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# Tanzanian New Ground for Russian businesses

## Prospects for cooperation in agriculture

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# Introduction

Modern Tanzania is oriented towards pragmatism. This means keeping an equitable distance from all the ideological camps to maintain mutually beneficial cooperation. This idea is well conveyed in a Swahili saying, *Biashara haigomvi*, meaning “whoever wants to do business will not quarrel with anyone.” In the new millennium, Dodoma’s quest for funding opportunities has encouraged it to pursue a foreign policy that would be open to exploring a large spectrum of partnerships.

An advocate of flexible economic diplomacy, Tanzania’s President Samia Suluhu Hassan, fondly nicknamed *Mama Samia* in her country, has put an emphasis on expanding Tanzania’s niche in the global division of labour. From now on, the beloved tourist destination, famous for its beaches and Mount Kilimanjaro, is also supposed to attract foreign investment in a variety of other spheres.

Indeed, Tanzania’s investment potential is not a mere promise. Despite its poverty level remaining high, Tanzania has surpassed many African countries in terms of economic growth over the past ten years. Its per capita GDP at purchasing power parity is \$3,050 – quite an uptick from the \$2,020 of ten years ago.<sup>1</sup> Tanzanian population growth averages 3.2 percent per year. According to the 2022 census, there are as many as 61.7 million Tanzanians, which makes it the fifth most populous nation in Africa and a large consumer market with a lot of available workforce.

The social fabric in Tanzania is largely underpinned by **Swahili ethics**.<sup>2</sup> The Swahili civilization emerged and grew on the East African coast at the junction of the local Bantu, Arab, Indian and Persian communities. Swahili was used as the lingua franca for contacts with the colonizers across East Africa. Today, it transcends borders as a communication tool widely used in business, for a considerable part of Eastern Africa. Even the Ujamaa-style socialist experiments under the first Tanzanian president, Julius Nyerere, failed to break the local cultural codes of the local economy,<sup>3</sup> which encourage entrepreneurship, accumulation of capital, investment, and expansion of geographical ties.

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<sup>1</sup> GNI per capita, PPP (current international \$) – Uzbekistan, Tanzania [Электронный ресурс] // The World Bank. URL: <https://data.worldbank.org/indicator/NY.GNP.PCAP.PP.CD?locations=UZ-TZ>

<sup>2</sup> Swahili is an East African language spoken by about 150 million people in a number of East African countries. It is the official state language in Tanzania. There were Swahili city-states in the territory of present-day Tanzania, Kenya and parts of Mozambique between 12 and 14 centuries AD, which certain researchers believe to be centers of a separate civilization.

<sup>3</sup> Аузан А. А. Культурные коды экономики: монография. М., 2021. URL: <https://ast.ru/book/kulturnye-kody-ekonomiki-864245/>

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# The natural driver of growth

Agriculture, the backbone of the Tanzanian economy, accounts for 27 to 28 percent of the GDP and 24 percent of all export earnings.<sup>4</sup> The country boasts a variety of conducive climatic zones and fertile soils. Cattle breeding and crop farming make up around 27 percent and 55 percent of the agricultural GDP respectively. In Africa, Tanzania ranks second to Ethiopia in terms of its livestock population. It is self-sufficient in a number of strategic food products, such as maize, rice, cassava, legumes, and sweet potatoes.<sup>5</sup>

Cloves have been a major source of currency earnings for over 150 years. In the colonial days, Zanzibar held the monopoly on trading cloves, but spice production has consistently declined since the 1980s because of the world price environment and climatic changes.<sup>6</sup>

Tanzania figures importantly in the local grain and legumes trade, exporting large amounts of these crops to neighbouring countries, such as Kenya, Malawi, Zambia, Uganda, Rwanda, Burundi, and the Democratic Republic of Congo.<sup>7</sup> Moreover, it is on top of other African countries in Africa, bringing anywhere between 350 and 400 thousand tonnes of fish per year, mostly from inland waters. This sector accounts for over 4 million jobs and nearly 1.4 percent of the GDP.

One flagship project promoted by the incumbent Sixth Phase government is the Tanzania Agricultural Development Bank (TADB). It was established at the initiative of the African Development Bank Group with the initial capital of \$93.51 million. TADB's mission is to help modernise the sector by issuing different term loans to farmers. Should this strategy

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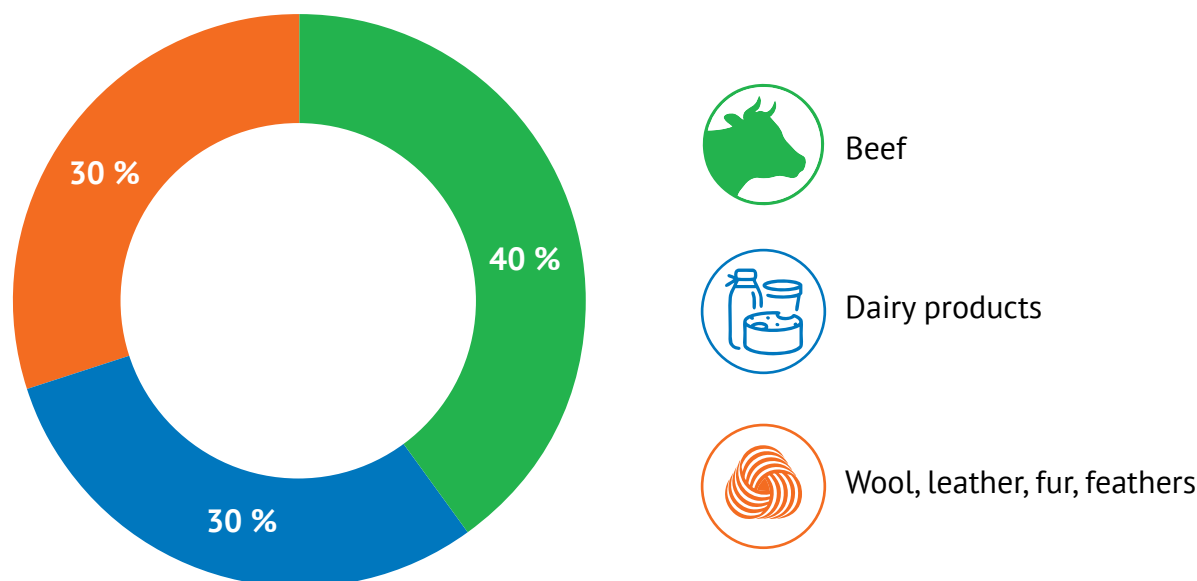
<sup>4</sup> FAO in Tanzania // Food and Agriculture Organization of the United Nations. URL:<https://www.fao.org/tanzania/fao-in-tanzania/tanzania-at-a-glance/en/>

<sup>5</sup> Сельское хозяйство // Посольство Российской Федерации в Объединенной Республике Танзании. URL:[https://tanzania.mid.ru/ru/torgovo\\_ekonomicheskoe\\_sotrudnichestvo/selskoe\\_khozyaystvo/](https://tanzania.mid.ru/ru/torgovo_ekonomicheskoe_sotrudnichestvo/selskoe_khozyaystvo/)

<sup>6</sup> Determinants of Clove Exports in Zanzibar: Implications for Policy // ResearchGate. URL: [https://www.researchgate.net/publication/366571706\\_Determinants\\_of\\_Clove\\_Exports\\_in\\_Zanzibar\\_Implications\\_for\\_Policy](https://www.researchgate.net/publication/366571706_Determinants_of_Clove_Exports_in_Zanzibar_Implications_for_Policy)

<sup>7</sup> Tanzania Agricultural Policy Profile // CGIAR. URL:[https://www.iwmi.cgiar.org/Publications/Other/PDF/tanzania\\_agricultural\\_policy\\_profile.pdf](https://www.iwmi.cgiar.org/Publications/Other/PDF/tanzania_agricultural_policy_profile.pdf)

CHART 1. ANIMAL HUSBANDRY IN TANZANIA



prove a success, estimates are that Tanzania has every chance to reach full self-sufficiency in agricultural products in the mid-term to the point of becoming a net food exporter.<sup>8</sup>

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## New ground for Russia-Africa cooperation

Until recently, Russia's cooperation with the majority of African countries, including Tanzania, which was not one of the top priorities for Russia's foreign policy, was in a protracted hiatus. By 2021, Tanzania was only 109<sup>th</sup> among Russia's foreign trade partners.<sup>9</sup> The younger generations,

<sup>8</sup> Winning in Africa's agricultural market // McKinsey&Company. URL: <https://www.mckinsey.com/~media/McKinsey/Industries/Agriculture/Our%20Insights/Winning%20in%20Africas%20agricultural%20market/Winning-in-Africas-agricultural-market.pdf>

<sup>9</sup> Торговля между Россией и Танзанией в 2021 г. // Внешняя Торговля России. URL: <https://russian-trade.com/reports-and-reviews/2022-02/torgovlya-mezhdu-rossiey-i-tanzaniy-v-2021-g/>

who have a limited knowledge of the USSR's role in supporting national liberation movements in Africa, are mostly familiar with Russia through the Russian Science and Culture Centre in Dar es Salaam.

It proved possible to revive cooperation in agriculture at the Second Russia-Africa Summit in St. Petersburg in July 2023. As it follows from the logic of Russia-Africa relations, among the most relevant roles for Russia on the continent is that of a food security provider. The priorities are to minimise consequences of black swan events and global crises affecting the agricultural sector; insure recurrent risks, including barely predictable weather and climatic changes; and participate in removing the fundamental systemic defects that prevent Africa from unlocking its agro-industrial potential to the full.<sup>10</sup>

The main challenge in this regard is to forge the integrity of African markets, where connective tissue will be shaped by new agro-industrial enterprises, industrial parks and clusters, infrastructure investment, effective lending plans, long-term grain supply contracts, as well as the breeding of local crops.

In turn, the African demand makes it possible for Russia to sell its food surpluses and augment its image capital, particularly in the Global South countries, and, in the long term, to derive specific economic benefits from an enhanced trade and investment cooperation. There is also a lot of potential for Russian technologies: new niches can be filled even by small Russian companies, given the lack of large innovative enterprises in Africa. One big advantage is that the goods and services they offer do not require complicated logistical arrangements to reach African markets. For its part, Africa has an interest in integrating information systems to ease market access for the vast majority of local small farmers and producers, developing early warning systems aided by drone, space, or other innovations, mastering veterinary medicine technologies, and creating continent-wide data storage and processing systems for mobile cattle herding.<sup>11</sup>

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<sup>10</sup> Россия в Африке. От новых сфер сотрудничества к новому имиджу / под ред. И.Д.Лошкарёва. Москва: Аспект Пресс, 2024. 224 с.

<sup>11</sup> See: Гаврилова Н.Г. Миграционное скотоводство: потенциал инновационных технологий // Московский экономический журнал. 2021. № 3.

TABLE 1. PROMISING TRADE AND INVESTMENT AREAS

| AIC sectors                                                      | Markets                                                                                                                                                                  | Investment opportunities                                                                                                                                                                                                                                   |
|------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Grain crops                                                      | Nigeria, Senegal, Ghana, Cote d'Ivoire, Guinea, Mali, Burkina Faso; Cameroon and DRC; Kenya, Somalia, Sudan, South Sudan, Rwanda; Mozambique and Malawi, Angola, Namibia | Nigeria, Tanzania, Ethiopia, Zambia, Uganda                                                                                                                                                                                                                |
| Fat-and-oil products                                             | Egypt, Algeria, South Africa, Morocco, Nigeria, Ethiopia, Kenya, Ghana, Angola, Tunisia                                                                                  | Unobvious potential                                                                                                                                                                                                                                        |
| Meat products                                                    | Benin, Ghana, DRC, Angola, Morocco                                                                                                                                       | South Africa, Senegal, Tunisia, Ethiopia, Uganda, Mali, Angola, Nigeria;<br><br>East African countries (cold chains)                                                                                                                                       |
| Dairy products and confectionery                                 | Senegal, Angola, Ghana, Kenya, Nigeria, Tunisia, Libya, Egypt, Cameroon, South Africa (confectionery)                                                                    | Unobvious potential                                                                                                                                                                                                                                        |
| Fertilizer                                                       | Kenya, Malawi, Nigeria, South Africa, Morocco, Tanzania, Senegal                                                                                                         | Egypt, Tunisia, Algeria, Morocco, South Africa, Nigeria, Angola, Ghana, Cameroon, Republic of the Congo, Libya, Mozambique, Tanzania (fertilizer-producing joint ventures)                                                                                 |
| Agricultural machinery and transfer of agricultural technologies | Ethiopia, Kenya, Uganda, South Sudan; Chad, Senegal, Niger, Mauritania, Mali, Nigeria; Mozambique, Malawi, Zimbabwe and Zambia (small irrigation systems)                | West and East African countries (crop selection, decontamination);<br><br>Entire Africa (digital solutions for farmers, procurers and consumers, with less focus on countries, where these are in wide use, such as Tanzania, Kenya, Ethiopia, and Zambia) |

Compiled by the author based on FAO statistics as well as data from Russian food exporters and the Russian Ministry of Agriculture.

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## A new lease of life

In this context, it is quite understandable that Tanzania is looking forward to using Russian solutions that can effectively compete with the West and China in terms of pricing and quality. The country sent its Prime Minister, Kassim Majaliwa, to the 2023 Russia-Africa Summit. An astute dealmaker with an extensive track record in working with international partners, he brought 19 Tanzanian business leaders with him. In Russia, the official talked about plans to develop the Tanzanian economy, including agriculture. Tanzania's Ambassador to Russia, Fredrick Kibuta, and his Russian counterpart, Andrei Avetisyan, as well as Yuri Korobov, head of the Russia-Tanzania Friendship Society, have also been very actively engaged in promoting business ties between the two countries.

Dodoma's *modus operandi* consists in facilitating B2B contacts through confidence building measures and government support. For example, on July 25, 2023, right on the eve of the summit, the town of Pushkin in the vicinity of St Petersburg hosted an international conference designed to promote closer ties with the Tanzanian business community. Held as a roundtable discussion, the event gathered representatives from farming associations and agricultural industries, as well as farmers' unions from the Tver Region and beyond. There is a general trend for such companies to employ the services of agents and intermediaries to establish this kind of ties without relying on any specialised institutions or export centres.

At present, there are three key areas of Russia-Tanzania cooperation in agriculture.

### Number one: supplying Russian petrochemicals

Low efficiency of agriculture remains one of the main issues for the Tanzanian economy, but the country could partially offset it by addressing its fertiliser shortage. Experts expect fertiliser consumption



to reach 800,000 tonnes by 2025. In 2023, President Hassan launched a fertiliser subsidy programme under her patronage for the country's farmers to cover *DAP, UREA, CAN, SA and MOP*).<sup>12</sup> Russian exporters jumped on this opportunity with the Russian Embassy in Tanzania<sup>13</sup> holding an online roundtable discussion with the Tanzania Fertilizer Regulatory Authority (*TFRA*), as well as private *Tanzania Fertiliser Company Limited* and private businesses, while Eurochem, Uralchem, PHosAgro, Azot Group and other major industry leaders represented Russia.

## Number two: trade

Wheat is Tanzania's main agricultural import in terms of value, followed by beet and cane sugar, as well as palm oil, with the latter serving as a staple cooking oil in Africa's culinary tradition. Estimates for Russian agricultural supplies to Tanzania hover around \$300 million with grain, fat-and-oil products, yeast and malt playing a dominant role.<sup>14</sup> As for Tanzania, it looks forward to tapping export markets in sectors where it has a solid footing, including cashew nuts, coffee, tea, tobacco, sisal, spices, oil-bearing crops and even decorative tropical plants such as adeniums.

Transport and logistical challenges have had a somewhat dampening effect on these operations. Russia and Tanzania have yet to launch direct flights, while Russia's insufficient container fleet capacity makes it harder to expand shipments by sea. Nevertheless, several Russian companies have already gained a foothold in East Africa. In fact, thanks to its Dar es Salaam port, Tanzania serves as a gateway to neighbouring countries, including within the East African Community, which has common tariffs for many agricultural products.

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<sup>12</sup> Tanzania Launches Fertilizer Subsidy Program and Agriculture Innovation Center at Nanenane Exhibition // KILIMO KWANZA. URL: <https://kilimokwanza.org/tanzania-launches-fertilizer-subsidy-program-and-agriculture-innovation-center-at-nanenane-exhibition/>

<sup>13</sup> Танзания полагается на российских производителей удобрения для развития своего АПК // АГРО XXI. URL: <https://www.agroxxi.ru/mirovye-agronovosti/tanzanija-polagaetsja-na-rossijskih-proizvoditelei-udobrenija-dlja-razvitija-svoego-apk.html>

<sup>14</sup> Обзор ВЭД: рынок АПК Танзании. Что важно знать экспортеру из России? // AGROEXPORT. URL: <https://aemcx.ru/2023/11/21/obzor-ved-rynok-apk-tanzanii-chto-vazhno/>

## Number three: investment in technology

While the first two tracks have traditionally served as the backbone of Russia's cooperation with Africa, investment in agricultural technology can be viewed as a future prospect with a lot of potential. Increasingly frequent extreme weather events with longer droughts or protracted rainy seasons have had a disruptive effect on Tanzania's customary economic patterns. For example, tropical cyclone Hidaya caused flooding in April and May 2024 across 76,700 hectares of agricultural land in and around Morogoro, the country's main agricultural region, and in Pwani,<sup>15</sup> a coastal region. This demonstrates just how closely climate and agricultural agendas are intertwined in Tanzania. With seasonal weather patterns becoming less predictable, the country needs more irrigation systems, cold chain logistics and freeze-drying solutions for fruit and vegetables. The latter facilitates phytosanitary compliance and has no effect on nutritional value or vitamins. Held in September 2023 in Dar es Salaam, the 13<sup>th</sup> Africa Food Systems Forum sent a clear message of Tanzania's firm commitment to promoting new solutions in agriculture.<sup>16</sup>

Autonomous solutions can also be relevant, if the experience from another African region is any guide. For example, *Aerobotics* has been using agricultural drones and satellites in South Africa for collecting data on soil fertility from across vast swathes of agricultural land and building databases on small fruit plantations. Large farms are the primary beneficiaries of these solutions.

The experience Russia has in studying and fighting mycotoxins, i.e. dangerous fungi in food products, pests and parasites affecting agricultural production, can also be useful. And there are opportunities to take part in projects within Tanzania, as well as within Eastern Africa. In fact, the East African Community (EAC) is currently looking at ways to develop a certification framework for agricultural warehouses and their operators, as well as setting up regional labs to study toxic microorganisms.

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<sup>15</sup> East Africa warned of impending food shortage after floods devastate croplands, kill livestock // Down To Earth. URL: <https://www.downtoearth.org.in/news/africa/east-africa-warned-of-impending-food-shortage-after-floods-devastate-croplands-kill-livestock-96156>

<sup>16</sup> AFRICA FOOD SYSTEMS FORUM 2023 COMMUNIQUÉ // The United Republic of Tanzania. URL: <https://agrf.org/wp-content/uploads/2023/09/AFRICA-FOOD-SYSTEMS-FORUM-2023-Communique.pdf>

Finally, **clean cooking**, which stands for using cleaner fuel when cooking indoors, has been gaining traction among Tanzanians. It involves both environmental and food safety and is expected to reach at least 80 percent in household consumption by 2032, according to projections by the Tanzanian government.<sup>17</sup> Today, wood and charcoal account for about 90 percent of household fuel, and the annual toll from the toxic gases they emit when burning exceeds 33,000 people.<sup>18</sup> Moreover, Tanzania loses 470,000 hectares of forest every year to produce biofuel.<sup>19</sup> National leaders have been pinning their hopes on bottled cooking gas and intend to use gas from the country's shelf deposits with Shell and Equinor expected to act as their operators (as of May 2024, the government was still in talks with them to hammer out the details of this deal). The authorities presented this policy at the May 2024 *Clean Cooking Summit*, a forum held by the OECD's International Energy Agency in Paris, with President Hassan acting as its co-chair. She did not rule out efforts to benefit from other available technological alternatives.

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## A budding partnership

The Russian expert community has seldom treated Tanzania's vision for development as a standalone phenomenon. Even when this does happen, pundits tend to frame Tanzania within a wider African context or, on a broader scale, as a member of the non-Western world. Meanwhile, Tanzania's openness when choosing its partners, its unwillingness to get locked in coalitions or restrictive concepts, while asserting its national pride, independence and being its own master – all of these aspirations could help Russia's efforts to forge closer ties by partnering on specific projects.

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<sup>17</sup> Driving Tanzania's clean cooking revolution. // UN Capital Development Fund. URL: <https://www.uncdf.org/article/8729/driving-tanzanias-clean-cooking-revolution>

<sup>18</sup> Over 33,000 Tanzanians die annually for using charcoal or firewood for cooking: expert // Xinhua. URL: <https://english.news.cn/africa/20221101/a453798d3f9e45259571a54d3bc609fe/c.html>

<sup>19</sup> Tanzania's clean cooking journey gains momentum // The Citizen. URL: <https://www.thecitizen.co.tz/tanzania/news/business/tanzania-s-clean-cooking-journey-gains-momentum--4521540>

Tanzania observes Farmer's Day, or Nane Nane Day, on August 8 as one of the country's main national holidays. It could well serve as a reference point for taking stock of the Russia-Tanzanian achievements in working together in the food sector, which forms the very backbone of economic development. But this requires political will and respecting each other's cultural codes. Being able to understand the needs of your partner on the other side of the globe is even more important.

TABLE 2. A SHORT GUIDE TO TANZANIA'S AGENCIES FOR ENTREPRENEURS AND INVESTORS

| Name                                                                                                                          | Functions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|-------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Tanzania Investment Centre (TIC)</b><br><a href="https://www.tic.go.tz">https://www.tic.go.tz</a>                          | <ul style="list-style-type: none"> <li>• Coordinates and facilitates investment in Tanzania.</li> <li>• Advises government agencies on investment policy.</li> <li>• Focuses on foreign and local companies with at least \$500,000 and \$100,000 in capital, respectively.</li> <li>• Issues certificates for investment incentives as per the 1997 law on investment.</li> </ul>                                                                                                                                                                                                                   |
| <b>Tanzania Trade Development Authority (TanTrade)</b><br><a href="https://www.tantrade.go.tz">https://www.tantrade.go.tz</a> | <ul style="list-style-type: none"> <li>• Exercises oversight, executive and advisory duties with the view to promoting and developing domestic and international trade.</li> <li>• Provides the available information on trade regulations by pooling together data from all the relevant ministries and agencies, including on administrative procedures, frameworks, requirements, licenses, authorisations, fines, duties, etc.</li> <li>• This information is also available on the Tanzania Trade Portal. <a href="https://trade.tanzania.go.tz/">https://trade.tanzania.go.tz/</a>.</li> </ul> |
| <b>Tanzania Private Sector Foundation (TPSF)</b><br><a href="https://tpsftz.org">https://tpsftz.org</a>                       | <ul style="list-style-type: none"> <li>• Coordinates the East African Business Council's activities in Tanzania.</li> <li>• Its participants include business associations, transnational companies, SMEs and start-ups.</li> <li>• Serves as a platform for the private sector for facilitating the public-private dialogue at the local, national and international levels.</li> </ul>                                                                                                                                                                                                             |

| Name                                                                                                                                      | Functions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|-------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA)</b></p> <p><a href="https://tccia.or.tz">https://tccia.or.tz</a></p> | <ul style="list-style-type: none"> <li>• Represents over 8,000 companies.</li> <li>• Operates regional offices across Tanzania.</li> <li>• Serves as a data source and training provider for businesses, helps them with licencing, promotion, including marketing programmes, trade fairs and missions.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <p><b>Tanzania Revenue Authority (TRA)</b></p> <p><a href="https://www.tra.go.tz">https://www.tra.go.tz</a></p>                           | <ul style="list-style-type: none"> <li>• A government agency, the TRA is tasked with collecting and administering all of the central government's revenue streams.</li> <li>• It operates as a semi-autonomous agency and acts jointly with the Finance Ministry.</li> <li>• Oversees performance as per the tax law, including regarding foreign investors and free economic zones.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <p><b>Tanzania Export Processing Zones Authority (EPZA)</b></p> <p><a href="https://www.epza.go.tz">https://www.epza.go.tz</a></p>        | <ul style="list-style-type: none"> <li>• Operates as an autonomous agency affiliated with Tanzania's Ministry of Industry and Trade.</li> <li>• Its core mission consists in encouraging investment in free economic zones in mainland Tanzania.</li> <li>• Its functions include infrastructure development within free economic zones, providing business services to investors, as well as issuing licences.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <p><b>Zanzibar Investment Promotion Authority (ZIPA)</b></p> <p><a href="https://www.zipa.go.tz">https://www.zipa.go.tz</a></p>           | <ul style="list-style-type: none"> <li>• Zanzibar's main agency in charge of promoting and encouraging investment and providing services to investors</li> <li>• ZIPA operates much like a one-stop shop government services centre for investors by streamlining access to investment certificates, as well as services dealing with tax registration and benefits, company registration, business licencing, land acquisition, immigration services and free economic zones</li> <li>• Serves foreign and local companies with a statutory capital of at least \$300,000 and \$100,000, respectively. For the hospitality industry and real estate, the minimum threshold in terms of investment stands at \$2.5 million for foreign entities and \$300,000 for local investors.</li> <li>• Issues investment certificates with an annual renewal option.</li> </ul> |

| Название                                                                                                        | Функционал                                                                                                                                                                                                                                                                                                                                                                                      |
|-----------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Tanzania National Business Council (TNBC)</b><br><a href="https://www.tnbc.go.tz">https://www.tnbc.go.tz</a> | <ul style="list-style-type: none"> <li>Includes 25 delegates representing the private sector and 25 delegates representing the state.</li> <li>TNBC has largely evolved into a think tank lately with a mission to support the government in its effort to carry out the national development programmes. In this role, the TNBC drafts technical and analytical reports and papers.</li> </ul> |
| <b>Small Industries Development (SIDO)</b><br><a href="https://www.sido.go.tz">https://www.sido.go.tz</a>       | <ul style="list-style-type: none"> <li>Affiliated with the Ministry of Industry and Trade.</li> <li>Assists start-ups and homegrown businesses when tapping new markets, and helps SME to take out loans.</li> <li>Offers training courses in accounting, drafting business plans and company registration.</li> </ul>                                                                          |
| <b>East African Business Council (EABC)</b><br><a href="https://eabc-online.com">https://eabc-online.com</a>    | <ul style="list-style-type: none"> <li>The EABC is part of the East African Community.</li> <li>Any company operating in the region can join EABC.</li> <li>Offers training courses, webinars and trade facilitation programmes within the East African Community and African Continental Free Trade Area (<i>AfCFTA</i>).</li> </ul>                                                           |
| <b>Tanzania Bureau of Standards (TBS)</b><br><a href="https://www.tbs.go.tz">https://www.tbs.go.tz</a>          | <ul style="list-style-type: none"> <li>Develops national standards for exports and imports and insures compliance.</li> </ul>                                                                                                                                                                                                                                                                   |
| <b>Tanzania Institute of Arbitrators (TIA)</b><br><a href="https://www.tiarb.or.tz">https://www.tiarb.or.tz</a> | <ul style="list-style-type: none"> <li>Ensures the resolution of commercial disputes.</li> <li>Responds to requests from the interested parties.</li> </ul>                                                                                                                                                                                                                                     |

| Название                                                                                                                                     | Функционал                                                                                                                                                                                                                                                                                                                                                                                   |
|----------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>National Construction Council (NCC)</b><br><a href="https://www.ncc.go.tz">https://www.ncc.go.tz</a>                                      | <ul style="list-style-type: none"> <li>Tanzania's first commercial court.</li> <li>Adopted Arbitration Rules 2 in 2001 to enable parties to resolve construction-related disputes.</li> </ul>                                                                                                                                                                                                |
| <b>Tanzania Fertilizer Regulatory Authority (TFRA)</b><br><a href="https://www.tfra.go.tz">https://www.tfra.go.tz</a>                        | <ul style="list-style-type: none"> <li>Registers all fertiliser traders in the country.</li> <li>Issues licences to sell, import and export fertilisers and mineral additives.</li> <li>Carries out development programmes for the petrochemical sector.</li> </ul>                                                                                                                          |
| <b>Tanzania Medicines and Medical Devices Authority (TMDA, formerly TFDA)</b><br><a href="https://www.tmda.go.tz">https://www.tmda.go.tz</a> | <ul style="list-style-type: none"> <li>An autonomous agency affiliated with the Ministry of Health.</li> <li>Oversees quality of medicines, medical products, diagnostics tools, pesticides and tobacco products.</li> </ul>                                                                                                                                                                 |
| <b>Confederation of Tanzania Industries (CTI)</b><br><a href="https://cti.co.tz">https://cti.co.tz</a>                                       | <ul style="list-style-type: none"> <li>An independent self-financing organisation.</li> <li>Focuses on tax and budget policy and taxation, regulations, regional and multilateral trade deals, infrastructure, with a special emphasis on energy, road network, railways and ports.</li> <li>Focuses on facilitating access to technological solutions, especially in renewables.</li> </ul> |



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