

Trade Capacity Building:

Case Studies:

Tanzania



Situation Before

Tanzania's profile as an investment location among the international business community needed attention. A number of pressing issues hindering the flow of investment into the country were identified and analysed. These included contradictory government policies and regulations for investors, complicated and non-transparent investment clearance processes, lack of information to facilitate investment decisions, an excessively complex taxation regime and weak infrastructure.

Situation After

During the three years of implementation of the Integrated Programme for Tanzania, the core objective was to improve the investment environment in the country. In particular, various activities related to national policies were coordinated and synergies between them were exploited. Sub-sector profiles were formulated and investment opportunities identified with special emphasis on the food, leather and textile sectors. Environmental assessments were used in the screening of investment proposals. Cooperation among local stakeholders was given an important momentum through the establishment of the Tanzania National Business Council. UNIDO drafted new Investment

Regulations, recommended changes to the existing Investment Code and organized a workshop bringing together all national stakeholders in investment issues. As a result of the workshop recommendations, an inter-ministerial Investment Steering Committee (ISC) has been established to resolve problems at the highest level of Government and initiate the legal changes necessary to improve the investment environment. In addition, the Government has raised the status of the Tanzania Investment Center (TIC) and its ability to drive national investment promotion policy by doubling its budget allocation and enhancing its capacities with additional staff. The investment project profiles prepared with the TIC were promoted through the UNIDO international network of Investment Technology Promotion Offices (ITPOs), which also hosted TIC staff, providing them with training and facilities for promotion of their projects. To strengthen the information side of the promotion efforts, UNIDO has prepared sub-sector profiles for leather and textiles sub-sectors and assisted TIC in updating the Investment Guide to Tanzania as well as upgrading their computer systems.

Concrete Results

Expressions of interest in projects received from 27 companies in France, India, Japan, Malaysia, the Netherlands and UK A very successful country tour organized by ITPO France has generated interest in Tanzania among large sections of the French business community Support programme planned for TIC to organize meetings between prospective partners and provide pre-investment assistance such as technology transfer and joint venture agreement formulation, negotiation mediation, feasibility studies, accessing financing, etc.

Donors

Denmark