

# PROMOTING TRADE AND INVESTMENT IN SUB-SAHARAN AFRICA

Tabora Investment Forum  
19th July 2013



## Agenda

- Strategic context
- 50 years of cooperation...
- ...and the future?
- Aid for Trade
- Regional Partnership to Promote Trade and Investment in Sub-Saharan Africa



## STRATEGIC CONTEXT

- **Framework:** Vision 2025, Five Year Development Plan (FYDP), Big Results Now, the National Growth and Poverty Reduction Strategy 2010 – 2015 MKUKUTA II
- Finland will contribute towards Tanzanian development by promoting and strengthening:
  1. Good governance and equitable service delivery
  2. Sustainable management of natural resources
  3. Promotion of inclusive, sustainable and employment enhancing growth.



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## 50 years of collaboration in...

- **...bilateral aid:**  
Tanzania is Finland's longest-standing development partner and the largest recipients of Finnish development aid.
- **...political partnership:**  
Good cooperation within the UN, through the Helsinki Process and at the Uongozi Institute.
- **...trade & economic development:**  
Energy, Mining Technology, Forest and agribusiness, Infrastructure and Construction, ICT and Life Sciences.
- **...academic, social & cultural exchange:**  
Alumni of professionals from Finnish Universities and thousands of inter-cultural families. Frequent collaboration through NGOs, Church, educational and creative institutions.



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## ...and the future?

- Key successes and visible results in the
  - **Infrastructure** sector
  - **Forestry sector & Agribusiness**
  - **Science-, technology- and innovation** sector
- Finland aims to:
  - **Align** our country strategy with the Tanzanian policies (e.g. Vision 2025)
  - **Focus** on successes and to reduce fragmentation
  - **Promote** trade & investment



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## Aid for Trade goals

- A business enabling environment to promote private sector activity
- Developing countries benefit from international trade and investment
- Economic activity is based on the sustainable use of natural resources
- People's skills and knowledge produce innovative economic activity.



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## Aid for Trade activities

- Continuous efforts to facilitate trade between our countries, on policy, programme and company cases –level
- Ministerial visit of both Ministers of Development and Trade in May with a 40+ business delegation
- Alumni Network of Tanzanians who have studied in Finland
- Active communications in Finland on the investment possibilities in Tanzania: road show in August
- Facilitating Intra-EAC trade
- Funding for investments: Finnpartnership, Finnfund, EEP



Tanzania Country Strategy 2013-2016

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## Regional Partnership to Promote Trade and Investment in Sub-Saharan Africa

- A partnership by the Millenium Cities Initiative and funded by the Ministry of Foreign Affairs of Finland
- Launched two years ago
- Three participating cities:
  - Tabora/Tanzania,
  - Mekelle/Ethiopia
  - Kumasi/Ghana



Tanzania Country Strategy 2013-2016

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## Regional Partnership to Promote Trade and Investment in Sub-Saharan Africa

- Aims to help the cities to put in place structures, systems and knowledgeable local staff to identify opportunities for trade and investment that could be marketed to domestic and international investors
  - Intensive engagement of the MCI staff and expert consultants with the local team in the Municipality of **Tabora** and the nearby Millennium Village of **Mbola** to train local teams
- Tools and techniques of investment promotion, how to carry out SWOT analyses, and how to prepare well-researched investment profiles to bring to the attention of investors.

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## Asanteni sana!

Kaisa Alapartanen,  
[kaisa.alapartanen@formin.fi](mailto:kaisa.alapartanen@formin.fi)  
0767 919 916

Sari Laaksonen  
[Sari.laaksonen@formin.fi](mailto:Sari.laaksonen@formin.fi)



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