TICGL

Tanzania Investment and Consultant Group Ltd

BUSINESS AND INVESTMENT OPPORTUNITIES IN TANZANIA

Strategic Outlook 2026 – 2031

Aligned with Tanzania Development Vision 2050 (Dira 2050)
and the Fourth Five-Year National Development Plan (FYDP IV: 2026/27 – 2030/31)

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Your Gateway to Business Success in Tanzania

Publication Note

This September 2026 edition supersedes TICGL's October 2024 opportunity guide. It has been fully rebuilt to reflect Tanzania's current macroeconomic position, the launch of the National Development Vision 2050 (Dira 2050), the Fourth Five-Year National Development Plan (FYDP IV, 2026/27–2030/31), and the most recent sector performance data available as at September 2026, drawn from the Bank of Tanzania, the National Bureau of Statistics, TISEZA, the Ministry of Minerals, the Ministry of Natural Resources and Tourism, and other official sources.

This is an investor-orientation and business-development document prepared by TICGL. It is not a substitute for independent legal, tax, financial or technical due diligence. Investment thresholds, incentive terms, licensing requirements and sector statistics should be verified directly with the relevant Tanzanian authorities and with TICGL prior to any capital commitment. For enquiries relating to this document, please contact economist@ticgl.com.

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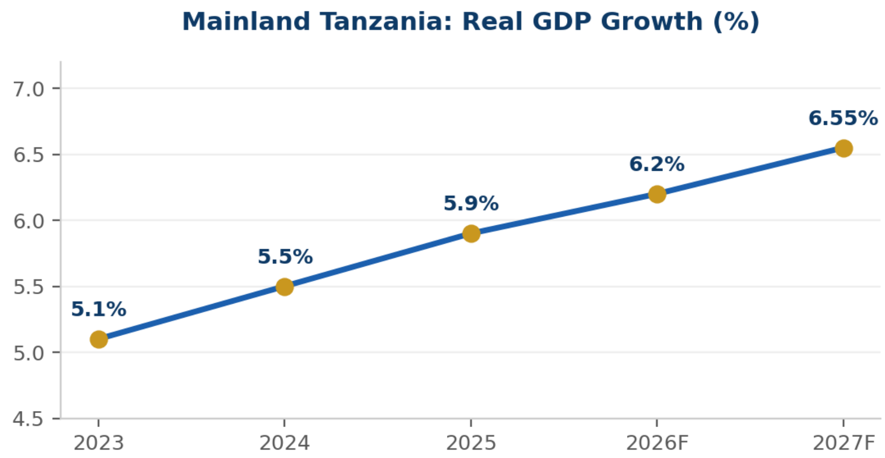
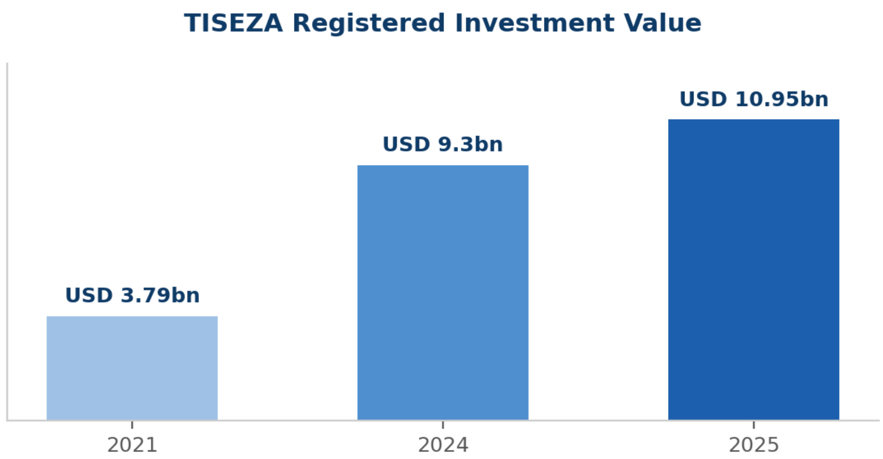
1. Executive Summary

Tanzania enters the 2026-2031 period as one of East Africa's strongest and most consistent investment destinations. Real GDP growth reached 5.9% in 2025 and is forecast by the Bank of Tanzania and IMF to accelerate to between 6.1% and 6.3% in 2026 and beyond 6.5% in 2027, supported by agriculture, mining, tourism and construction. Inflation has remained low and stable, averaging 3.3% in 2025 and projected to stay within the Bank of Tanzania's 3-5% target range.

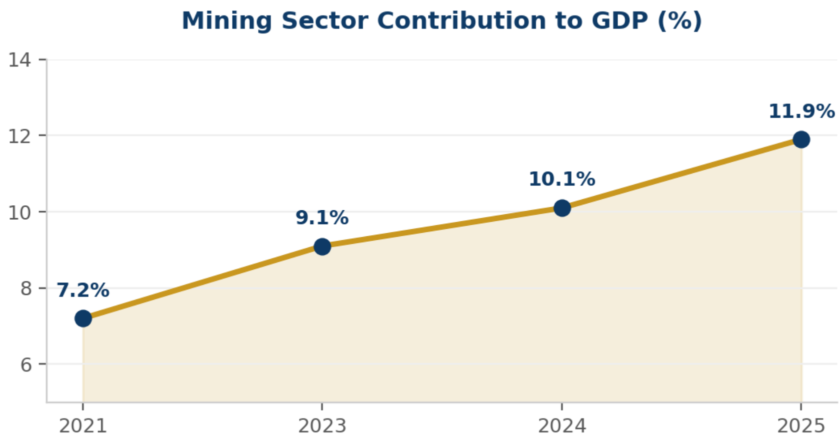


2025 was a record year for investment facilitation: the Tanzania Investment and Special Economic Zones Authority (TISEZA) — established under the TISEZA Act No. 6 of 2025 to consolidate investment facilitation, incentives and Special Economic Zone management — registered 915 investment projects worth USD 10.95 billion, the highest level since independence and nearly triple the USD 3.79 billion registered in 2021. Manufacturing, commercial buildings, transport, tourism and agriculture were the leading destination sectors.



This momentum is now being channelled through a new national planning architecture. On 17 July 2025, President Samia Suluhu Hassan launched Tanzania Development Vision 2050 (Dira 2050), a 25-year roadmap targeting an upper-middle-income, USD 1 trillion economy with GDP per capita of USD 7,000 by 2050, built around nine priority sectors: agriculture, tourism, industry, construction, mining, the blue economy, sports and creativity, finance, and services. The first medium-term instrument under this vision, FYDP IV (2026/27–2030/31), targets nominal GDP of USD 118.1 billion and per-capita income of USD 1,638 by 2031, with an estimated implementation cost of TZS 477.7 trillion, of which the private sector is expected to finance around 70%.

Two sectors illustrate the scale of Tanzania's recent transformation. Mining's contribution to GDP nearly doubled from 7.2% in 2021 to an estimated 11.9% in 2025, with gold exports of USD 4.75 billion overtaking tourism as the country's top foreign-exchange earner for the first time. Tourism itself continued to grow strongly, with earnings rising from USD 1.3 billion in 2021 to a record USD 3.95 billion in 2025.



This official TICGL document provides a practical, sector-by-sector guide to investment opportunities for the 2026–2031 period. It combines updated macroeconomic and policy context with thirteen priority sectors, indicative investment ranges, and a five-year investor playbook — designed to help investors identify, evaluate and structure bankable projects aligned with Tanzania's national development trajectory.

Key Macroeconomic and Investment Indicators

Indicator	2025 (Actual/Estimate)	2026 (Forecast)
Real GDP growth (Mainland)	5.9%	6.1% - 6.3% (BoT/IMF range)
Nominal GDP	≈ USD 86 billion	Rising toward FYDP IV target of USD 118.1 billion by 2030/31
Inflation (Mainland, headline)	3.3% average	Projected 3.5% - 4.7%, within the 3-5% target band
TISEZA registered investment projects	915 projects worth USD 10.95 billion (record year)	Continued double-digit growth targeted
International tourist arrivals	2.29 million; earnings ≈ USD 3.95 billion	Government target: 8 million total arrivals by 2030
Mining sector GDP contribution	≈ 11.9% (Jan-Sep 2025 average)	Mineral exports of USD 5.4 billion in 2025 (+31% y/y); gold overtook tourism as top forex earner
Public debt	≈ 40-50% of GDP (well below 55% sustainability threshold)	Managed decline projected
FDI inflows	USD 1.72 billion (+28% y/y)	Continued growth expected under TISEZA reforms

2. Tanzania's Development Roadmap: Vision 2050 and FYDP IV

Tanzania's medium- and long-term planning framework was substantially reshaped in 2025–2026. Three instruments now anchor national economic policy:

- **Long-Term Perspective Plan (LTPP) 2026/27-2050/51:** A 25-year strategic anchor estimated to cost USD 358 billion, with roughly 70% of financing expected from the private sector, setting out Tanzania's transition from lower-middle-income to upper-middle- and eventually high-income status.
- **Fourth Five-Year Development Plan (FYDP IV) 2026/27-2030/31:** The first of five successive medium-term plans under Vision 2050, themed "Transformation for Inclusive Economic Growth and Employment Creation." It targets real GDP growth of up to 10.5%, nominal GDP of USD 118.1 billion, and per-capita income of USD 1,638 by 2031, at an estimated cost of TZS 477.7 trillion.
- **Annual National Development Plans:** The 2026/27 Development Plan, the first under FYDP IV, carries an implementation budget of TZS 86.3 trillion — about 18% of the full five-year plan cost — reflecting the scale of public investment being front-loaded into infrastructure, energy, agriculture and human capital.

Vision 2050's Nine Priority Sectors

Dira 2050 organises the economy around nine sectors selected for their capacity to generate employment, boost exports, add value to agricultural and mineral output, and raise national income: agriculture, tourism, industry, construction, mining, the blue economy, sports and creativity, finance, and services. This TICGL guide maps its thirteen investment-opportunity sectors directly onto this national framework, while adding supporting sectors — healthcare, education, technology and consumer goods — that underpin broader economic transformation.

Fiscal and External Position

Public debt remains well below the 55%-of-GDP sustainability threshold used by regional peers, government revenue collection is targeted to grow at an average of 12.1% per year, and international reserves rose to 4.9 months of import cover in 2025 (up from 4.1 months in 2024). IMF Extended Credit Facility and Resilience and Sustainability Facility arrangements have unlocked substantial concessional financing, reinforcing macroeconomic stability as investors plan multi-year projects.

3. Why Invest in Tanzania, 2026–2031?

- **Clear National Direction:** Vision 2050 and FYDP IV give investors a transparent, long-horizon national roadmap rather than a series of disconnected initiatives.
- **Record and Accelerating Investment Momentum:** 915 projects worth USD 10.95 billion registered in 2025 alone, a 17.7% increase in value over 2024 and the highest level since independence, with four new SEZs and further reforms streamlining approvals.
- **Industrialisation Drive:** Manufacturing, agro-processing, pharmaceuticals, automotive assembly, mineral value addition and renewable energy remain top government priorities, backed by tax holidays and duty exemptions in Special Economic Zones.
- **Resource-Backed Growth:** Mining's GDP contribution nearly doubled between 2021 and 2025, and gold overtook tourism as Tanzania's top foreign-exchange earner in 2025 — evidence of how quickly a well-supported sector can scale.
- **Improving Ease of Doing Business:** The One-Stop Facilitation Centre under TISEZA brings 14 government agencies together to process permits, registrations, tax exemptions and land access in a single location.
- **Abundant Natural Resources:** 44 million hectares of arable land, 57+ trillion cubic feet of natural gas, and globally significant deposits of gold, tanzanite, graphite and rare earths.
- **Strategic Location:** A gateway to EAC and SADC markets of roughly 300 million consumers via the ports of Dar es Salaam, Tanga and Mtwara, and to landlocked neighbours including Zambia, DRC, Malawi, Burundi, Rwanda and Uganda.
- **Young, Growing Population:** Over 60% of the population is under 25, providing a large, youthful and increasingly digitally connected labour force and consumer base.

4. Priority Investment Sectors

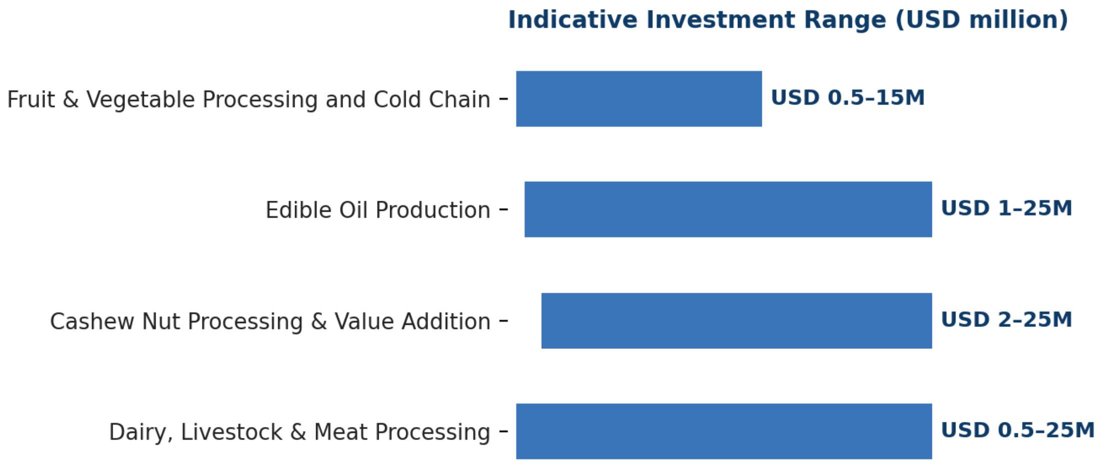
The following thirteen sectors combine strong market fundamentals, alignment with Vision 2050 and FYDP IV priorities, and demonstrated or emerging investor interest. Each sector includes an indicative investment-range chart for its priority opportunities; ranges are illustrative and should be refined through project-specific feasibility work.

4.1. Agribusiness and Food Processing

Sector Overview (2026)

Agriculture remains the backbone of Tanzania's economy, contributing close to a quarter of GDP and employing the majority of the workforce. Under FYDP IV (2026/27–2030/31) and Vision 2050 (Dira 2050), agriculture is one of nine nationally prioritised transformation sectors, with strong policy emphasis on irrigation expansion, mechanisation, value addition and export diversification under the EAC, SADC and AfCFTA frameworks. Tanzania has over 44 million hectares of arable land, of which only a fraction is currently under cultivation, leaving substantial room for commercial expansion. The government's Agricultural Sector Development Programme and warehouse-receipt reforms are steadily improving farmer incomes, input access and post-harvest handling, creating a more investable value chain from farm to export terminal.

Priority Investment Opportunities (2026-2031)



3.1 Fruit & Vegetable Processing and Cold Chain

Estimated Investment: USD 0.5 – 15 million

Project Concept: Modern processing plants for juices, concentrates, dried products and ready-to-eat foods, integrated with cold storage and refrigerated logistics linking growing regions (Iringa, Njombe, Kilimanjaro) to urban and export markets. Facilities can be phased, starting with a single processing line and scaling as supply contracts mature.

Market Potential (2026-2031): Growing urban demand and strong export potential under EAC, SADC and AfCFTA; post-harvest loss reduction remains a national priority under FYDP IV, and Tanzania's diverse agro-ecological zones support near year-round supply.

Key Success Factor: Secure long-term outgrower or nucleus-farm supply agreements and reliable cold-chain logistics before scaling capacity.

3.2 Edible Oil Production

Estimated Investment: USD 1 – 25 million

Project Concept: Sunflower, soybean and palm oil processing facilities using local and regional feedstock, supported by the government's edible-oil import-substitution drive and available tax incentives for local crushing capacity.

Market Potential (2026-2031): Tanzania imports a significant share of its edible oil needs; strong domestic and regional demand within the East African Community, with government policy actively discouraging raw seed exports in favour of local processing.

Key Success Factor: Lock in feedstock supply through contract farming and align plant capacity with realistic, phased sunflower/soybean aggregation volumes.

3.3 Cashew Nut Processing & Value Addition

Estimated Investment: USD 2 – 25 million

Project Concept: Processing facilities converting raw cashews into kernels, roasted products and by-products; Tanzania remains among Africa's leading cashew producers, concentrated in the Southern regions of Mtwara, Lindi and Ruvuma.

Market Potential (2026-2031): High global demand for processed cashews; substantial value-addition premium versus raw exports, reinforced by government warehouse receipt system and export-levy reforms that favour domestic processors over raw exporters.

Key Success Factor: Participate in the warehouse receipt system for predictable raw-material sourcing and pursue certified export-quality standards (e.g. for EU and Gulf markets).

3.4 Dairy, Livestock & Meat Processing

Estimated Investment: USD 0.5 – 25 million

Project Concept: Modern dairy farms, processing plants (milk, yoghurt, cheese) and meat-processing facilities with cold-chain infrastructure, targeting both peri-urban dairy belts and livestock corridors in central and northern Tanzania.

Market Potential (2026-2031): Rising urban demand for packaged dairy and meat products, plus regional export potential within the EAC and SADC blocs; Tanzania's cattle herd is among the largest in Africa, offering a large untapped raw-material base.

Key Success Factor: Invest in extension services and cold-chain collection points to raise smallholder milk quality and volumes feeding into the plant.

Other high-potential opportunities in this sector:

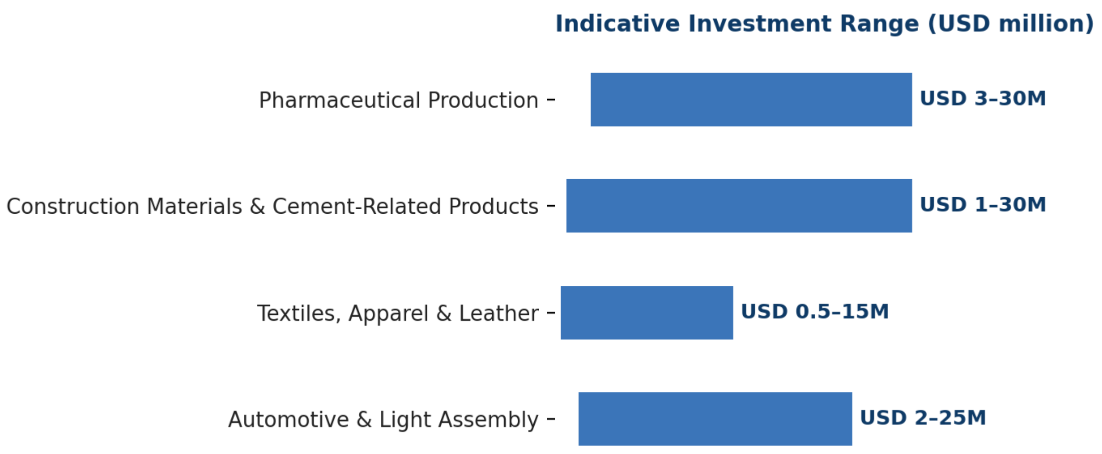
- Animal feed production supporting livestock and aquaculture growth
- Aquaculture and inland/marine fish processing
- Tea, coffee and spice value addition targeting specialty and organic export segments
- Cassava, grain milling and food-fortification facilities
- Organic and specialty food production for premium export markets
- Honey production and beekeeping value chains

4.2. Manufacturing and Industrial Development

Sector Overview (2026)

Manufacturing remains the single largest destination for registered investment projects and is central to Tanzania's industrialisation agenda under Vision 2050 and FYDP IV, which targets a substantial rise in manufacturing's share of GDP and exports over the plan period. Tanzania's EAC and SADC membership provides preferential access to a combined market of roughly 300 million consumers, while government incentives under the Tanzania Investment and Special Economic Zones Authority (TISEZA) — including tax holidays, duty exemptions and access to newly opened Special Economic Zones in Bagamoyo, Kibaha, Dodoma and Kahama — continue to lower the cost of establishing production in the country. Manufacturing accounted for the largest number of TISEZA-registered projects in every quarter of 2025.

Priority Investment Opportunities (2026-2031)



4.1 Pharmaceutical Production

Estimated Investment: USD 3 – 30 million

Project Concept: Facilities for generic medicines, essential drugs and medical consumables targeting domestic and regional markets, potentially anchored by offtake agreements with the Medical Stores Department and regional pooled-procurement mechanisms.

Market Potential (2026-2031): Large and growing domestic market; strong government push for local production and regional export under AfCFTA and the East African pooled-procurement framework; Tanzania currently imports the majority of its pharmaceutical needs.

Key Success Factor: Achieve WHO-prequalification or equivalent regulatory certification early to unlock both public-procurement and export contracts.

4.2 Construction Materials & Cement-Related Products

Estimated Investment: USD 1 – 30 million

Project Concept: Production of cement blocks, tiles, prefabricated components, steel structures and related building materials, positioned to serve the SGR, road, housing and stadium construction pipeline.

Market Potential (2026-2031): Rapid urbanisation and a large infrastructure pipeline (Standard Gauge Railway, roads, housing, industrial parks, AFCON 2027 stadium and hospitality works) are sustaining strong demand; several major cement expansions (including Hengya Cement) illustrate investor confidence in the sub-sector.

Key Success Factor: Secure proximity to limestone/raw-material deposits and reliable power to keep production costs competitive against imports.

4.3 Textiles, Apparel & Leather

Estimated Investment: USD 0.5 – 15 million

Project Concept: Garment manufacturing, textile mills and leather-goods production using local cotton and hides/skins, potentially integrated into the government's cotton-to-clothing value-chain strategy.

Market Potential (2026-2031): Domestic demand plus preferential access to EAC, SADC, EU (Everything But Arms) and AGOA markets; Tanzania is one of Africa's larger cotton producers but exports most of it unprocessed, leaving a clear value-addition gap.

Key Success Factor: Target export-oriented anchor buyers early and invest in worker training to meet international quality and compliance standards.

4.4 Automotive & Light Assembly

Estimated Investment: USD 2 – 25 million

Project Concept: Assembly of vehicles, automotive parts and agricultural machinery tailored to regional needs, in line with government ambitions to position Tanzania as an East African assembly hub;

several automotive assembly projects (including new investors in 2025 such as MCGA Auto) have already been registered with TISEZA.

Market Potential (2026-2031): Growing regional vehicle market and industrialisation targets under FYDP IV; rising demand for affordable agricultural machinery to support mechanisation goals.

Key Success Factor: Structure phased local-content targets (from CKD assembly toward deeper local manufacture) in line with government incentive milestones.

Other high-potential opportunities in this sector:

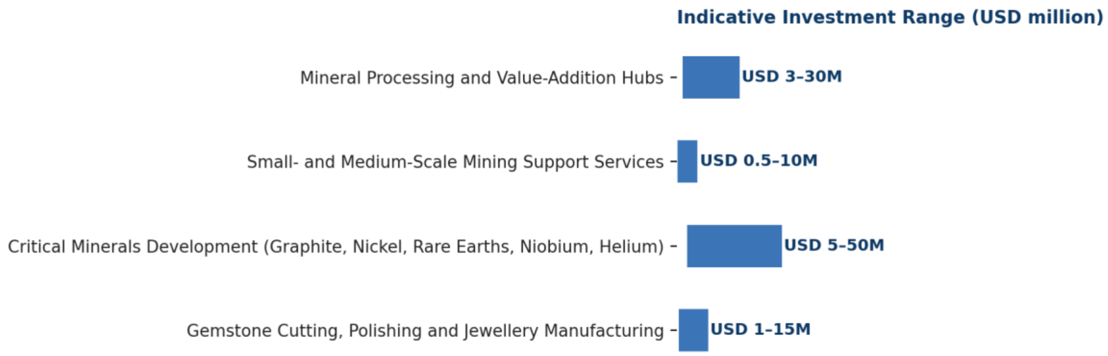
- Plastics and packaging materials (high import-substitution potential)
- Furniture and wood products using sustainable local timber
- Fertiliser production supporting agricultural transformation
- Consumer electronics assembly and small appliances
- Recycling and circular-economy solutions

4.3. Mining and Mineral Value Addition

Sector Overview (2026)

Mining has become one of Tanzania's fastest-growing sectors, contributing an estimated 11.9% of GDP for the January–September 2025 period, up from 10.1% in 2024 and just 7.2% in 2021. Mineral exports reached USD 5.4 billion in 2025 (up 31% year-on-year), with gold exports of USD 4.75 billion overtaking tourism as the country's leading foreign-exchange earner for the first time. Beyond gold, Tanzania holds significant reserves of tanzanite (found nowhere else on earth), graphite, nickel, rare earth elements, niobium and helium — critical minerals increasingly sought for clean-energy and technology supply chains. Government policy under FYDP IV and the Mining Act framework strongly favours local value addition over raw ore export, reinforced by a mining-sector revenue target of TZS 1.41 trillion for 2026/27.

Priority Investment Opportunities (2026-2031)



5.1 Mineral Processing and Value-Addition Hubs

Estimated Investment: USD 3 – 30 million

Project Concept: Smelting, refining and value-addition facilities for gold, tanzanite, graphite, nickel and rare earths, including participation in government-backed hubs such as the Buzwagi value-addition centre and the planned Shinyanga mineral processing centre.

Market Potential (2026-2031): Strong policy push for local beneficiation; higher margins than raw mineral export; Tanzania ranks 15th globally in mineral resource potential, with its score rising from 62.75 in 2024 to 68.04 in 2025.

Key Success Factor: Co-locate near existing mining clusters and secure long-term offtake or tolling agreements with established mine operators.

5.2 Small- and Medium-Scale Mining Support Services

Estimated Investment: USD 0.5 – 10 million

Project Concept: Equipment supply, assaying, financing and formalisation services for small-scale miners, an increasingly formalised segment of the sector following government reforms to mineral markets and trading centres.

Market Potential (2026-2031): Government drive to strengthen local participation and formal mineral trading through mineral markets and warehouse-based trading centres; small-scale miners account for a growing share of national gold output.

Key Success Factor: Build trusted relationships with mineral market authorities and offer transparent, fair-value assaying to win miner loyalty.

5.3 Critical Minerals Development (Graphite, Nickel, Rare Earths, Niobium, Helium)

Estimated Investment: USD 5 – 50 million

Project Concept: Exploration, extraction and processing of battery and technology-grade minerals, including the Panda Hill niobium project positioning Tanzania among the world's top-four niobium producers, and expanding geophysical survey coverage (targeted at 50% of the country by 2030).

Market Potential (2026-2031): Rising global demand linked to clean-energy and electronics supply chains; strong donor and strategic-investor interest in de-risking critical mineral supply from Africa amid global supply-chain diversification.

Key Success Factor: Engage early with environmental and community-consent processes given the scale and footprint of critical-mineral projects.

5.4 Gemstone Cutting, Polishing and Jewellery Manufacturing

Estimated Investment: USD 1 – 15 million

Project Concept: Cutting, polishing and jewellery-manufacturing facilities for tanzanite, ruby, garnet and other gemstones, building on Tanzania's unique position as the sole global source of tanzanite.

Market Potential (2026-2031): Tanzanite prices and formal trading volumes are recovering as government tightens controls on informal export; substantial value-addition premium available versus exporting rough stones.

Key Success Factor: Invest in skilled gem-cutting training and international grading/certification to access premium export markets.

Other high-potential opportunities in this sector:

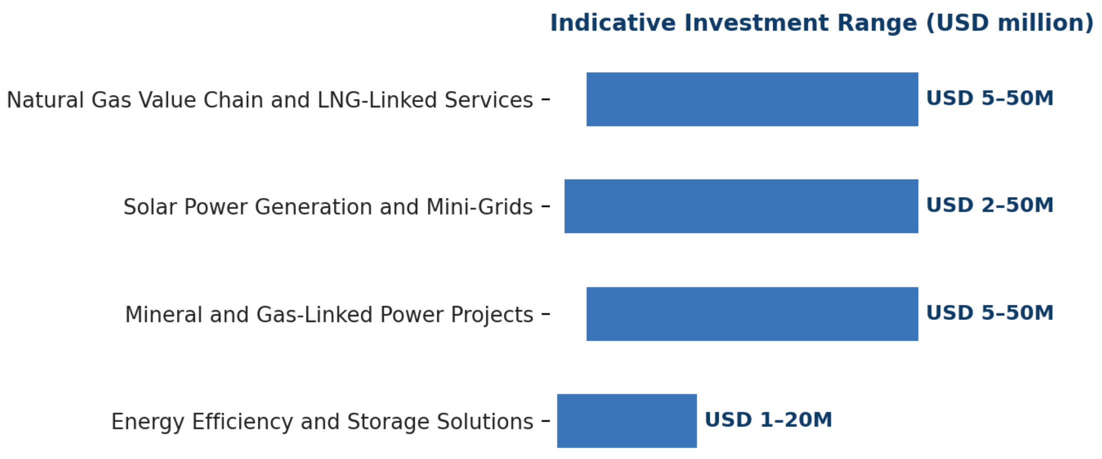
- Mining equipment maintenance, logistics and local-content services
- Geological survey and exploration services
- Mineral trading, assay and certification infrastructure
- Coal and industrial minerals (limestone, gypsum, soda ash) processing

4.4. Energy: Oil, Gas and Renewables

Sector Overview (2026)

Tanzania holds an estimated 57 trillion cubic feet of natural gas reserves, with the flagship Liquefied Natural Gas (LNG) project in Lindi Region advancing toward final investment decision, and additional exploration potential in the Ruvuma Basin estimated at over 100 trillion cubic feet. In parallel, the country has among the strongest renewable energy resource bases in East Africa — solar, wind, hydro and geothermal — supporting government targets for universal electrification and a diversified generation mix under FYDP IV. Reliable power supply is increasingly framed by policymakers as a prerequisite for the industrialisation and mining growth targeted under Vision 2050.

Priority Investment Opportunities (2026-2031)



6.1 Natural Gas Value Chain and LNG-Linked Services

Estimated Investment: USD 5 – 50 million

Project Concept: Domestic gas distribution networks, CNG/LNG conversion infrastructure, and specialised oil & gas support services (logistics, equipment maintenance, environmental and local-content services) tied to the Lindi LNG project pipeline as it advances toward construction.

Market Potential (2026-2031): Rising industrial and domestic demand for cleaner fuel; strong local-content requirements creating openings for Tanzanian and joint-venture service providers ahead of eventual LNG production.

Key Success Factor: Build local-content credentials and technical partnerships early, well ahead of the LNG project's final investment decision.

6.2 Solar Power Generation and Mini-Grids

Estimated Investment: USD 2 – 50 million

Project Concept: Utility-scale solar farms and distributed mini-grid solutions for rural electrification and industrial parks, complementing grid extension in areas where connection is not yet economical.

Market Potential (2026-2031): Rising electricity demand, government renewable-energy targets, and a large addressable off-grid and underserved population, particularly in western and southern regions.

Key Success Factor: Structure bankable power-purchase agreements with TANESCO or anchor industrial off-takers before committing to full-scale construction.

6.3 Mineral and Gas-Linked Power Projects

Estimated Investment: USD 5 – 50 million

Project Concept: Grid and captive power solutions (gas-fired, hydro, wind) serving new industrial parks, SEZs and mining operations, including hybrid solutions combining renewables with gas or diesel back-up for reliability.

Market Potential (2026-2031): Reliable power is a leading investor concern; new SEZs and mining expansion are driving demand for dedicated and blended power solutions, particularly in remote mining regions.

Key Success Factor: Anchor projects around a creditworthy industrial or mining off-taker before seeking project-finance debt.

6.4 Energy Efficiency and Storage Solutions

Estimated Investment: USD 1 – 20 million

Project Concept: Battery energy-storage systems, energy-audit services and efficiency retrofits for industrial and commercial clients, supporting grid stability as renewable penetration rises.

Market Potential (2026-2031): Growing awareness of energy costs among industrial users; storage is an emerging but rapidly growing opportunity as more variable renewable capacity comes online.

Key Success Factor: Start with energy-audit and efficiency-service contracts to build local relationships before scaling into capital-intensive storage assets.

Other high-potential opportunities in this sector:

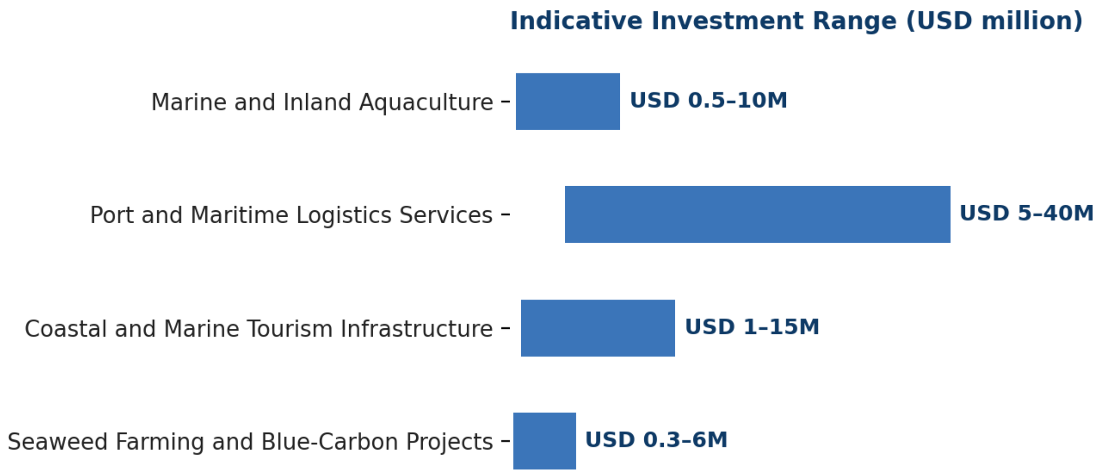
- Wind energy development in high-potential corridors (Singida, Makambako)
- Small hydro and biomass/waste-to-energy projects
- Solar equipment manufacturing and distribution
- Green hydrogen pilot projects (emerging opportunity linked to gas and renewable resources)

4.5. Blue Economy and Maritime Development

Sector Overview (2026)

The blue economy is one of Vision 2050's nine priority transformation sectors, reflecting Tanzania's roughly 1,400 km coastline, Indian Ocean access, and the freshwater resources of Lakes Victoria, Tanganyika and Nyasa. Government strategy targets expansion of marine and inland fisheries, aquaculture, port modernisation and marine tourism, alongside sustainable management of coastal ecosystems and growing interest in blue-carbon financing mechanisms.

Priority Investment Opportunities (2026-2031)



7.1 Marine and Inland Aquaculture

Estimated Investment: USD 0.5 – 10 million

Project Concept: Fish farming and processing facilities for both marine (prawns, seaweed) and freshwater species, with export-grade cold-chain and packaging serving both domestic supermarkets and export buyers.

Market Potential (2026-2031): Rising domestic and regional demand for fish protein; seaweed and prawn exports remain underdeveloped relative to potential, particularly around Zanzibar and the southern coast.

Key Success Factor: Pilot at modest scale with a defined export buyer before committing to large-scale pond or cage infrastructure.

7.2 Port and Maritime Logistics Services

Estimated Investment: USD 5 – 40 million

Project Concept: Support services and facilities linked to the modernisation of Dar es Salaam, Tanga and Mtwara ports, including bunkering, ship repair, container maintenance, and maritime training academies.

Market Potential (2026-2031): Continued port expansion and Tanzania's positioning as the primary maritime gateway for landlocked neighbours (Zambia, DRC, Malawi, Burundi, Rwanda, Uganda), supported by growing regional transit trade volumes.

Key Success Factor: Align service offerings with the specific vessel types and cargo mixes using each port to avoid over-building generic capacity.

7.3 Coastal and Marine Tourism Infrastructure

Estimated Investment: USD 1 – 15 million

Project Concept: Dive centres, marine-park tourism services, and sustainable beach-tourism infrastructure along the coastline and islands, complementing Zanzibar's established resort sector.

Market Potential (2026-2031): Zanzibar named Africa's Leading Beach Destination 2025; growing international interest in marine and eco-tourism experiences beyond the traditional beach-resort model.

Key Success Factor: Integrate marine-conservation credentials into the tourism offer to appeal to the fastest-growing segment of eco-conscious travellers.

7.4 Seaweed Farming and Blue-Carbon Projects

Estimated Investment: USD 0.3 – 6 million

Project Concept: Seaweed cultivation and processing for cosmetics, food and pharmaceutical export markets, alongside pilot blue-carbon (mangrove and seagrass) conservation projects with carbon-credit potential.

Market Potential (2026-2031): Established smallholder seaweed farming base, mainly around Zanzibar, offers a foundation for value-added processing; global blue-carbon markets are an early but fast-growing opportunity.

Key Success Factor: Work with existing smallholder seaweed-farming cooperatives rather than displacing them, to secure supply and social licence.

Other high-potential opportunities in this sector:

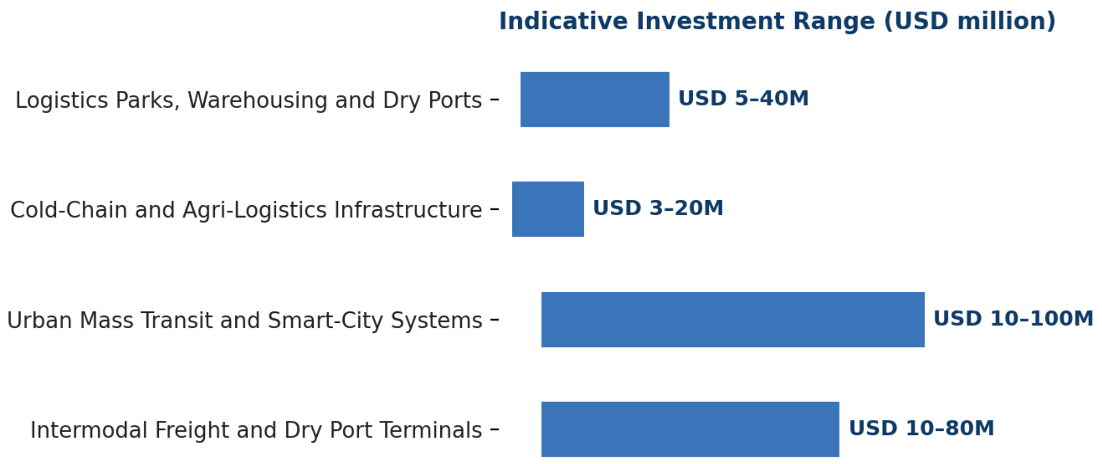
- Shipbuilding and vessel maintenance services
- Desalination and coastal water-treatment infrastructure
- Marine conservation and eco-tourism guiding services

4.6. Infrastructure and Logistics

Sector Overview (2026)

Tanzania's position as the primary logistics gateway for East and Central Africa continues to strengthen with the near-completion of the Standard Gauge Railway (SGR), ongoing port modernisation, and dry-port development. The FYDP IV envisages a total public and private investment programme exceeding TZS 477 trillion over the plan period, with roughly 70% expected to be mobilised from the private sector — creating substantial co-investment and PPP opportunities in infrastructure delivery, with two Dar es Salaam PPP projects already opened to investors by TISEZA in 2025.

Priority Investment Opportunities (2026-2031)



8.1 Logistics Parks, Warehousing and Dry Ports

Estimated Investment: USD 5 – 40 million

Project Concept: Modern logistics parks, warehouses, inland container depots and dry ports near major transport corridors and the SGR line, designed to serve both domestic distribution and regional transit trade.

Market Potential (2026-2031): Rising demand for efficient supply-chain solutions supporting e-commerce growth and regional transit trade; SGR completion is expected to shift significant freight volumes from road to rail, requiring new intermodal capacity.

Key Success Factor: Select sites with confirmed rail or arterial-road access and negotiate long-term land tenure before construction.

8.2 Cold-Chain and Agri-Logistics Infrastructure

Estimated Investment: USD 3 – 20 million

Project Concept: Networks of cold-storage facilities and refrigerated transport serving agricultural export corridors, linking production zones to ports and urban wholesale markets.

Market Potential (2026-2031): Directly supports agribusiness export growth and reduces post-harvest losses, a stated FYDP IV priority; currently limited cold-chain coverage outside major cities represents a clear investment gap.

Key Success Factor: Co-locate with major agricultural aggregation points and secure anchor tenant agreements with exporters before building fixed capacity.

8.3 Urban Mass Transit and Smart-City Systems

Estimated Investment: USD 10 – 100 million

Project Concept: Bus rapid transit extensions, light-rail feasibility, and intelligent transport/traffic-management systems in Dar es Salaam, Dodoma and secondary cities, potentially structured as PPPs.

Market Potential (2026-2031): Rapid urbanisation is straining urban mobility; government is actively promoting PPP-based transit solutions, with the existing Dar es Salaam BRT system providing a proven model for expansion.

Key Success Factor: Study the existing BRT concession structure closely and propose extensions that build on, rather than compete with, current operations.

8.4 Intermodal Freight and Dry Port Terminals

Estimated Investment: USD 10 – 80 million

Project Concept: Intermodal freight terminals connecting rail, road and port infrastructure, targeting the corridors feeding landlocked neighbours via the SGR and TAZARA networks.

Market Potential (2026-2031): Growing regional transit trade and government emphasis on positioning Tanzania as East and Central Africa's preferred logistics corridor.

Key Success Factor: Coordinate closely with TAZARA, TRC and port authorities to ensure interoperability across rail gauges and customs systems.

Other high-potential opportunities in this sector:

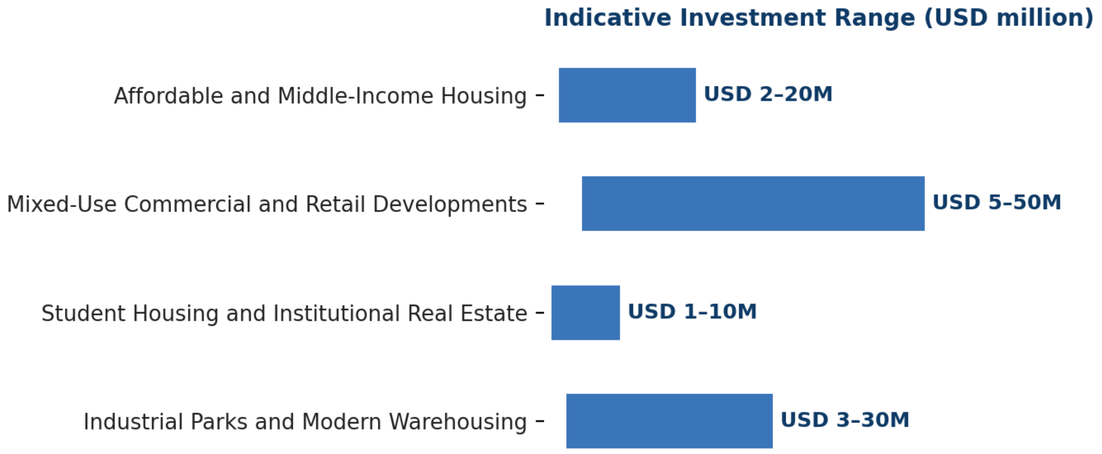
- Last-mile delivery networks supporting e-commerce
- Water supply, sanitation and urban waste-management facilities
- Digital infrastructure for e-government and public-service delivery

4.7. Real Estate and Urban Development

Sector Overview (2026)

Tanzania's urbanisation rate remains among the fastest in Africa, with a housing deficit estimated at around 3 million units. Government-backed affordable housing initiatives, combined with rising demand for modern commercial, logistics and mixed-use space in Dar es Salaam, Dodoma, Mwanza and Arusha, continue to create a broad pipeline of bankable real estate projects, increasingly supported by pension-fund and diaspora capital.

Priority Investment Opportunities (2026-2031)



9.1 Affordable and Middle-Income Housing

Estimated Investment: USD 2 – 20 million

Project Concept: Development of affordable housing complexes in urban and peri-urban areas, potentially in partnership with the National Housing Corporation, pension funds, or mortgage-finance institutions.

Market Potential (2026-2031): Persistent national housing deficit of roughly 3 million units; strong government support for affordable-housing finance schemes and mortgage-market deepening.

Key Success Factor: Design unit sizes and price points around verified mortgage-affordability data for the target city rather than assumed demand.

9.2 Mixed-Use Commercial and Retail Developments

Estimated Investment: USD 5 – 50 million

Project Concept: Integrated retail, office and residential developments in major urban centres, catering to the growing formal middle class and international corporate tenants.

Market Potential (2026-2031): Growing demand for organised, integrated live-work-play environments as the urban middle class expands, particularly in Dar es Salaam and the new capital, Dodoma.

Key Success Factor: Secure at least one strong anchor retail or corporate tenant before breaking ground to de-risk the leasing timeline.

9.3 Student Housing and Institutional Real Estate

Estimated Investment: USD 1 – 10 million

Project Concept: Purpose-built accommodation near universities and colleges, aligned with rising tertiary enrolment under Vision 2050's human-capital agenda.

Market Potential (2026-2031): Persistent shortage of quality student housing; growing higher-education enrolment as the government expands STEM and vocational capacity.

Key Success Factor: Partner directly with universities on allocation and management to secure stable, predictable occupancy.

9.4 Industrial Parks and Modern Warehousing

Estimated Investment: USD 3 – 30 million

Project Concept: Serviced industrial land, ready-built factory shells, and modern warehousing developed adjacent to SEZs and transport corridors for lease to manufacturers and logistics operators.

Market Potential (2026-2031): TISEZA's newly opened SEZs (Bagamoyo, Kibaha, Dodoma, Kahama) create demand for complementary private ready-built industrial space beyond what government zones directly provide.

Key Success Factor: Align industrial-park specifications (power capacity, effluent handling, road access) with the specific manufacturing sub-sectors being targeted.

Other high-potential opportunities in this sector:

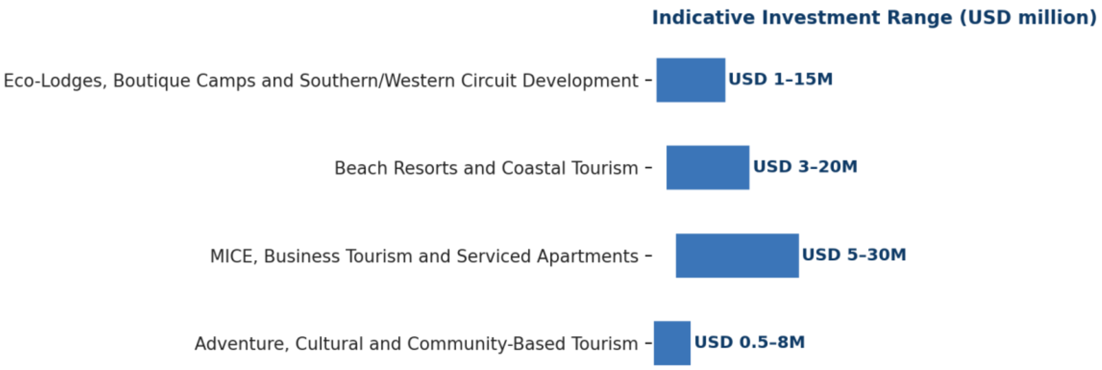
- Healthcare real estate and medical office buildings
- Co-working and flexible office space in major cities
- Green and climate-resilient building materials production

4.8. Tourism and Hospitality

Sector Overview (2026)

Tourism remains one of Tanzania's leading foreign-exchange earners. International arrivals reached 2.29 million in 2025 (up 6.7–7.1% year-on-year), generating record earnings of approximately USD 3.95 billion and contributing around 17% of GDP. Total arrivals (including domestic tourism) reached 5.9 million in 2025, and government policy targets 8 million total arrivals by 2030 alongside raising tourism's GDP contribution to 20%. Flagship initiatives include the REGROW project diversifying the Southern Circuit, the KAMACO project opening the Western Circuit, Smart Gates digitalising Northern Circuit entry points, and the new Msalato International Airport in Dodoma.

Priority Investment Opportunities (2026-2031)



10.1 Eco-Lodges, Boutique Camps and Southern/Western Circuit Development

Estimated Investment: USD 1 – 15 million

Project Concept: Sustainable lodges and tented camps in and near national parks, with priority given to the Southern (Ruaha, Nyerere) and Western (Mahale, Katavi) circuits now being opened up under REGROW and KAMACO.

Market Potential (2026-2031): Government is actively de-congesting the Northern Circuit and incentivising investment in under-developed circuits with world-class wildlife assets and comparatively low current visitor density.

Key Success Factor: Secure long-term park concession agreements early, as prime sites in newly opened circuits are being allocated quickly.

10.2 Beach Resorts and Coastal Tourism

Estimated Investment: USD 3 – 20 million

Project Concept: Mid-sized beach resorts, diving centres and water-sports facilities along the coastline and Zanzibar archipelago, targeting both leisure and increasingly the wellness-tourism segment.

Market Potential (2026-2031): Zanzibar named Africa's Leading Beach Destination 2025; strong and growing international arrivals from Europe, the Gulf and Asia, with average visitor spend rising to USD 289 per person per night in 2025.

Key Success Factor: Differentiate through sustainability certification and authentic local experiences rather than competing purely on price with established resorts.

10.3 MICE, Business Tourism and Serviced Apartments

Estimated Investment: USD 5 – 30 million

Project Concept: Conference facilities, business hotels and serviced apartments in Dar es Salaam, Dodoma and Arusha, positioned to capture growing regional business and diplomatic travel.

Market Potential (2026-2031): Growing business travel and government positioning of Tanzania as a regional conference and diplomatic hub, reinforced by AFCON 2027 co-hosting and Dodoma's expanding role as capital.

Key Success Factor: Time openings around confirmed anchor events (AFCON 2027, major conferences) to secure early occupancy and brand visibility.

10.4 Adventure, Cultural and Community-Based Tourism

Estimated Investment: USD 0.5 – 8 million

Project Concept: Trekking, cultural-heritage and community-based tourism products, including investment in the 337 newly identified attractions in Mtwara, Lindi and Njombe being prepared with World Bank support.

Market Potential (2026-2031): Rising global demand for authentic, community-oriented and adventure travel experiences that complement traditional safari and beach products.

Key Success Factor: Structure genuine community revenue-sharing arrangements, which increasingly influence both traveller choice and donor/World Bank support eligibility.

Other high-potential opportunities in this sector:

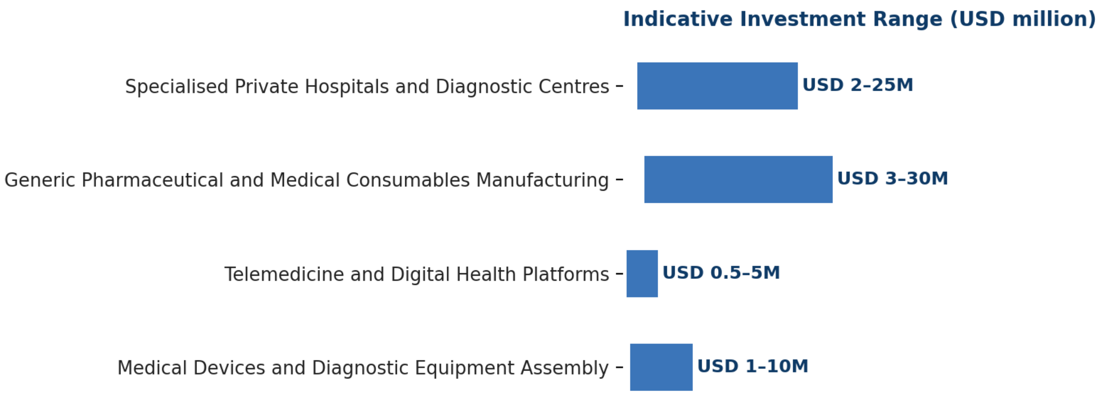
- Tourism support services (digital platforms, guiding, transport)
- Wellness and health tourism leveraging Tanzania's natural resources
- Cultural heritage site development and museum infrastructure

4.9. Healthcare and Pharmaceuticals

Sector Overview (2026)

Rising healthcare spending, a growing and increasingly urban population, and sustained government emphasis on universal health coverage and local pharmaceutical production continue to create opportunities across hospitals, diagnostics, medical devices and pharmaceutical manufacturing.

Priority Investment Opportunities (2026-2031)



11.1 Specialised Private Hospitals and Diagnostic Centres

Estimated Investment: USD 2 – 25 million

Project Concept: Clinics and hospitals focused on maternal health, cardiology, oncology and diagnostics/imaging, positioned in Dar es Salaam and secondary cities currently underserved by specialist care.

Market Potential (2026-2031): Growing demand for specialised medical services and potential to attract regional medical tourists who currently travel to Kenya, India or South Africa for advanced treatment.

Key Success Factor: Recruit and retain specialist clinicians through competitive packages and partnerships with medical training institutions.

11.2 Generic Pharmaceutical and Medical Consumables Manufacturing

Estimated Investment: USD 3 – 30 million

Project Concept: Facilities for generic medicines, essential drugs and consumables (syringes, gloves, diagnostic kits), potentially anchored by public-procurement offtake agreements.

Market Potential (2026-2031): Large domestic market and export opportunities to EAC countries under AfCFTA; government push for import substitution in pharmaceuticals, given that Tanzania currently imports most of its medicines.

Key Success Factor: Pursue WHO-prequalification and align production lines with the Medical Stores Department's priority essential-medicines list.

11.3 Telemedicine and Digital Health Platforms

Estimated Investment: USD 0.5 – 5 million

Project Concept: Platforms for remote consultation, health records and rural health monitoring, integrated where possible with mobile-money payment rails for affordability.

Market Potential (2026-2031): Improving healthcare access in underserved areas, supported by rising smartphone penetration and digital-government initiatives; a natural complement to Tanzania's growing mobile-money infrastructure.

Key Success Factor: Partner with existing rural health facilities and community health workers rather than building parallel delivery networks.

11.4 Medical Devices and Diagnostic Equipment Assembly

Estimated Investment: USD 1 – 10 million

Project Concept: Local assembly and distribution of basic medical devices and diagnostic equipment (test kits, monitoring devices), reducing reliance on imports for routine clinical needs.

Market Potential (2026-2031): Rising healthcare investment across public and private facilities creates steady baseline demand for reliable, affordably priced equipment and consumables.

Key Success Factor: Build a robust after-sales maintenance and calibration service, which is often a bigger differentiator than the initial equipment price.

Other high-potential opportunities in this sector:

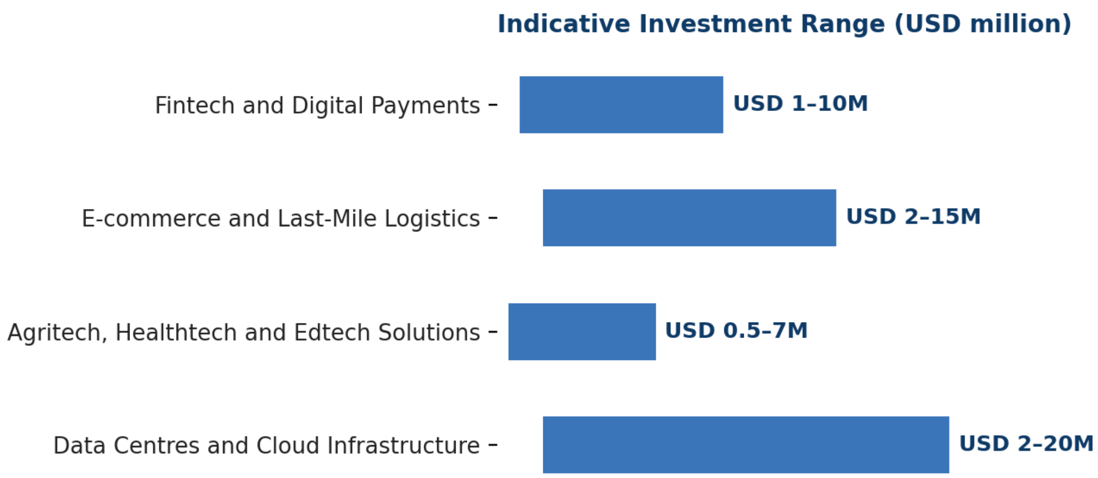
- Medical waste management facilities
- Health insurance and healthcare financing products
- Healthcare training colleges and simulation centres
- Pharmaceutical packaging and distribution networks

4.10. Technology, Innovation and the Digital Economy

Sector Overview (2026)

Tanzania's technology sector continues to expand rapidly, underpinned by mobile penetration above 80%, growing 4G/5G coverage, an expanding fintech and mobile-money ecosystem, and government digitalisation initiatives spanning e-government, digital ID and public-service platforms. A large youth population — the majority under 25 — provides a deep and growing talent pool for the digital economy.

Priority Investment Opportunities (2026-2031)



12.1 Fintech and Digital Payments

Estimated Investment: USD 1 – 10 million

Project Concept: Platforms for mobile banking, micro-lending, merchant payments and digital financial inclusion, building on Tanzania's already mature mobile-money ecosystem.

Market Potential (2026-2031): Continued growth in mobile-money transaction volumes and a still-substantial unbanked and underbanked population, particularly in rural areas.

Key Success Factor: Design products around interoperability with existing mobile-money rails rather than competing head-on with entrenched telecom operators.

12.2 E-commerce and Last-Mile Logistics

Estimated Investment: USD 2 – 15 million

Project Concept: E-commerce platforms integrated with efficient last-mile delivery and digital payment rails, addressing the logistics gap that currently limits online retail outside major cities.

Market Potential (2026-2031): Rising internet penetration and a growing middle class, against still-underdeveloped modern retail infrastructure outside major cities, leaving significant headroom for online retail growth.

Key Success Factor: Solve last-mile delivery economics in secondary cities before attempting national scale, since logistics cost is the binding constraint on most e-commerce models locally.

12.3 Agritech, Healthtech and Edtech Solutions

Estimated Investment: USD 0.5 – 7 million

Project Concept: Digital platforms for precision agriculture, market linkages, telemedicine and online learning, often most effective when built around simple SMS/USSD access alongside smartphone apps.

Market Potential (2026–2031): Large addressable markets in agriculture, health and education that remain under-served by technology; strong government interest in digital transformation across sectors under the Digital Tanzania Project.

Key Success Factor: Design for low-bandwidth and feature-phone access alongside smartphone apps, given uneven connectivity outside urban centres.

12.4 Data Centres and Cloud Infrastructure

Estimated Investment: USD 2 – 20 million

Project Concept: Tier-appropriate data-centre capacity and cloud/edge infrastructure serving government digitalisation programmes, banks and growing regional cloud demand.

Market Potential (2026–2031): Government e-government platforms and a growing base of digitally native businesses require reliable, locally hosted infrastructure, particularly given data-residency preferences for sensitive public-sector data.

Key Success Factor: Secure reliable power and connectivity redundancy, and engage early with government on data-residency and security requirements.

Other high-potential opportunities in this sector:

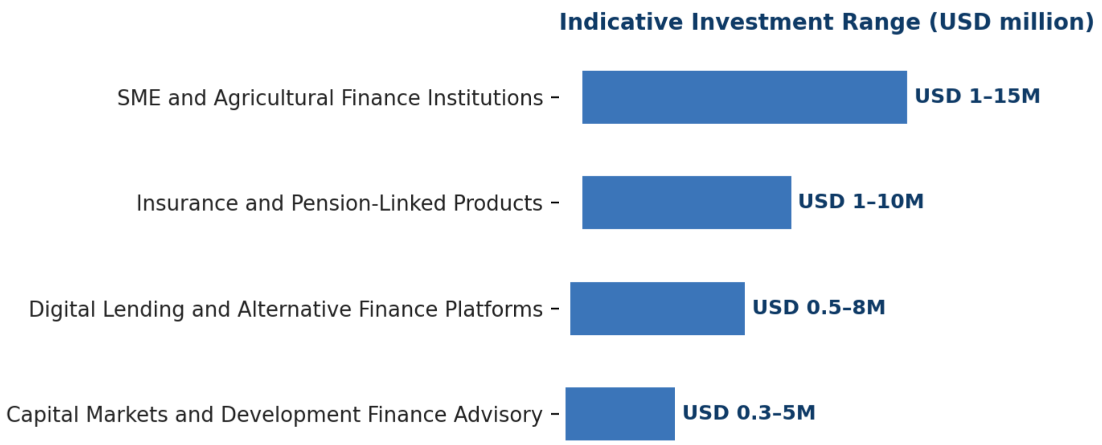
- Cybersecurity services for businesses and government
- Tech incubators and innovation hubs
- IoT and smart-city solutions for urban management

4.11. Financial Services and Capital Markets

Sector Overview (2026)

Finance is explicitly named among Vision 2050's nine priority sectors, reflecting the government's ambition to deepen capital markets, expand access to credit, and position Tanzania as a regional financial-services hub. Private-sector credit growth exceeded 20% in 2025, and the banking sector remains well-capitalised, while the Dar es Salaam Stock Exchange and pension funds represent an increasingly important source of long-term domestic capital for infrastructure and real estate.

Priority Investment Opportunities (2026-2031)



13.1 SME and Agricultural Finance Institutions

Estimated Investment: USD 1 – 15 million

Project Concept: Specialised lenders, leasing companies and micro-finance institutions serving SMEs and agribusiness value chains, often using warehouse-receipt or asset-based lending models.

Market Potential (2026-2031): Persistent financing gap for SMEs and smallholder-linked agribusiness, an explicit FYDP IV priority area; private-sector credit growth of over 20% in 2025 shows strong underlying credit demand.

Key Success Factor: Build credit-risk models around cash-flow and value-chain data (e.g. warehouse receipts, off-take contracts) rather than relying solely on traditional collateral.

13.2 Insurance and Pension-Linked Products

Estimated Investment: USD 1 – 10 million

Project Concept: Life, health, agricultural and property insurance products, and pension-fund-linked investment vehicles for housing and infrastructure, distributed increasingly through mobile channels.

Market Potential (2026-2031): Low insurance penetration relative to regional peers; growing pension-asset base seeking long-term domestic investment opportunities in housing and infrastructure.

Key Success Factor: Use mobile-money-based micro-insurance distribution to reach lower-income segments cost-effectively.

13.3 Digital Lending and Alternative Finance Platforms

Estimated Investment: USD 0.5 – 8 million

Project Concept: Digital credit-scoring and lending platforms leveraging mobile-money transaction data to serve previously unbanked or thin-file customers.

Market Potential (2026-2031): Rapid mobile-money adoption provides rich alternative data for credit assessment among previously unbanked customers, an underserved but fast-growing segment.

Key Success Factor: Invest early in responsible-lending safeguards to avoid over-indebtedness concerns that have affected similar markets elsewhere in Africa.

13.4 Capital Markets and Development Finance Advisory

Estimated Investment: USD 0.3 – 5 million

Project Concept: Advisory services supporting corporate bond issuance, PPP financial structuring, and blended-finance arrangements for infrastructure and agribusiness projects.

Market Potential (2026-2031): FYDP IV's reliance on roughly 70% private-sector financing creates growing demand for sophisticated structuring, blended-finance and capital-markets advisory capacity.

Key Success Factor: Build strong relationships with both the Dar es Salaam Stock Exchange/Capital Markets and Securities Authority and international development-finance institutions.

Other high-potential opportunities in this sector:

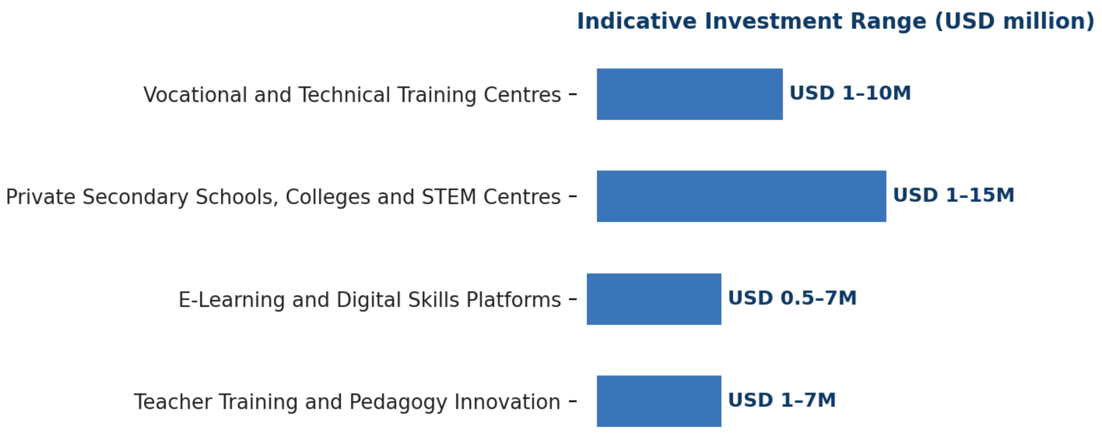
- Trade finance and export-credit facilities
- Sustainable/green finance products aligned with climate-resilience goals

4.12. Education and Skills Development

Sector Overview (2026)

With over 60% of the population under 25, and industrial policy under Vision 2050 demanding a much larger pool of technically skilled workers, education and vocational training represent one of Tanzania's most consistent long-term investment opportunities.

Priority Investment Opportunities (2026-2031)



14.1 Vocational and Technical Training Centres

Estimated Investment: USD 1 – 10 million

Project Concept: Modern vocational institutes aligned with the skills needs of manufacturing, construction, mining and hospitality, ideally co-designed with anchor industrial employers.

Market Potential (2026-2031): High demand for skilled technical labour to support FYDP IV's industrialisation targets; employers consistently cite skills shortages as a constraint on expansion.

Key Success Factor: Co-design curricula directly with anchor employers and build in guaranteed placement pathways to ensure graduate employability.

14.2 Private Secondary Schools, Colleges and STEM Centres

Estimated Investment: USD 1 – 15 million

Project Concept: Quality secondary and tertiary institutions with a focus on STEM fields aligned to industrial and digital-economy needs, potentially including boarding facilities to serve a wider catchment.

Market Potential (2026-2031): Rising demand for quality education; potential to attract students from neighbouring EAC countries given Tanzania's relatively lower cost base than Kenya.

Key Success Factor: Pursue accreditation compatible with regional university-entry requirements to broaden the addressable student market.

14.3 E-Learning and Digital Skills Platforms

Estimated Investment: USD 0.5 – 7 million

Project Concept: Online learning platforms and digital-skills training programmes for the modern workforce, spanning both formal curriculum support and short-course professional upskilling.

Market Potential (2026-2031): Growing internet penetration and increasing acceptance of blended and digital learning models, particularly for professional certification and language training.

Key Success Factor: Blend digital content with local-language delivery and offline-capable access to reach students beyond major cities.

14.4 Teacher Training and Pedagogy Innovation

Estimated Investment: USD 1 – 7 million

Project Concept: Modern teacher-training colleges and in-service training programmes emphasising practical, competency-based pedagogy aligned with the national curriculum reform agenda.

Market Potential (2026-2031): Ongoing national need for qualified teachers, with government emphasis on improving teacher quality as a foundation for broader human-capital goals under Vision 2050.

Key Success Factor: Align programme design closely with Ministry of Education curriculum reforms to ensure graduate teachers are immediately deployable.

Other high-potential opportunities in this sector:

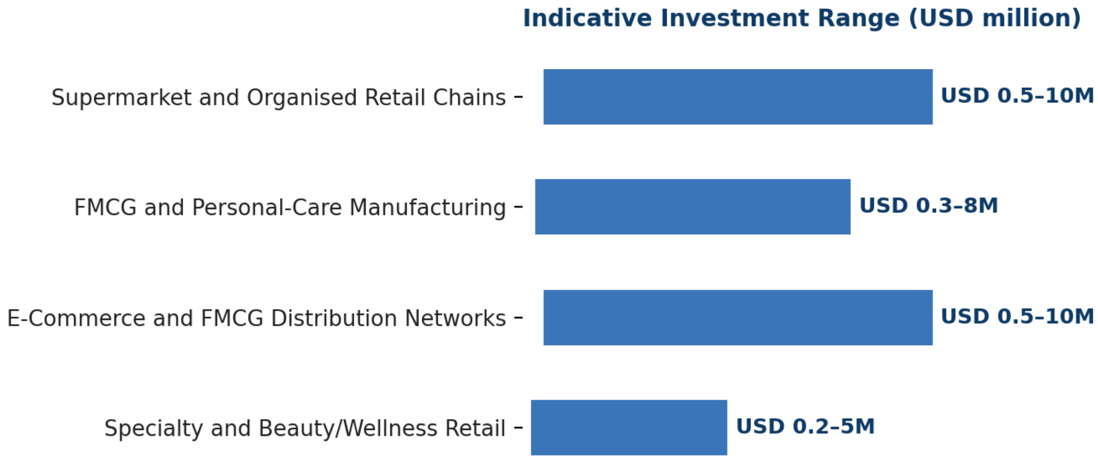
- Special-needs education facilities (an underserved market)
- Corporate training and professional-certification institutes
- Skills-assessment and recognition-of-prior-learning centres

4.13. Consumer Goods and Retail

Sector Overview (2026)

Tanzania's population, now well over 68 million and growing, combined with continued urbanisation and a rising middle class, is driving sustained growth in demand for modern retail, packaged goods, personal care and household products.

Priority Investment Opportunities (2026-2031)



15.1 Supermarket and Organised Retail Chains

Estimated Investment: USD 0.5 – 10 million

Project Concept: Development of modern supermarkets and convenience-store networks in urban and peri-urban areas, particularly in fast-growing secondary cities beyond Dar es Salaam.

Market Potential (2026-2031): Continuing shift from traditional markets toward organised retail, particularly in secondary cities such as Mwanza, Arusha, Dodoma and Mbeya where modern retail penetration remains low.

Key Success Factor: Adapt store formats and price points to local income levels rather than replicating a single national template across very different cities.

15.2 FMCG and Personal-Care Manufacturing

Estimated Investment: USD 0.3 – 8 million

Project Concept: Local manufacturing of personal-care, household-cleaning and packaged food products, substituting for currently imported categories.

Market Potential (2026-2031): Significant import-substitution opportunity; large and growing domestic consumer base, with rising brand awareness supporting premiumisation of locally made products.

Key Success Factor: Invest in credible local branding and quality control to compete with established regional and international FMCG brands.

15.3 E-Commerce and FMCG Distribution Networks

Estimated Investment: USD 0.5 – 10 million

Project Concept: E-commerce platforms and efficient distribution networks reaching urban and rural markets alike, potentially integrating agent-based last-mile delivery models used successfully elsewhere in East Africa.

Market Potential (2026-2031): Rising smartphone penetration and demand for convenient shopping, alongside persistent distribution gaps in secondary towns and rural areas that traditional FMCG distributors do not efficiently reach.

Key Success Factor: Combine digital ordering with an agent or kiosk network for cash handling and last-mile fulfilment, given still-developing card and digital-payment infrastructure in rural areas.

15.4 Specialty and Beauty/Wellness Retail

Estimated Investment: USD 0.2 – 5 million

Project Concept: Specialty retail chains covering beauty and wellness, sporting goods, home improvement and children's products, targeting the growing urban middle class.

Market Potential (2026-2031): Rising disposable incomes and lifestyle aspirations among Tanzania's expanding urban middle class, currently underserved by specialist retail formats.

Key Success Factor: Start with a small flagship format to validate assortment and pricing before committing to multi-store rollout.

Other high-potential opportunities in this sector:

- Local craft, souvenir and creative-industry retail linked to tourism growth
- Cold-chain-enabled fresh grocery retail
- Home-improvement and construction-materials retail

5. The Five-Year Investor Playbook

A five-year horizon allows investors to sequence learning, de-risking, capital deployment and expansion, rather than treating Tanzania as a single-shot market entry. TICGL recommends structuring investment decisions around five staged gates:

- **Strategic Fit:** Alignment with demonstrated demand, Tanzania's development direction under Vision 2050/FYDP IV, and the investor's own execution capability.
- **Commercial Proof:** Verified customers, credible pricing, secured supply, and a clear competitive advantage before capital is committed.
- **Bankability:** Realistic capex, opex, foreign-exchange exposure, taxes, working capital, debt service and downside scenarios, stress-tested rather than assumed.
- **Deliverability:** Land, permits, utilities, people, technology, partners and community relationships secured or credibly on a defined path to being secured.
- **Scale:** A pathway to grow the project without eroding margins, quality, compliance or environmental performance.

Due-Diligence and Risk Checklist

A compelling opportunity can still fail through weak execution. Before capital is committed, TICGL recommends independent, current, project-specific diligence across seven areas:

- **Market:** Customer interviews, competitor pricing, route-to-market analysis, seasonality and a realistic market-share estimate.
- **Legal and Regulatory:** Ownership structure, investment certificate, sector-specific permits, land rights, tax, customs, labour, standards and environmental obligations.
- **Finance:** Capex quotations, opex assumptions, FX exposure, working capital, debt terms, tax treatment, sensitivity analysis and exit assumptions.
- **Operations:** Raw-material supply, power and water reliability, logistics, technology, maintenance, staffing and local supplier capability.
- **Environmental and Social (ESG):** Land and community impacts, labour and safety standards, biodiversity, emissions, water, waste, climate resilience and grievance mechanisms.
- **Governance:** Beneficial ownership, anti-bribery controls, sanctions screening, related-party transactions, reporting and audit rights.
- **Execution:** Critical path, procurement, contingency planning, insurance, construction supervision, commissioning and post-launch support.

Data Discipline

- Refresh macroeconomic indicators before every investment-committee decision.
- Verify incentives, capital thresholds, tax, land and sector-licensing requirements directly with TISEZA and the relevant regulator.
- Treat all market-size and import figures in this guide as reference points to be refreshed through project-specific research.

6. How TICGL Supports Investors

Tanzania Investment and Consultant Group Ltd (TICGL) is a premier economic consulting and investment advisory firm based in Dar es Salaam, supporting investors at every stage from initial research to long-term operations, through its consulting practice and its research division, the Tanzania Economic Research Institute (TERI).

Core Services

- **Market Intelligence and Research:** Comprehensive market studies, feasibility analyses and sector-specific economic intelligence.
- **Regulatory Navigation and Compliance:** Assistance obtaining licenses, permits and certifications, and guidance through TISEZA, sector regulators and local government.
- **Strategic Partnerships and PPP Structuring:** Connections with local partners, suppliers, financiers and government stakeholders, including support structuring public-private partnerships.
- **Investment Facilitation:** Land acquisition and site-selection support, deal and joint-venture structuring, and guidance accessing available investment incentives.
- **Technical Assistance:** Best-practice guidance, localisation strategy, and support for technology adoption across sectors.
- **Human Capital Development:** Recruitment and training strategy support, connections to educational institutions, and labour-law guidance, delivered through TICGL's TWHC Group.
- **Market Entry and Expansion:** Market-entry and regional-expansion strategy, marketing support, and guidance on export procedures and trade agreements.
- **Aftercare Services:** Ongoing support to established investors, including operational problem-solving and regular policy updates.

Get in Touch

To discuss any opportunity in this guide, request a tailored feasibility study, or schedule a consultation, please contact TICGL's research and advisory team at economist@ticgl.com or +255 768 699 002.

TICGL

Your Gateway to Business Success in Tanzania

Tanzania in 2026–2031 offers a compelling combination of strong macroeconomic fundamentals, a clear national development vision, expanding infrastructure and a young, growing market. TICGL remains committed to serving as your reliable partner and gateway to successful investment in Tanzania.

Tanzania Investment and Consultant Group Ltd (TICGL)

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