



**4th Edition 2012**

# Tanzania in Focus



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# “Long Live the Tanzania-India Cooperation”



**Ambassador Eng. John W.H. Kijazi  
High Commissioner of the United Republic of Tanzania**

in addition to the various ongoing “Grant Programmes” offered by the Government of India to Tanzania for “Capacity Building” activities such as the Establishment of ICT Centres at Dar es Salaam Institute of Technology and Small Industries Development Organisation (SIDO); Establishment of the Pan-Africa e-network Communication Centres for e-Education (at the University of Dar es Salaam), e-Health (at the Ocean Road Cancer Institute) and VVIP Communication (at the State House). Tanzania is also one of the main beneficiaries of the Indian Technical and Economic Cooperation (ITEC) and the Indian Council of Cultural Relations (ICCR) Scholarships Programmes. For Example, during the past four years (2007/08 to 2010/11), under the ITEC/ICCR programmes, Tanzania was offered a total of 511 Scholarship slots and was able to utilize 539 slots, which is more than the allocation.

With regard to the performance of the Private Sector, the Statistics of the Bilateral Trade Volume between Tanzania and India reflect a sharp rise in Trade during the year 2010/11 as compared to the previous year 2009/10. Tanzania has since the year 2009 accessed the “Duty Free and Tariff Preference (DFTP) Scheme”

**O**n 26th April 2012, Tanzania celebrated its 48th anniversary of the Union between the two Sovereign Republics of Tanganyika and Zanzibar to form the United Republic of Tanzania, which took place on 26th April, 1964.

This year, the “Union” Celebrations are observed just a few months since one of the Union Partner State, Tanganyika, celebrated (on 9th December 2011) its 50 years of Independence.

As Tanzania marks this great milestone for our Union, which is characterized with commendable progress in many fronts, we are also proud that todate Tanzania continues to be a shining example in Africa for Democracy, Peace, Security, Good Governance and Economic & Political Stability.

While celebrating this important day for our Nation, I am also gratified to note that the engagement between India and Tanzania in the Political, Diplomatic, Social, Cultural and Economic avenues is growing stronger by each day. For example, apart from the US \$76.56 million. previously allocated to Tanzania in the years 2009 to 2011 for the purchase of Agricultural Mechanisation Equipment and Government Transport Vehicles respectively, during the Financial Year 2011/12, the Government of India has again approved another US \$213.125 million. under the “Line of Credit Facility” for the implementation of two more projects (Bio-Diesel and Water Supply Projects) in Tanzania. This is

## High Commissioner's Foreword

offered by India, which enables easier imports of the specified products from Tanzania to India. The table below gives a summary of the two-way Trade Volume Statistics between India and Tanzania for the past three years.

Year	Value of India's Exports to Tanzania (US\$ million)	Value of Tanzania Exports to India (US\$ million)	Total Two-Way Trade Value (US\$ million)
2008/09	1,030.0	200.0	1,230.0
2009/10	921.7	236.0	1,157.7
2010/11	1,493.6	298.8	1,792.4

***Note: During the "Joint Permanent Commission" (JPC) Meeting of January 2009, Tanzania and India Governments had set a target of achieving a two-way annual TRADE Volume of US \$1,500 million by year 2012/13.***

From the above figures, it may be noted that the two-way Bilateral Trade Volume between India and Tanzania for the year 2010/11 has increased by about 55% compared to the previous year. In comparison to the year 2009/10 ranking, it is observed that during the year 2010/11 Tanzania remained at the same ranking as India's 5th Major Export destination and improved to become the 12th (from previously the 15th) Major Import Source to India from Africa.

On the Tourism Sector, I am also pleased to note that the number of Indian Tourists visiting Tanzania is now on the increase as well. For example in 2006, only 13,020 Tourists from India visited Tanzania, while in the year 2010 Indian Tourists visiting Tanzania increased to 19,101. India is now ranked as the 6th Country with most Tourists to Tanzania (as per year 2010 Statistics). However, there is still a great potential for the number of Indian Tourists to Tanzania to substantially increase.

With respect to Investments, India remains to be the biggest investor in Tanzania from Asia and many Companies of Indian Origin are continuing to develop interest to Investing in Tanzania. However, the market share of possible Indian Investments in Tanzania is yet to be fully tapped. Opportunities in various sectors are still begging for Indian Investments. Based on the Total Accumulated Value of Foreign Direct Investments (between 1990-2011) as registered by the Tanzania Investment Centre, India ranks as the 3rd leading country among all the Global Investors in Tanzania. A summary of some "Projects Profiles" of the available "Investment Opportunities" have been included in this Publication for the interested "Potential Investors" to easily access an indicative framework of the projects they may wish to pursue. Tanzania welcomes and will always provide all the necessary support and facilitation to the Indian Companies with interest to do Investment in Tanzania.

You may also wish to take note that during the visit to Tanzania (in May, 2011) by the Prime Minister of India, H.E. Dr. Manmohan Singh, Tanzania and India signed an Agreement on the "Avoidance of Double Taxation and Prevention of Fiscal Evasion with respect to Taxes on Income." Our two countries are also finalizing negotiations on the "Bilateral Investment Promotion and Protection Agreement" (BIPPA). All these Agreements are meant to put in place a conducive environment for doing Business between our two countries.

Our High Commission in New Delhi will continue to make all efforts possible to ensure that the excellent Indo -Tanzania Bilateral relations, which have a long history and have stood the test of time, are sustained and taken to even higher levels based on the principles of equality, mutual respect, mutual benefit and the historical friendship and understanding among the people of our two countries.

*Long Live the Tanzania-India Cooperation.*

*Long Live the Tanzania Union.*

**Ambassador Eng. John W.H. Kijazi  
High Commissioner of the United Republic of Tanzania**

# The First Vice President of Zanzibar Visits India



The Chief Minister of Karnataka State, Hon. D.V. Sadananda Gowda Welcoming The First Vice President of Zanzibar to his Office in Bengaluru



The Minister of Industries for The State of Andhra Pradesh, Hon. Madame Geeta Reddy Presenting A Gift to the First Vice President of Zanzibar in Hyderabad

The First Vice President of Zanzibar, H.E. Seif Sharif Hamad made a working visit to India from 16th September to 25th September, 2011. H.E. Seif Sharif Hamad was accompanied by his Spouse Madame Awena Masoud Sinani; the Minister of Education and Vocational Training (Zanzibar) Hon. Ramadhani Abdalla Shaaban; the Minister for Trade, Industry and Marketing (Zanzibar) Hon. Nassor

Ahmed Mazrui; the Principal Secretary for the Ministry of Agriculture and Natural Resources (Zanzibar) Mr. Afan Othman Maalim and other Zanzibar Government Officials. The High Commissioner of the United Republic of Tanzania to India, H.E. Eng. John W.H. Kijazi was also with the delegation throughout the visit. The visit covered the three States of Andhra Pradesh, Kerala and Karnataka.

The First Vice President's program included both physical site visits and getting office briefings from different organizations on a number of Technical and Socio-Economic Activities in order for Zanzibar to learn on the same from the Indian experience, and see how Zanzibar can emulate similar models. The Program also included interaction with the Indian Business Community for the purpose of promoting the opportunities available for them in Zanzibar in the areas of Trade, Investment and Tourism.

H.E. Seif Sharif Hamad and his delegation also called on the Chief Minister of Kerala State (Hon. Oommen Chandy) who was accompanied by the Kerala State Minister for Education (Hon. P.K. Abdu Rabb) and talks on wide ranging issues were held. Likewise, in Karnataka State, the Zanzibar First Vice President held discussions with the Chief Minister (Hon. D.V. Sadananda Gowda) on various issues of mutual interest. He also interacted with the Karnataka State Minister for Primary and Secondary Education Hon. Vishweshwar Hedge Kageri.

In the Andhra Pradesh State, the First Vice President and his delegation had an opportunity to interact with the Minister for Information Technology and Communications of the State, Hon. Mr. Ponnala Lakshmaiah and the Minister for Industries of the State, Hon. Madame Geeta Reddy.

Apart from these high profile interactions, the delegation had a series of site visits and briefings made by high ranking officials from both Public and Private Institutions in all the visited States, covering various sectors. In brief, the program in each State involved the following activities:

## Andhra Pradesh State:

- (i) Briefing from and interaction with the State Government Departments for Infrastructure and Investment; Information and Technology; Industries; and Agriculture & Cooperation.
- (ii) Meeting with the Confederation of Indian Industry (CII) Leadership.
- (iii) Visit to High Tech City.

## Bilateral Ties

### Kerala State:

- (i) Visit to Vellayani Agricultural College and Vellayani Agri-Fest (Exhibition).
- (ii) Visit to Vizhijam Fishing Harbour and Matsyafed Office (Kerala State Cooperative Federation for Fisheries Development Ltd.)
- (iii) Visit to Lal Bahadur Shastri Institute of Technology for Women.
- (iv) Visit to Varkala Fisheries Hatchery Unit.



*From Left to Right: (i) Mr. Afan Othman Maalim (Principal Secretary, Ministry of Agriculture and Natural Resources-Zanzibar); (ii) Hon. Ramadhani Abdalla Shaaban (Minister of Education and Vocational Training-Zanzibar); (iii) Mr. Sanjay Jaju (Secretary, Dept. of Information Technology & Communications-Andhra Pradesh State) (iv) H.E. Seif Sharif Hamad (the First Vice President of Zanzibar); (v) Hon. Ponnala Lakshmaiah (Minister for Information Technology & Communications-Andhra Pradesh State); (vi) Hon. Nassor Ahmed Mazrui (Minister of Trade, Industry and Market-Zanzibar); (vii) H.E. Ambassador Eng. John W.H. Kijazi, Tanzania High Commissioner to India)*

### Karnataka State:

- (i) Briefing from and interaction with the State Government Departments for Higher Education; Primary and Secondary Education; and Information Technology & Bio-Technology.
- (ii) Briefing from and interaction with the Small and Medium Scale Enterprises (SMEs) Sector.
- (iii) Briefing from and interaction with the Private Sector Business bodies leadership - i.e. Federation of Karnataka Chambers of Commerce & Industry (FKCCI), Bangalore Chamber of Industry and Commerce (BCIC), Karnataka Small Scale Industries Association (KASSIA) and Confederation of India Industry (CII).

After the extensive visits and interactions with the Chief Ministers, Ministers, Government Officials and other Public/Private Sector Organisations Executives in the three States, H.E. the First Vice President of Zanzibar and his delegation were highly inspired by the performance success of India in many of the technical and social-economic areas visited/briefed to the delegation, which included Information Technology, Bio-Technology, Infrastructure, Industries, Agriculture and Cooperatives, Education, Fisheries, MSMEs (Micro, Small & Medium Enterprises), Trade, Investment and Tourism.

H.E. the First Vice President of Zanzibar therefore underlined the need to extend formal cooperation between

Zanzibar and the respective three States in the various identified Sectors and wherever necessary, he guided that suitable MOUs should be developed and concluded between the respective parties in order to formalize the collaboration.

On behalf of the Government of Zanzibar, H.E. Seif Sharif Hamad also extended invitations to the Chief Ministers and the Ministers he had met during his tour in the three States to visit Zanzibar in order to enhance a continuous and active engagement between the Government of Zanzibar and the respective States Governments. He promised to send them formal invitations after returning home. The Chief Ministers/Ministers expressed their willingness to collaborate with Zanzibar and to make official visits to Zanzibar as well. ■



First Vice President of Zanzibar with Teachers and Students of Lal Bahadur Shastri Institute of Technology for Women, Kerala

# Some Key Highlights of the Visit to Tanzania by The Prime Minister of India In May, 2011



Photo: PIB, India

**The Tanzanian President, Mr. Jakaya Mrisho Kikwete, receiving the Indian Prime Minister, Dr. Manmohan Singh on his arrival at Julius Nyerere International Airport, in Dar es Salaam, Tanzania on May 26, 2011**

The Prime Minister of India H.E. Dr. Manmohan Singh, following an invitation extended to him by the President of the United Republic of Tanzania, made a historic State Visit to Tanzania between 26-28th May, 2011. This was the first high profile visit to Tanzania by Indian National Government Leader since the last visit to Tanzania by the then President of India, H.E. Dr. A. P. K. Jainulabdeen Abdul Kalam in 2004.

The purpose of the visit was to strengthen, deepen and take to greater heights the traditional friendly bilateral relations that exist between the United Republic of Tanzania and the Republic of India.

The Official program of the visit consisted of the following main activities:

- (a) Private talks between H.E. Dr. Manmohan Singh and his host, H.E. Dr. Jakaya Mrisho Kikwete, the President of the United Republic of Tanzania.
- (b) Official talks between Tanzania and India delegations, led by the President of Tanzania and the Prime Minister of India respectively. Among others, both delegations agreed to accord priority to consolidation and completion of the existing bilateral projects/programs and explored new areas of cooperation as well.

The President of Tanzania informed the Prime Minister of India that Tanzania-India Cooperation should focus on the following five sectors: Agriculture, ICT, Health, Education and Water.

In response, the Prime Minister of India declared the following positions.

- (i) India is ready to partner with Tanzania on areas such as Agriculture, Small and Medium Industries, Healthcare and Human Resources Development. India will also consider any other areas of cooperation as requested by Tanzania, depending on its resources capability.

## Bilateral Ties

- (ii) India will provide to Tanzania a new “Line of Credit” of Usd 180.0 mio for Water Supply Projects.
- (iii) India will provide to Tanzania a “Grant” of Usd 10.0 mio for capacity building projects in the Social and Education Sectors.
- (iv) India will provide a “Grant” of Usd 100,000 for School Laboratory Equipment.
- (v) India will assist Zanzibar to establish a Vocational Training Centre.

The two leaders also agreed that despite the encouraging Trade and Investment volumes between India and Tanzania, still more needs to be done to boost the Bilateral Trade and Investment.

H.E. the Prime Minister of the Republic of India extended an invitation to H.E. the President of United Republic of Tanzania to visit India at his earliest convenience.

(c) Both Leaders Witnessed the Signing of:-

- The “Agreement for the Avoidance of Double Taxation and the Prevention of Fiscal Evasion with respect to taxes on income” between the two Governments of Tanzania and India;
- The “Joint Action Plan” between the National Small Industries Corporation (NSIC) Ltd of India and the “Small Industries Development Organization” (SIDO) of Tanzania;
- The “Preliminary Joint Venture Agreement” between the Board of Trustees of the National Social Security Fund of Tanzania, M/S Apollo Hospitals Enterprises Ltd of India and the Ministry of Health & Social

Photo: PIB, India



**The Tanzanian President, Mr. Jakaya Kikwete and the Indian Prime Minister, Dr. Manmohan Singh visited the Tele-Medicine Unit, at the India-Tanzanian Centre in Information and Communication Technology, in Dar es Salaam, Tanzania on May 27, 2011**

Welfare (Tanzania), for the establishment of a Super Specialty Hospital in Tanzania.

- (d) The two Leaders held a “Joint Press Conference” where they underscored the commitment of both Countries to consolidate and develop further the excellent bilateral relations and the age-old ties of friendship and brotherhood. They also reiterated the agreed positions on bilateral cooperation as discussed during the official talks. The Commitment of the two countries to continue working together (through the various International Organisations) on multilateral issues of mutual interest such as poverty reduction, global peace and harmony, security, political stability, economic development and reforms of the United Nations Security Council, was also reiterated during

the Joint Press Conference. In particular, Tanzania reassured her support to India’s bid to become a Permanent Member of the UN Security Council.

- (e) The President of the United Republic of Tanzania hosted a “State Luncheon” in honour of his guest, the Prime Minister of India.

- (f) The Prime Minister of India inaugurated the “India-Tanzania Centre for Excellence in Information and Communication Technology” established at the Dar es Salaam Institute of Technology with the support of the Government of India. The Centre became operational since January, 2010.

On the overall, the visit of H.E. Dr. Manmohan Singh to Tanzania will be a memorable one for many years to come and it has been successful in expanding the horizons of the age-old traditional friendship between India and Tanzania. ■

# Tanzania Participates in IOR-ARC Meeting Held in Bengaluru – India

The Indian Ocean Rim Association for Regional Co-operation (IOR-ARC), initially known as the Indian Ocean Rim Initiatives, is an International Organisation which was first established in Mauritius on March, 1995 and later formally launched in March, 1997 for the purpose of promoting Socio-Economic, Cultural and Technical Cooperation among countries united by the Indian Ocean.

Currently IOR-ARC has 19 members, namely Australia, Bangladesh, India, Indonesia, Iran, Kenya, Madagascar, Malaysia, Mauritius, Mozambique, Oman, Singapore,

South Africa, Seychelles, Sri Lanka, Tanzania, Thailand, UAE and Yemen. The organization also has five “Dialogue Partners” (China, Egypt, France, Japan and United Kingdom) and two “Observers” (Indian Ocean Tourism Organisation and Indian Ocean Research Group).

The apex body of the IOR-ARC is the Council of (Foreign) Ministers (COM). The meeting of the COM is preceded by the meetings of the Indian Ocean Rim Academic Group (IORAG), Indian Ocean Rim Business Forum (IORBF), Working Group on Trade and Investment (WGTI), and the Committee of Senior Officials (CSO). The

Coordinating Secretariat, headed by the Secretary General, is located at Port Louis, Mauritius.

The 11th meeting of the IOR-ARC Council of Ministers and the related Technical Groups/Senior Officials meetings were held in Bengaluru, India from 9th to 15th November, 2011. Tanzania delegation to the meeting was led by Hon. Samuel J. Sitta, the Minister for East African Cooperation. Other delegates included Hon. Mwinyihaji Mwadini Makame (Minister of State, President's Office-Zanzibar), Hon. Thuwayba E. Kisasi (Deputy Minister for Trade, Industries and Marketing-Zanzibar), Mr. John Michael



Minister for East African Cooperation of Tanzania, Mr. Samuel J. Sitta with External Affairs Minister of India, Mr. S. M. Krishna at Bengaluru (14 November 2011)

## Multilateral Bloc

Haule (Permanent Secretary, Ministry of Foreign Affairs and International Cooperation), Dr. Stergomena L. Tax (Permanent Secretary, Ministry of East African Cooperation), Mr. Salum Maulid Salum (Deputy Principal Secretary, President's Office-Zanzibar) and other Government Officials. The High Commissioner of Tanzania to India, H.E. Eng. John W.H. Kijazi attended the meeting as well.

In his contribution to the COM meeting, Hon. Samuel Sitta thanked the People and the Government of India for the excellent hospitality and Conference facilities. He congratulated Yemen, (the outgoing Chair) for the good work it has done during her tenure, and thanked the outgoing Secretary General (Ambassador Morteza Sarmadi from Iran) for his services during his 3 years term of heading the IOR-ARC Secretariat.

Hon. Minister Sitta also congratulated India and Australia for assuming the Chairmanship and Vice-Chairmanship of the Organisation respectively. He assured them of full Cooperation from the Government of

Tanzania in discharging their responsibilities.

Further, Minister Sitta took the opportunity to extend a warm welcome to Seychelles which was rejoining the Organisation. He as well thanked Australia and the People's Republic of China for their substantial financial and material contributions to the organization.

While contributing to the substantive issues of the meeting, Hon. Samuel Sitta made the following key remarks:-

- (i) He cautioned that the Organisation should critically address the issues of slow progress in the implementation of the agreed projects for the Member States to obtain full value of the Organisation.
- (ii) He emphasized on the need for Member States of the Organisation to increase their Commitment and Cooperation among themselves and with other International Organisations in Combating Piracy which has become a big threat to Peace and Security in the region.

(iii) He informed the meeting that Tanzania is endowed with a lot of marine fisheries resources, but is unable to protect and exploit these resources fully due to lack of technical and financial capacities. This has led to rampant illegal, unregulated and uncontrolled fishing in the Country's Exclusive Economic Zone (EEZ). The Minister therefore, on behalf of Tanzania, requested for technical and financial support from IOR-ARC in order to protect, conserve and exploit the abundant marine fisheries resources for the benefit of the Tanzania Nationals. The meeting accepted the request in principle, subject to Tanzania submitting a comprehensive proposal to the Secretariat for review and decision. Tanzania committed to submit its detailed proposal as soon as possible.

The COM Meeting approved the appointment of Ambassador K.V. Bhagirath, the then High Commissioner of India to Tanzania, to be the new Secretary General of IOR-ARC.

## The full text of the communiqué issued at the conclusion of the COM Meeting is as follows:-

### **11th Meeting of the Council of Ministers of IOR-ARC Bengaluru Communiqué November 15, 2011**

We the Ministers of the Member States of the Indian Ocean Rim Association for Regional Cooperation (IOR-ARC), met for the 11th Meeting of the Council of Ministers at Bengaluru, India, on 15 November 2011. Our discussions were facilitated by the recommendations of the preceding meetings of the Committee of Senior Officials, IOR Academic Group, Working Group on Trade & Investment and the IOR Business Forum.

We were delighted to welcome the Republic of Seychelles back as a member of the IOR-ARC family.

Our deliberations emphasized the increased salience of the Indian Ocean in the contemporary setting. Our maritime domain is at the crossroads of commerce and its busy energy trade routes

pass through vulnerable points. The menace of piracy has assumed alarming proportions in recent years. Our cities have been the target of global terror. Our region's susceptibilities to natural and manmade disasters, issues of sustainable development of our countries and the well-being of our peoples, of the requirement of resources, environmentally friendly technologies and renewable energy to handle challenges of changing climate, the management and sustainable harvesting of the Indian Ocean's bounty, all these were foremost in our minds and the peoples we represent.

The Indian Ocean is a part of our collective destiny, and there is clearly a case for developing a holistic vision and working cooperatively towards its realization if we are to cope with the challenges of the 21st century. We have reiterated our commitment to furthering the goals of IOR-ARC of promoting sustained growth, balanced development and stability, co-operation based on mutual trust and respect, common interests and similar approaches towards the pressing issues of our region.

We identified sectors of common and contemporary interest, which should guide our Association's work as we further deepen and give intra-regional cooperation greater relevance and value.

We expressed our shared concern on the prevailing situation regarding maritime security in the Indian Ocean, particularly at the growing level of piracy off the Horn of Africa which poses a threat to international and regional navigation, maritime commerce and the safety of sea farers. In this regard we fully support the international efforts at the UN and the several initiatives at the regional level, as well as the Contact Group on Piracy off the Coast of Somalia which is coordinating anti-piracy efforts. We committed ourselves to cooperate fully through sharing of information and through technical assistance to jointly combat this menace. We noted that stabilisation of Somalia will contribute to dealing with piracy in the region. As members take practical steps consistent with international law to combat piracy, we agreed that IOR-ARC could serve as an effective vehicle for sharing information, experience and best practices. We encouraged members to actively participate in international conferences, regional symposia and workshops being held in the region dealing with these issues.

The Rim has faced the devastating impact of a tsunami a few years ago, and our countries have faced cyclones, monsoon floods and similar natural disasters. Oil spills and marine pollution are recurring threats. Sharing of experiences and best practices through workshops and through capacity building would help in better preparedness to tackle the consequences of disasters, and we have adopted this approach.

Fisheries and marine resources occupy important place in the economies and livelihood of the IOR-ARC member countries. We underscored the importance of deepening cooperation among IOR-ARC members, including in the management and sustainable harvesting of fish stocks and combating illegal fishing and damaging fishing techniques, to further consolidate cooperation under IOR-ARC. The IOR-ARC Fisheries Support Unit set up under the aegis of the Sultanate of Oman could function as a nodal institution to respond to the interests and requirements of member states.

Intra-regional trade amounts to 24% of the global trade and it is increasing. We have the capacity to take this process further. Infrastructure building and trade facilitation are areas in which we would be especially interested. We encourage IOR-ARC forums to reach out to the business and commercial expertise that exists in the region, with improved dissemination of market and supply side analyses and reports to support intra-regional growth of business. We

also discussed possibility of initiation of a comprehensive study on the feasibility of preferential trading arrangements for the region including in a variable geometry. We are of the firm view that the academic, scientific and business communities of our membership would find their participation in the wide variety of trade, academic and tourism exhibitions and fairs held in our region of benefit and use, and encourage them to do so.

Science and Technology, and in a wider sense, the whole IOR Academic effort are areas which, in our opinion, need close attention with a recalibration of methodology and approach. We need to understand our region and our shared maritime domain better, we need to look at the development of technologies relevant to our peoples' needs. Meteorology and the study of the monsoons, marine biology and management of our coastal zones are all areas of relevance; so also are energy efficient and renewable energy technologies, capacity building in ICT, analytical studies on investment promotion etc. We emphasize the need for cross-fertilization of ideas between the Academic and Business Forums and the Working Group on Trade and Investment to strengthen overall cooperation under IOR-ARC. We are convinced that educational mobility and academic exchanges have the potential to contribute to this effort.

We appreciate the diversity and richness of the region's tourism potential and tourism promotion is an attractive vehicle for socio-economic growth and development in the IOR-ARC region. We believe that intra-regional tourism offers interesting possibilities and suggest that relevant authorities of member countries target this sector for growth to realize the potential of cooperation to fuller extent. We have noted that the second phase of Tourism Feasibility Study is being undertaken at the initiative of the Sultanate of Oman and look forward to its early completion.

We also agree that cultural exchanges would help in promoting people-to-people contacts, contribute to greater appreciation of our diverse capacities, social and cultural values, build mutual confidence and enhance the visibility and value of our Association.

In all these sectors, capacity building is a key instrument. We encourage Member States to make full use of capacity building programmes and workshops that members organize. We would like this aspect to be studied and remedial action suggested, so that the considerable efforts that are put into organizing these activities are put to optimum use.

We agreed to consider a new name for our Association. We directed our senior officials to undertake necessary consultations and report at our next meeting.

We express our appreciation for the leadership provided to the Association by Yemen as the Chair of IOR-ARC over the last two years. We welcome India as the incoming Chair and Australia as Vice Chair of the Association and extend our support and cooperation to it during its Chairmanship in our collective efforts.

We welcome the new Secretary General Ambassador K.V. Bhagirath of India. We would also like to record our appreciation of the contributions of Ambassador Morteza Sarmadi, Secretary General during his term of office.

We thank the Minister of External Affairs of the Republic of India for hosting the 11th COM at Bengaluru. ■

*Bengaluru  
November 15, 2011*



### EXIM BANK – A BRIGHT SPOT FOR FINANCIAL SECTOR!

Founded in the year 1997, in the wake of the new liberalization policy, Exim Bank made a humble beginning with one branch at Samora Avenue, right in the heart of Dar es Salaam city.

Celebrating the year 2012 as its 15th year of existence, the celebration extends to include the multitude of milestones achieved along the way. Hailed as one of the most innovative banks in the country, Exim Bank's status, today, as the sixth largest bank in terms of the total assets, deposits and loan book bears testimony to its monumental customer appeal and value-for-money policy having posted sustained rapid growth ever since its inception, with total asset base of USD 543million and a net worth of USD 57Mmillion as at the end of December 2011. Domestic prowess is evidenced in the profusion of footprints: 133,363 across the country, covering in its ambit 11 regions, 13 centers served by 24 branches and 51 ATMS, encompassing 3 economies.

The Bank's sizeable corporate draw can be attributed to two highly significant factors: efficiency and relationship management skills.

A powerful and potent regional bank in the making, Exim Bank is keeping the flag flying high with its innovative approach, attractive offerings and enterprising spirit. Inspired by this success, the Bank established yet another banking subsidiary at *Djibouti*, a strategic link to land lock countries in the north of Africa

Committed to a larger vision of an economically prosperous nation, Exim Bank's pro-growth policies are commensurate with the bank's strengthening leadership in the area of innovation and technology-intensive operations. With an uninterrupted growth curve, sustained performance and long impacting pioneering initiatives, Exim Bank has carved a niche for itself in the banking sector. Registering consistent progress on all perimeters on a yearly basis, with a sizeable increase in the clientele base corroborated by heightened customer confidence.

Constantly updating, modernizing and re-inventing its strategies to set benchmarks of international standards, Exim Bank's aspiration to mobilize people, resources and opinions towards prosperity is targeted at creating a wave of favorable fiscal reconstruction in the country's banking sector.

Ethics and transparency form the premise, from which stems Exim Bank's mission for success. The doctrine embraced by the bank endorses a clear and well-established moral code.

While deals are negotiable, principles are non-negotiable; while integrity takes centre stage, deception is exiled; while reliability is exalted, irresponsibility is censured;

while professionalism is rhapsodized, incompetence is repudiated.

It is a world of values, where values mean the world!

Exim Bank's outreach strategy aspires to position itself in all major commercial centers in the country, in line with its vision to be the 'Bank of Choice' aiming at exploring uncharted territories that are wanting in major banking facilities. With the absence of large banks in untapped regions, Exim bank's venturing spirit holds great scope in terms of bringing business and making a difference in the economy. Proximity to branches is a high priority objective. In a bid to reach customers in the remotest regions where Exim branches do not exist, the strategy of operating mobile ATMs has been put into place.

At the heart of Tanzania's spectacular banking success story lays its most important component: the customer. Customer satisfaction predominates every measure, every ambition and every aspiration.

Customer satisfaction is pivotal to the success of the bank and the Bank's achievements hinge upon the extent to which the customers' expectations are met and aspirations fulfilled. The responsibility of realizing this high standard falls upon the shoulders of each and every staff member of Exim bank, across the hierarchical structure of Exim.

Championing the cause of 'Women empowerment' through its **Women Entrepreneurs Financing programme (WEF)** with a view to reducing marginalization of women, gender sensitivity is displayed by Exim Bank in its women-centric special programme designed to equip women with entrepreneurial skills through purpose-built training programs. With a view towards long term sustainability and self-dependence, the program aims at inculcating the habit of saving and understanding the nuances of financing for setting up businesses.

Exim Bank is the only local bank member of Global Banking Alliance (GBA) for women wherein financial institutions from around the world come together to tap into this dynamic network with premium resources and funds on hand.

As part of our vision to prevail as a world class financial services provider, we have taken on the challenge of investing in our women, an as yet untapped, unexploited and unexplored sector that holds great potential.

With excellence as our goal and technology as our tool to excel, Exim Bank aims to strengthen its systems and procedures with a focus on utilizing the full potential of the new core banking software. With this priority, an ideal platform is in place for the bank to march through 2012 upholding the motto '**Leveraging Technology for Customer Satisfaction!**'

# Cultivating Relationships, Celebrating Diversity.



EXIM Bank places value on and each and every distinct individual with different characteristics and qualities. This openness to diversity contributes to making this the exceptional Bank that you should partner with.

Find out more about how you can have your specific financial needs met through our diverse products and services.

Visit your  
nearest  
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*Innovation is life*  EXIM BANK

# India Global Summit on MSMEs 2011

**“Innovation: Changing the MSME Landscape”**

The eighth edition of India Global Summit on Micro, Small and Medium Enterprises (MSMEs) 2011 took place from 19th to 20th October 2011 in New Delhi, India. The theme of the Summit was **“Innovation: Changing the MSME Landscape”**.

The Summit was organized by the Confederation of Indian Industry (CII) jointly with the Government of India Ministry of MSMEs.

The Sectoral focus of the Summit was on Defense, Homeland Security, Food Processing, Information Technology, Auto Components, Pharmaceuticals, Biotechnology, Clean Technologies and Climate change. Breakout Sessions of these Sectors, followed by business meetings were held during the Summit for the purpose of identifying opportunities and the Scope for Collaborations, Joint Ventures and Technology Transfers. The Summit also provided platforms for exploring financing avenues, developing supply chains, showcasing MSMEs best products and services through the **Investors Meet, Procurement Meet** and the **MSMEs Mart** respectively.

In his Summit inauguration remarks, the India Minister for Micro, Small and Medium Enterprises who was the Chief Guest stated that, for sustainability of the competitiveness of the MSMEs Sector as a large generator of employment, **it has to focus on Innovation, adoption of appropriate technologies and also strengthen Global alliances as its key business strategies.**

A total of 47 Countries with more than 350 delegates attended the Summit. Tanzania delegation to the Summit was led by the Permanent Secretary of the Ministry of Industry and Trade (Mrs. Joyce Mapunjo). Other delegates were Dr. Consolatha



**The Permanent Secretary in the Ministry of Industry and Trade, Ms Joyce Mapunjo**

Ishebabi (Acting Director for SMEs-Ministry of Industry and Trade) and Mr. Mike Laiser (Director General-Small Industries Development Organisation - SIDO). The High Commissioner of Tanzania to India, H.E. Eng. John W. H. Kijazi, also participated in the Summit.

After the Summit, the Tanzania delegation made a study visit to the India National Small Industries Corporation (NSIC) “Incubation Centre” in New Delhi. After the visit, the delegation held discussions with Dr. H.P. Kumar, the Chairman cum Managing Director of NSIC Ltd and his team of Experts. The discussions were centred on how to effectively operationalise the “Joint Action Plan” (JAP) signed in May 2011 between SIDO and NSIC Ltd.

One of the “JAP” components involves the establishment (with the support of NSIC) of SIDO Business Incubator Centres in Tanzania for demonstration and training on various technologies for start-up Entrepreneurs of Tanzania. During the discussions,

Tanzania delegation emphasized on the need for NSIC to prioritise, among others, the inclusion of the following technologies in the envisaged Business Incubator Centres:

- Leather based products production.
- Cashewnuts Processing.
- Fruits and Vegetables Processing and Preservation
- Honey Processing.
- Spices Processing.
- Edible Oil Extraction.
- Minerals Polishing.
- Packaging Machinery for both Fluids and Dried Products.
- Cassava Processing

The meeting also agreed that in future, SIDO shall organize a small group of SMEs entrepreneurs from Tanzania to attend a pre-arranged SMEs exhibition and also make some specific industrial visits to relevant SMEs production centres.

Both parties resolved to work closely together and move expeditiously in implementing the “JAP”. ■



## Jindal Tanzania Limited

### JSPL Group:

Jindal Tanzania Limited is a wholly owned subsidiary of an Indian Conglomerate Jindal Steel and Power Limited (JSPL) which is one of the India's major steel producers with a significant presence in sectors like Steel, Mining, Power Generation and Infrastructure. With an annual turnover of over US \$2.9 billion, JSPL is a part of the US\$ 15 billion, diversified O. P. Jindal Group, and is consistently tapping new opportunities by increasing production capacity, diversifying investments, and leveraging its core capabilities to venture into new businesses. The company has committed investments exceeding US\$ 30 billion in the future and has several business initiatives running simultaneously across continents.

Our business and our core expertise in Africa continent is finding new mineral deposits and develop them into operating mines to provide the mineral products that people want and need.

### Jindal Tanzania Limited:

Our focus in Tanzania is mainly on ferrous, Non - ferrous metals, coal and industrial minerals exploration & mining. Jindal Group is also looking at opportunities in various sectors like power, cement, steel, minerals exports, and minerals processing & beneficiation.

Jindal Tanzania has acquired some base metal properties where preliminary geological investigations , exploration works and advanced stage Geophysics have been completed Diamond drilling has commenced on some of the properties.

Mr. Manoj Dosi, Managing Director of Jindal Tanzania Limited stated that Jindal Group has ambitious plans for investments in Tanzania, in near future, in various sectors including Mining.

Possibilities of Distribution of Jindal's steel products and trading in Copper ore are also being explored actively.

He says, Jindal Tanzania Limited is present in this country since December 2010 and we are happy and proud to contribute towards growth of Tanzania.



Jindal Tanzania Limited

POB 34350, Golden Jubilee Towers, Ohio street, Dar es Salaam. Tanzania, East Africa  
Tel.: +255 222112911, email: [info.tanzania@jindalafrica.com](mailto:info.tanzania@jindalafrica.com); web: [www.jindalafrica.com](http://www.jindalafrica.com)

# 8th CII Exim Bank Conclave on India-Africa Project Partnership: Tanzania Ministers Invite More Indian Investments and Trade to Tanzania



Hon. Mustafa Haidi Mkullo, Minister for Finance, Tanzania addressing the Conclave

The 8th CII Exim Bank Conclave on India-Africa Project Partnership took place in New Delhi from 18th to 20th March, 2012. The event was a landmark success in terms of participation from both the African and Indian sides. A total of 700 African delegates (including 39 Honourable Ministers) from 40 countries participated. Also in attendance was H.E. Mrs. Joice Mujuru, the Vice President

of Zimbabwe (the Event Focus Country), and H.E. Prof. Faustin Archange Touadera, the Prime Minister of the Central African Republic (the Event Guest Country). A total of 600 Indian delegates participated as well.

The total Tanzania delegation strength (from Tanzania and from the New Delhi High Commission) was 13 people.

The theme of this year's Conclave

was "Creating Possibilities: Delivering Value". Tanzania participated in the Conclave and both the Minister for Finance of the United Republic of Tanzania (Hon. Mustafa Haidi Mkullo and the Minister for Industry and Trade (Hon. Cyril A. Chami), addressed the Conclave Sessions.

Tanzania High Commission in New Delhi established an exhibition booth in the Conclave Exhibition Hall to showcase the various opportunities available in Tanzania to the interested Business Community in the areas of Investment, Trade and Tourism.

In his remarks to the Conclave, Hon. Minister Cyril Chami, thanked India for offering to Tanzania the "Duty Free Tariff Preference Scheme" for some of its products, and due to this facilitation, the Minister further explained, India now ranks as the fourth Tanzania's major trading partner. He encouraged both countries to explore more Trading opportunities as there is still more potential to increase the bilateral Trade Volume.

The Minister further informed the Conclave participants that Tanzania has put in place an enabling environment for both Domestic and Foreign Investments, hence Indian Investors are welcome to Tanzania to invest

## India-Africa Trade

in areas such as Agriculture and Agro-Processing, Infrastructure, Mining, Ports, Industrial Parks, Power Generation/Transmission, Industries etc. In his remarks, Hon. Cyril Chami, gave examples of some specific projects which Investors could consider for Investment and he requested them to contact the Tanzania High Commission in New Delhi for any further clarifications. Some of these projects are as shown separately in this publication.

**Hon. Minister Mustafa Haidi Mkullo addressed the Conclave focusing on the area of Infrastructure. The full text of his remarks is as reproduced below.**

### **Mr. Chairman,**

**First and foremost allow me, on behalf of the Government of the United Republic of Tanzania, to thank the Government of India, Confederation of India Industries (CII) and the Exim Bank (India) for inviting us to this 8th CII -EXIM Bank Conclave on India-Africa Project Partnership, whose main theme is "Creating Possibilities: Delivering Value." I wish to express my gratitude as well for the honor accorded to me by the organizers to deliver my remarks on the Sub-theme "India-Africa: Setting the agenda on infrastructure partnership."**

### **Mr. Chairman and Distinguished Participants,**

**Infrastructure development is critical for economic growth and poverty reduction. Inspite of this understanding, infrastructure development received little attention in the past. There was also too much reliance on the public sector, specifically on the Government budget. We all know the limitation of this approach, there has been minimal investment in**



**Minister Mustafa Mkullo (Third Left) With Some of the Tanzania Delegates to the 8th Cii Exim Bank Conclave**

**infrastructure, and there has also been minimal allocation for infrastructure maintenance. Thus, as far as the future is concerned, infrastructure development should be a matter of necessity, and there should be a collective effort involving both the public and private sector. We should be concerned with efficiency and standards of delivering infrastructure. Thus PPP arrangement should be the way for investing in infrastructure in the future.**

### **Mr. Chairman,**

**Tanzania infrastructure is generally not adequate. Thus the Tanzania Five Year National Development Plan emphasizes among other things acceleration of infrastructure development in the country. The major focus has been put in the following projects:**

### **Port Projects**

**We invite investors to invest in three major ports namely Dar es Salaam, Tanga and Mtwara. Available investment**

**opportunities in this sector include:**

- Development of New Container Berths at the port of Dar Es Salaam.
- Strengthening and Deepening of Berths at Dar es Salaam port.
- Development of Mbegani port of Bagamoyo.
- Development of Mwambani port in Tanga.
- Kisarawe Cargo Freight Station (KCFCS).
- Expansion and Modernization of Mtwara Port.
- Dar Es Salaam Harbour Water Front development

### **Airport Projects**

**Available opportunities in this sector include:**

- Construction of Terminal III building – International Airport in Dar es Salaam.
- Rehabilitation and extension of existing Terminal II building.
- Rehabilitation and construction of pavements



From Left to Right are: Mr. D. S. Dhesi, Joint Secretary-Department of Commerce, Ministry of Commerce & Industry, India Hon. Cyril August Chami- Minister for Industry and Trade, Tanzania, Hon. John Bande- Minister for Industry and Trade, Malawi, Hon. Tjekero Twyea- Deputy Minister for Trade and Industry, Namibia in meeting

(runway, apron, taxiways and access road), construction of terminal building and security improvements.

- Construction of airport pavements on access roads, passenger, apron, cargo apron, taxiways.

Road Transport Projects  
Investors are invited to invest in:

- Rehabilitation /upgrade of rural roads and feeder roads in Tanzania mainland and Zanzibar. There is also opportunity to invest in toll roads in specified segments of the road network.

#### Railway Transport Projects

The available opportunities in this sector are:

- Construction of a railway line to link TAZARA railway and the mining sites of Mchuchuma Coal and Liganga iron fields.
- Modernization of the Central Railway Line.
- Upgrading of Dar es Salaam - Isaka railway line to standard

gauge and construction of Isaka-Kigali/Musongati Rail line.

#### Energy

Energy is an important factor for enhancing production efficiency in all productive sectors.

Available investment opportunities in this sector include:

- Exploring other potential sources of energy such as geothermal solar, wind, natural gas and coal.
- Expand coverage of rural electrification.
- Generate 2,780MW of electricity, transmission and installation.

Mr. Chairman and Distinguished Participants,

Worth mentioning here is that, in the year 2010 the Government enacted the Public-Private Partnership Legislation (PPP Act 2010) with the aim of promoting private sector participation in the provision of public services through

Public -Private Partnership projects in terms of investment capital, managerial skills and technology. The Government of Tanzania is encouraging investors from India and other countries to create partnership with the Government of Tanzania in implementing the earmarked projects through PPP arrangements.

#### Distinguished Participants,

Let me conclude by reassuring the Indian business community that, Tanzania is an attractive and ideal investment destination. The numerous investment opportunities will prove to be mutually beneficial to our economies and simultaneously guarantee high return on investment. I therefore, wish to extend my very warm invitation to potential investors to come and invest in Tanzania. The possibilities are there, the opportunities exist, and through our committed partnership we can deliver the value from these opportunities. ■

THANK YOU ALL FOR YOUR KIND ATTENTION!

# Delegation from Tanzania Ministry of Defence Visits India Defexpo 2012



**The Minister for Defence and National Service, Dr Hussein Ali Mwinyi**

**D**EFEXPO India 2012, the Seventh in the series (being held since 1999) of the biennial Land, Naval and Internal Security Systems exhibition was held at Pragati Maidan, New Delhi from 29th March to 1st April, 2012. The event was organized by the Ministry of Defence (India) in association with the Federation of Indian Chambers of Commerce and Industry (FICCI).

DEFEXPO 2012 provided an opportunity for Indian and other Foreign Countries Companies to showcase their capabilities in the design, development and delivery of a wide range of Military and Civil products and Services. Apart from the several Indian Companies which showcased their products, other International exhibitors were from Canada, Czech Republic, France, Greece, Germany, Hungary, Israel, Italy, Poland, Republic of South Korea, Russia, South Africa, UAE, UK, USA, and Ukraine. The overall

total number of exhibitors was over 560 companies.

The DEFEXPO, which was well attended by 58 official delegations, including 18 Ministerial delegations, was inaugurated by the India Defence Minister, Shri. A.K. Antony on 29th March, 2012.

Tanzania delegation to the DEFEXPO 2012 was led by the Minister of Defence, Hon. Dr. Hussein A. Mwinyi. Other delegates from Tanzania were (i) Major Gen. Leonard Elifariji Mndeme (ii) Brig. Gen. Mwanamakala Mohamed Kilo, (iii) Lt. Col. Amri Seif Majid (iv) Maj. Frank Jothamu Mwasikolile. The High Commissioner of Tanzania to India (H.E. Eng. John W.H. Kijazi) and the Defence Advisor (Brig. Gen. Issa S. Nassor) also

participated in the Minister's program of visiting the exhibition. The delegation identified some of the latest defence technologies and equipment required for modernization of the Tanzania Armed Forces.

On the sidelines of the DEFEXPO 2012 program, Hon. Minister Dr. Hussein A. Mwinyi held discussions with his India Counterpart, Shri. A.K. Anthony. The discussions were centred on the bilateral cooperation between Tanzania and India in Defense matters. Following a specific request by Hon. Dr. Hussein A. Mwinyi, the India Minister for Defense asked Tanzania to submit to India a detailed proposal of its requirements for additional training slots (in India) of her Military Staff for consideration. ■

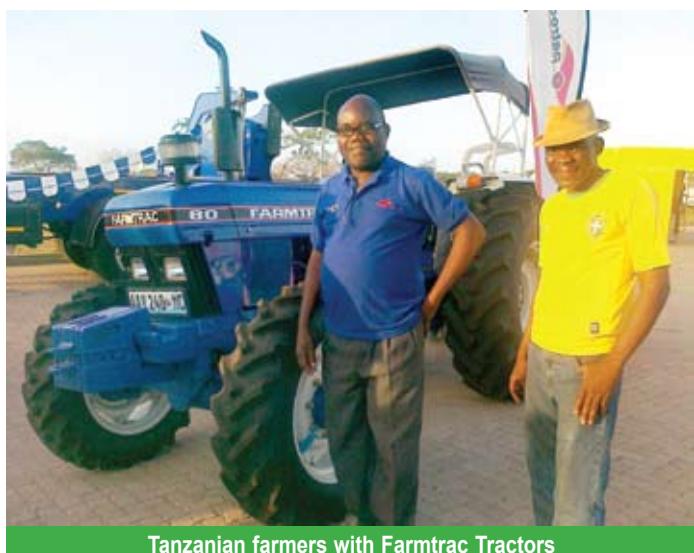


**Hon. Dr. Hussein A. Mwinyi, Minister for Defense and National Service in DEFEXPO India 2012**

## Business Profile



**T**he Escorts Group is among India's leading engineering conglomerates operating in the high growth sectors of Agri-machinery, construction & material handling equipment, railway equipment and auto components. The Agri Machinery Group of Escorts Ltd. commenced its manufacturing operations in 1964 and is since using the experience and expertise to power and propel change in farm mechanization across the globe.



Tanzanian farmers with Farmtrac Tractors



Mobile service vans operating in Tanzania



Inauguration ceremony of Kilimo Kwanza . (In this pic - Rt. Hon. Mizengo Kyanza Peter Pinda, the Prime Minister of Tanzania, with officials from Escorts )

We market our tractors under three major brands

- **Escorts (25 – 35 HP, Economy range)**
- **Powertrac (34 – 55 HP, Value range)**
- **Farmtrac (35 – 110 HP, Premium range)**

Our customer centric approach and years of experience helps us translate global advances into rugged, reliable and cost effective solutions that are a key to success and prosperity. Our range of tractors have multi tasking capabilities which makes them the most versatile and comprehensive product in their class.

Escorts is proud to partner with SUMA JKT in their project "KILIMO KWANZA" ,Which aims to make Tanzania a self sufficient , Food surplus and a prosperous nation. Our focus is to provide adequate training and therefore capacity building. Our "Service Engineers" posted in Tanzania along with our "Mobile Service Vans" are catering to the farmers at their doorsteps. We provide quality service and make people of Tanzania confident about our tractors.

We have more than 500 customer testimonials from Tanzania which highlight the good performance of Escort's tractors. These testimonials indicate the improvement in standard of living and increased earning by use of our tractors. The people of Tanzania have started treating these tractors as their family members which has inspired us to come out with a new innovation "INVERTER TRACTOR" which would further add value to their lives. **With Inverter Tractor the farmers can use tractors in the fields during the day and can use it for power supply to operate two Tube lights, two fans and a Television set for 4 – 5 hours at night.** Bracketed almost in the same price band, customer can get increased value and output from this product.

Farmtrac tractor users are spread across all continents of the globe. With the growth in technology it is imperative for an ambitious company like Escorts to seek new challenges and ensure innovation that's useful, reliable and trustworthy. Our dominance in the African market is because of the orders that we have received from Tanzania, Ghana, Benin, Madagascar and Burkina Faso etc.

Our products are designed, produced, tried and tested for African conditions. And they continue to nurture the progress of African farmer.

### For Escorts Tractors in Tanzania Contact:

SUMA JKT, Mlalakuwa Old Bagamoyo, S.L.P 1694, Dar es Salaam, Tanzania.

Phone +255682471105, +255784787877



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For Escorts Tractors in Tanzania contact: SUMAJKT, Mlalakuwa Old Bagamoyo, S.L.P 1694, Dor es Salaam, Tanzania. Phone: +255682471105, +255784787877

# Science & Technology Ministers of India and Africa Meet in New Delhi

The first meeting of Science and Technology Ministers of India and Africa was held in New Delhi between 1st – 2nd March, 2012 focusing on exploring ways to strengthen cooperation between India and Africa in the Science and Technology Sector. Parallel to the Conference, the Indian Department of Science and Technology Sector organized a Tech-Expo where they showcased the Indian innovation in the field of Science and Technology.

Tanzania delegation to the meeting was led by Hon. Charles Kitwanga (MP), the Deputy Minister for Communication, Science and Technology. Other members of the Tanzania delegation were the Tanzania High Commissioner

to India, H.E. Eng. John W.H. Kijazi and the Director General of “Tanzania Commission for Science and Technology” (COSTECH), Dr. Hassan Mshinda.

**The meeting concluded with the release of a “Joint Declaration” whose text is reproduced below:-**

**Indo-African Science & Technology Ministers conference**

#### **“Joint Declaration”**

*“Guided by the commitments of our Heads of States and Governments through their strong engagement in the India-Africa Forum Summits that laid the foundation for the*

*consolidation of India-Africa strategic partnership;*

*Recalling that India and Africa have been fraternal partners and allies in the struggle for independence and achievements through self-determination;*

*Reaffirming that our partnership is based on the fundamental principles of equality, mutual respect, mutual benefit and the historical understanding amongst our peoples;*

*Acknowledging that scientific and technological pursuit is an effective catalyst for social development and economic transformation of any nation and the returns on science and technology are likely the single greatest cause of the long-term rise in economic advancement of our nations;*

*Noting the needs for training and retention of scientific and engineering talent, innovative financing models for funding research and innovation, commercialization strategies for scientific knowledge, building academia-industry partnerships, and innovation friendly culture;*

*Recognizing that our cooperation should lead to an enhanced long term strategy that is guided by the Africa’s Science and Technology Consolidated plan of Action and the Indian Science and Technology policy frameworks to intensify our*



Hon. Charles Kitwanga (Head of Tanzania Delegation) as Taken at Vigyan Bhawan During the Meeting

## Africa-India Collaboration

efforts in addressing challenges and priorities of our common interest and mutual benefit;

Cognizant of the need that our scientific cooperation should address common societal needs in emerging areas such as Affordable Health Care, Water Technology, Climate Change, Agricultural Science including Food Processing Technologies, Renewable Energy, and Information & Communication Technology, etc. including sharing strategies for sustainable development, poverty alleviation, healthcare and universal education, and sharing appropriate policies and technologies thereof,

We, Ministers in charge of Science and Technology from

Africa and India attending the 1st India-Africa Science and Technology Ministerial Conference and Tech Expo on 1-2 March 2012 at New Delhi, India, desirously agree on the implementation of cooperation in science, technology and innovation through the following:

### 1. Capacity Building in Science and Technology

#### 1.1 Improving Policy

Enabling Environment: Realizing the advance stage of India in developing science, technology and innovation policies and strategies thereof, it was agreed that India would assist the Commission

of the African Union and Regional Economic Communities by providing training and other capacity interventions towards improving policy enabling environment in African countries.

#### 1.2 Human Resource Development:

##### a. Cooperation with the Pan African University (PAU):

Acknowledging that India is the lead thematic partner on the PAU Institute of Earth and Life Sciences in West African region at the University of Ibadan, Nigeria, it was agreed to enhance interactions between Indian and African researchers through such interventions like brain-storming meetings,



The Mr. Minister for Science and Technology and Earth Sciences, Mr. Vilasrao Deshmukh at the India Africa Science & Technology Ministerial Conference and Tech Expo, in New Delhi on March 01, 2012. The Minister of State for Planning, Science & Technology and Earth Sciences, Dr. Ashwani Kumar, the Minister of State for External Affairs, Mrs. Preneet Kaur and the Secretary, Department of Science & Technology, Mr. T. Ramasami are also seen

## Africa-India Collaboration

workshops, exchange visits, joint R&D projects etc. This would lead to the identification of mutual areas of research interest that have a significant regional impact and relevance and would foster future R&D collaborations.

**b. India-Africa Scholarship and Fellowship programs:**

**(i) C. V. Raman Fellowship for African Researchers:** the conference welcomed and

*can visit institutions in each other's country up to three weeks duration to deliver pedagogical courses/ deliver lectures.*

**(iv) Training of Researchers:** *hands-on training programs and advanced schools for African researchers could be organized in Indian institutions in areas of topical interest. The Department of Science & Technology in consultation with AUC will*

**Tanzania delegation to the meeting was led by Hon. Charles Kitwanga (MP), the Deputy Minister for Communication, Science and Technology**

*appreciated the institution of the C.V. Raman Fellowship for African Researchers to work in Indian R&D labs and academic institutions. It was agreed to ensure an effective outreach of the fellowship scheme in African countries.*

**(ii) Research Internship:** *considering the need to connect the next generation of researchers, it was agreed to add a new component of research internship program under the C.V. Raman Fellowship program for African students pursuing Masters/ PhD degree in science & technology to undertake internship in Indian R&D labs and academic institutions.*

**(iii) Visitation Program:** *to promote capacity building, foster contacts and networking between Indian and African researchers, it was agreed to launch a reciprocal visitation program under which Indian scientists/faculty members*

*develop annual training calendar.*

### 1.3 Institutional Development

*Understanding the need to work together, India and Africa are committed to extend technical assistance for strengthening of institutions engaged in the research and development activities which have cross cutting regional impact.*

*The mode of support would be in the form of:*

- Developing Institutional / academic linkages through twinning between Indian and African institutions;*
- Exchange of technological know-how towards capacity building;*
- Mobility of scientific and technical personnel; and*
- Cooperation in strengthening of selected African regional institutions beginning with the three pilot Institutes identified by the African Union*

*Permanent Representative Committee (AUPRC) in the next 2-3 years:-*

- Institute Pasteur in Tunis, Tunisia (Health sciences and Bio-informatics)*
- Institute of Mathematics and Physical Sciences, Benin (Basic Sciences, Technology and Innovation for Climate Change)*
- School of Science and Technology of Masuku, Gabon (Development of Local Materials; Chemistry of Natural Materials; Energy Research)*

*Indian side would identify lead Indian institutions for developing these partnerships. Mechanism be developed for reporting both to Indian and African Union sides.*

**2. Science, Technology and Innovation for Development**  
*Engage in continuous dialogue in order to explore ways to: Strengthen public R&D institutions including academia to promote Science, Technology and Innovation;*

*Enhance the role of private sector in promoting collaboration; and Develop strategies to translate research and innovation into entrepreneurial ventures by supporting SMEs and incubators.*

### 3. Knowledge Transfer and Adoption

*It was agreed that in consultation with respective African countries attempts would be made to identify need based small and medium scale technologies in select areas for their transfer to African countries. In order to assist knowledge and technology transfer the following activities will be pursued:*



The Indian Minister for Science and Technology and Earth Sciences, Mr. Vilasrao Deshmukh, the Minister of State for Planning, Science & Technology and Earth Sciences, Dr. Ashwani Kumar and other dignitaries at the Concluding Session of the India Africa Science & Technology Ministerial Conference, in New Delhi on March 02, 2012

- Visits of expert delegation from India to African countries for identification of an initial set of potential sectors for technology transfer/collaboration;
- Organization of joint workshops, technology expo, road shows for requirement Assessment and feasibility study;
- Identification of agency (ies) that can provide the technology for transfer to the African country's needs;
- Develop appropriate linkages between industry associations and SME's to facilitate technology Transfers;
- Facilitating technology transfer and establishment of pilot scale demonstration plants in Africa.

#### 4. Common Research Priority Areas

The African Union Commission will continue to engage with the Department of Science and Technology, Government

of India to identify areas of common research interest which have regional and continental relevance.

In order to ensure the implementation of the four strands of cooperation outlined above and to devise common strategy, it was decided to establish an Africa-India Joint Science & Technology Committee to be nominated and facilitated through Department of Science & Technology, Government of India and the African Union Commission.

The conference further recommended that the outcome of the India-Africa S&T Ministers Conference to be reported to the next India-Africa Summit Forum in 2014.

In conclusion it was unanimously acknowledged that the outcome of the S&T Ministerial Conference was a concrete step to realize

our common vision of a self-reliant and economically vibrant Africa and India. It reaffirmed the commitment to work together towards a peaceful and more egalitarian international order, where the voices of Africa and India can be heard to pursue their desire for inclusive development, both internationally and domestically. Africa is determined to partner in India's scientific resurgence, as India is committed to be a close partner in Africa's S&T development.

Finally, the Ministers in charge of Science and Technology from Africa express their appreciation to the warm hospitality extended to them by the Government and the People of the Republic of India."

During his closing remarks, the India Minister for Science & Technology and Earth Sciences, Hon. Vilasrao Deshmukh termed the two day meeting as a historic success.

# Tanzanian Minister for Transport visits India

**O**n 7th August 2011, Hon. Omar Nundu (MP), Tanzania's Minister for Transport, leading a strong delegation of six technocrats, made a working visit to Gujarat India in an effort to look for investors to invest in a green field site for a port. His specific intention was to visit Adani Port in Mundra. He also made a visit to the West Basin Coal Terminal, Power Plant and the Special Economic Zone at Mundra.

Hon. Nundu was greeted by Mr. Rajeeva Sinha, the Director of Mundra Port & SEZ Ltd. (MPSEZ LTD.) who during the two days visit, impressed upon the Minister the capacity and the capability of Adani Group in designing, engineering, financing, developing, operating and managing of a green field site into vibrant Port and Special Economic Zone.

Hon. Nundu also had the opportunity to meet Mr. Gautam Adani, Chairman of the Adani group and extend an invitation to him and his Company to go to Tanzania and visit Mbegani, Tanga and Mtwara for the purpose of looking into the possibilities of future investment in operations of one or more ports. Mr. Gautam Adani gratefully accepted the invitation and said the MPSEZ would be willing to work in Tanzania and engage in development and operation of the ports on long term concession tenure subject to techno-economic feasibility study, given their experience and expertise gained over the last 15 years in managing and operating ports in India and abroad.

Hon. Nundu also had an opportunity to meet the representatives of Jet Airways, Mr. Raj Sivakumar - Vice President Network Planning and Revenue Management, together with Mr. Abhijit Dasgupta, General Manager - International Network Planning. The Minister and the Jet Airways representatives together



**Hon. Omar R. Nundu Minister for Transport of United Republic of Tanzania with Mr. Gautam Adani Chairman Adani Enterprises Ltd.**



**Sitting from right: Mr. John T. J. Mngodo - Deputy Permanent Secretary, Hon. Omar Nundu - Minister of Transport, Mr. Gautam Adani - Chairman Adani Enterprises, Mrs. Badriya Kiondo - Tanzania High Commission India.**  
**Standing from right Mr. Ephraim Mgawe - Director General of Tanzania Ports Authority, Eng. Saad Fungafunga - Ass. Director Maritime Transport, Mr. Hamad Koshuma - Executive Assistant Tanzania Ports Authority, Mr. Rajeeva Sinha - Director Mundra Port, Mr. Alphonse Mwingira Personal Assistant to the Minister and Representatives of the Adani Enterprises Ltd.**

explored the possibility of India and Tanzania working together to enhance the bilateral relations by starting direct air transport service between Mumbai and Dar es Salaam. Mr. Sivakumar explained that at the moment the India-Tanzania market size is around 75,000 passengers per annum and 50% of the traffic is between Mumbai and Dar es Salaam. This translates to

103 passengers per day in each direction. This market is expected to grow at the rate of 12% per annum. With these statistics, Jet Airways is extremely interested to start operations/ services to and from Dar es Salaam. The Government of Tanzania and the management of Jet Airways are still working on the possibilities of starting air transport services between Dar es Salaam and Mumbai. ■

# The Visit to Maldives by the Zanzibar Ministers



The Zanzibar Minister of Finance and Development Planning Hon. Omar Mzee Yussuf, and the Minister of Livestock and Fisheries Hon. Said Ali Mbarouk jointly receiving a goodwill package of the Canned fish from the Supervisor of the Maldivian Government Fishing Corporation [MIFCO] at Felivaru Island, while the Principal Secretary of the Ministry of Livestock and Fisheries Dr. Kassim Gharib Juma and other Maldivian Government Officials witnessing the ceremony

**A**iming-high at solidifying bilateral economic cooperation with the Republic of Maldives, the Government of Zanzibar [part of the United Republic of Tanzania] dispatched to that country a High Level Delegation of Ministers led by the Minister of State, President's Office, Finance and Development Planning Hon. Omar Mzee Yussuf to learn from the Maldivian achievements [Public and Private sectors] in various economic disciplines, particularly in fisheries and tourism.

This successful four-day study visit to the Republic of Maldives which started from 8th to 11th August 2011, also included the Zanzibar Minister of Livestock and Fisheries Hon. Said Ali Mbarouk, the Ministry's Principal Secretary Dr. Kassim Gharib Juma, the Director of the Marine Resources Development Mr. Mohammed Soud Mohammed and Ms. Leluu Abdallah, an Official from the High Commission of the United Republic of Tanzania in New Delhi.

Along with the significant knowledge acquired through the physical study visits of various businesses and production units located in different Maldivian islets, the Delegation also had opportunities to meet and hold meaningful discussions with the Maldivian Government Leaders as well as Private Firms.

Discussions on wide ranging issues between the Zanzibar High Level Delegation and the Maldivian Ministers and other Senior Government and Private

## Tanzania-Maldives Ties

Officials were focused on the improvement of bilateral economic and cultural cooperation between the United Republic of Tanzania and the Republic of Maldives.

The Maldivian Government Fishing Corporation [MIFCO] at Felivaru Island, the Fish Processing plant run by the Private Company [Ensis Fisheries] at Hulhumale Island, the Fibre-boatyard owned by the Gurantee Fiberglass Fabricators Company and the Lafarge Maldives Cement production Area and industrial area at Thilafushi Island were among the visited production areas in Maldives.

Naseer, the Deputy Minister of Tourism, Art and Culture Mr. Ismail Yasir, Minister of State for Foreign Affairs Mr. Aslam Shakir and the Minister of State of the North Region Mr. Ali Niyaz.

Referring to the jointly-reflected spirit of bilateral cooperation, Hon. Omar Yussuf Mzee on behalf of the Delegation highly commended the Government of Maldives for its generosity and earnestness to promote mutual cooperation between the Republic of Maldives and Zanzibar.

Hon. Mzee who was expressing the Delegation's profound gratitude

Private sectors. The Minister acknowledged that the visit has comprehensively equipped them with the proper information, knowledge and skills which they will positively recommend to be pursued by the Government of Zanzibar for its development strategies in the related fields.

Both Maldives and Zanzibar underscored the importance of their Governments Leaders and Peoples to maintain the process of learning from each-other by exchanging bilateral visits as well as exploring the possibilities of making use of their common geological features and other



The Zanzibar Delegation of Ministers at the MIFCO's Office at the Felivaru Island

Meaningful discussions were held with the Minister of Fisheries and Agriculture Hon. Dr. Ibrahim Didi [hosted the entire visit] while further considerable meetings were conducted separately with the Deputy Minister of State for Finance and Treasury, Mr. Ahmed

to the Maldivian Government for its consent to their visit, also explained about the instructive expedition to various Maldivian economic [fisheries and tourism related] sites together with the constructive sessions with the Maldivian Government and

similarities which both [Zanzibar archipelagos and Maldives atolls] possess to promote mutual economic development [island-economy].

As an Entry-point to the projected proposal of economic cooperation

## Tanzania-Maldives Ties



**The Zanzibar Minister of Finance and Development Planning Hon. Omar Mzee Yussuf, the Minister of Livestock and Fisheries Hon. Said Ali Mbarouk, his Principal Secretary Dr. Kassim Gharib Juma and the Mission Official at the Palm Beach Resorts Reception [Lhaviyani Allots].**

between the two countries [Maldives and Zanzibar], Hon. Omar Yussuf Mzee successfully extended [verbal] invitation to Hon. Minister Dr. Ibrahim Didi and other Senior Officials of the Ministry of Fisheries and Agriculture to visit Zanzibar.

Responding to Hon. Mzee's remarks, the Maldivian Minister of Fisheries and Agriculture, Hon. Dr. Didi on behalf of his Government expressed his profound gratefulness and appreciation to the Government of Zanzibar for preferring Maldives [as its first choice] over other similar countries in the world. Dr. Didi also positively responded to the invitation extended to him to visit Zanzibar.

Deeply inspired and encouraged by what he said was the first ever visit of the High Level Delegation from Zanzibar, Hon. Didi, strongly advocated the demand to expedite the re-establishment of the historical relationship [spice route] between Maldives and Zanzibar in order to revive and sustain the missing wonderful

brotherly relationship and economic cooperation between the two countries.

Hon. Didi who also rated the visit as a great honour to the Government and the peoples of the Republic of Maldives underscored his Government's [Ministry of Fisheries and Agriculture] enthusiasm to closely cooperate with the Government of Zanzibar for the mutual benefit of both nations.

While, recounting the significance of fishing industry which employs about 13% and accounts for more than 6% of the GDP in the Maldivian economy, Dr. Didi mentioned the Sector as the second ranked of the two leading economic sectors [tourism and fisheries] in which the Government of Maldives has mostly invested in.

He said, the Maldivian Government [Ministry of Fisheries] started successfully implementing the National fishing [Policy] Planning and Programmes that empowered [through Bank loans]

and emancipated Maldivians from the unprofitable traditional fishing practices by supplying them with fishing equipment including modernized fibre boats, navigation equipments and other crucial fishing gears and ever since [the last two decades], the fishing industry has been flourishing tremendously.

He further maintained that, the Fishing programme enabled Maldives to export and supply fresh, chilled, frozen, dried, salted, loins and canned [Tuna] fish to most of European and Asian countries including United Kingdom, France, Italy, Sri Lanka, Hong Kong, Singapore, Thailand and Japan. Hence, he recommended to the Government of Zanzibar to trail the same for its economic betterment.

Discussions were also held with the Maldives Deputy Minister of Finance and Treasury Mr. Ahmed Naseer, whereby the Delegation enlightened the Minister and his Senior Officials in attendance about the abundance of fish stock and other marine resources which

## Tanzania-Maldives Ties

Zanzibar possesses but the fishing industry has an insignificant contribution [4%] in the Zanzibar GDP.

The Zanzibar Ministers also discussed about the Zanzibar Government aspiration to improving the fisheries GDP contribution to at least 15% by the end of 2015 by observing and adopting [applicable in Zanzibar] proper techniques as applied by Maldives in collecting revenue from fisheries and tourism industry.

In response, the Deputy Minister of Finance and Treasury Mr. Ahmed Naseer informed the Delegation about his Government fisheries and tourism development plan and programmes as well as mode of revenue collection.

The premises of the dialogue which the Delegation had with the Dep. Minister of Treasury were further enlightened during their meeting with the Deputy Minister of Tourism Art and Culture Mr. Ismail Yasir whereby

both countries [Maldives and Zanzibar] were in accord with the idea of encouraging exchange of bilateral visit, and sharing their experience in tourism in order to achieve maximum growth of this sector.

Relating on the development of tourism industry in Maldives, Mr. Yasir said that his Government [Ministry of Tourism] has been implementing its well planned tourism programme since 1972 when the first tourist resort was established and since then, extra tourist resorts and other tourism facilities have been developed in 95 islands. Currently the Resorts have a total capacity of around 30,000 beds and the Government had been leasing those resorts to foreign investors to manage and operate.

He further maintained that, Until 1990s the leasing period was five to fifteen years, and later it was changed to 25 – 35 years. Besides leasing fee which was charged by the Government of

Maldives according to the size of the Island, the Government was also collecting levy of USD eight [\$8] per head from those resorts. However after the recent amendment, the leasing period will now be from 50 – 100 years and as from January 2011 – 13, the “Goods and Services Tax - GST” will be introduced to replace the levy.

Giving clarification on the Government mechanism to secure its revenue from tourism, Mr. Yasir said that besides receiving tourists' statistics from different tourism related institutions [airports, travel agencies, airlines, tour operators, hotels etc] which figure-out the number of tourists entering into the country, the Government through its Ministry of Tourism reserves the right to



The Delegation is set up to take off for Male [the Maldivian Capital] After their sensational tour of Felivaru and Lhaviyani Atolls

## Tanzania-Maldives Ties

inspect the resorts at any time, without prior notice.

Meanwhile, during the discussions with the Minister of State for Foreign Affairs Mr. Aslam Shakir that took place on 11th August 2011 in Male, both sides agreed to achieve their intended goal of building excellent Diplomatic relations and economic cooperation between Maldives and Zanzibar [through the proper channels – Ministries of Foreign Affairs]. To initiate the process, Memorandum of Understanding [MoU] on bilateral cooperation that will properly manage and expedite the implementation of the intended prescribed objectives will have to be prepared and concluded.

With reference to the above, the Zanzibar Delegation pledged to initiate immediate strides through the Tanzania Ministry of Foreign Affairs to recommend the aforesaid “MoU proposal” which will then be forwarded to the Maldivian Government for further consideration.

On the last day of the visit, the Delegation held discussions with the Managing Director of the Guarantee Fiberglass Fabrication Pvt Ltd, Mr. Ahmed Luthfy, in Male. He had requested the meeting with the Ministers in order to acquire proper information on investment in Zanzibar and to explore the possibility of extending his Company activities to Zanzibar through direct investment.

The Delegation informed him all he needed to know about investment requirements and also informed him that Zanzibar has plenty of land [for boat yards] that he will require for manufacturing fiberglass boats.

The Delegation also assured him of all the needed [acceptable] Government assistance and they advised him to coordinate his investment process through the

Zanzibar Investment Promotion Authority - ZIPA in order to enjoy the associated incentives.

Consequently, Mr. Luthfy informed them that he will visit Zanzibar

in the near future to study the potentiality of all required fiberglass boats manufacturing features in order to prudently decide on the investment. ■



**The Zanzibar Minister of Finance and Development Planning Hon. Omar Mzee Yussuf, the Minister of Livestock and Fisheries Hon. Said Ali Mbarouk**



**The Zanzibar Minister of Finance and Development Planning Hon. Omar Mzee Yussuf, the Minister of Livestock and Fisheries Hon. Said Ali Mbarouk, Principal Secretary of the Ministry of Livestock and Fisheries Dr. Kassim Gharib Juma, the Director Marine Resources Development Mr. Mohammed Soud Mohammed and Ms. Leluu Abdallah, an Official from the High Commission of the United Republic of Tanzania in New Delhi poised for a photo at the “Tsunami Memorial Monument” at Male**

# “I for Afrika Meeting”



IACCI – ZNCCIA MoU Signing Ceremony

The United Republic of Tanzania was among the several African countries which successfully participated in the “I for Afrika” convention which took place at the Taj Land End Hotel in Mumbai in the State of Maharashtra from 28th to 30th April 2011.

This highly significant event organised [annually] by the Indo—Africa Chamber of Commerce and Industries [IACCI] also observed the signing of eight Memoranda of Understanding [MoUs] between the IACCI and different African Chambers of Commerce and among those was the Zanzibar National Chamber of Commerce, Industry and Agriculture [ZNCCIA] Tanzania.

African and Indian Participants highly commended the remarkable

progress and efforts which have been taken by the IACCI Secretariat to organise these annual events [I for Afrika] which are very relevant occasions for diverse Indo-African business communities to productively interact.

The Meeting gave credit to the advocacy status of “the I for Afrika” which has developed to be very a successful promoter and supporter of Indo-Africa economic and cultural cooperation and its achievements can be clearly verified within the records of the volume of trade, investments and other types of cooperation between India and Africa.

During the Meeting the Participants, including the Tanzania Delegation, had an opportunity to peruse on a range

of presented themes related to Indo-African partnership such as Agriculture, Infrastructure, trade, education, industry etc which revealed the investment opportunities of different African countries in which India can invest separately or in venture with locals.

The Participants were also enlightened on the ongoing [Indian sponsored] study on investment opportunities and needs in twelve African Countries including Tanzania, and they also gained knowledge on how African countries [cotton growers] can benefit from cotton seeds and other cotton byproducts.

Eventually the Meeting recognized the great business potentialities which still exist between India and Africa yet to be exploited. The opportunities have been sighted in the areas of Food Processing Industries, Vocational Training & Higher Education as well as Medical Tourism in which Indian technology could be positively linked with African resources to speed up Indo-African sustainable economic and social development.

Also as a business platform, the “I for Afrika” arranged one to one business meetings between [African and Indian] business community whereby a number of business agreements/contracts were reached or signed.

African countries presented were Tanzania, Kenya, Lesotho, Somali, Ghana, Rwanda, RDC, Senegal, Gabon, South Africa, Botswana, Zimbabwe, Malawi, Ethiopia, Djibouti, Eritrea, Togo, Madagascar and Mozambique. ■

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# India-Africa Business Partnership Summit



Prof. Mbarawa's visit to the Hyderabad [India] Office of the Techno Brain [the Tanzania IT Company]

**A** strong Delegation of the United Republic of Tanzania led by the Minister of Communication, Science and Technology [Mainland] Hon. Prof. Makame Mnyaa Mbarawa participated earnestly in the India-Africa Business Partnership Summit which took place at the International Convention Centre, Hyderabad [State of Andhra Pradesh] from 12th to 13th October, 2011.

The Delegation of the United Republic of Tanzania also included the Zanzibar Deputy Minister of Trade, Industry and Marketing Hon. Thuwaiba Kisasi and a representative of the Tanzania

High Commission in India [Ms. Leluu Abdallah] and other Government Officials. Several Tanzania Private Companies were also presented by their Executives.

The Summit which was organised by the Federation of the Indian Chamber of Commerce and Industries [FICCI] was a great experience for respective Delegates from the Governments of India, African Countries, Diplomats, Private Sectors as well as Civil Societies to interact and to deliberate on various significant issues related to economic cooperation within the areas of Agriculture, Energy, Mining, Health, Infrastructure,

ICT etc. About 400 delegates attended the Summit.

During the Plenary sessions, both Tanzania Mainland and Island Ministers along with other High Level Delegations from African Countries expressively enlightened the audience about the capacity and accessibility of abundant economic [business/investment] potential in the United Republic of Tanzania and other African Countries.

Presenting his keynote speech related to Information and Communication Technology (ICT) development in Tanzania, the Minister for Communications, Science and Technology, Prof

## India-Africa Event

Makame Mbarawa [Head of the Delegation] strategically utilized the opportunity to provoke the enthusiasm of Indian business community to invest in ICT and other interrelated sectors of development.

He said the government of Tanzania welcomes genially Indian investors to develop local multi-media content software that would be reasonable and applicable for the national sustainable development programmes such as IT parks and small ICT villages. With these facilities, the youth could assemble and design software which is ideal for the local markets and business processing outsourcing system which could create more jobs for Tanzanians by generating calling centres in the country.

Prof. Mbarawa also pledged to Indian as well as other African investors to make the most of the Tanzania strategic position and its association to other countries for the smooth access to other regional markets and economic integrations, such as East African Community, SADC, COMESA, ECOWAS, ACP, AGOA etc.

Prof. Mbarawa further maintained that, communication and other Infrastructure development made the fast growing East African Community market, [over 140 million people] to endow quick returns on investment, while the backbone fibre optic project has simplified the Communication between Tanzania and the landlocked African countries such as Zambia, Malawi, Burundi, Democratic Republic of Congo, Uganda and Rwanda. He also highlighted on the investment opportunities in mining, agro-based industry, energy, manufacturing, health and education.

Meanwhile the Deputy Minister of the Zanzibar Ministry of Trade, Industry and Marketing, Hon. Thuwaiba Kisasi broadly

appealed to Indian as well African Investors to take advantage of the great economic opportunities which exist in Zanzibar such as investments in agro processing and value addition in cloves and other spices.

Hon. Kisasi also recommended potential investors to bank their resources in poultry, dairy farming, vegetable production, cottage industries as well as fruit canning.

The Deputy Minister revealed the marine opportunities as well whereby she said, "Zanzibar lies on the cross roads of marine resources which attract fishing industries, hence Investors are free to choose in deep sea fishing, fish processing and the like". Other areas which also cradle enormous investments potential in Zanzibar Islands include tourism, services such as financial services, ICT, and health care centers and education.

With the objective of creating a favorable environment for private sector to grow and enhance competitiveness so as to proactively participate in the global economy, various strategic reforms have been implemented by the Zanzibar Government which include the land administration reforms, the company and business registration systems as well as the business licensing etc, she maintained.

Hon. Kisasi also appealed for FICCI to assist African countries to improve their skills of business entrepreneurs as well as to enhance the quality and standard of their manufactured and other agricultural products in order to stand-firm for competition with other international manufactured goods in terms of quality and standard and ultimately to be accepted in the Indian market.

The second day of the India-Africa Business Partnership Summit

was engaged by business to business interactions between the representatives of African countries and Indian business community whereby the Delegation of the United Republic of Tanzania held inspiring meetings with representatives of Indian Companies. The respective Indian Companies promised to take further suitable action in promoting business cooperation between their firms and Tanzania.

The Delegation of the United Republic of Tanzania led by the Zanzibar Deputy Minister of Trade, Industry and Marketing Hon. Thuwaiba Kisasi, also held a special meeting with the Chairman and Managing Director of "the Vibha Seeds Company" Mr. P. Vidya Sagar who invited the Delegation to his Office - HUDA's Techno Enclave, Madhapur, Hyderabad. Minister Hon. Prof. Mbarawa on his part visited the Hyderabad Office of the Techno Brain [the Tanzania IT Company].

During the meeting, Mr. Vidya Sagar positively rejoined to the Minister's plea on "Vibha Seeds" to help-out the Zanzibar Government's effort in agro processing activities. Mr. Sagar agreed to extend his Company's support [expertise] to the Zanzibar Government in the requested areas and he furthermore deemed to visit Zanzibar in November 2011 and meet the concerned authorities for more elaborate discussions on the projected cooperation.

It is noted that the India-Africa Partnership is on the increase and evidence to this is the fact that the Bilateral trade between India and Africa grew by more than double from USD25 billion in 2006-07 to USD53.3 billion in 2010-11 and is expected to reach about USD70 billion by 2015. ■



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# SBF's Business Mission to Tanzania/ East Africa



The Singapore Delegation on a site visit to the Tanzania Export Processing Zones Authority

The Singapore Business Federation (SBF) and the Singapore Chinese Chamber of Commerce and Industry (SCCCI) jointly led a business mission to East Africa from 9th -16th November, 2011 in conjunction with the visit by Mr. Lee Yi Shyan, Minister of State (MOS), Ministry of Trade & Industry and National Development of Singapore.

As part of the visit, the delegation visited Tanzania from 9th -12th November, 2011 covering the economic/ commercial centres of Dar es Salaam and Zanzibar to establish contacts and gain first

hand insights on the business dynamics and opportunities in Tanzania's emerging economy. Tanzania is a transition economy and has introduced policies to transform its former socialist economy progressively into a market economy. Over the last 10 years, the country was the leading investment destination in East Africa with FDI stock exceeding USD 6 Billion Dollars. This Mission sought to help the Singapore companies represented to identify projects in agriculture, infrastructure, mining, tourism, retail and real estate amongst others.

Led by Mr. Teo Siong Seng, Vice Chairman of SBF and Chairman of SCCCI, the 34 -member delegation comprised top executives from the various sectors of agriculture commodities, logistics, industrial part development, mining, consumer products, financial and investment services, luxury retail and ICT. Mr. Zainu Abidin Rasheed, former Senior Minister of State, Ministry of Foreign Affairs of Singapore was also part of this delegation in his capacity as Advisor to SBF's Africa Business Group.

Delegates on this Mission met up with key Government officials from the Tanzanian Ministry of Finance, Ministry of Transport, and with the political leaders of Zanzibar. In addition, they also participated in several networking events, business matching sessions, business briefing seminars and site visit to the Export Processing Zone Authority co-organised by SBF and the Tanzania Private Sector Federation (TPSF) with the support of Olam Tanzania. Through this business mission, SBF also explored the feasibility of third country collaborations by working with the Chinese Embassy/ Companies present in Tanzania to arrange for a networking and information sharing session between the Singapore delegates and Chinese companies present in Africa. It is envisaged that through these networking platforms, Singapore and Chinese companies would

## Singapore-Tanzania Ties



**Tanzania currently presents Singapore companies with the biggest consumer market within the EAC, with an approximate 43 million population and \$23.2 billion GDP in total**

**The Singapore Delegation visits Dar es Salaam, Tanzania**

be able to work jointly and complement each other.

Tanzania is one of the key economic heavy weights of the East Africa Community (EAC), a five member country economic bloc located in East Africa. Tanzania currently presents Singapore companies with the biggest consumer market within the EAC, with an approximate 43 million population and \$23.2 billion GDP in total. The port of Dar es Salaam in Tanzania also serves as one of the key entry points for goods moving in and out of the three other landlocked EAC member countries (Uganda, Rwanda and Burundi). Bilateral trade between Singapore and Tanzania has been very positive. Singapore's annual total trade with Tanzania currently stands at \$ 409 million compared to \$ 175,751 million in 2009.



**Minister of State for Trade & Industry and National Development, Mr. Lee Yi Shyan with distinguished guests from Tanzania**

# India-Tanzania Agri-Business Possibilities



Mr. Ramakrishna Karuturi, one of India's big investors in Africa and Leader of a Delegation of Indian investors in agricultural and allied sectors makes a presentation at the India-Tanzania roundtable on agriculture

The Tanzania High Commission in New Delhi in August 2011 successfully coordinated a business visit to Tanzania by 35 representatives of the leading agro-business Companies of India.

The representative of the Indian Agro-business Companies expressed their wellness to boost up the development of agricultural sector [through Kilimo Kwanza programme] in collaboration with the right local/ international partners in Tanzania.

They also admired the country's immense economic potentiality such as the huge cultivable land,

massive water-resources, presence of natural gas and other essential natural resources, which give the country extra incomparable mechanism [infrastructure] in the direction of speedy and sustainable development.

The companies showed interest in commercial hybrid seeds germination in which they said is very indispensable for Tanzania in order to achieve the highest of agricultural revolution and hence appealed for Tanzania Government to set-aside more than 30,000 hectares of land to invest in seeds production which will nourish the local market as well as to supply for the vast

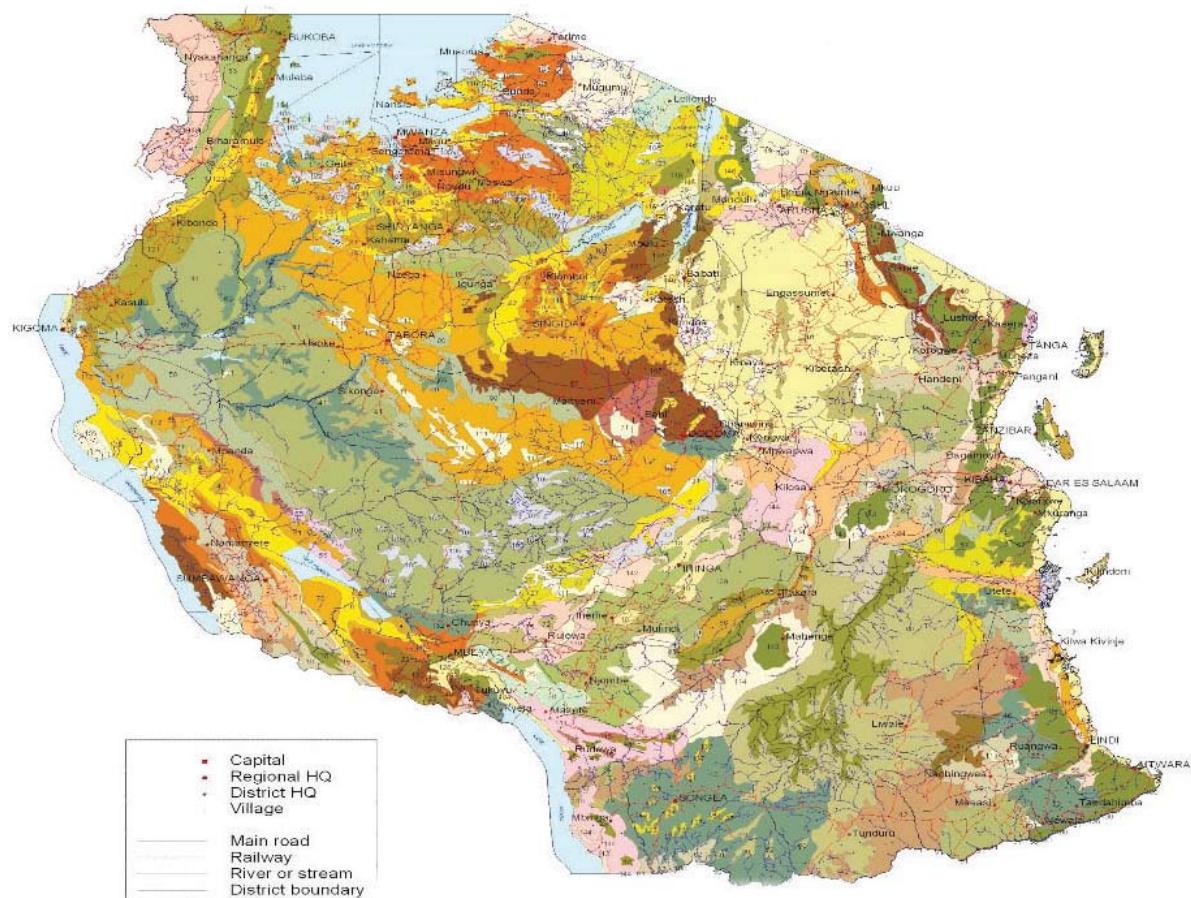
Eastern and Southern African markets.

According to the Ministry of Agriculture, Food Security and Cooperatives, Tanzania currently is producing only 13,828 tonnes of hybrid seeds per annum against the potential demand of 120,000 tonnes.

At the same time, the Government advised the visiting Indian agro-business delegation to be ready to preserve the interests of local [petty] Tanzania farmers who dominate more the 90 per cent of the country agricultural activities. Tanzania has in place a Public Private Partnership law and other Laws to safeguard such arrangements.

The Permanent Secretary in the Ministry of Agriculture, Food Security and Co-operatives, Mr. Mohammed Muya, assured the visiting Indian business delegation that the liberalized economy of the United Republic of Tanzania has huge agricultural potential in which they were cordially and most welcome to invest through partnership with local investors in order to exploit the huge market of East Africa and Southern Africa because of the country strategic geographical position.

He also highly commended the prosperities of the Indian and Tanzanian bilateral relations citing the example of 40 million US dollars loan which was offered by the Government of India to the Government of the United Republic of Tanzania in



**Tanzania - Ministry Of Agriculture, Food and Cooperatives --soil maps.**

2009/10 – 2010/11 for purchasing Agricultural mechanisation equipment.

While reaffirming the thriving affluence of the [India-Tanzania] bilateral relations, the then Indian High Commissioner in Tanzania H.E. Kocheril Bhagirath, talked about the pending extra loan of 92 million US dollars for Tanzania agriculture sector, which he established that will be soon released by his Government as the negotiations were in an advanced stage. He also pointed out that his Government has already offered 36.56 million US dollars to assist Tanzania's Government transport sector in 2011.

Meanwhile the Agriculture Council of Tanzania [ACT] Chairman who is also a Tanzania Investment Centre [TIC] Board Member, Mr. Salum Shamte assured the Indian delegation that Tanzania was the best destination for agriculture investment in Africa, as the Government was comprehensively committed to accomplish the



**Isaya and Restituta Mlewa at their Tanzanian organic farm**

agrarian revolution in consistence with its agro-blueprint known as "Kilimo Kwanza".

Mr. Shamte further distinguished Tanzania as an agricultural sleeping giant and he was confident that with Indian investment assistance, the sector can be revolutionized.

The visit which was organized by the Federation of Indian

Chambers of Commerce and Industry [FICCI] in collaboration with the Ministry of Commerce and Industry, Government of India, was co-hosted by the Tanzania Chamber of Commerce, Industry and Agriculture [TCCIA], Agriculture Council of Tanzania [ACT] and the Tanzania Investment Centre [TIC]. ■

# The Zanzibar Institute of Financial Administration and The Indian Institute of Applied Manpower Research Bind for Cooperation



**The Chief Academic Officer of the Zanzibar Institute of Financial Administration –ZIFA Mr. Iddi H. Makame signing the Memorandum of Understanding at Narela.**

**T**he Zanzibar Institute of Financial Administration – “ZIFA” and the Institute of Applied Manpower Research – “IAMR” signed a Memorandum of Understanding designed to initiate and enhance their academic cooperation.

The MoU signing ceremony took place on 17th February 2012 at the Institute of Applied Manpower Research premises at Narela. IAMR was represented by its Director General, Dr. Santosh Mehotra while Mr. Iddi H. Makame [Chief Academic Officer] represented ZIFA in signing the “MoU”. Present were also several Officials from ZIFA, IAMR and the Tanzania High Commission in New Delhi, India to witness the outstanding and promising event.

Under the “MoU”, the two higher learning Institutions agreed to

steadily set off their mutual academic cooperation that will ultimately enable them to jointly provide Masters [degree] in Human Recourses Planning and Development [HRP&D] at ZIFA.

The “MoU” will also among other things provide for [three months] training of ZIFA Officials,

training of Lecturers at IARM, joint preparation of “HRP&D” curriculum to be conducted at ZIFA, training of Students enrolled in Masters [degree] of “HRP&D” in ZIFA as well as to assign two “IARM” Lecturers to train the enrolled Students at ZIFA.

In conformity with the signed “MoU”, the three months programme for the ZIFA Officials will entail their exposure to Human Resource Planning and Development, interaction with IARM HRP&D experts, collection of relevant literature, as well as development of the syllabus for the Masters Degree Course designated for the Institute [ZIFA].

Shortly after signing the “MoU”, while paying a courtesy call to the High Commissioner of the United Republic of Tanzania in New Delhi H.E. Eng. John W. Kijazi, the ZIFA Officials Mr. Iddi H. Makame [Chief Academic Officer] and Mr. Salum S. Ali [Acting Head of the Department of General Studies, Short Course, Research



**Mr. Iddi H. Makame [Chief Academic Officer] and Mr. Salum and Mr. Salum S. Ali [Acting Head of the Department of General Studies, Short Course, Research and Consultancy] blotting the Visitor's Book at the High Commissioner's Office in New Delhi.**

## Bilateral Ties

and Consultancy] assured the High Commissioner that ZIFA Management in collaboration with both Governments of Tanzania will diligently venture to develop and preserve its academic cooperation with IARM. They also informed the High Commissioner, that in a bid to quickly accumulate and boost the number of the ZIFA's "HRP&D" lecturers, the Institution has already projected for the immediate commencement of Certificates and PGD courses of the discipline [HRP&D].

Meanwhile, H.E. Kijazi called for both Institutions to exclusively put up with all the pre-agreed terms of the "MoU" in order to prompt the success of their projected academic cooperation that will ultimately stimulate other areas of bilateral cooperation between India and Tanzania.

The signing of the "MoU" between ZIFA and IARM, is among the achievements of the successful visit of the then Director of the Zanzibar Office of the Ministry of Foreign Affairs and International Cooperation, H.E. Ambassador Mohammed Haji Hamza and the Director of the Zanzibar Institute of Financial Administration – ZIFA, Mr. Kamal Kombo Bakari who jointly visited the Institute [IARM] on 26th July 2010. ■



The High Commissioner of the United Republic of Tanzania in India, H.E. Eng. John E.W. Kijazi poised for group photo with the ZIFA Senior Officials Mr. Iddi H. Makame [Chief Academic Officer] and Mr. Salum and Mr. Salum S. Ali [Acting Head of the Department of General Studies, Short Course, Research and Consultancy].



The Director General of the Institute of Applied Manpower Research - IAMR Dr. Santosh Mehota and the ZIFA Chief Academic Officer Mr. Iddi H. Makame shaking hands after their successful event of the MoU signing.



The Tanzanian and Indian Officials postured for a group Photo after the signing of the Memorandum of Understanding between ZIFA and IAMR, at Narela.

# International Conference on South-South Cooperation on “Innovation In Public Employment Programmes for Sustainable Inclusive Growth” Takes Place in New Delhi



Tanzania Deputy Minister of Labour and Employment, Hon. Dr. Milton Mahanga

**T**he International Conference on South-South Cooperation on “Innovation in Public Employment Programmes for sustainable Inclusive Growth” was held in Delhi, India from 1st – 2nd March 2012.

This first ever Labour Ministers Conference under the auspicious of South-South Cooperation was organised by the Ministry of Labour and Employment, Ministry of Rural Development

and Ministry of External Affairs of the Government of India, in collaboration with the International Labour Organisation – ILO.

The two day Conference which involved the Labour Ministers from 18 developing countries was encoded to enhance the capacity of the participants in the Conference of sharing information, exchange experiences and knowledge among the countries which will eventually ensure

healthier general inclusive growth with equity that links employment and social protection to Decent Work.

The High Level Panel Discussion of Labour Ministers dedicated themselves in the comprehensive deliberations on the various country presentations, based on their respective experiences on employment and social protection centred development strategies, with reference to the Role of South-South cooperation.

## South-South Cooperation



Also a range of policy issues relevant to public work programmes and employment guarantee schemes such as Indian Mahatma Gandhi National Rural Employment Guarantee Act [MGNREGA], Brazilian Conditional Cash Transfer [Bolsa Familia], South African Public Employment Programme [PEP] and Tanzania Social Action Fund [TASAF] were highlighted.

The three person Delegation of the United Republic of Tanzania [URT] at the Conference was led by the Deputy Minister of Labour and Employment, Hon. Dr. Milton Mahanga, who along with other Labour Ministers present efficiently elucidated on the various initiatives and actions which have been undertaken by the Government of the URT to address employment and social protection.

Other than the diverse participation from the Government and Non Governmental Institutions of India, the Conference also attracted a number of Labour Ministers and Officials, from 18 Developing countries [Africa, Asia



and Latin America] as well as ILO representatives.

The achievements of the India-Brazil-South Africa [IBSA] trilateral development initiative that recaps the need to promote a job-intensive recovery from downturn and create a framework for sustainable growth, together

with "the Seoul Development Plan" [G20 Summit] that appeals for ILO support for low income countries to strengthen their Social Protection System and Skills Development Policies and Institutions were among the foremost stimulants to this conference. ■

# Tanzania - India Medical Tourism on the Increase



**Apollo Hospital, Hyderabad**



**Madras Medical Mission**

**T**he relationship between Tanzania and India in medical sector is becoming strong day by day. Hospitals in India were found to offer quality and cost effective care to patients. This prompted the Government of Tanzania, through the Ministry of Health and Social Welfare (MOHSW) to develop and sign Memoranda of Understanding (MOUs) with selected Indian

hospitals, i.e. Apollo Hospitals and Madras Medical Mission, Chennai in 2004. Since then, the number of patients sent to these hospitals has been increasing rapidly. Most of the Tanzanian patients receiving treatment in India are those referred by the Government referral hospitals through the Ministry of Health and Social Welfare, Tanzania People's Defence Force (TPDF)

and President's Office. Others are being sponsored by Charity Organizations like Lion's club etc, Health Insurances like Accident Air Rescue (AAR) Insurance Tanzania Ltd., Private and Public organizations and other patients are self sponsored. Approximately 810 patients were referred by MOHSW for treatment to India in the period of July, 2010 to June, 2011, whereby, among the patients that are frequently referred to India in large numbers, are children (68%) with a variety of medical conditions, ranging from those acquired congenitally to others that develop naturally after birth. The number of self-sponsored Patients can not be comprehensively determined since they get treated in Hospitals of their choice, anywhere in India, without necessarily reporting to the MOHSW or the Tanzania High Commission in New Delhi, India.

Moreover, Tanzania-India medical relationship has established medical exchange programs in both Learning and Professional sections. In collaboration with the Apollo Hospitals and Madras Medical Mission Hospital, the MOHSW coordinates several visits of experts from Apollo Hospitals and Madras Medical Mission Hospital to provide medical and surgical services in Tanzania. The exercise is useful since it allows sharing of experiences between Tanzanian experts and their Indian counterparts. The activity enhances not only the screening of patients for referral to India, but also enables our experts to achieve further knowledge and skills transfer. The MOHSW

# Tanzania Embarking on Tourism Promotion in India

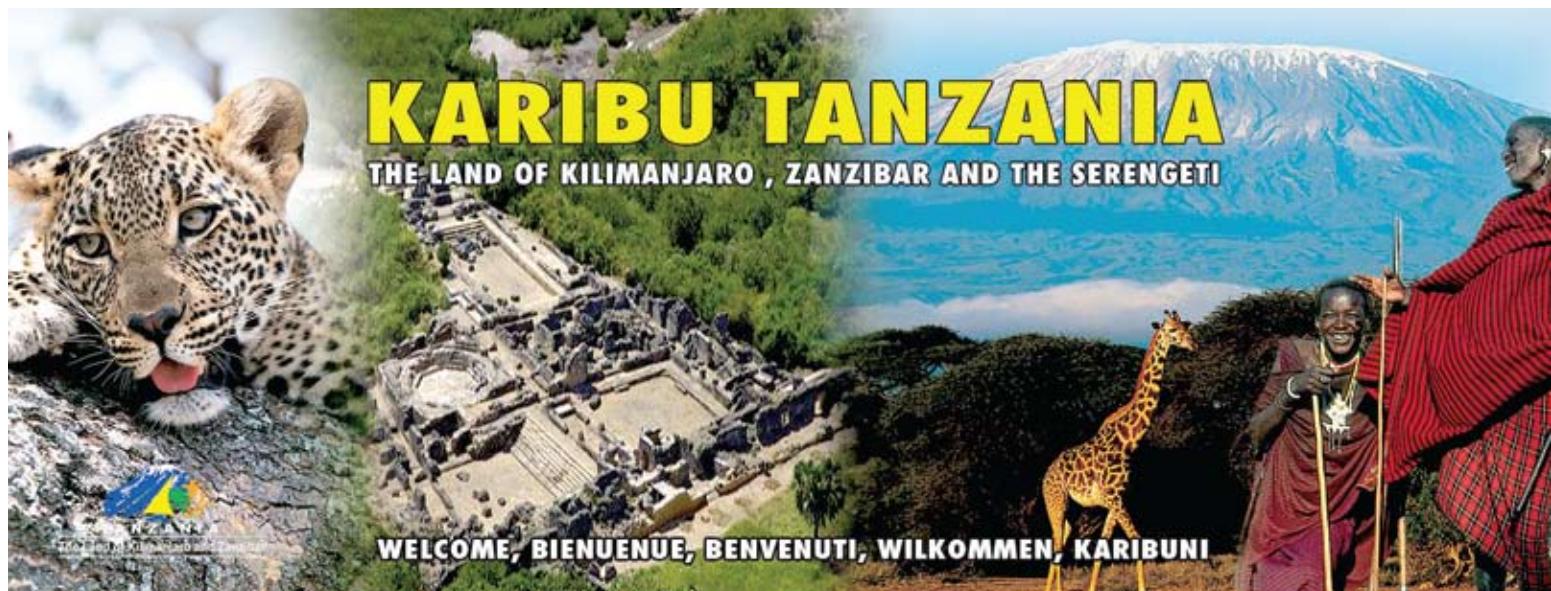
On 19th and 20th November, 2011, Tanzania High Commission, representing the Tanzania Tourist Board (TTB), participated on the convention hosted by the Enterprising Travel Agents Association (ETAA), in Mumbai. In this convention Tanzania High Commission made presentations aimed to inform and add to the Indian Travel Agents' knowledge of Tanzania Tourism attractions and destination, followed by one-to-

the Serengeti and the wildebeest migration, the Ngorongoro – the world's largest intact Volcanic Caldera; the Selous Game Reserve – the largest protected wildlife area in Africa and UN world heritage site; the Kilimanjaro – the roof of Africa and one of Africa's classic images; and the Island of Zanzibar – The spice of Life.

As part of its routine duties, the Tanzania High Commission is responsible for the development and implementation of an effective

bolster Tanzania Tourism in the Indian market.

According to TTB statistics, India tourists to Tanzania have increased from 13,020 in 2006 to 19,101 in 2010 making India the 6th country with the highest number of Tourists visiting Tanzania. The aim of Tanzania Tourist Board is to make these statistics increase substantially and make Tanzania a must-visit destination in Africa for Indian travellers.



one interactive sessions with the Travel Agents. Encouraged by the overwhelming response of the Indian Travel Agents during the convention, Tanzania Tourist Board has decided to increase its participation in many other travel shows and conventions taking place all over India in order to inform and educate the Indian community about Tanzania as a Tourism destination. The ultimate objective is to increase awareness about Tanzania and its numerous unique attractions; like

marketing strategy to create awareness and reeducate the Indian General Public, Tour Operators and Travel Agents about Tanzania as a tourism destination.

In pursuing this strategy, Tanzania High Commission, together with the Tanzania Tourist Board (TTB) and Tanzania National Parks Authority (TANAPA) are currently in the process of organizing a Road Show in Mumbai, New Delhi and other cities in order to

Even though Indians travelling to Tanzania can get their visa on arrival, the Consular section of the Tanzania High Commission in New Delhi has taken specific initiatives to increase and improve its services so as to cater for a quick availability of visa to Tanzania. This is to encourage travelers to acquire visa before embarking on their journey to Tanzania for easy travelling in order to ensure a hustle free arrival in Tanzania. ■

## Bilateral Ties



**Fortis Hospital, New Delhi**

has initiated arrangements for Tanzanian experts to undergo clinical attachments in different hospitals in India in the fields of Cardiology, Cardiovascular Surgery and Nephrology. This helps a lot since doctors and nurses from Tanzania get to learn and be experts in different areas where there is weakness and less knowledge.

Medical tourism is one of the major external drivers of growth of the Indian healthcare. The emergence of India as destination for medical tourism leverages the country's well educated, English-speaking medical staff, state-of-the heart private hospitals and diagnostic facilities, and relatively low cost. Tanzania's healthcare relationship with India has further moved forward whereby Tanzania and India signed an agreement for construction (by Apollo Hospitals) of an Ultra modern multi - specialty hospital in Dar es Salaam as part of its overseas expansion strategy.

The signing was witnessed by Tanzania President H.E. Dr. Jakaya Kikwete and India Prime Minister H.E. Dr. Manmohan Singh when he visited Dar es Salaam on 27th May, 2011.

The project is a great progress in Tanzania healthcare industry as people from foreign countries will come to Tanzania for medical treatment and then explore the vast tourism attractions of the country or establish business contacts ( for Trade or Investment) with their Tanzanian Counterparts.

Moreover, the construction of Modern Super Speciality hospital in Dar es Salaam will save the lives of many Tanzanian patients who can not afford to come to India for treatment and will help to reduce the number of Tanzanian patients who will be sent to India for further medical treatment, hence it will save government funds. For example, in 2010 an amount of almost 11 billion Tanzanian shillings (approximately Usd.7.5 mio.) was spent by MOHSW in treating patients abroad.

Pan-African e-Network project is one of the finest growing examples of bilateral relationship between India and Tanzania. This is the biggest project in distance education and Telemedicine ever undertaken in Tanzania and Africa. The project is also equipped to support e-governance, e-commerce and infotainment. Telemedicine, being one of the

components of Pan-African e-Network project, provides online medical consultation to the medical practitioners at selected hospitals in Tanzania (e.g. Ocean Road Cancer Institute) by Indian Medical experts in various disciplines/specialties. Regular telemedicine and Tele-education have already started through this project. At present, telemedicine consultations are regularly conducted from super speciality hospitals from India e.g. Apollo hospitals to Tanzania referral hospitals on need basis. Moreover, regular Continual Medical Education (CME) has been conducted on this network. It reduces the burden to the government to refer patients abroad for medical care. It also assists in capacity building of Tanzania Health Care Infrastructure.

In conclusion, Tanzania-India medical relationship has been a success, many lives of Tanzanians have been saved, new experts have been generated and in the near future, a Modern Super Speciality Hospital facility is expected to be established in Tanzania with the support of India. ■

# Tanzania Mission in New Delhi Wins The 2012 Inter-Embassies Football Championship

The Tanzania High Commission in India became the Champions of the year 2012 Inter-Embassies Football Championship League which took place in New Delhi from 30th March, 2012 to 1st April, 2012. The annual event involves the participation of teams from the Diplomatic Missions, International Organisations and other Foreign Agencies based in New Delhi. The Host Country, India also participates.

During the preliminary group stages of the League, Tanzania team proved its mighty by mercilessly thrashing all the opponent teams.

The teams beaten by the Tanzania Mission team and the winning margins are as follows: Denmark Embassy (11-0); France Embassy (4-0); India Team (2-0); China Embassy (5-1); Spain Embassy (2-0) and Israel Embassy (6-0).

After emerging as the top winners in their Group, Tanzania team faced Hope team in the quarter finals, who also proved to be no match to the Tanzania team superiority after conceding a defeat of 5 -1 goals.

Tanzania team advanced to face India in the Semi-Finals of the Tournament, whom they also beat by 1-0 goal in continuation of their winning streak, and hence booked a place in the final of the tournament.

Maintaining their unbeaten record in the entire tournament,



Tanzania team faced Botswana Mission Team in the final game of the tournament played on 1st April, 2012 and just like all the other teams, Botswana Team also bowed out after conceding a

2-1 goals defeat. Tanzania Team therefore lifted the prestigious "United Cup" for the year 2012 without a draw or losing a single match. ■



## Tanzania Wins OTM Awards

The United Republic of Tanzania was among more than 700 exhibitors and participants from various countries in the world and several Indian States which participated in the biggest Indian World Travel Mart known as “Outbound Travel Mart” [OTM], which took place in Mumbai and New Delhi, India this year [2012].

Tanzania participated under the umbrella of the Tanzania Tourist Board [TTB] which also delegated other tourism Institutions of the country specifically the Tanzania National Parks [TANAPA] and the Ngorongoro Conservation Area Authority [NCAA].

With the coordination of the Tanzania High Commission in New Delhi, the respective Officials competently and exhaustively accomplished their desirable tasks to this annual event [OTM] that integrates Travel and Tourism Fair [TTF] and Outbound Travel Mart [OTM] to thoroughly brand a positive image of our country’s tourism.

The spirit of solidarity, determination and high quality promotion strategies exhibited by the High Commission and the Tanzania Tourism Officials, won over the Organizers to accolade the country [TTB] with “the

Trophy of Excellence Exhibition” for the displays that took place in Mumbai [ the Bombay Exhibition Center] from 17th to 19th February 2012 and “The Best Print Promotional Material Award” for the Exhibitions that took place at the Pragati Maidan exhibition Grounds in New Delhi from 24th to 26th February 2012.

The 2012 OTM, which is supported by the Ministry of Tourism - Government of India, was declared to be the biggest ever. The event was a great forum of networking opportunity for the International travel and tourism traders who participated.



**The 2012 OTM, which is supported by the Ministry of Tourism - Government of India, was declared to be the biggest ever**

Among the International exhibitors and participants of the “OTM 2012” some came from Turkey, China, Thailand, Sri Lanka and Nepal, Egypt, Philippines, Bhutan, Indonesia, Zimbabwe and Russia. Other countries represented were Argentina, Brazil, Chile, Czech Republic, Dubai, Ecuador, Hong Kong, India, Japan, Macau, Malaysia, Maldives, Peru, Seychelles, Singapore, Switzerland, Taiwan, Tanzania, USA and Uzbekistan.



Indian States which participated were Uttarakhand, Jammu & Kashmir, Himachal Pradesh, Gujarat, Andhra Pradesh, Kerala, Karnataka, West Bengal, Jharkhand, Punjab, Dadra & Nagar Haveli and Maharashtra.

Due to the success of this annual the event and its extensive participation from many countries worldwide, Tanzania will endeavor to take part every year as one of its strategies for promoting further its tourism in India and other countries. ■



## The 38th World Marketing Congress

In the course of implementing Economic Diplomacy for the benefit of the country, the Tanzania High Commission in New Delhi effectively coordinated the participation of Tanzania in the 38th World Marketing Congress on Business opportunities and Marketing Strategies for Eastern Africa: Fresh Look which was held in New Delhi on 10th February 2011.

The Congress which was co-organised by the Institute of Marketing and Management [IMM] and the Ministry of External Affairs of the Government of India deliberated on various issues inevitable to enhance mutual and positive cooperation between India and those countries.

During the considerations, the Participants commended the affluent cooperation between India and the eastern part of Africa, which they believed will continue to prosper forever so

long as there is a consistent commitment from both sides.

They also discussed on various crucial issues which emerged during the presentations, including a report on comprehensive research which was conducted by the IMM on "Business Opportunities and Marketing Strategies for Eastern Africa Countries - Tanzania, Kenya, Uganda, Rwanda, Burundi, and Ethiopia". They also proposed several effective measures to be taken in order to exploit maximum benefit out of the existing cooperation between India and Eastern Africa countries.

During the Meeting, the High Commissioner of the United Republic of Tanzania, H.E. Eng. John W. H. Kijazi, along other EAC Partner States High Commissioners, was honoured with the award of "A Diplomat of the Year".

The Congress was attended by Participants from the Government and Private Sector of India, delegates from Capital Cities of Eastern Africa countries, Representatives of the Diplomatic Missions in India, IMM Students and other Invitees. The United Republic of Tanzania was represented by the Chairperson of the Tanzania Chamber of Commerce, Industry and Agriculture, Eng. Aloys Mwamanga, the Acting High Commissioner, Ms. Badriya Kiondo and Ms. Leluu Abdallah, an official from the High Commission. Both the Ag. High Commissioner and the Chairperson of the TCCIA had opportunities to present Tanzania country profiles.

The 38th World Marketing Congress resolved to further promote trade, investments, joint ventures and collaboration between India and this region of Eastern Africa through bilateral as well as the South-South Cooperation initiatives. ■



Techno Brain Tanzania Office - Employees at Work

## Tanzanian IT Company - Going International

**S**ince the 20th century, IT has been the fastest growing sector in Tanzania. Eventually, IT has impacted tremendous growth across various sectors and also brought vast business opportunities in Tanzania.

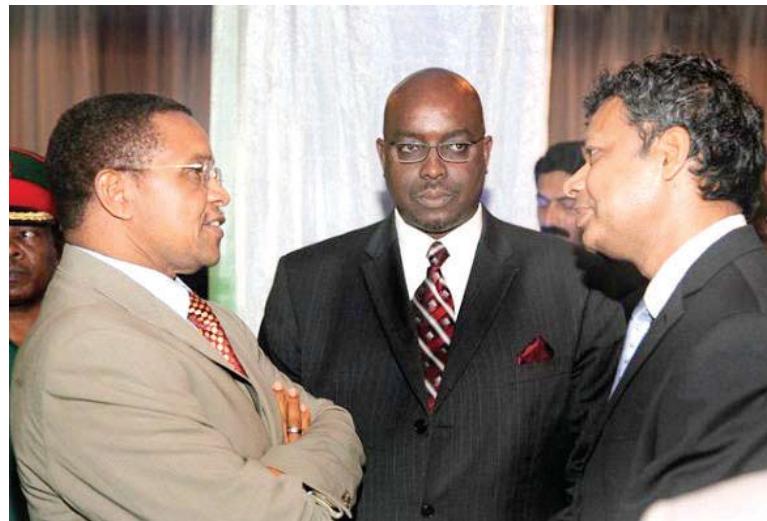
With this advent of IT, 15 years back, a small company, named Techno Brain, commenced its journey by setting up an IT Training center in 1997 in Dar es Salaam. However, unlike other companies, Techno Brain did not stop there and made a strategic move in enhancing its expansion of operations. It sought to offer ICT solutions within the African region. After a decade long journey, Techno Brain, the pioneer of IT in Tanzania, now stands as a leading ICT, IT Training and BPO / ITES services provider in Africa.

In an interview to a Tanzanian daily, Mr. Manoj Shanker, Techno Brain's Group CEO, stated, "Since inception, Techno Brain held a vision to be recognized as a respected, global IT firm, whilst also being committed to society's development. With this vision and continuous support from governments across various African countries and strategic partners, Techno Brain has been able to create a difference in the lives of the common man with various innovative solutions." Now, in true sense, every day and at every stage, Techno Brain's solutions are contributing to the endeavors of government or semi-government bodies in several countries to earn more revenue, ensure national security, enhance financial transparency, monitor drug trafficking, provide better citizen centric services and ensure an environment free of child abuse or violence.

In the latter half of 2000, this Tanzanian IT company felt the need to widen its scope and go global. Thus, with an aim of leveraging the best infrastructure and resource pool available in India, Techno Brain has managed to go beyond borders and set up its first R&D center at Hyderabad in India. Over time, the company has also expanded its operations to USA, UAE and UK. These strategic moves placed Techno Brain in the cadre of a record breaker in terms of international success. Techno Brain became the first Tanzanian IT company to go global and penetrate Indian market, to be recognized as the center of excellence in IT in the world. In 2011, this R&D center has been appraised at Capability Maturity Model® Integration (CMMI) Level 3.

Over the years, Techno Brain has made its mark in Africa as a value added ICT solutions provider. For its contribution towards providing effective and high quality ICT Solutions, the company has won several global awards such as the Country Partner and ISV Partner of the Year by Microsoft and number one IT Company among KPMG's survey of top 100 mid-sized firms.

The journey for this Tanzanian company may not have been easy. However, armed with determination and a soaring vision, there seemed no aim too lofty that could not be achieved. Today, Techno Brain stands as a true example of enduring success as it continues to take giant strides into a promising future!



Manoj Shanker, CEO, Techno Brain Group, in conversation with H.E. Jakaya Mrisho Kikwete, President of the United Republic of Tanzania



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### Welcome to Tanzania High Commission, New Delhi



Dear our Website Visitor,

Welcome! It is indeed my great pleasure to invite you to visit our Official Website of the Tanzania High Commission in New Delhi, India.

# Tanzania High Commission New Delhi Launches a New Website

The Tanzania High Commission in New Delhi India has launched a new web site - [tanzrepdelhi.com](http://tanzrepdelhi.com) - as a part of its efforts to provide better and user friendly services to both the Tanzanian community living in India, Sri Lanka, Nepal, Bangladesh and Singapore as well as to the larger populations living in India and the other countries in South Asia.

"I hope and expect that this website goes a long way in meeting the desire of the general public and the Government/ Public Institutions for an easily accessible and well informed source of information on our High Commission operations, and the various socio-economic

and technical aspects related to the bilateral cooperation between Tanzania and countries of accreditation," Tanzania High Commissioner to India Hon. Eng. John Kijazi said when launching the website in New Delhi.

The High Commissioner said special efforts have been made to ensure that the website serves as an easily accessible source of information on the prevailing business environment and the available opportunities for investment, trade, tourism and cultural exchanges between Tanzania and other countries.

The website also provides tips and easy guidance to help those seeking various services. Through the website, for example Students

from Tanzania looking to obtain a high quality education in India or other Tanzanians seeking medical services in India etc. are specifically encouraged to get in touch with the High Commission by using its official e-mail address [newdelhi@foreign.go.tz](mailto:newdelhi@foreign.go.tz)

Pictures of Staff as well as their email addresses are provided for specific service needed. The High Commission would encourage people to use emails so that they can get timely responses.

The High Commission will continue to roll out new information, updates and news about the activities and events as they happen in New Delhi. So all are encouraged to explore the new website and use it as needed. ■

# Fortis Healthcare Medical Excellence Redefined

**F**ortis Healthcare is a leading integrated healthcare delivery provider in the Pan Asia-Pacific region. Founded by the iconic Indian business leader, the Late Dr. Parvinder Singh, architect of Ranbaxy Laboratories, Fortis is a manifestation of his vision "to create a world-class integrated healthcare delivery system, entailing medical skills combined with compassionate patient care". The company is the fastest-growing healthcare network across the Asia-Pacific and has the largest hospital network in India, with the highest number of quality accredited hospitals. Fortis aspires to become a global leader in the integrated healthcare delivery space and is driven by the larger purpose of saving and enriching lives through clinical excellence.

Fortis commissioned its first hospital in 2001 in North India and, in just 10 years, has grown to become a multi-geography, multi-vertical, integrated healthcare provider in 10 countries. Currently, the company operates its healthcare delivery network in Australia, Canada, Dubai, Hong Kong, India, Mauritius, New Zealand, Singapore, Sri Lanka and Vietnam with over 75 hospitals, more than 12,000 beds, 580 primary care centres, 188 day care speciality centres, 190 diagnostic centres and a talent pool of over 23,000 people.

Fortis Healthcare has grown rapidly through acquisitions, greenfields, brownfields and management contracts. Fortis India created history with the acquisition of five properties from Escorts Heart Institute & Research Ltd Hospitals in 2005, the biggest deal in the Indian Healthcare sector. Fortis broke its own record in 2009, with the Wockhardt deal valued at Rs. 909 crores, which involved the acquisition of 10 hospitals (including two under construction) and allowed Fortis a presence across India with an employee strength of over 10000.

Fortis India made its first international foray in January 2009, acquiring majority stake in a leading private hospital in Mauritius along with a local partner. In September 2011, the company announced the acquisition of Fortis Healthcare International Private Limited. This acquisition gives Fortis Healthcare a dominant position in the rapidly evolving healthcare delivery marketplace in Asia Pacific. The combined entity becomes one of the largest and the fastest-growing integrated healthcare delivery networks in the globe's highest evolving markets. Over the last decade, Fortis Healthcare group has evolved as a front runner in healthcare delivery. ■

[www.fortishealthcare.com](http://www.fortishealthcare.com)





# Tanzania's Tourism: Unlocking The Potentials

Mont Kilimanjaro as seen from Moshi Town (seen here Kibo and Mawenzi Peak) during the rainy season

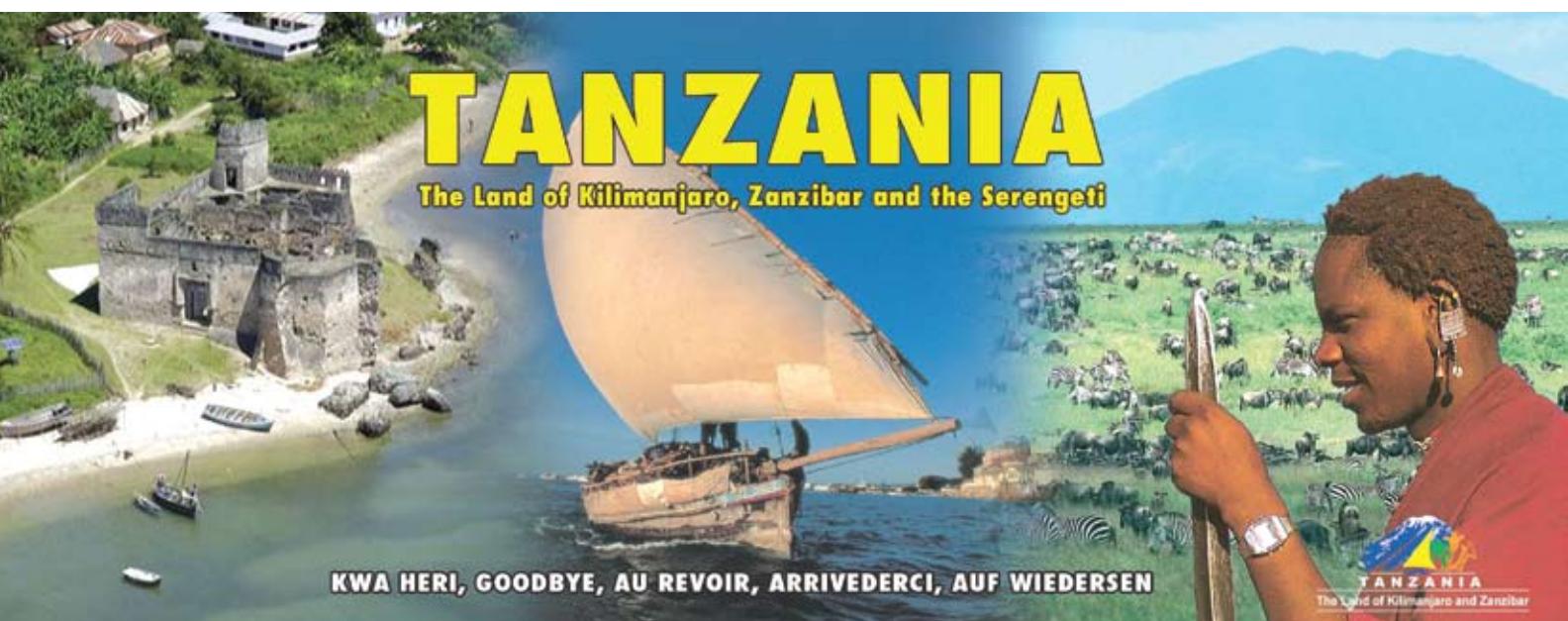
Tanzania boasts of a range of world-class tourist attractions, offering the tourist an unforgettable experience. The wilderness and particularly the game viewing experiences in Tanzania are widely regarded as the best in Africa. This was endorsed by the World Economic Forum in 2011 in their competitiveness report, rating Tanzania's quality of natural resources the second in the world, after Brazil's. The

wildlife areas in Tanzania are the places to see seemingly endless herds of animals, and in the case of the Serengeti National Park, the wildebeest and zebra trekking across the plains on their annual migration, accompanied by predators and welcomed by crocodiles as they cross the Grumeti and Mara rivers.

Conservation of the natural resources is at the heart of tourism development planning in Tanzania, designating nearly

30% of its land mass as wildlife protected area, with 15 national parks, three marine parks, over 30 game reserves and the famous multiple land use Ngorongoro Conservation Area where wildlife co-exist with the Maasai pastoralists and their herds of cow and goat.

In addition to the broad categories of nature-based, notably wildlife tourism experiences, Tanzania offers other tourism sites that appeal to specialized





Cultural Dance

segments (niche markets), including the paleontological and archaeological sites. The Laotoli (footprints), the Olduvai Gorge (hominid fossils), and the Tendaguru formation (a place where Dinosaurs skeletons were excavated a century ago, now sitting in a museum in Germany) are only a few fossil sites that have been discovered in Tanzania.

Seven of the various natural and cultural sites in Tanzania are recognized by the United Nations Educational, Scientific and Cultural Organisation (UNESCO) as World Heritage Sites, namely the Ngorongoro Conservation Area, including the Ngorongoro and Empakaai Craters and Olduvai Gorge; the Serengeti National Park; the Kilimanjaro National Park; Mount Meru; the Selous Game Reserve; the Ruins of Kilwa Kisiwani and Songomnara; the Kondoa Rock Art Sites; and last but not least, the Stone Town of Zanzibar.

Lonely Planet, the largest travel guide book and digital media publisher in the world, endorses Tanzania's tourist product, recommending it to the world in 2011 among the top 10 destinations, based on scores for topicality, excitement, value for money and the X-factor (an

indescribably quality that makes one candidate more desirable than another). Lonely Planet asserts that Tanzania has the whole panoply of east Africa's wildlife – including such rarities as the red colobus monkey, black rhino, hawksbill and leatherback turtles and Pemba flying foxes – concentrated in an unrivalled collection of parks and reserves.

The New York Times, Travel Section, of January 6, 2012, on the other hand, recommended Tanzania in the 7th place of 45 places to go in the world,

affirming that Tanzania is coming into its own as an upscale safari destination, being at the top of the list of African countries.

According to Lonely Planet and other Tanzania travel guides, the top destinations in the country include the Serengeti National Park; Mount Kilimanjaro National Park; Zanzibar (East Coast and Stone Town) and Pemba; the Ngorongoro Crater; and the Selous Game Reserve. Others are Mahale Mountains; Tarangire National Park; Lake Manyara National Park; Katavi National Park; Ruaha National Park; and Mafia Island (East Coast).

Mafia Island is one of the few destinations in Tanzania that have recently received recognition. This product endorsement came from the Sunday New York Times, Travel Section, in January 2012. In March 2012, Zanzibar, on the other hand, became the winner of the annual Russian tourism consumer award "Star Travel.ru"-2011. The islands won the award for "Best Resort in Africa (excluding Egypt)," among 23 resorts nominated by tourists and travellers for the award.

At the growth rate of 10% per annum, the future of international





**tanzania-luxury-safari-bilila-lodge-kempinski**

tourism flows into Tanzania looks promising, reaching 867,992 visitors at the close of 2011. The various tourism industries, notably the international airlines serving Tanzania see this demand. Qatar Airways is the most recent manifestation of this growth in international tourism demand. Currently Qatar Airways flies Doha-Dar-Doha, twice a day and has announced a new service, to Kilimanjaro, increasing the weekly frequency between Qatar and Tanzania to 28, with the Doha-Kilimanjaro service commencing July 2012.

More airlines will increase frequencies and capacity in the near future, as tourism demand is poised to grow. The prevalent political stability, peace and street safety; coupled with the world-class natural resources are attributable to the growth in Tanzania tourism demand. As physical infrastructure, notably aviation infrastructure, is being improved, tourism demand to Tanzania will grow in leaps and bounds. More and more tourism products (Attractions

that are Accessible, with quality Amenities) will be made available at the tourist market.

Katavi National Park, in particular, will in the very near future become a state of the art wilderness tourist product, thanks to the refurbished Mpanda Airport in the Western part of the country, which is only 40 kilometres away from Katavi National Park. This airport has its 2km-runway paved, potentially able to accommodate large aircraft such as ATR 72. This will be a product for visitors seeking real wildlife experience, because the animals are wild in its true sense, unlike those in the more civilized parks such as the Serengeti.

Policies and pieces of legislation that provide a better platform for tourism growth are increasingly being promulgated in Tanzania, with the most recent one being the arrangements whereby beginning January 2012, departing visitors receive a Value Added Tax (VAT) refund on their purchases. This means more and more artefacts and handcrafts, including Tingatinga paintings and Makonde

(ebony) carvings, local fabrics (khanga, vitenge and batiks), gem stones and other Tanzanian products (tea, coffee, liquor such as Konyagi) will be purchased by visitors.

The Tanzania International Marketing Strategy (2012 – 2017) emphasizes a more focused approach to market targeting, with fewer markets (potentially) providing large market share. In this strategy, the BRICS (Brazil, Russia, India, China, and South Africa) will be given special attention. However, e-Marketing (e-Tourism) will also be key means of communication to the world, recognizing that more and more people use the internet as their source of information as well as a place to purchase holidays, online.

Considering the commitment by the government to developing tourism through infrastructure development and putting in place favourable policies and with integrated planning, the tourism industry will become a very significant one providing better life to the people.

# Hon. Mary Nagu's Visit to India

## 13 – 19 November 2011

The Minister of State, Prime Minister's Office responsible for Investment and Empowerment Hon. Dr. Mary Nagu made seven days Official visit to India where she also soundly participated in the 27th India Economic Summit which took Place in Mumbai [State of Maharashtra] from 13th to 14th November 2011.

Other African Delegates who also attended the Forum which brought together more than 800 global and regional leaders from 42 countries were from Mozambique, Ethiopia and Nigeria. The two Days Economic Forum was particularly convened as groundwork for the then awaited World Economic Forum which was scheduled for March 2012 at Davos.

The responsive deliberations of the Participants throughout the Summit were deeply focused on the basic features of sustainable development including management of agriculture, water, renewable energy and its sustainable consumption, to improve the education system, investment in much-needed infrastructures, to ensure an equitable distribution of opportunities as well as the new forms of public private partnership.

Hon. Mary Nagu, who led a two people Delegation from Tanzania, also had an opportunity to address the Summit and share



**Mary Michael Nagu, Minister of State for Investment and Empowerment of Tanzania and Mr. Anand Sharma, Minister of Commerce and Industry, Textiles of India at the Trading for Aiding the Global Economy (Plenary Session) during the India Economic Summit 2011 in Mumbai, India, 12-14 November, 2011**

her country's experience [in those areas] with the Summit participants. Another Tanzanian Delegate who was present at the Forum was Ms. Susan Mashibe from the Private Sector.

On the sidelines of the Summit, Hon. Minister also had encouraging business discussions related to investment in Tanzania with the Representatives of the "Ruchi Soya Industries Limited" [RUCHI] namely Mr. Amit Jain [Assistant to Managing Director] and Mr. Sarvesh Shahra [Business Head Consumer Brand] who were also attending the Meeting. Their discussion ended-up by both parties establishing to properly

continue with their delightful initiatives to the success.

Besides, the Minister, made a two days visit [15th – 16th November 2012] to Jain Irrigation System where she held a special meeting with the founder of the Company Mr. Bhavaval Jain and other Company's Senior Staff.

Subsequent to a thorough and inspiring discussion, both sides [Tanzania Delegation led by Hon. Nagu and the Jain Irrigation System led by Mr. Jain] confidently settled to efficiently play their parts in order to expedite the constructive course of action for Tanzania Agriculture Sector to eventually benefit from the services of Jain Irrigation System. ■

# Quest for Promoting Tourism Between Tanzania and India



Tanzania Tourism Exhibition Stall

Tanzania is famously known as "The Land of Kilimanjaro, Zanzibar and the Serengeti". Tanzania is a must-visit Tourism Destination. Not only that the Country is proud to be the home of the highest "free standing" mountain in the World (Mt. Kilimanjaro-the roof of Africa), but it also has other plenty, rich and diverse Tourism attractions.

While in the year 2006 the number of Indian Tourists who visited Tanzania was only 13,020, the number increased to 19,101 in 2010. Currently, India is ranked as the 6th Country with most

Tourists to Tanzania. However, given the huge population of India (1.2 billion people), Tanzania is yet to fully tap on the India's big source market of Tourists. Hence, the Ministry of Natural Resources & Tourism, Tanzania Tourist Board (TTB), Tanzania National Parks Authority (TANAPA), Ngorongoro Conservation Area Authority (NCAA), Tanzania High Commission in India and other respective authorities have now strategized to roll-out a well packaged marketing plan focusing on the Indian Tourism market.

The obvious question one may ask is why he/she should choose

Tanzania as his/her next Vacation or Tourism destination? Here are some few tips for guiding you to make an informed decision:

- (i) Visiting Tanzania for Wildlife and Nature Safaris guarantees you of a "once in a lifetime" experience, unlike anything you have encountered before, due to Tanzania's Rich Biodiversity.
- (ii) Visiting Tanzania will get you the experience of an authentic and active adventure filled with fun, like Climbing Mount Kilimanjaro.
- (iii) If you visit Tanzania, you get the option of an Indian Ocean

## Bilateral Ties

Beach Vacation in the Islands of Zanzibar and Pemba (The Spice Islands), Mafia Island or the Coastal shores of Mainland Tanzania.

(iv) Visit Tanzania to experience, through Eco-Tourism, what the country is doing to preserve the environment while creating superb Tourism opportunities.

(v) A visit to Tanzania will take you to some of the worldwide famous Historical Tourism Sites like Zanzibar, Bagamoyo, Kilwa, Olduvai Gorge etc.

(vi) Due to Tanzania's diversity in its tribes and culture (it has more than 120 Tribes), a visit to the country, through "Cultural Tourism" will definitely provide you with an excellent opportunity to add to your perspective some New Cultural Experiences. Tanzanian's are well known for their innate kindness and hospitality.

(vii) Visiting Tanzania will provide you with a wonderful opportunity of Marine Tourism whereby you can view the underwater paradise of the Diverse Marine Species in various locations within one country.

(viii) Tanzania Tourism packages can also offer you a "Peace, Relaxation and Pristine Beauty Program" in remote places, far away from the hustles of daily activities.

(ix) Ngorongoro Crater is the World's Largest intact Volcanic Caldera. Visiting Tanzania will enable you to witness/view the incredible awesomeness of the Crater, with herds of wildlife concentrations in the Crater.

(x) Visit Tanzania to see the Serengeti National Park, famed for its annual migration when more than six million wildebeests, Zebra and Gazelles march in one direction as one group in search of fresh grazing.



**Hon. Ezekiel Maige, Minister for Natural Resources and Tourism presents a rhino carving to Mr. Mukesh Ambani, the leader of Reliance Group of companies in Serengeti**

(xi) If you visit Tanzania, you have the unique opportunity of undertaking a specialized Chimpanzee Trekking Safari.

These are some of the Tourism experiences awaiting you in Tanzania.

It is high time now you start planning your next Tourism trip to destination Tanzania. You will never regret, you will get value for your money and surely, once you get started, you will continue to go

back to Tanzania again and again as there will never be enough time for you to fulfill your quest for the unique Tanzanian Tourism fun-filled adventures. ■

For any further inquiries when planning your trip, you may contact us at the:

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Email: [newdelhi@foreign.go.tz](mailto:newdelhi@foreign.go.tz)

Tel.: +91 11 24122864/65

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**The Land of Kilimanjaro, Zanzibar and the Serengeti**

# Investment Opportunities Available in Tanzania in Various Sectors

## AGRICULTURE

Tanzania has 44 million hectares of land suitable for agriculture.

Opportunities exist in the following areas;

- establishment of large scale commercial farming for food and cash crops.
- establishment of agro-processing projects

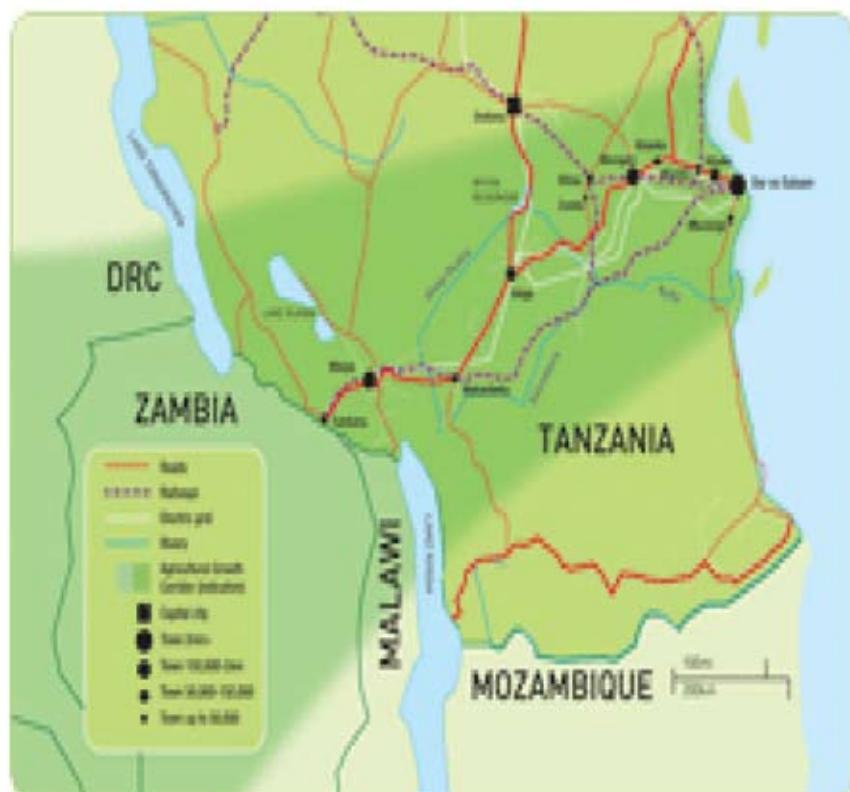
### *The Southern Agricultural Growth Corridor of Tanzania*

The Southern Agricultural Growth Corridor of Tanzania (SAGCOT) is a public-private partnership which aims to boost agricultural productivity in Tanzania and the wider region. SAGCOT will promote “clusters” of profitable agricultural farming and services businesses, with major benefits for smallholder farmers and local communities

#### Projects

SAGCOT will identify existing and potential project opportunities in the corridor in the infrastructure and agriculture sectors. Six cluster developments have been identified along the southern corridor of Tanzania.

Investment opportunities lie in the sectors of Agriculture development, infrastructure development (Roads, Ports, Railways) and Power development.



NARCO is a parastatal organization with the responsibility of producing beef cattle for Domestic and Export markets.

National Ranching Company (NARCO) has eight (8) existing core ranches comprising of an area of 230,384 hectares with nearly 45,000 heads of cattle, 3,025 sheep and 2,000 goats.

National Ranching Company ranches have the total capacity of 92,500 animals. NARCO cattle are raised on natural pastures and mineral water.

The company has a total of 124 non core ranches with total area of 289,069 hectares which are sub-leased to private livestock keepers.

Investment opportunities are in Kongwa Ranch (Dodoma), Misenyi Ranch (Kagera), Mabare (Kagera), Kagoma (Kagera) and Kalumbo (Rukwa)



## EXTRACTIVE

- Establishment of large scale mines to produce gold, silver, base metals etc.

# Investment Opportunities



- Development of industrial minerals to produce kaolin, gypsum, marble etc.
- Establishment of mineral processing projects such as gold refinery, gemstone cutting and polishing, jewellery manufacturing
- Investment opportunities in oil and gas exploration

## INFRASTRUCTURE

- Construction of Roads, Bridges, Ports, Railways, Airport, ICT, Power generation and distribution, Industrial parks

under different arrangement such as:-

- Build - Operate - Transfer (BOT)
- Design - Build - Operate - Maintain (DBOM)
- Build-Lease-Transfer (BLT)
- Build - Own - Operate (BOO)
- Build - Own - Operate- Transfer (BOOT)

## TOURISM

- Hotels
- Establishment of convention centres
- Tourist local transport

- Beach development
- Amusement Parks
- Restaurants
- Sports tourism - Golf course
- Medical tourism - Specialized hospitals

## MANUFACTURING

- Light industries
- Agro processing
- Food processing
- Mineral processing
- Assembling
- Intermediate industries
- Heavy industries.

## HUMAN CAPITAL DEVELOPMENT

- Universities
- Technical colleges
- Hospitals
- Referral Hospitals
- Specialized Hospitals
- Specialized schools (eg sports)

## HUMAN CAPITAL DEVELOPMENT

- Clean and safe water supply projects
- Waste water treatment projects

### Specific Investment Projects Seeking Investment/ Joint Venture Partnership

#### POWER PROJECTS

##### Hydro Power Projects

###### Ruhudji

Installed capacity (358MW),  
Investment cost US\$ 407.4 M

###### Rumakali

Installed capacity - (222MW)  
Investment cost US\$ 336.7M

###### Songwe River

Installed capacity - (more than 300 MW)  
Investment cost US\$ 415 M

##### Ngaka Coal Power Projects

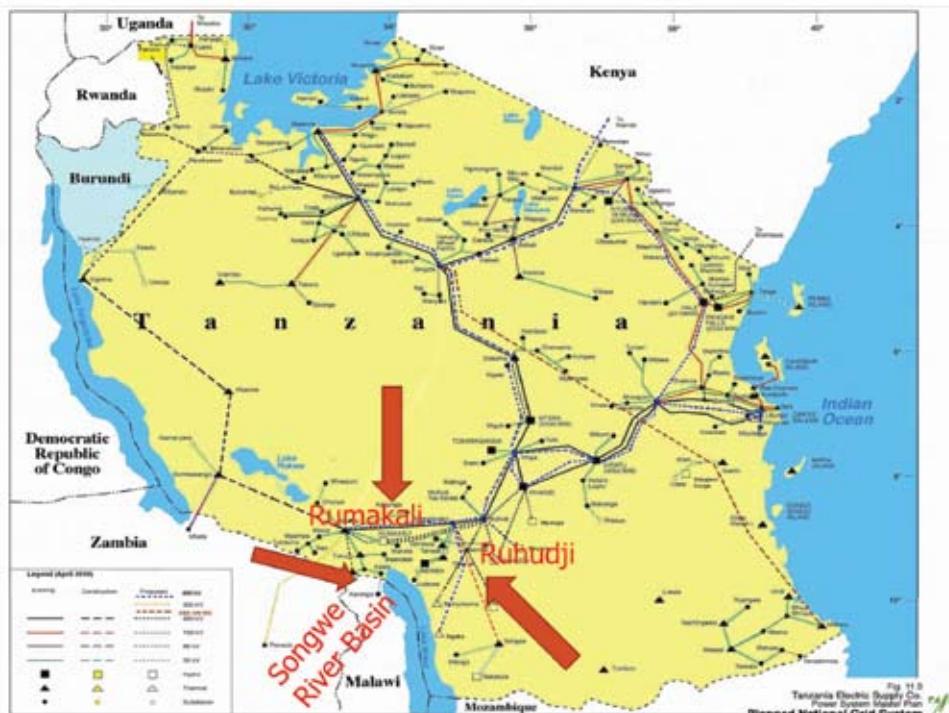
The project involves opening up a surface open cast mine of 2.0 mil tons per annum and setting up a 400 MW Thermal Power Station to be connected by a transmission Line to the National Grid at Mufindi (300km).

##### Kisaki Geothermal Project

The project seeks to establish the potential of these geothermal occurrences turning them into profitable power generating ventures. Funds to undertake detailed geophysics and drilling to establish geothermal potential, and complete a bankable feasibility is estimated at US\$10-25m. Capital investment and Initial working capital for both power plant development estimated at US\$250-400m for a 100MW power generator.

Power transmission cost is estimated US\$150-200m for 120-160km

## SITES FOR POWER PROJECTS



#### Rehabilitation and Expansion projects

The project is estimated to cost **US Dollar 130.2M** for six regions. The names of regions are

- Mbeya
- Kagera
- Singida
- Manyara
- Ruvuma and
- Rukwa.

#### PORT PROJECTS

- Development of Mbegani Port Estimated Investment Cost **US\$ 1 Billion**
- Development of Mwambani Port Estimated Investment Cost **US\$ 700 Million**
- Kisarawe Cargo Freight Station Estimated Investment Cost **US\$ 280 Million**
- Expansion and Modernization of Mtwara Port Estimated Investment Cost **US\$ 184.1 Million**

- Dar es Salaam Harbour Water Front Development Estimated Investment Cost **US\$ 220 Million**
- Strengthening and deepening of Berth 1 - 7 Estimated Investment Cost **US\$ 510 Million**
- Modernization for operations for dry bulk cargo Estimated Investment Cost **US\$ 3.5 Million**
- Development of dry/Floating dock facilities Estimated Investment Cost **US\$ 20 Million**
- Development of Kilwa, Pangani, Mafia and Lindi as fishing ports Estimated Investment Cost **US\$ 4.5 Million**

#### AIRPORT PROJECTS

##### Development Projects at 17 Major Airports

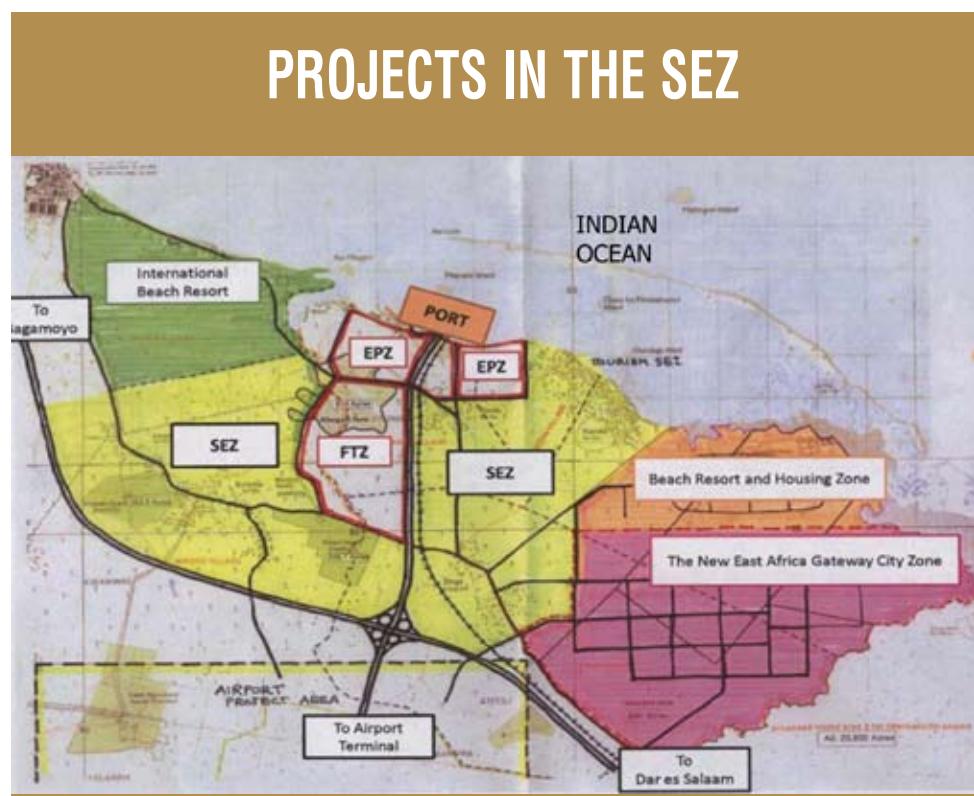
- Julius Nyerere International Airport, Estimated investment - **US\$350 Million**

## Investment Opportunities

2. Mwanza - Estimated investment **US\$ 60 Million**
3. Arusha - Estimated investment **US\$ 41.3 Million**
4. Mtwara - Estimated investment **US\$ 40.0 Million**
5. Msalato - Estimated investment **US\$ 105 Million**
6. Songwe - Estimated investment **US\$ 35.0 Million**
7. Bukoba - Estimated investment **US\$ 19.7 Million**
8. Kigoma - Estimated investment **US\$ 62.8 Million**
9. Mafia Island - Estimated investment **US\$ 20.2 Million**
10. Shinyanga - Estimated investment **US\$ 21.1 Million**
11. Sumbawanga - Estimated investment **US\$ 32.9 Million**
12. Tabora - Estimated investment **US\$ 26.8 Million**
13. Tanga - Estimated investment **US\$ 30.0 Million**
14. Lake Manyara - Estimated investment **US\$ 25 Million**
15. Musoma - Estimated investment **US\$ 25.0 Million**
16. Singida - Estimated investment **US\$ 20.0 Million**
17. Moshi - Estimated investment **US\$ 20.0 Million**

### PROJECTS IN THE SEZ & FEZ

- Projects envisaged in the SEZ AND FEZ [EPZ & FP] include;



- Development of Industrial Park/warehouses,
- Trade Parks, Technological Parks,
- Tourism Industry, Real Estates,
- Logistics Centers,
- Financial Institutions
- Construction of an Airport/ Airport servicing
- Construction of a Port/ Functional seaports,
- Manufacturing
- Assembling
- Packaging

### NDC PROJECTS The Lake

Natron Soda Ash project

The project will involve setting up of a soda ash processing plant with the capacity of 500,000 metric tones per annum (MTPA) and later on to be expanded to at least 1,000,000 MTPA.

The project will involve pumping of liquid sodium carbonate (brine) from Lake Natron to the processing plant for producing soda ash. The estimated investment cost is US\$ 150.0 million.

### Important Contacts

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For Investment Guidelines visit websites: [www.tic.co.tz](http://www.tic.co.tz) / [www.investzanzibar.org](http://www.investzanzibar.org)

# Diplomatic Staff at the Tanzania High Commission, New Delhi, India



**Ambassador Eng. John W.H. Kijazi**  
High Commissioner of the United Republic of Tanzania



**Mrs. Badriya Kiondo - Head of Chancery -**  
Minister Plenipotentiary/Administration



**Ms. Felistas Mwalukasa**  
Minister Plenipotentiary /  
Consular Affairs



**Brig. General Issa S. Nassor**  
Defence Advisor



**Ms. Leluu Abdallah-Counsellor /**  
Political and Economic Affairs



**Mr. Yahya Mhata**  
Financial Attaché



**Dr. Khery Goloka**  
Medical Attaché



**Mrs. Fadhlila Mwindadi**  
Personal Secretary to the  
Head of Mission



Diplomats and locally engaged staff at the Tanzania High Commission in New Delhi led by the High Commissioner, Ambassador Eng. John W.H. Kijazi

# Engineering Export Promotion Council (EEPC) Visits Tanzania

**A**mong the results of the Tanzania Missions' initiatives to encourage more business and investment from India to Tanzania, representatives of 15 Indian Engineering Companies [Members of the Engineering Export Promotion Council - EEPC] made an inspiring four-day visit to Tanzania from 2nd – 5th April 2011.

While in Tanzania, the Delegation met and discussed with various Government Officials as well as Private Sector Executives important matters pertaining to the enhancement of economic cooperation between India and Tanzania.

During their stay, the EEPC delegation held discussions with the then Commissioner of Energy and Petroleum Affairs, Mr. Bashir Mrindoko (now he is the Deputy Permanent Secretary Ministry of Water), who appealed for their support to the Government initiatives to trim down power supply problem by investing in energy. He also solicited investments in the mining sector. The call was also made for the Engineering Companies to help out the development of the small scale miners by supplying them with suitable equipments.

The EEPC delegation led by Mr. Jaysinh Babla also met their Tanzanian counterparts in a bid to explore suitable areas of investment opportunities where they can collaborate. Mr. Babla appealed to his Colleagues to seriously reflect on the possibility of investing in solar energy in order to assist Tanzania Government in addressing the power supply



Welcome address by Shri R. K. Mutha, Regional Chairman, EEPC INDIA, and Southern Region



Mr. K. Kasthurirangaian, EEPC India, Functional Committee Chairman for Coimbatore presenting bouquet to Mrs. Leluu O. Abdallah from Tanzania High Commission

shortage especially in the rural areas.

In continuation of the collaboration between Tanzania and EEPC, the Tanzania High Commission in India attended a daylong Seminar {Focus Africa: Business and Investment Opportunities} which was organised by the EEPC INDIA, held at Coimbatore in the State of Tamil Nadu on 29th June 2011 to strengthen

the bilateral economic cooperation between India and United Republic of Tanzania.

During this highly productive Seminar, the representatives of various Indian Engineering Companies had an opportunity to listen and to deliberate on the comprehensive African countries [including Tanzania] presentations as well as to have positive interaction with the African Diplomats. ■



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Lucky Group is a leading Engineering, Procurement and Contracting Company based in India. Established in 1990, the Group is ISO 9001:2008 certified, Government of India recognized business entity. The Exports arm of Lucky Group enjoys the status of a Star Export House awarded by the Government of India for 15 consecutive years.

## **Objectives**

- Innovative Technology
- Timely Delivery
- Assured Quality
- Resource Optimisation
- Customer Satisfaction

The Group has a widespread global footprint spanning the Russian Federation, United Arab Emirates, Syria, Ethiopia, Sudan, Senegal, Ivory Coast, Togo, Guinea Conakry, Benin, Ghana, Burkina Faso, Mozambique, Tanzania, Rwanda, Uganda, Zambia, Namibia, Chad, Lesotho, Malawi, Mauritania, Sierra Leone and Burundi.

The Lucky Group consists of three key corporate entities:-

- **Lucky Exports**
- **Expotec International Limited**
- **Coppice Technologies Private Limited**

## **Lucky Exports & Expotec International Limited**

are committed to offer World class products and services to the International market with emphasis on value added operations, stringent quality norms and adherence to professional commitments.

The Group has four divisions:

- Engineering Projects Division
- Agrotechnology Division
- Energy Division
- Education, Healthcare and Capacity Building Division

## **Coppice Technologies Private Limited (CTPL)**

offer service in Information Technology/Software Development and Telecommunication. CTPL is also committed to partner with institutions to build human capacity for knowledge economy.



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e-mail: [mohit.singh2@fortishealthcare.com](mailto:mohit.singh2@fortishealthcare.com), [priyanka.chaggan@fortishealthcare.com](mailto:priyanka.chaggan@fortishealthcare.com)