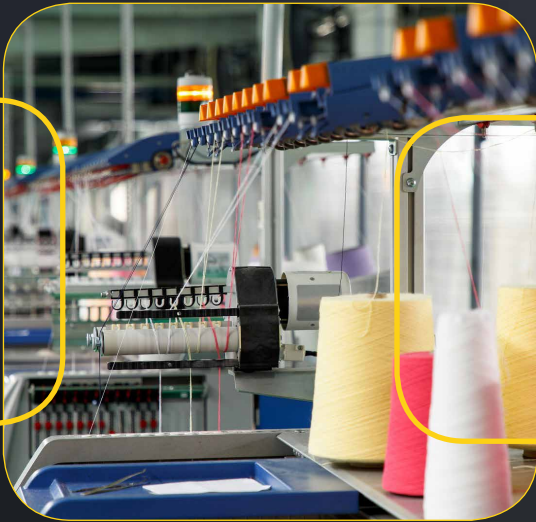
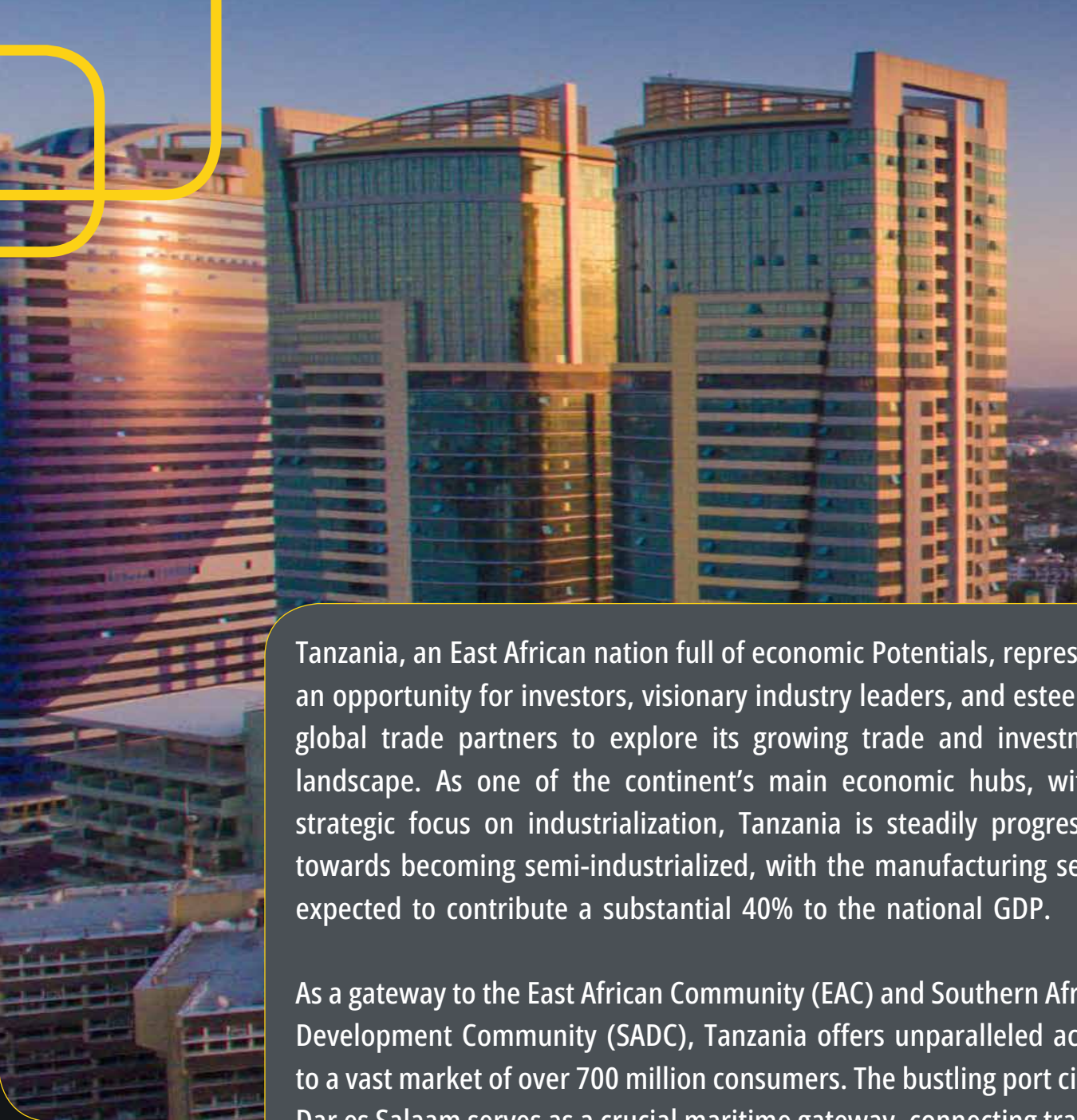


CONCEPT PAPER MULTI SECTOR BUSINESS MISSION TANZANIA

A CROSSROADS OF AFRICAN OPPORTUNITIES



2025



2025

TANZANIA

Tanzania, an East African nation full of economic Potentials, represents an opportunity for investors, visionary industry leaders, and esteemed global trade partners to explore its growing trade and investment landscape. As one of the continent's main economic hubs, with a strategic focus on industrialization, Tanzania is steadily progressing towards becoming semi-industrialized, with the manufacturing sector expected to contribute a substantial 40% to the national GDP.

As a gateway to the East African Community (EAC) and Southern African Development Community (SADC), Tanzania offers unparalleled access to a vast market of over 700 million consumers. The bustling port city of Dar es Salaam serves as a crucial maritime gateway, connecting traders from across the continent and beyond. Various supportive initiatives and ongoing developments to roads and rail networks reflects the state's commitment to supporting efficient industrial parks to become an ideal hub for business activities. Special Economic Zones (SEZs) and industrial parks offer enhanced infrastructure and business-friendly regulations, providing ideal locations for your manufacturing operations.

Globe Business Leads (GBL), in collaboration with esteemed Tanzanian business associations and chambers of commerce, is honoured to present an exclusive trade and investment mission. This precisely planned mission will unveil Tanzania's growing economy, diverse industries, and attractive incentives, positioning the country as a premier hub for global trade and investment.



BUSINESS MISSION



Themed “Tanzania: A Crossroads of African Opportunities”, this pivotal business mission, scheduled for November 2025, will provide an in-depth exploration of the country’s diversified business environment. Guided by seasoned industry experts and thought leaders, it will bring together a diverse spectrum of importers, exporters, and investors from across the globe, establishing an unparalleled platform for international trade and investment. This mission is designed for business executives across various industries eager to expand their global footprint by entering Tanzania’s rapidly growing market.

Participants will benefit from pre-arranged B2B meetings, direct connections with potential partners and customers, while also participating in high-profile networking sessions with industry leaders, government officials, and other key stakeholders. This event offers a unique opportunity to build meaningful business relationships and advance international collaborations.

By joining our business mission, you’ll gain exclusive access to this world of opportunities. You’ll meet key stakeholders, visit thriving manufacturing facilities, and discover how your business can play a pivotal role in Tanzania’s economic transformation. Our tailored mission will connect you with potential partners and suppliers, provide invaluable insights into the regulatory environment, and offer a comprehensive understanding of the nuances of doing business in East Africa.



KEY SECTORS:

Agriculture:

Tanzania boasts abundant resources that create a stable foundation for agricultural production and export. The country's agricultural sector is the backbone of its economy, presenting numerous opportunities for businesses as its favorable climate, fertile lands, and agro-ecological zones enable the cultivation of a wide range of crops, including maize, rice, coffee, tea, cotton, cashew nuts, and tobacco.

Among the top agricultural exports are oil seeds, tobacco, vegetables, coffee, spices, fruits, and nuts. These products are sought after in international markets for their quality and unique flavors, reflecting Tanzania's commitment to sustainable and organic farming practices.

Tanzania's extensive coastline and rich marine resources make it a significant player in the global fish and seafood market. The country exports a variety of fish and seafood products, including crustaceans, mollusca, and other aquatic invertebrates. These products are highly sought after in international markets for their freshness, quality, and nutritional value. The government's efforts to promote sustainable fishing practices and invest in modern fishing infrastructure are aimed at ensuring the long-term viability of this vital sector.

A man in a white lab coat and hairnet is working in a food processing plant. He is focused on his task, and the background shows industrial equipment and other workers. The image is partially obscured by a dark grey text box on the right and decorative blue and yellow lines in the corners.

Food processing:

The food processing industry presents another exciting avenue, allowing businesses to capitalize on Tanzania's rich agricultural output to create value-added food products.

Opportunities include establishing a fruit and vegetable processing plant, producing canned, frozen, or dried goods for export. Other opportunities include grain milling and fortification, addressing nutritional needs while tapping into a growing market. The dairy and meat processing also offers significant potential, with rising demand for high-quality, processed food products across East Africa.

Tanzania's growing middle class and increasing urbanization have fueled the demand for cereals, sugars, confectionery, and other food items cater to the evolving tastes and preferences of Tanzanian consumers.



Construction and building materials:

The construction and building materials sector plays a pivotal role in Tanzania's development, as evidenced by the imports of building materials essential for constructing buildings, roads, bridges, and other critical infrastructure projects. The growing demand for construction materials reflects Tanzania's commitment to improving its infrastructure and creating a conducive environment for businesses to thrive. This sector offers lucrative opportunities for companies involved in the production and supply of construction materials, as well as those specializing in engineering and construction services.

Tanzania's construction boom provides fertile ground for international businesses to establish a strong presence. The demand for high-quality building materials presents a direct opportunity for international suppliers to forge partnerships with Tanzanian construction firms. There's also immense potential for collaboration in engineering and construction services. International firms with expertise in sustainable building practices, innovative construction technologies, and project management can play a key role in shaping Tanzania's infrastructure development.

Textile and garment:

Businesses can leverage Tanzania's cotton production to establish integrated textile value chains. From cotton spinning and weaving facilities to garment manufacturing for both domestic and international markets, the opportunities are diverse. Businesses can explore the production of specialized textiles, such as industrial fabrics or medical textiles, catering to niche markets with high growth potential.

Tanzania's textile and apparel industry is experiencing steady growth, driven by both domestic demand and export potential. The country imports various textile products, including yarns, fabrics, and ready-made garments. This sector presents opportunities for textile manufacturers, fashion brands, and retailers looking to tap into Tanzania's burgeoning fashion market.

International companies can invest in establishing vertically integrated textile value chains. This includes setting up spinning and weaving facilities, and garment manufacturing units to cater to both domestic and international markets. Collaborating with local cotton farmers ensures a sustainable supply of raw materials while creating shared value.



A man with a beard and safety glasses is working in a workshop. He is wearing a plaid shirt and is using a power drill on a piece of wood. The background shows various tools hanging on a wall.

Furniture and Furnishings:

As Tanzania's population grows and urbanization continues, the demand for furniture and furnishings

is also increasing. The country imports furniture, bedding, mattresses, and other household items to cater to the needs of its expanding urban population and the rising standards of living in the country.

With a growing market demand for furniture imports, there is a need for high-quality and diverse furniture options. International companies can capitalize on this by establishing local production facilities, leveraging Tanzania's resources and labor to create furniture tailored to the Tanzanian market. Furthermore, partnering with local businesses can provide valuable insights into consumer preferences and market dynamics.



Paper and Paperboard:

The demand for paper and paperboard products in Tanzania is rising, driven by growing businesses and increasing packaging needs, which has led to substantial imports and presents a significant opportunity for international businesses to invest and expand. Beyond supplying imports, there is also potential to establish local paper production and processing facilities, as well as partnering with Tanzanian companies to source sustainable raw materials.

Packaging solution providers can introduce innovative and sustainable packaging options to meet the expanding needs of various sectors. International companies can contribute to the growth of the paper and paperboard industry while securing a strong foothold in this promising market.



Business mission Target Audience


This business mission is designed for a diverse group of international stakeholders who are keen to explore and engage with Tanzania's flourishing market. Our target audience includes:

- **Chambers of Commerce and Trade Associations:** presidents, CEOs, and directors of several Chambers of Commerce worldwide will be invited.
- **Government Officials, and Investment Promotion Agencies:** Chairmen, CEOs, and directors of multiple investment promotion agencies worldwide will be invited.
- **Exporters and Importers:** Companies looking to expand their trade networks and explore new opportunities in Tanzania's vibrant textile and apparel sector, agricultural and food production, furniture and wood sector. This mission offers a platform for establishing valuable connections and negotiating trade deals.
- **Business Leaders and Industry Professionals:** Individuals and organizations seeking to invest in or expand their operations in Tanzania. This includes those interested in setting up new ventures, scaling existing businesses, or exploring strategic partnerships within Tanzania's key industries.

A close-up photograph of two people in business attire shaking hands over a desk. In the background, there are open books and a pen. A yellow graphic element consisting of overlapping rounded squares is in the top right corner.

Targeted Outcomes

This strategically designed business mission is poised to achieve the following pivotal outcomes:

- **Showcasing Tanzania's Capabilities:** Illuminate Tanzania's robust economy, diverse sectors, and attractive incentives, positioning the country as a prime destination for international trade and investment.
 - **Fostering International Partnerships:** Facilitate the formation of strategic partnerships, joint ventures, and collaborations that can serve as engines of economic growth for all parties involved.
 - **Sharing Knowledge and Expertise:** Equip attendees with the insights, tools, and resources necessary to navigate the landscape of international trade and business in Tanzania.
 - **Uncovering Investment Opportunities:** Delve deep into specific sectors ready for investment, such as agriculture, food processing, construction and building materials, textile and garment, furniture and furnishings, and paper and paperboard, highlighting unique opportunities in each.
 - **Promoting Exports:** Showcase Tanzania's export capabilities and connect exporters with potential buyers and distributors, thereby boosting exports and strengthening Tanzania's position in the global market.
 - **Uncovering Import Opportunities:** Highlight Tanzania's demand for imported goods and connect international suppliers with local buyers and distributors. This will help meet the country's growing needs, diversify its market offerings, and enhance the availability of quality products, ultimately strengthening Tanzania's position as a key destination for global trade.
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- A blue graphic element consisting of overlapping rounded squares is in the bottom left corner.



Globe Business
Leads

Globe Business Leads (GBL) is a leading company specializing in forging strategic connections and delivering expertly planned events to boost businesses towards global success. With deep industry knowledge, a vast network of over 230,000 international companies, and unwavering support for our clients, GBL empowers businesses to enter and thrive in dynamic global markets. Our experienced team is dedicated to providing exceptional services, creating valuable opportunities for clients to expand their reach, and achieve their goals.

At GBL, we understand that strong relationships are the foundation of business growth. We are committed to fostering partnerships that help companies grow and succeed on the global stage. Our diverse portfolio of services is tailored to meet the unique needs of each client. Whether through targeted business matchmaking, business missions, or industry conferences, we provide customized solutions that drive tangible results. Our innovative approach, leveraging cutting-edge technology and data-driven insights, sets us apart as a leader in the field.

Our commitment to excellence, integrity, innovation, and client-focused approach is central to everything we do. We believe in the power of collaboration and strive to build lasting relationships with our clients. By guiding them through the complexities of international business, we ensure they are positioned for success in new markets.



Ready to Explore New Horizons? Contact us today to learn more about our upcoming events and how we can customize a solution that meets your specific needs. Your journey to global success starts with a single step. Let GBL be your trusted guide.



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