



When and where

28. Aug. – 1. Sept. 2016  
Dar es Salaam

## Danida Water & Food Technology Business Delegation to Tanzania

The purpose of the delegation visit is to promote Danish companies in the water / wastewater and food processing industry and to identify business opportunities and form partnerships with local partners.

The delegation visit will focus on site visits to relevant companies and meetings with potential partners and customers in Dar es Salaam area:

- Site visits to local established food processing facilities
- Site visits to water utility entities
- Business seminar with company presentations for local partners
- Individual meetings with potential partners
- Meet relevant organizations / authorities regarding local business climate
- Networking reception with selected local partners and contacts

The final program will be adapted according to the suggestions and wishes from the group of participants – please find attached a draft program.

**Who should attend**

Companies selling knowhow, products and solutions to the food processing industry and water related entities including the food industry.

**Organizers**

The delegation visit is organized by Danish Water Technology Group and Danish Food Tech Group (both part of Danish Export Association) in cooperation with the Trade Council and local partner Global Supply and Trading (GSAT).

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### **Market opportunities in Tanzania**

Tanzania, with its large and growing domestic population, abundance of agricultural resources, economic and political stability, presents an attractive market opportunity for water/ food related companies.

Tanzania is a rapidly growing emerging market; it ranks among the 20 fastest growing economies in the world. The country has exhibited a GDP growth rate of around 7% for past 5 years. The population of approx. 45 mio. is the largest in East Africa and its new middle-class is growing and creating a fast demand for variety and better products.

Tanzania has the largest agricultural sector in East Africa, accounting for 28 % of the country's GDP, growing approx. 6 % per year, employs nearly 80% of its workforce. The large and growing agribusiness generates a natural center for the food industry attracting foreign companies. Many international food processing, dairy and beverage companies have set up local production and serve the rest of continent from Tanzania.

The industry needs safer and more efficient food processing technology and to set up more food processing facilities to handle the growing input from the agribusiness; fruit and vegetables, juices, edible oils, meat, dairy products etc.

At the same time, there is a constant focus on savings in water consumption and the potential for recycling of water in the industry and created opportunities for new solutions and components for water-saving technologies.

### **Price and terms of participation**

The price of participation is: **9.900,- DKK** ex VAT for the full event + 4.900,- DKK members of DWTG or DFTG / 9.800,- DKK non-members

The price includes airfare and hotel accommodation (3 nights) for 1 person.

The price is subject to 12 companies participating. In case of fewer participants, we will assess the situation, and come back to you concerning possible adjustment.

### **Registration**

Binding registration on our website: [www.dk-water.dk](http://www.dk-water.dk)

Deadline for registration 15 June 2016

For further information, please contact us:

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**Draft Program - Denmark Tanzania Delegation**  
Program will be adapted to actual participants

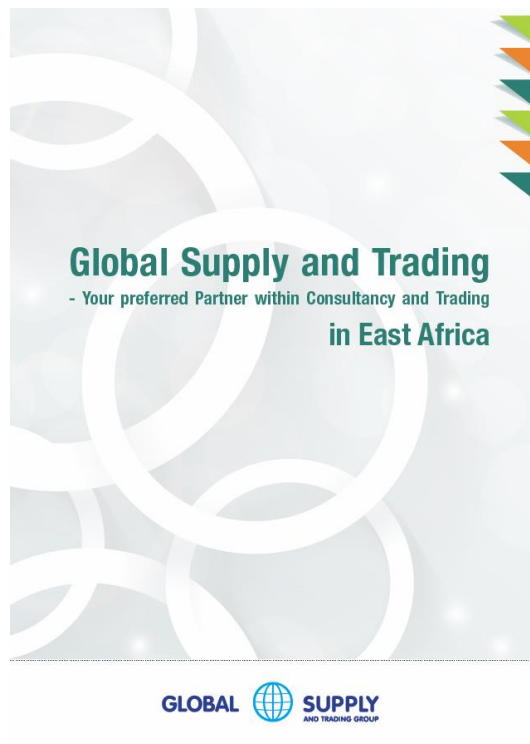
<b>Sunday 28 August</b>	Departure – arrival to Dar es Salaam Check-in hotel and joint dinner
<b>Monday 29 August</b>	<ul style="list-style-type: none"> <li>• Welcome briefing including: <ul style="list-style-type: none"> <li>○ Presentation of participants</li> <li>○ "Need to know" introduction to doing business in Tanzania by the embassy</li> <li>○ Presentation of industry and business opportunities in the food and beverage industry by Manga Foods, (meat) Iringa, Tanz. (tbc)</li> <li>○ Presentation of industry and business opportunities regarding water / waste water in the industry by Merry Water, Tanz.(tbc)</li> </ul> </li> <li>• Site visits to water utilities / food production facilities defined by the participating companies, fx: Serengeti Breweries, Azam - large scale food production, or Mohammed Enterprise – large scale food production, or Merry Water (Estab. 1989, supplying to municipalities, private and industry.)</li> <li>• Joint informal dinner for participating companies</li> </ul>
<b>Tuesday 30 August</b>	<ul style="list-style-type: none"> <li>• Business Seminar: Opening speech by Tanzania Private Sector Foundation Danish companies present their solutions to invited stakeholders, potential customers and partners.</li> <li>• Individual B2B meetings following the seminar – Each DK company has their own table, and visitors circulate. Partly pre-arranged meetings.</li> <li>• Business reception with seminar guests</li> <li>• Dinner at the Embassy with sector invited guests.</li> </ul>
<b>Wednesday 31 August</b>	<ul style="list-style-type: none"> <li>• Site visits – visits to water utilities / food production facilities defined by the participating companies, fx: Dawasco (water supply company), Coca Cola, Dairy production, Interchick (Chicken production).</li> <li>• Individual B2B meetings and/or individual follow-up meetings – as per individual choice.</li> </ul>
<b>Thursday 1 September</b>	<ul style="list-style-type: none"> <li>• Site visits – visits to water utilities / food production facilities defined by the participating companies, fx: Dawasco (water supply company), Coca Cola, Dairy production, Interchick (Chicken production).</li> <li>• Individual B2B meetings and/or individual follow-up meetings – as per individual choice.</li> <li>• Departure Denmark</li> </ul>

**This event is a Danida delegation visit organized by:**


**Danish Food Tech Group and Danish Water Technology Group, both networks under Danish Export Association**

Danish Export Association - the largest organizer in Denmark of activities, networking and courses with export focus. We offer customer related export network, export promotion, market knowledge, training and consulting. The Danish Export Association is a non-profit, member-owned and member-driven association. Our company members have 49% more export than the average Danish exporter.

**And**



**Global Supply and Trading**  
- Your preferred Partner within Consultancy and Trading  
in East Africa



**GLOBAL**  **SUPPLY**  
AND TRADING GROUP

**Global Supply and Trading Group**

Global Supply and Trading Group - GSAT (EA) Ltd. is a combined consultancy- and trading company with offices in Dar es Salaam (Tanzania) and Nairobi (Kenya).

We have more than 10 years of experience in doing business in East Africa and we have assisted a number of large- and medium sized International companies starting up business activities in the region.

We have been IFU advisor in Tanzania for a period of 3 years and we are appointed by Innovation Norway to assist Norwegian companies entering into the Tanzania market

GSAT (EA) Ltd. has 12 employees on the ground in Tanzania and Kenya.

Among our references is large-scale companies like e.g. Coop, Lego, Arla and DHI. However, the majority of our clients has been medium sized companies from various business sectors among others: the aqua- and agro sector and the energy sector.