPPORTUNITIES: AGRICULTURE



ICT INVESTMENT OPPORTUNITIES: EDUCATION

ICT INVESTMENT OPPORTUNITIES: INTEGRATED LOGISTICS

Tanzanias logistics and supply chain (LSC) sector is one of the economys most strategic pillars, serving as a key trade and commerce gateway for Tanzania and the wider East, Central, and Southern African regions. In 2025, the sector contributed over **USD 2.79 billion in foreign exchange earnings**, ranking as the third-largest foreign currency earner after travel and tourism and minerals.

The logistics segment encompasses **transportation, freight forwarding, customs clearance, warehousing, cold chain logistics, inventory management, and last-mile delivery services**, while the supply chain segment supports key economic sectors including **agriculture, mining, manufacturing, energy, wholesale and retail trade, and e-commerce**.

PROMISING ICT INVESTMENT PROJECTS IN TANZANIA

- . FTTX Broadband Infrastructure Expansion Project
- Kilimanjaro One Submarine Cable System
- Digital Devices and Personal Computer Manufacturing Facility
- Smart Warehousing and Logistics Infrastructure Development Project
- Universal Access Digital Connectivity Infrastructure Project
- Tanzania Digital Technology and Innovation Park
- Smart Learning Tanzania: National Smart Classrooms and STEM Innovation Hubs Programme
- Expanding Digital Infrastructure and Connectivity for Inclusive Digital Education
- Blue Economy

AHSANTE SANA