

**OPENING SPEECH BY H.E. SAMIA SULUHU HASSAN, THE  
PRESIDENT OF THE UNITED REPUBLIC OF TANZANIA  
DURING KENYA - TANZANIA BUSINESS AND  
INVESTMENT FORUM, 5<sup>TH</sup> MAY 2021, NAIROBI, KENYA**

*Your Excellency Uhuru Muigai Kenyatta, President of the  
Republic of Kenya;*

*Honourable Ministers;*

*Permanent and Principal Secretaries here present;*

*Excellencies Ambassadors and Heads of International  
Organizations;*

*Business Community;*

*Members of the Press;*

*Distinguished Guests;*

*A very Good morning to you all.*

*Allow me to commence by thanking everyone who is here with us, especially my dear brother President Uhuru Kenyatta. Excellency, I understand your schedule is busy, therefore, it is heart-warming to note that you have taken time to share this occasion with us.*

This is not only a clear testimony of how you value trade relations between our countries but also confirms to us the interest you have for the long-standing partnership between our two countries for many years now.

As for our other participants from both Kenya and Tanzania, it is encouraging that you made to this forum despite the fact that it is taking place at the most difficult times when we are facing the global pandemic – COVID 19.

Personally, I am delighted to join you here in this beautiful city of Nairobi, a city that was fondly referred to as ‘half London’ by many Tanzanians during the 80s. Today I can say without a pinch

of a doubt that Nairobi has not lost its lustre and has continued to flourish and be a hub for many world businesses and investments.

*Your Excellency President;*

My appreciation would not be replete if I do not thank the organizers of this business forum for meticulously putting together this forum. The earnest dedication and commitment given towards making this forum a reality underpins the amplitude of the interaction and dialogue between our Governments and Private Sectors.

This commitment is instrumental in steering our all-weather excellent bilateral trade relationship, which is a cornerstone for the social and economic development of our people in our two countries and the East African region generally.

## **Excellency,**

We are living in an era of globalization, where interdependency is key and no country can develop itself in isolation and no one should view global competition as a zero-sum game. Real development is only realized when we develop together.

Business to Business interactions provides an avenue for companies to exploit areas of interest and forge cooperation for mutual benefit. Aspirations of many business people is to make profit while at the very heart such partnerships should create jobs and boost up socio-economic development.

The private sector is key to driving growth that will deliver these jobs, transform labour markets, open up opportunities and unleash entrepreneurial spirit.

These aspects can only be realized if the businesses are operating in a conducive environment. It is the role of our two

Governments to create this environment to facilitate growth of the private sector through good legislations, transparent and predictable taxation system, efficient court system which can expedite business cases fast and existence of a good investment climate. The Government of Tanzania has over the years continued to undertake reforms and improve the business and investment environment.

For instance we are currently undertaking the following tariffs and non-tariffs measures such as; reviewing the issuance of work permits for foreign expatriates; operationalisation of the one stop facilitation centre for investments, removal of nuisance taxes and levies, user fees and other charges, rationalizing tax administration practices, fight against corruption and bureaucracy in the public sector, identification and allocation of land for investment, promoting construction of industrial parks, streamlining regulatory authorities functions among others.

All these initiatives are been guided by our home-grown reform strategy known as the Blueprint on Regulatory Reforms for Improvement of Business Environment in Tanzania. To ensure that, trade and investments are sustained and profitable, Tanzania has invested in mega projects on infrastructures such as roads, ports, railways, airports and generation of energy. The aim is to reduce the cost of production and cost of doing business with the main purpose of creating an enabling environment for business to prosper and maintaining investors' confidence.

**Your Excellency,**

Let me emphasize that Tanzania is highly committed to seeing a vibrant Private sector capable of facing the challenges of the global economy through our Industrialization drive. Successful industrialization is the basis of value addition to our products

which in turn creates wealth and employment and this is what our business people should strive to achieve.

The vulnerability of commodity export dependent countries is well known and I need not overemphasize. Upstream value chain participation is of utmost importance if our companies want to be effective in export undertaking.

I am emphasizing this because as Tanzanian Companies meet their counterparts from Kenya today at this forum, they should strive to establish business relationships which will enable both parties to exploit opportunities existing in each others' country.

There is opportunity to leverage on Kenya's technology, know-how and above all capital. On the other hands, Tanzania has an abundance of natural resources, tourist attractions and land. It is my hope that this forum will act as a catalyst for our business

community to kick start meaningful partnership with Kenya companies in the areas of investments and trade opportunities.

I, therefore, urge business communities from our two countries to exploit this chance to exchange skills, work together in research and development, technology as well as capital where necessary. It my hope that companies from Kenya will be more than willing to assist their Tanzanian counterparts for mutual business relationship through partnerships and joint ventures in investments. Join investments in data mining as big data is the way to go. We should not forget that in business we need each other to flourish.

**Your Excellency,**

The available statistics show that Tanzania's export to Kenya stood at **USD 338.83** million in 2018 while Kenya's export to Tanzania was **USD 329.56** million in 2019. According to United

Nations COMTRADE. On the side of investment things are not so rosy for Tanzania as we only have **24** investment projects in Kenya cumulatively. Between 1990 and March 2021, Kenya's investment projects in Tanzania stand at **513** projects which has created **51,087** job opportunities to the Tanzanians and wealth of **USD 1.7** billion.

It is my hope that, this Business forum is an opportunity for our companies to identify strategic investors from Kenya to build partnerships that will work towards removing this gap and enable Tanzania companies to build capacity to export more processed goods to Kenya.

Needless to say, transfer of technology is very vital to our country. We expect this forum among other things will facilitate transfer of technology and investment with the objective of contributing towards national poverty reduction in Tanzania and

economic diversification in Kenya. It is my sincere hope that this forum is a good start and will ease some of the concerns.

Tanzania is ready to receive you, our doors are open for consultation and our hands are ready cooperate. We are more than ready to serve as a bridge for paving the way for cooperation between the business communities from our two countries.

I thank you for the kind attention.