


INVESTING IN TANZANIA


Comprehensive Investment Guide for
Foreign & Diaspora Investors



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WELCOME TO TANZANIA!

THE EAST AFRICA'S EMERGING INVESTMENT POWERHOUSE

Tanzania stands at the intersection of stability, opportunity, and long-term strategic growth. With one of Africa's most peaceful histories, a fast-growing population approaching 70 million, and vast natural resources, Tanzania is positioning itself as a leading destination for investors seeking sustainable opportunities.

What makes Tanzania unique is not only its economic potential, it's the predictability. A stable political environment, consistent policy direction, and major government investment in infrastructure create a foundation rarely found in frontier markets.

This guide is designed to help investors understand:

- Tanzania's macro landscape
- The most promising investment sectors
- Government incentives
- Regulatory processes
- Market-entry steps
- Risk management
- Practical insights for doing business

Whether you are exploring new markets, expanding an existing portfolio, or evaluating long-term opportunities, Tanzania offers an environment where your investment can grow with confidence.

TANZANIA AT A GLANCE

67M+ Population (2024 est.)

44M Hectares arable land

5.2% GDP growth (2023)

57 trillion cubic feet (TCF)
natural gas

#2 Fastest-growing economy
in East Africa

Top 4 gold producer in Africa

1,400 km Indian Ocean coastline

#1 For unique Tanzanite globally

Tanzania is one of Africa's most resource-rich and demographically powerful nations. It combines youthful labour, abundant land, stable governance, and unmatched geographic positioning bordered by eight nations and serving as a trade corridor for six landlocked countries.

Key Strengths Include

- Diverse economy (agriculture, mining, tourism, manufacturing, gas)
- Rapid urbanization, especially in Dar es Salaam (expected to reach 10 million by 2035)
- Strong regional influence within EAC and SADC
- Significant government investment in ports, railways, power plants, and roads

Tanzania is not merely growing, but it is structurally transforming into a regional economic powerhouse.



UNDERSTANDING TANZANIA'S INVESTMENT ADVANTAGE

Before exploring specific sectors, it's important to understand why Tanzania has become one of Africa's most promising investment destinations.



The reasons go beyond natural resources or geography, yet they are rooted in a unique combination of stability, demographics, infrastructure upgrades, economic reforms, and a consumer market that is growing younger, wealthier, and more urban.

Investors are not only choosing Tanzania for what it is today, but for what it is becoming over the next decade:



- A regional industrial hub
- A logistics gateway for East & Central Africa
- A top food producer feeding global markets
- A rising tourism and hospitality powerhouse
- A future centre for energy, digital, and mineral-based industries

STRONG POLITICAL & ECONOMIC STABILITY

Tanzania is one of the most politically stable countries in Africa with over six decades of peaceful transitions, national unity, and consistent policy direction. Investors value Tanzania because it has avoided the political volatility, coups, and civil unrest that have affected many nations in the region.

On the economic side, Tanzania maintains predictable fiscal management, manageable inflation levels, controlled debt-to-GDP ratios, and prudent macroeconomic reforms aligned with long-term development plans like Vision 2025.



WHY THIS MATTERS TO INVESTORS

- Lower entry risk
- Predictable business environment
- Protection of long-term capital
- Reduced currency shocks
- Stability for infrastructure and industrial projects



- Inflation maintained between 3-5% for more than a decade
- Consistent GDP growth above 5% even during global disruptions
- Strong diplomatic and trade relations across Africa, Europe, Asia

Stability is the highest form of investment security, and, Tanzania has made it a national asset.

GATEWAY TO A 300+ MILLION CONSUMER MARKET

Tanzania's strategic geographical position gives it unmatched reach across East, Central, and Southern Africa. With a long Indian Ocean coastline and modernizing ports, Tanzania acts as a logistics and transit hub for both domestic and regional trade.

WHO RELIES ON TANZANIA'S PORTS?

- Zambia
- Malawi
- Rwanda
- Burundi
- Uganda
- Estern Congo

In addition to this transit role, Tanzania is part of powerful trade blocs

- EAC: 283M+ consumers
- SADC: 360M+ consumers

This means manufacturers based in Tanzania can export duty-free or preferentially to a vast regional market.



WHY THIS MATTERS TO INVESTORS

- Ideal base for regional manufacturing
- Reduced export costs
- High demand for processed goods
- Efficient distribution from Dar es Salaam port
- Strong comparative advantage over landlocked countries



INFRASTRUCTURAL STRENGTH

- Dar Port capacity expansion
- New container terminals
- SGR modern rail corridor
- Modern truck corridors (Tunduma, Rusumo, Mutukula)

ONE OF AFRICA'S MOST GENEROUS INVESTMENT INCENTIVE SYSTEMS

The Tanzanian government actively encourages investment through structured incentives targeted at reducing initial capital cost, improving competitiveness, and attracting high-value industries.

These incentives are delivered

- Tanzania Investment and Special Economic Zones Authority (TISEZA)
- Zanzibar Investment Promotion Authority (ZIPA)

FISCAL INCENTIVES

- Duty-free import of capital goods
- VAT exemptions on industrial equipment
- Corporate tax reductions for strategic sectors
- Withholding tax reductions
- Capital allowances

NON-FISCAL BENEFITS

- Land facilitation
- Aftercare investment support
- Assistance with permits & regulatory compliance
- Repatriation guarantees for profits & dividends

WHO BENEFITS THE MOST?

- Manufacturing
- Agribusiness
- Energy
- Mining
- Logistics
- Tourism

WHY IT MATTERS

These incentives directly improve project viability and increase return on investment (ROI).



RICH NATURAL RESOURCES SUPPORTING LONG-TERM GROWTH

Tanzania is among Africa's most resource-endowed nations. From minerals to agriculture, the country has a diversified natural base that supports both traditional and future-facing industries.

MINERAL WEALTH

- Gold: 4th largest producer in Africa
- Nickel: among the world's largest reserves
- Graphite: top 6 globally in high-grade graphite
- Rare Earths: significant global reserves
- Tanzanite: 100% exclusive to Tanzania

These resources position Tanzania as a strategic player in the global EV battery and high-tech materials supply chain.



AGRICULTURAL POTENTIAL

- 44M hectares arable land (only 25% utilized)
- Major crops: cashew, coffee, tea, tobacco, avocado, rice, sugarcane, spices
- Growing global demand for organic and climate-resilient foods



NATURAL GAS

- 57 trillion cubic feet (TCF) in proven reserves
- Growing LNG interest

WHY THIS MATTERS TO INVESTORS

- Security of raw materials
- Long-term sector growth
- Strong demand from Asia, Europe, Middle East

ONE OF AFRICA'S FASTEST GROWING CONSUMER ECONOMIES

Tanzania's population growth, urbanization, and rising incomes are creating a booming consumer market.



DEMOGRAPHIC ADVANTAGES

- Population expected to exceed 100 million by 2050
- Median age: 18 which is extremely youthful
- Urbanization rate: 4.8% (global top tier)
- Expanding middle class, especially in Dar es Salaam, Mwanza, Arusha

These demographic shifts create sustained demand for

- Real estate
- Retail & FMCG
- ICT services
- Food processing
- Transport & logistics
- Healthcare & education
- Construction materials
- Hospitality & lifestyle brands

WHY IT MATTERS

Investors entering now capture a market that will double in the next 25 years.

MASSIVE INFRASTRUCTURE EXPANSION DRIVING COMPETITIVENESS

Tanzania's government is investing billions into strategic infrastructure to support industrialization and trade efficiency.

KEY PROJECTS

SGR Railway

- Modern electric railway connecting Dar ,
- Dodoma, Mwanza, Kigoma
- Extends to Rwanda, Burundi, and DRC via



Julius Nyerere Hydropower Plant (2,115 MW)

- One of Africa's largest hydro projects
- Ensures long-term energy reliability

Port Modernization (Dar, Tanga, Mtwara)

- New terminals, expanded capacity, modern scanners



KEY PROJECTS

Road Expansion

- Nationwide tarmac connectivity
- Upgraded transit border posts



Airports Upgrade

- Dar, Mwanza, Dodoma, Kilimanjaro, Zanzibar



WHY IT MATTERS

Infrastructure reduces business costs and increases supply-chain efficiency essential for manufacturing, logistics, exports, and services.

A LARGE, AFFORDABLE, HIGHLY TRAINABLE WORKFORCE



With over two-thirds of the population under 35, Tanzania offers a youthful labour force ready for employment in emerging and traditional sectors.

WORKFORCE HIGHLIGHTS

- Literacy ~78%
- Widespread English proficiency in urban centres
- Expanding technical colleges and universities
- Strong availability of entry-level and mid-level talent
- Competitive labour costs

KEY SECTORS BENEFITING

- Manufacturing
- Construction
- Tourism
- ICT & BPO
- Agribusiness
- Logistics



Tanzania's demographic profile is a major competitive advantage over aging economies

ONGOING PRO-BUSINESS REFORMS SUPPORTING INVESTORS



The Tanzanian government continues to improve transparency, efficiency, and investor protection through bold reforms.

KEY REFORMS

- BRELA digital registration
- Digitalized licenses (TBS, OSHA, WCF)
- Faster tax dispute resolution mechanisms
- Performance-based government agencies
- Strengthened public-private dialogue forums
- Simplified import/export procedures

These reforms reduce bureaucracy and create an environment where investors can operate smoothly



Tanzania is building systems that are clearer, faster, and more predictable for the investor.

KEY INVESTMENT SECTORS IN TANZANIA

Tanzania's economy is diverse, resilient, and rich in both traditional and emerging industries. From agriculture to digital technology, each sector presents unique opportunities supported by demographic trends, government incentives, and strong regional market access.

The country is undergoing structural transformation driven by

- Urbanization
- Infrastructure modernization
- Export-led industrialization
- Rising consumption
- Increased foreign investment
- A booming youth population

To help investors focus clearly, we've highlighted eight high-potential sectors that offer strong returns, long-term stability, and strategic relevance to both regional and global markets.

These sectors include:

- Agriculture & Agribusiness
- Mining & Natural Resources
- Tourism & Hospitality
- Real Estate & Construction
- Manufacturing & Industry
- Energy & Infrastructure
- Logistics & Transport
- 8ICT & Digital Economy





AGRICULTURE & AGRIBUSINESS

Driving 25–28% of Tanzania's GDP and employing more than 65% of the population.

Agriculture remains the backbone of Tanzania's economy. With 44 million hectares of arable land, diverse climatic zones, and proximity to major export markets, the sector offers scalable and high-margin investment opportunities.

Tanzania already ranks among Africa's top producers of several key crops:

Cashew nuts — Top 4 globally

Coffee — Globally recognized Arabica & Robusta

Tobacco — Among Africa's leading exporters

Avocado — Fast-growing export crop

Horticulture — Increasing demand in Middle East & EU



Yet over 75% of arable land remains unused, meaning the sector has massive room for mechanized, commercial-scale investments.

44M ha arable land (25% currently utilized)

65–70% labour force engagement

\$1.4B+ annual agricultural exports

30–40% post-harvest losses (investor gap)

Top 10 global producer of cashew, sisal, cloves, and sunflower

MAJOR OPPORTUNITY AREAS

1. Agro-Processing (High ROI)

- Cashew nut processing
- Sesame cleaning & packaging
- Avocado oil extraction
- Rice milling & fortification
- Fruit drying & juice production
- Chili, spices & essential oils

3. Export-Oriented Agribusiness

- Fresh vegetables for UAE/Qatar/Saudi
- Organic produce for EU
- Pulses for India & Pakistan
- Processed spices for global markets

4. Supply Chain & Infrastructure

- Cold chain logistics
- Aggregation centers
- Warehousing & silos
- Agri-input distribution

2. Commercial Farming

- Avocado orchards
- Maize, soybeans & sunflower
- Herbs & spices (Turmeric, Ginger, Cardamom)
- Horticulture for Gulf countries



WHY INVEST

- Large availability of land
- Growing global demand for organic & traceable products
- Access to Middle East & India via short shipping routes
- Incentives for processing & export
- High margins in value-add products



MINING & NATURAL RESOURCES

One of Africa's richest mineral corridors powering global industries.

Tanzania is a mineral powerhouse with vast deposits that support both current and future global industries, including EV batteries, electronics, clean energy, and construction.

The country is a top African producer of **Gold, Nickel, Graphite, Coal** and **Tanzanite (100% exclusive to Tanzania)**

Recent discoveries of rare earth elements (REE) and lithium position Tanzania at the center of the global energy transition.

Key Statistics

- 4th largest gold producer in Africa
- 57 TCF natural gas
- Significant rare earths + battery minerals
- Among the largest nickel deposits globally
- High-grade graphite reserves (6th largest worldwide)

MAJOR INVESTMENT OPPORTUNITIES

1. Mineral Exploration & Mining



Gold



Nickel



Graphite



Lithium



Coal



Rare earth elements

MAJOR INVESTMENT OPPORTUNITIES

1. Mineral Exploration & Mining

- Gold refining
- Nickel processing
- Graphite anode materials
- Gemstone cutting & polishing



2. Mining Services & Equipment

- Haulage & logistics
- Equipment leasing
- Drilling & blasting
- Camps & support services

WHY INVEST

- Global deficit for battery minerals
- Tanzania's rare earths = high strategic value
- Strong geological data from past explorations
- Supportive legal framework
- Attractive PPP opportunities





TOURISM, HOSPITALITY & ENTERTAINMENT

Home to Serengeti, Ngorongoro, Zanzibar & 7 UNESCO sites.

Tanzania is one of Africa's premier tourism destinations combining wildlife, coastlines, culture, islands, and adventure experiences.

KEY ATTRACTIONS INCLUDE



Serengeti National Park



Ngorongoro Crater



Mount Kilimanjaro



Zanzibar Archipelago



Lake Victoria, Lake Tanganyika, Lake Nyasa

Tourism contributes 17-20% of GDP and remains one of the most resilient sectors.

Key Statistics

- 1.6-2.0M visitors annually
- Zanzibar alone contributes ~30% of tourism revenue
- Tourism employs 1.5M+ Tanzanians
- Over 1,000 km of pristine beaches

OPPORTUNITY AREAS

1. Hospitality Development

- Hotels & resorts
- Beachfront developments
- Eco-lodges
- Boutique luxury resorts



2. Niche tourism

- Sports Tourism
- Cultural Tourism
- Adventure Tourism
- Cruise Tourism

3. Entertainment & Recreation

- Waterfront Developments
- Theme Parks
- Convention Centers
- Marina Investments



WHY INVEST

- Rising global demand for African tourism
- Government focus on expanding airport capacity
- Strong growth from China, Gulf countries, and Europe
- High returns in mid-to-upper hospitality brands



REAL ESTATE & CONSTRUCTION

Driven by population growth, urbanization, and rising incomes.

Tanzania's real estate market is one of the fastest-growing in East Africa. Urban expansion, infrastructure spending, and shifting demographics create strong demand for residential, commercial, and industrial development.

Dar Es Salaam is projected to reach 10 million people by 2035, making it a future megacity.

Key Statistics

- Urban population growing at 4.8% annually
- Construction sector contributes ~14% of GDP
- Housing deficit of 3+ million units
- Large demand for warehouses, offices & logistic hubs



INVESTMENT OPPORTUNITIES

1. Residential Real Estate

- Middle-income apartments
- Gated communities
- Student housing



INVESTMENT OPPORTUNITIES

2. Commercial Developments

- Office parks
- Mixed-use complexes
- Retail centers



3. Industrial & Logistics

- Warehouses
- Dry ports
- Industrial estates



4. Specialized Real Estate

- Medical complexes
- Education hubs
- Business parks



WHY INVEST

- Massive housing deficit
- Growing SME sector demanding office space
- Booming logistics industry
- Rising middle class



MANUFACTURING & INDUSTRIALIZATION

The government aims to transform Tanzania into an industrial middle-income economy. Manufacturing is central in this journey, supported by strategic incentives, SEZs, EPZs, and infrastructure investments.

Manufacturing growth is driven by

- Rising domestic demand
- Import substitution
- Regional export markets
- Strong agricultural raw materials



Key Statistics

- Manufacturing contributes 8-10% of GDP
- Over 60% of agricultural output can be processed
- EPZ firms enjoy tax holidays up to 10 years

MAJOR OPPORTUNITIES

1. Agro-Processing

- Edible oils
- Maize flour & wheat products
- Sugar refining
- Canned foods

2. Fast-Moving Consumer Goods (FMCGs)

- Toiletries
- Cleaning products
- Packaged foods

3. Industrial Goods

- Plastics
- Steel products
- Construction materials

4. Pharmaceuticals & Medical Supplies

Pharmaceuticals

- Generic medicines
- Branded medicines
- Essential drugs
- Antibiotics
- Anti-malarials
- Antiretrovirals (ARVs)
- Vaccines
- Over-the-counter medications (OTC)
- Prescription drugs
- Medical consumables



Medical Supplies

- Surgical gloves
- Examination gloves
- Face masks & respirators
- Syringes & needles
- Infusion sets
- Bandages & gauze
- Cannulas
- Catheters
- Diagnostic kits
- Rapid test kits
- Laboratory reagents
- Disinfectants & sanitizers
- Hospital linens
- PPE kits
- Surgical instruments
- Hospital beds & stretchers
- Medical devices (small equipment)
- Blood pressure monitors
- Thermometers
- Oxygen concentrators
- Nebulizers
- IV fluids

WHY INVEST

- Large market + regional access
- Strong incentives
- Abundant raw materials
- Government support for industrial parks





ENERGY & INFRASTRUCTURE

Building the foundation for Tanzania's future economy.

Energy and infrastructure are high-priority sectors driven by population growth, industrialization, and the need for reliable power and transportation systems.

Key Stats

- 2,115 MW from the JNHPP hydropower project
- National electrification expanding rapidly
- Natural gas reserves 57 TCF
- SGR linking major economic corridors

INVESTMENT OPPORTUNITIES

1. Power Generation

- Solar farms
- Wind power
- Mini-grids
- Gas-to-power projects



INVESTMENT OPPORTUNITIES

2. Infrastructure Projects

- Roads
- Bridges
- Water systems
- Port expansions



3. Public-Private Partnerships (PPP)

- Toll roads
- Energy distribution
- Industrial zones
- Rail & port logistics



WHY INVEST

- Long-term government contracts
- High energy demand
- Massive infrastructure deficit
- Attractive PPP models



LOGISTICS & TRANSPORT

Serving Tanzania + 6 landlocked neighbors.

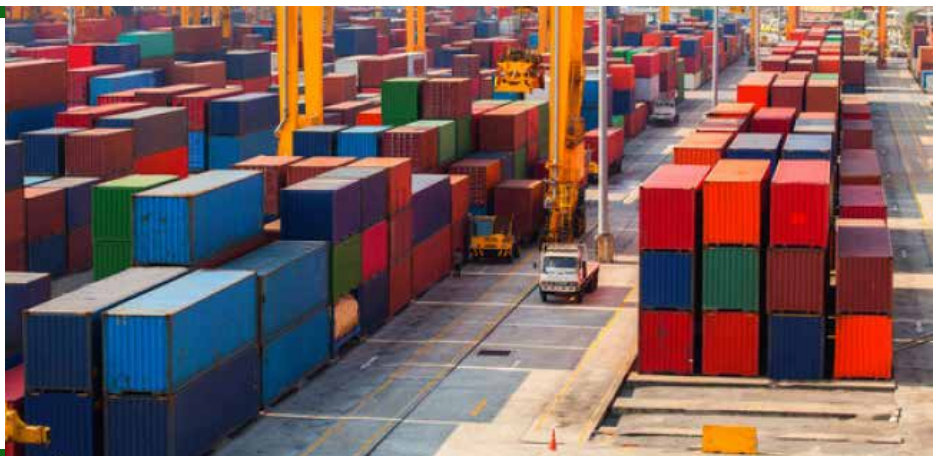
Tanzania is quickly becoming a regional logistics hub thanks to its ports, SGR, airports, and roads.

Key Stats

- Dar Port handles 17M+ tonnes annually
- SGR reduces transit time Dar - Mwanza
- Tanzania serves 6 landlocked nations
- Growing demand for warehousing & cold

OPPORTUNITIES

- Warehouses
- Inland container depots
- Cold chain logistics
- Fleet & transport services
- E-commerce logistics



WHY INVEST

- High-volume cargo flows
- Strong demand from growing retail & FMCG
- Inadequate cold-chain systems (huge gap)



ICT & DIGITAL ECONOMY

One of Tanzania's fastest-growing modern sectors.

Digital adoption is accelerating in Tanzania, driven by youth demographics, mobile penetration, and a growing tech-savvy population.

Key Stats

- 50M+ mobile subscribers
- 40M+ mobile money users
- ICT contributes ~15% of GDP
- Internet penetration rising fast

OPPORTUNITIES



- Fintech – payments, remittances, lending
- Data Centers – cloud computing, hosting
- BPO – call centers, IT outsourcing
- Digital Platforms – e-commerce, learning tech
- Software Development

WHY INVEST

- Young tech-ready workforce
- Government push for digitalization
- Growing local demand
- Opportunities in public-sector digital





HOW TO ENTER THE TANZANIAN MARKET STEP-BY-STEP ROADMAP

A structured sequence that reduces delays, minimizes risk, and accelerates operations.

1. Pre-Entry Assessment

- Market understanding
- Regulatory mapping
- Cost models
- Investment structure planning

2. Business Structure Selection

- Limited Company
- Branch Office
- Representative Office
- Joint Venture
- Public-Private Partnership

3. Business Structure Selection

- BRELA online registration
- TIN issuance
- Tax category selection
- VAT registration (if applicable)

4 TIC Certification (Optional)

- Eligibility check
- Incentives application
- Investor facilitation

5. Sector Licensing

- Depending on sector (Mining, Tourism, Health, Construction, ICT, etc.)
- NEMC for environmental approvals
- TBS, OSHA, EWURA, TCRA where applicable

6. Permits (Foreign Investors)

- Work permit
- Residence permit
- VISA category selection

7. Land or Site Acquisition

- TIC land-bank
- Government-issued land
- Private acquisition
- Long-term leasing options

8. Operational Launch

- Hiring
- Compliance systems
- Banking setups
- Supply chain activation

WHY THIS ROADMAP MATTERS (INVESTOR LOGIC)

- Reduces regulatory confusion
- Saves time and unnecessary expenses
- Ensures investments are compliant from Day 1
- Aligns with government expectations
- Minimizes operational bottlenecks





INVESTMENT STRUCTURES AVAILABLE TO FOREIGN & DIASPORA INVESTORS

Choose the right structure to optimize tax, compliance, and operational flexibility

A. Structure Options

1. Limited Liability Company (LLC)

- Most common structure
- Allows foreign shareholding (0-100%)
- Suitable for most industries
- Easy to scale and attract partners

Ideal for:

Manufacturing, Agribusiness, Tourism, Real Estate, ICT, Energy

2. Branch Office

- Extension of foreign parent company
- Allows direct control, but higher compliance
- Profits repatriated subject to same tax rules

Ideal for:

Mining, Construction, Infrastructure EPC firms

3. Representative Office

- Non-operational
- Cannot generate revenue
- Used for market research & sourcing

Ideal for:

Investors exploring Tanzania before entry

4. Joint Venture (JV)

- Shared ownership with local partners
- Access to local networks, land, and regulatory pathways
- Preferred in tourism, construction, agribusiness

5. Public-Private Partnerships (PPP)

- For large infrastructure and utilities
- Long-term contracts
- Revenue-sharing models

Ideal for:

Energy, transport, real estate, ports, rail, water services

THE REGULATORY ENVIRONMENT

WHO REGULATES WHAT?

Clear understanding of Tanzania's regulatory system helps investors operate smoothly and avoid delays.

A. Regulator Overview Table

Institution	Primary Role	Key Functions
TISEZA	Investment facilitation	Incentives, licensing support, aftercare
BRELA	Business registration	Company registration & statutory filings
TRA	Tax & customs	TIN, VAT, PAYE, corporate tax, import duties
NEMC	Environmental management	EIAs, approvals, compliance audits
TBS	Standards & quality	Product certification, imports inspection
OSHA	Workplace safety	Safety compliance, risk assessments
WCF	Workers compensation	Registration, employer compliance
TCRA	Communications regulation	ICT licenses, data, networks
EWURA	Energy & water regulation	Licenses for fuel, energy, utilities
LATRA	Transport regulation	Transport permits, logistics oversight
BOT	Banking & payment systems	FX guidelines, financial regulations

B. How Regulations Affect Investors

- Determine licensing requirements
- Set compliance obligations
- Support investor protection
- Ensure product/service legitimacy
- Safeguard environmental & social standards

INVESTMENT INCENTIVES

MAXIMIZING YOUR RETURNS

Tanzania offers some of the most competitive incentives in Africa.

A. Fiscal Incentives

1. Customs Duty Exemptions

- Capital goods
- Industrial equipment
- Specialized machinery

2. VAT Exemptions

- Industrial machinery
- Agricultural equipment
- Renewable energy equipment
- Irrigation systems

3. Corporate Tax Incentives

- Tax reductions for certain sectors
- Corporate tax holidays in EPZs

4. Withholding Tax Incentives

- Reduced rates for priority sectors

5. Capital Allowances

- Accelerated depreciation
- 100% capital allowances on some equipment

B. Non Fiscal Incentives

1. Land Facilitation

- Access to TISEZA Land Bank
- Government-allocated industrial land

2. Work & Residence Permits

- Up to 5 permits under TISEZA
- Multiple-entry investor visas

3. Guarantees

- Unrestricted capital repatriation
- Protection against nationalization
- Investment insurance available



Incentive Comparison Table

Incentive Type	EPZ	SEZ	TISEZA Certificate
Corporate Tax Holiday	10 yrs	10 yrs	—
Duty-Free Capital Goods	✓	✓	✓
VAT Exemption	✓	✓	✓
Work Permits	5 permits	5 permits	Up to 5
Profit Repatriation	✓	✓	✓
Import Duty Relief	✓	✓	✓

LAND ACQUISITION IN TANZANIA

WHAT INVESTORS NEED TO KNOW



Land is a valuable asset, and Tanzania has clear, structured pathways for investment acquisition.

A. Land Ownership Model

Tanzania's land is classified into

- General Land
- Village Land
- Reserved Land

Foreign investors cannot own land directly, but may access land through

- Long-term leases (33-99 years)
- TISEZA facilitation
- Joint ventures
- Industrial parks and special zones



B. Land Acquisition Pathways

1. TISEZA Land Bank

- Pre-identified, surveyed land for investors
- Easiest and most secure option

2. Direct Lease from Private Holders

- Long-term lease agreements
- Due diligence required

3. Village Land (Convertible)

- Requires village council + government approval
- Often suitable for agribusiness

4. Special Economic Zones

- Plug-and-play industrial land
- Incentives available

C. Due Diligence Checklist

- Title search
- Survey plan
- Zoning
- Encumbrances
- Environmental restrictions
- Water access
- Community impact





FEASIBILITY STUDIES, BUILDING **CONFIDENCE** BEFORE INVESTING

A feasibility study protects your capital and validates your investment decision.

A. Components of a Feasibility Study



1. Market Feasibility

- Demand analysis
- Competitor mapping
- Price trends
- Customer segmentation



2. Technical Feasibility

- Site assessment
- Technology options
- Infrastructure needs
- Production capacity planning



3. Financial Feasibility

- Capital estimates (CAPEX)
- Operating estimates (OPEX)
- IRR, NPV, Payback period
- Sensitivity analysis



4. Regulatory Feasibility

- Licensing requirements
- Environmental approvals
- Compliance obligations

WHY THIS MATTERS TO INVESTORS

- Reduces uncertainty
- Prevents costly mistakes
- Helps secure financing
- Improves project bankability



RISKS & MITIGATION FRAMEWORK

Every market has risks, but, with proper structuring, Tanzania offers strong mitigation pathways.

A. Risk Categories & Examples

Risk Type	Examples	Mitigation
Regulatory	Policy shifts, licensing delays	Use local advisors, maintain compliance, TIC facilitation
Operational	Supply chain disruptions, skill shortages	SOPs, training, logistics planning
Market	Price fluctuations, import competition	Diversification, market segmentation
Financial	FX volatility, capital delays	Hedging, multi-currency accounts
Environmental	Climate impact on farming	Irrigation, climate-smart practices
Social	Land conflicts, community issues	CSR, engagement plans, local hiring

Why Tanzania Mitigates Risk Better Than Many Frontiers

- Stable politics
- Active government reforms
- Clear investment laws
- Growing private sector ecosystem



INVESTMENT GLOSSARY

Glossary

- AGOA – African Growth and Opportunity Act (US market access)**
- BRELA – Business Registration and Licensing Agency**
- CAPEX – Capital Expenditure**
- CSR – Corporate Social Responsibility**
- DRC – Democratic Republic of Congo**
- EAC – East African Community**
- EPZ – Export Processing Zone**
- FDI – Foreign Direct Investment**
- IRR – Internal Rate of Return**
- JV – Joint Venture**
- LATRA – Land Transport Regulatory Authority**
- NEMC – National Environmental Management Council**
- NPV – Net Present Value**
- OPEX – Operating Expenditure**
- PPP – Public-Private Partnership**
- REIT – Real Estate Investment Trust**
- ROC – Return on Capital**
- ROI – Return on Investment**
- SEZ – Special Economic Zone**
- TISEZA – Tanzania Investment And Special Economic Zones Authority**
- TMDA – Tanzania Medicines and Medical Devices Authority**



THANK YOU FOR CONSIDERING TANZANIA

Tanzania is a nation built on stability, opportunity, and possibility. As investment flows reshape Africa's economic landscape, Tanzania stands out as a market where long-term capital is protected, the demand for housing is rising, and growth is backed by valuable real estate, vibrant communities, and strategic access.

Whether you are looking to purchase a modern family home, a coastal vacation property, or a premium residential estate in one of our growing regions, you will find a supportive environment, beautiful neighborhoods, and a real estate market committed to quality living.

The role of Crespo Real Estate Company Limited is simple: to guide, support, and walk with you through every step of your home-buying journey.

Karibu Tanzania!

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