

# WELCOME TO OUR NEWSLETTER



*Ambassador Wiebe de Boer*

## A message from our Ambassador

### Hey, how are you?

I am delighted to present to you the first edition of our newsletter in 2024. Our editorial team is excited to provide you with the latest business updates from Tanzania. Once again, our Agriculture and Economic teams have collaborated to ensure comprehensive coverage across various sectors. Since our last edition, several exciting events have unfolded. For instance, a noteworthy agreement has been reached for the development of a new ferry terminal by the Dutch/Zanzibar company ZF Devco, alongside the launch of the Tanzania Fintech Association, in which the Dutch embassy has played a significant role.

We are continuously striving for improvement and genuinely value your input and feedback for future editions. We encourage you to reach out to our editorial team with any suggestions or recommendations to enhance the content. Your contributions are highly valued as we endeavor to optimize the newsletter.

## New Team Member Alert!

Habari!

My name is Daan and I am delighted to be the new intern at the Dutch embassy in Dar es Salaam for the upcoming period! After acquiring knowledge in the fields of International Business, Development Studies, and International Relations in recent years, I am excited to translate my theoretical knowledge into valuable practical experience. My primary responsibilities at the embassy are focused on supporting the economic affairs team. A particular emphasis of my internship involves advancing the position of Dutch businesses in agro-logistics within Tanzania, while also contributing to the overall expansion of this sector across the country. I am looking forward to my time in Tanzania and eager to explore its culture, wildlife and nature!



In this newsletter you will find:

↓ Latest events, projects, workshops, free resources, and more.  
Keep Reading!

# EVENTS

## Dutch – Tanzania company ZF Devco signed a partnership to develop a Passenger and RoRo Ferry Terminal in Zanzibar



President Hussein Mwinyi witnesses the signing of the construction of the Mpigaduri passenger port between the founder of the ZF Devco company, Matthew VanderBirgh (left) and the PS of the Ministry of Construction, Communication and Transport, Khadija Khamis Rajab at the State House, Zanzibar.

The archipelago of Zanzibar, a semi-autonomous region of Tanzania, is poised for enhanced connectivity and economic growth thanks to a landmark partnership. The Dutch/Zanzibar company ZF Devco and the RGZ recently signed an agreement to develop a brand-new passenger and RoRo (Roll-on/Roll-off) ferry terminal in Maruhubi, north of Stone Town.

The new ferry terminal project, estimated at US\$250 million, signifies a significant step forward in modernizing Zanzibar's vital transportation infrastructure. The new terminal, once completed, will streamline passenger travel and facilitate the efficient movement of goods.

The project will be developed in two phases:

- Phase 1: Focus on constructing the marine infrastructure and ferry terminals.
- Phase 2: This phase, includes the development of a Special Economic Zone, featuring hospitality, retail, logistics facilities, office spaces, and an Expo Hall for trade exhibitions.

Unlocking Potential, Addressing Challenges: [Read more](#)

## Exciting update! The ultimate potato varieties guideline finally launched in Dar es Salaam!

Tanzania, in partnership with the Dutch Embassy, has made significant strides in its agricultural sector by launching a guidebook for registering potato seed varieties. This initiative aims to improve local potato farming and ensure food security.

Over the past decade, the partnership between Tanzania and the Netherlands has attracted Dutch potato farmers to register their varieties in Tanzania, bringing vital investments to the potato value chain. Potatoes are essential for food security and income generation, and efficient farming practices are crucial. With over 250 potato varieties, the Netherlands emphasizes diversification in potato production.

The guidebook, endorsed by Dr. Patrick Ngwediagi of TOSCI, provides valuable insights for farmers and investors, facilitating high-quality seed production and sector growth. The Netherlands Embassy pledges continued support, aiding TOSCI in developing guidance for commercial registration of potato varieties.

The collaboration led to the registration of 12 Dutch potato varieties in Tanzania, recognized for their disease and drought resistance, as well as high yields (25-50 tons per hectare).

To read more, visit [HZPC website](#), [TOSCI website](#), Embassy's Agriculture department (LNV) Tanzania [website](#)



In the picture from the left: TASTA CEO Mr. Bob Shuma, SAGCOT CEO Mr. Geoffrey Kirenga, Netherlands Ambassador Wiebe de Boer, TOSCI DG Dr. Patrick Ngwediagi, Netherlands Agricultural Counsellor Mr. Bart Pauwels



It is notable to see 30 HZPC potato seed breeders, researchers, farmers and trainers who visited Tanzania with the goal of conducting a needs assessment on new potato varieties in the country; during the launch event



# EVENTS

## Tanzania Poultry Mission to the Netherlands 2024



Poultry delegation together in the Netherlands engaging in sessions and site visits to various stakeholders in the poultry

From January 28th to February 2nd, a Tanzanian delegation visited the Netherlands, organized by the Mission department of the RVO in collaboration with the Dutch embassy in Tanzania. The delegation was comprised of government and private sector led by Prof. Daniel Elias Mushi, the Deputy Permanent Secretary of the Ministry of Livestock and Fisheries, along with private sector representatives, the Netherlands Agricultural Counsellor Mr. Bart Pauwels and Netherlands embassy in Dar es Salaam, focused on gathering insights into poultry health, genetics, and feed. Their main goal was to actively contribute to shaping bilateral cooperation in the poultry sector between Tanzania and the Netherlands.

During their three-day study tour across different provinces in the Netherlands, the delegation engaged in meetings, visits, speed dating sessions, and networking events. The delegation met with the Director of International Agribusiness and Food Security at the NL Ministry of Agriculture, Nature, and Food Quality to discuss collaboration in the poultry sector. The meeting led to a verbal agreement between the two countries to cooperate in the fields of genetics, health, feed, and value addition. Subsequently, technical departments from both countries will formalize these verbal agreements into Memorandums of Understanding (MOUs).

The delegation had the opportunity to visit the private sector, knowledge institutes, and research institutes to explore how these stakeholders can collaborate on trade, innovation, and technology transfer. During this visit, Poultry Association of Tanzania (PAT) has established new connections and utilized them to extend invitations to Dutch poultry stakeholders for the upcoming poultry show. [\[Link\]](#)

Visit the Poultry Association in Tanzania [website](#) for more information or the Embassy's Agriculture department (LNV) Tanzania [website](#)

## Commemorating the Dutch Feminist Policy through the [Tanzania Gender Networking Program \(TGNP\) Festival 2023](#)



Netherlands Embassy Deputy Ambassador, Job Runhaar making a speech at the TGNP Festival 2023

The Embassy proudly sponsored the participation of five panelists, who coincidentally are beneficiaries of our project support initiatives (namely representatives from TAI Tanzania, Doors of Hope Foundation, youth from the ruling political party CCM and opposition party ACT Wazalendo); in the 2023 TGNP Gender Festival.

This festival placed a special emphasis on celebrating significant achievements made over the past three decades, and concurrently, it delved into the persistent gender challenges while formulating strategies for the future.

The Netherlands has consistently championed women's empowerment and gender-related issues. The Gender Festival perfectly aligns with the Netherlands' resolute dedication to promoting feminism, following the recently concluded Shaping Feminist Foreign Policy Conference hosted in The Hague. This event underscores our enduring commitment to advocating for gender equality, bringing together policymakers, civil society, and other stakeholders to foster an inclusive and equitable future for all.

The Netherlands remains steadfast in its dedication to advocating for gender-related concerns and pledges ongoing support for future transformative feminist movements in the country.

# EVENTS

## Tanzania's Fintech Sector Flourishes with the Launch of TAFINA

Tanzania has achieved a significant milestone in the realm of financial technology (Fintech) with the official inauguration of its very own association, the Tanzania Fintech Association (TAFINA). With a membership of 50 organizations, TAFINA aims to unite stakeholders in the Fintech industry to collectively address industry performance, advocate for policies and regulations, and uphold standards in service provision, all in an effort to drive financial inclusion across the nation.

The Netherlands, in particular, takes great pride in witnessing the establishment of TAFINA. The journey to this achievement traces back to 2022 when Her Majesty Queen Máxima of the Netherlands, who also serves as the United Nations Secretary-General's Special Advocate for Inclusive Finance for Development (UNSGSA), [visited](#) Tanzania. During her visit, Queen Máxima engaged in strategic discussions with Tanzania's President Samia Suluhu Hassan, government officials, entrepreneurs, the private sector, development partners, and individuals from various sectors. The focus of these discussions was on how digital and financial inclusion could unlock new economic opportunities for Tanzanians by expanding access to and usage of quality financial services, especially among the underserved populations.

Following Queen Máxima's visit, the Netherlands Embassy in Tanzania was inspired to nurture the seeds planted during her engagements. Thanks to the dedicated efforts of various stakeholders, including the Financial Sector Deepening Trust (FSDT), Warioba Ventures, and the Bill and Melinda Gates Foundation, TAFINA has now emerged with a solid foundation and a capable board team.



In continuing support of TAFINA's development, the Embassy is committed to assisting the association in realizing its goals aimed at promoting financial inclusion and fostering an inclusive digital economy. This support extends to the formulation and implementation of TAFINA's strategic plans, ensuring that the association is equipped to effectively champion the cause of financial inclusion in Tanzania.

As TAFINA embarks on its journey, it stands poised to make significant contributions to Tanzania's Fintech landscape, driving innovation, expanding access to financial services, and ultimately enhancing the economic prospects of all Tanzanians. With collaborative efforts and steadfast commitment, TAFINA and its partners are poised to pave the way for a more inclusive and digitally empowered Tanzania.

Visit [TAFINA's](#) website to read more.

## Empowering Female Leadership in Tanzania

The world believes that women can make good leaders, yet the world has few female leaders. According to Forbes, the women in top leadership and senior management roles makes only 32% globally, which is a 10% drop from the previous year. That is why the embassy thought is important to invest in nurturing and preparing women to take top leadership and decision making positions. The Netherlands Embassy supported an only female leadership program called "Niongoze Fellowship" ran by [Doyenne Organization](#).

The program targets university student leaders from across the country and capacitate them with leadership skills which will enable them to navigate the competitive world. Doyenne trusts that 'leadership has no gender', and we couldn't agree more.



Doyenne Female Leadership Graduation 2023



# LATEST UPDATES

## AFRICA BATTERY INITIATIVE

A transformational battery minerals summit will be held in Zanzibar, United Republic of Tanzania, on April 24th and 25th, 2024. The [1st East African Battery Minerals Summit](#) (the "Summit") offers an unparalleled opportunity for leading companies to strengthen their battery mineral supply chains and attain supply chain security. Companies and investors also have an unprecedented opportunity to participate in the development and industrialization of each sector of the EV battery supply chain in the East African Community region. Recent studies conducted by both East African and international institutions indicate that the DRC, Tanzania, Burundi, and Zambia alone account for a significant percentage of the total global deposits of key battery minerals, including (1) Cobalt - 60%, (2) Nickel - 40%, (3) Lithium - 35%, and (4) Graphite - 45%.

The 1st East African Battery Minerals Summit is organized by the [East African Community](#), [African Battery Initiative](#), and the [Government of the United Republic of Tanzania](#), in partnership with [InvestBank Corp.](#)

Click to read more [ABI – Africa Battery Initiative \(abi-eu.org\)](#).



## FINANCIAL INSTRUMENTS

Are you a Dutch company operating or interested in operating in Tanzania and looking for financial support? You can find the full overview of instruments applicable for Tanzania via [Subsidies and programmes|RVO.nl](#), consult [the new RVO Private Sector Development Website](#), or reach out to our economic department through [dar-ee@minbuza.nl](mailto:dar-ee@minbuza.nl).

Beyond the usual financial instruments at your disposal, there is also a new subsidy fund that we would like to draw your attention to. It concerns [the Social Sustainability Fund \(SSF\)](#):

Is your company active in the Netherlands? And do you want to improve social sustainability in your international value chain? If you address social risks in your supply chain by improving incomes, wages and working conditions and combating child labor, you can apply for a subsidy from SSF.

It is a 3-year subsidy program that runs from 2023 to 2025. Entrepreneurs or civil society organizations (NGOs) based in the Netherlands can apply for up to 70% of eligible costs and up to €500,000 in funding. Applications have to be made in a consortium of 1 company with a (permanent) office in the Netherlands, 1 local company, 1 local NGO or other NGO with enough knowledge of the local context and a local network.

You can submit your SSF proposals before the 15th of April 2024 to be taken into consideration for this round of applications, yet another round will be opened on the 12th of August running till the 7th of October.

# LATEST UPDATES



## ◀◀ AMBASSADOR'S CONFERENCE 2024

During the yearly Ambassadors Conference in the Hague the Meet and Greet the Ambassadors session was very successful. More than 1200 companies applied, due to space and time constraints only 600 could be admitted. The informal meet and greet for Tanzania was busy and resulted in a considerable amount of business-links in sectors like logistics, agro, ICT, and more follow-up in detail after the conference. You are very much welcome to meet and greet during the next Ambassadors Conference in 2025 or throughout the year by phone or mail.



## ◀◀ NETHERLANDS PSD COACH VISIT TO TANZANIA

Miss Brigitta Groenland, the Private Sector Development (PSD) Coach for Tanzania representing the Netherlands Enterprise Agency (RVO), undertook a two-week visit to Tanzania from the Netherlands in March. Collaborating with the Embassy's Economic and Agriculture teams, Ms. Groenland explored Zanzibar, Dar es Salaam, and Iringa. Emphasizing the Embassy's commitment to fostering lasting connections within the startup ecosystem, she engaged with various hubs and startups in the regions. Noteworthy sessions were held with diverse stakeholders and associations to enhance Tanzania's agrolistics value chain. Other discussions encompassed poultry, seeds, and on-site visits to the Southern Highlands marked pivotal moments of her journey. Witnessing Dutch and local initiatives across sectors, deliberations revolved around forging robust partnerships. Both the Embassy and RVO express eagerness to contribute to a flourishing and sustainable Tanzanian ecosystem in collaboration with local partners.



## ◀◀ AUTHORIZED ECONOMIC OPERATOR (AEO) STATUS

In recent years, an increasing number of entrepreneurs with cross-border operations in the East African region have been introduced to the Authorized Economic Operator (AEO) status. In an article by The Citizen, Adam Magombola explains the precise meaning of this status, why it is of general importance for trade in the region, and the benefits it brings to those who hold the AEO status. The full article can be read via the following link: [Authorized economic operator status, a game changer for customs clearance activities | The Citizen](#)

For more clarity, you can reach out to Deloitte via email: [amagomgola@deloitte.co.tz](mailto:amagomgola@deloitte.co.tz), [wjumanne@deloitte.co.tz](mailto:wjumanne@deloitte.co.tz), [amapunda@deloitte.co.tz](mailto:amapunda@deloitte.co.tz)



# LATEST UPDATES

## DGGF THROUGH SBAN TO BOOST THE ANGEL INVESTMENT ECO-SYSTEM IN TANZANIA!



Serengeti Business Angel Network (SBAN) and Ennovate Ventures collaborated to introduce the Tanzania Angel Accelerator (TAA) in 2023. This initiative aims to boost angel investments beyond Dar es Salaam and enhance the internal operations of their network. Here's how TAA has been supported:

- The Netherlands Dutch Good Growth Fund (DGGF) provided backing through Seed Capital & Business Development support in conjunction with UNCDF Tanzania.
- TAA will help SBAN foster a culture of angel investment across Tanzania by reinforcing its current network and attracting new potential angel investors.

The rationale behind TAA lies in the scarcity of high-net-worth investment groups in Tanzania. Previous angel network models in the country demanded substantial annual individual investments and were limited to Dar es Salaam, resulting in lackluster outcomes and overlooking seed-stage entrepreneurs elsewhere.

The DGGF's 'Financing Local SMEs' initiative, endorsed by the Dutch Ministry of Foreign Affairs, targets the 'missing middle' SMEs in specific DGGF nations. This term refers to entrepreneurs who have outgrown microfinance, are too small for conventional financial institutions, or do not align with traditional venture capital criteria.

The DGGF 'Financing Local SMEs' pursues the 'missing middle' through:

1. Intermediary investment funds
2. Seed Capital & Business Development

The Netherlands advocates for sustainable entrepreneurial environments and emphasizes the importance of collaboration among various stakeholders to foster a robust and inclusive startup ecosystem.



# NEWSLETTER

## EDITORIAL TEAM



## Connect With Us

HAVE ANY QUESTIONS ABOUT WORKING WITH US?



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