



# ANNUAL REPORT

# 2023

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## Christophe Darmois Chairman of the French-Tanzanian Chamber

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Dear readers,

It is with immense pleasure and gratitude that I address you today. As I look on the past year, I am filled with pride for what we have accomplished together and excitement for the path ahead.

First and foremost, I must express my heartfelt appreciation to each and every one of our members for their continuous trust in our Chamber. Their dedication to improving commercial relations between France and Tanzania is genuinely admirable, and it is the driving factor behind our success. I would also like to thank the FTCC staff for their tremendous work which enabled the Chamber to expand.

Over the last year, our Chamber has experienced substantial growth and development. We have welcomed new members to our organization, expanding our network and strengthening our collective voice in the business community. I am pleased to say that we now have 76 members, demonstrating our peers' faith and confidence in us.

But our achievements don't stop there. In 2023, we took strong steps to improve our services and capabilities, establishing the framework for continued success in the years ahead.

2023 has therefore been a productive year for the FTCC with the launch of new services for its members. We have hosted 2 VIE (International Business Volunteer) from France and accommodated them in our office; work and resident permit, wage portage and office rent is part of the services provided for them. A country brief and a discovery pack has also been made available for investors interested in Tanzania. Another service launched in 2023 is the Duo Mentoring program with Sahara Ventures, that connects Tanzanian entrepreneurs with experienced executives. The purpose is to provide valuable industry insights, networking opportunities and guidance for their growth.

In terms of communication, the registration form has been digitalized and we have launched an onboarding letter to new members to guide them to take fully

advantages of the benefits of being part of the Chamber. Also, 2 newsletters were sent to keep members and partners up-to-date on all the activities of the FTCC.

On the 23th and 24th of February 2023, the FTCC participated to the EU-Tanzanian Business Forum and was honored to welcome to its booth the Minister Delegate for Foreign Trade, Attractiveness and French Nationals Abroad, Olivier Becht, as well as the Ambassador of France Nabil Hajlaoui. The visit of Olivier Becht reflects a testament to the efforts made to boost bilateral economic relations between France and Tanzania. Overall, the Business Forum was an incredible opportunity to meet European investors and build new connections.

2023 also marked the move into our new office at ZO Spaces and the nomination of Aurélie Le Page as the new Director of the Chamber. We also had the chance to welcome 2 interns to support the Chamber in its daily activities.

The FTCC signed two new partnerships with the Mauritius Chamber of Commerce and Industry (CCI France Maurice), allowing members from both chambers to attend each other's events free of charge and grants them free access to each other's offices for a day, and ADIM, a French development and innovation agency, in order to promote trade between Tanzania and Mayotte.

We have remained committed to our core mission of fostering collaboration and cooperation between French and Tanzanian businesses. As the first French-Tanzanian economic network, we have a unique opportunity to make a meaningful impact on the economic landscape of both countries. By opening our doors to new companies and forging new partnerships, we will continue to strengthen our collective influence and drive positive change.

We have made incredible progress together, and we will keep dreaming, inventing and succeeding as a team. Thank you for your continued support, and here's to another year of growth, prosperity, and collaboration.



# GOVERNANCE & TEAM

## Board of Directors



**Christophe Darmois**  
Chairman



**Aurélie Le Page**  
Director



**Angela Mndolwa**  
Company Secretary



**Witness Shilekirwa**  
Treasurer



**Mamadou Ngom**  
Board Member, Total  
Energies



**Nicolas Engel**  
Board Member –  
Maurel & Prom



**Antoine Lesenne**  
Board Member, AGS



**Sebastien Barth**  
Board Member, Africa  
Global Logistics

## Team



**Elise Lagache**  
General Manager



**Samuel Dupin**  
Assistant General Manager



# VISION

**The French-Tanzanian Chamber of Commerce is dedicated to promoting exchanges related to business opportunities between France and Tanzania.**

**The French-Tanzanian Chamber's main objectives are**

- To federate a dynamic **French-Tanzanian business community**.
- To help French companies **grow their businesses** in Tanzania by facilitating **new opportunities**.
- To leverage the vast **CCI FI network** to **boost our visibility** in East Africa and in France.
- To be successfully integrated in both the **Team France Export** and the **Tanzanian private sector ecosystems**.
- To be recognized as the **most dynamic international Chamber** in Tanzania !



## 2023 OBJECTIVES

- ✓ Significantly grow the **membership**.
- ✓ Enhance member **support**.
- ✓ Organize relevant and regular **events**.
- ✓ Boost **digital** presence and **communications**.
- ✓ Successfully set up the **new business services**.
- ✓ Establish **new offices**
- ✓ Launch a **mentoring** Program
- ✓ Develop **new partnerships**

# MAIN ACHIEVEMENTS

## EVENTS



**29 events**  
22 physical  
7 virtual



**580+**  
participants



**Back to  
Business  
afterwork**  
60 participants

## BUSINESS SERVICES



Launch of the **discovery package**



Organization of **corporate events\***



**Hosting** of VIE

## GROWTH



An increase of **+63% of members**



Opening of a **Business Center**

## MEMBERSHIP



**76**  
members



**30 new**  
members

## COMMUNICATION



**2 newsletters**



**1960 subscribers** on  
**LinkedIn**, up to **12000**  
**views** per post

## NETWORK



**+203%: 1 960**  
Linked In  
followers



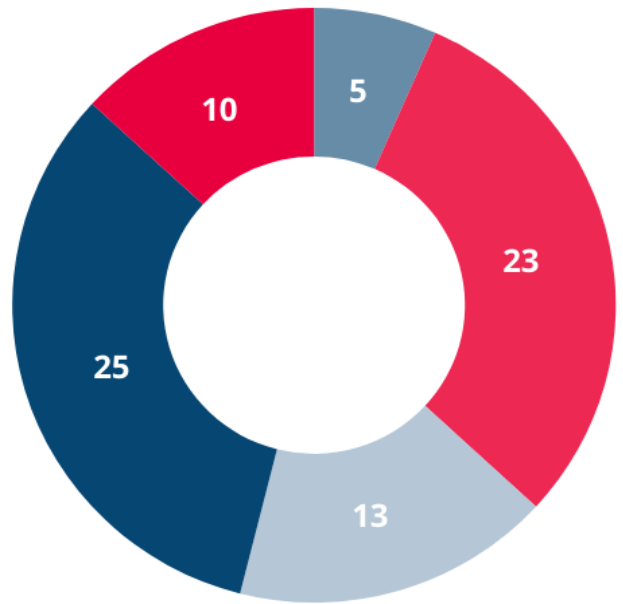
**1 900** contacts  
in our database

# 2023 MEMBERS



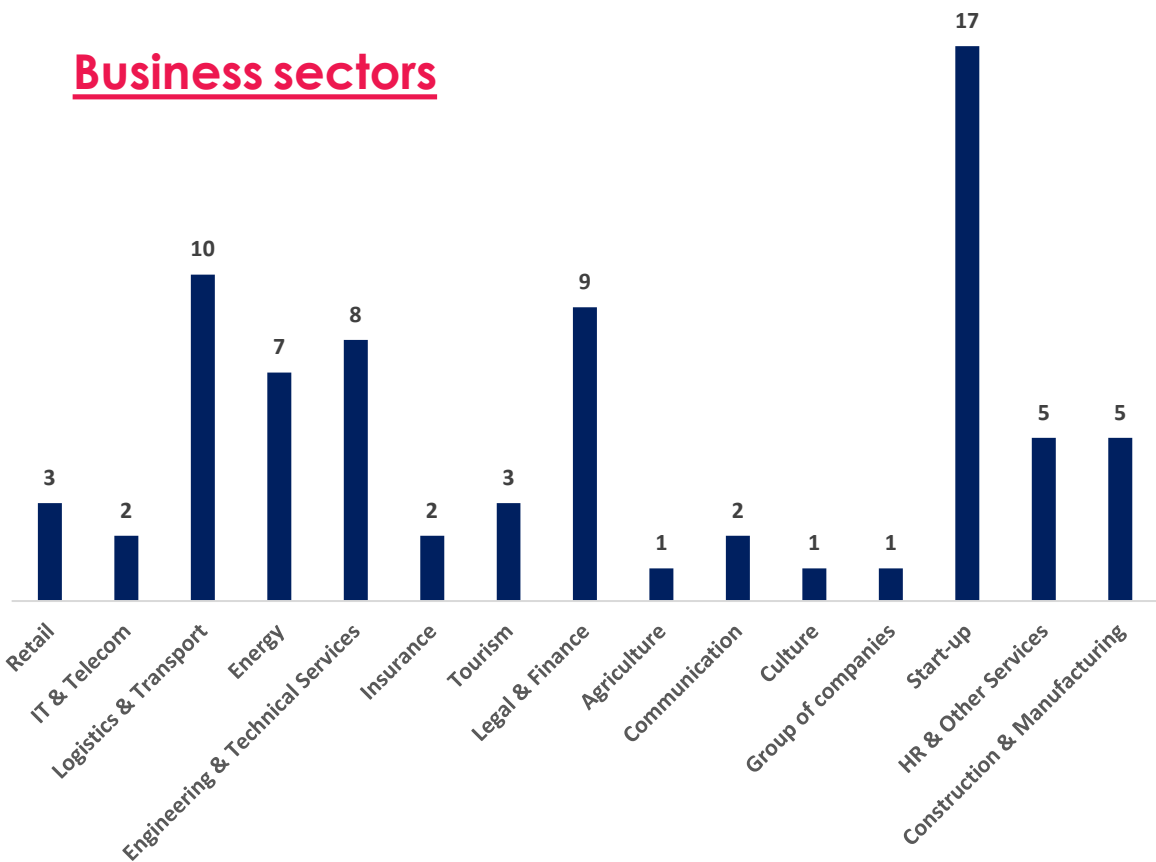
# MEMBERSHIP ANALYSIS

## Membership Categories



**76 members**  
from various sectors,  
creating a diverse  
& dynamic ecosystem

## Business sectors





# BUSINESS SERVICES

## Market Approach

In 2023, the FTCC launched the **Discovery Package**: a country brief of 20 pages with market data and installation advice, along with a 1 to 2-hour consultation session with a market expert.

The FTCC also organizes prospection missions in Tanzania, conducts **market studies** and identification of **prospects** and **business partners**. The FTCC gives you access to a library of **reports and materials** to support you in your decision-making process.



## Corporate Events

The headquarters representatives from your company are visiting the country? Your business has taken a major step forward and you want to mark the occasion? The FTCC can organize a **tailored event** such as dinners, breakfasts, cocktails and conferences.



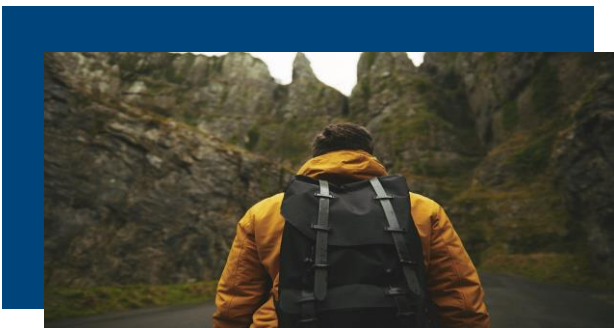
## Business Center

The FTCC has now a **Business Center** in Slipway. We offer office **rental services** to our community, whether it is a shared desk or a private office.



## Hosting of a VIE

If you decide to **reinforce your team** by recruiting a **qualified** human resource through the International Corporate Volunteering (VIE) program, the FTCC supports you by **hosting** your VIE.



# MEMBER SERVICES

## Tenders of the Week



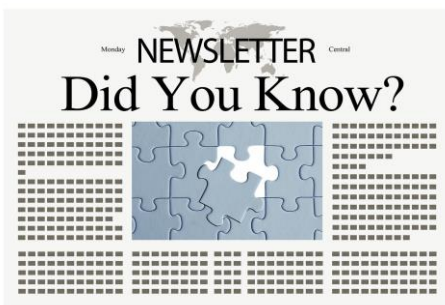
The **Tenders of the Week** are shared with members every week. This initiative embodies the Chamber's ambition to **help members grow their business** and **work together as a community**. We ensure the **legitimacy of the tenders** we share and deliver **the most relevant offers**. Our tenders also include offers from fellow members and partners.

## Weekly briefs

Every week, we share with our members the "**Brèves économiques**", a summary of the **East-African and Indian Ocean news** written by the regional economic services of the French embassies of the EAIO region. Don't spend time on your press review anymore, just read our Weekly Briefs !



## Newsletter



Several times a year, we send a **newsletter** to our members and partners. A great opportunity to share **Chamber's news** and to present our **new members**, the agenda of the **upcoming events** and **member-to-member offers** !

Our members can also use it to share their important news.

## Monthly studies

Every month, we share a **study on one sector of activity** (e.g.: construction, water and sanitation, electrification) in the **East-African and Indian Ocean**. The studies are conducted by the economic services of the French embassies of the EAIO region.



# NEW PARTNERSHIPS

**The Chamber is working on strengthening collaboration with the business community in East Africa and Indian Ocean.**

The French-Tanzanian Chamber of Commerce and **Sahara Accelerator** signed a **Memorandum of Understanding (MoU)**. Sahara Accelerator is part of Sahara Ventures and is an impact accelerator supporting startups.

As part of its strategy to support innovation and entrepreneurship in Tanzania, FTCC offers a FTCC membership to 15 startups. This membership will provide them with access to investors, networking opportunities and resources to support their business goals, as well as access to the mentoring program.



The Chamber is excited to announce a **new partnership** with the Mauritius Chamber of Commerce and Industry (**CCI France Maurice**).

This collaboration allows members from both chambers to attend each other's events free of charge and grants them free **access to each other's offices** for a day. We look forward to fostering stronger business connections and opportunities between our two communities.



In the wake of those partnerships, other ones are in the pipeline for the next months with **French Chambers of Commerce of East Africa and Indian Ocean**.

The Chamber is also proud to announce a **new partnership** with **ADIM**, a French development and innovation agency whose aim is to develop Mayotte's economy and promote it in France and abroad, in line with the guidelines defined by the Conseil Départemental de Mayotte and complementing the actions of its own departments.



With a view to supporting its mission of better integrating its economy internationally, ADIM and FTCC have agreed on a partnership, to support win-win bilateral cooperation missions between Mayotte and Tanzania.



# AFTERWORK

Here is a snapshot of some of our afterworks.

## AFTERWORK L'APERU

On April 13th, the Chamber organized an afterwork event at Zuane.

The **afterwork "l'Apero"** has become one of our **most-anticipated** event as it is an opportunity for our members to gather and establish **new connections**.



## BACK TO BUSINESS AFTERWORK



On September 7th, we had the pleasure of welcoming our members, as well as non-members, to our Back to Business afterwork.

This afterwork provided them with the opportunity to **connect and interact** after the summer break.

For **non-members**, it enables them to have some insight into our business community.

We were particularly pleased to observe **valuable discussions** and interactions throughout the event.

## JOINT BUSINESS LEADERS NETWORKING

On September 21th, The FTCC organized a joint business leaders networking event in collaboration with the European Business Group TZ (EUBG), the American Chamber of Commerce in Tanzania (AMCHAM), the British Business Group Tanzania (BBG), the Switzerland-Tanzania Chamber of Commerce (STCC), and the SOUTH AFRICAN BUSINESS FORUM IN TANZANIA SABFT (SABF).

Joint events are an excellent way to meet and exchange ideas with people from other business communities, resulting in new connections.



## HUMAN RESOURCES AFTERWORK



On October 24th the FTCC hosted a Human Resources afterwork featuring Miriam Bachuba from DLA Piper Africa, Tanzania (IMMMA Advocates).

Miriam Bachuba graced our event with her presence and shared her wealth of knowledge with our engaged audience.

She delved into various HR topics, offering valuable perspectives on the challenges and opportunities that HR professionals encounter.

# OTHER EVENTS

## VISIT TO THE PORT OF DAR ES SALAAM



On March 10, 2023, the Chamber organized a visit to the Dar Es Salaam Port, Tanzania's **principal port**. The port, which was established more than 150 years ago, is currently the **fourth-largest port on the African continent** and handles approximately 95% of Tanzania's international trade. The visit was attended by **more than 40 participants**, who were **guided by Nick Lushi, Benjamin Coston**, and representatives from the Tanzanian Port Authority (TPA).

## PPP DIALOGUE WITH THE COMMISSIONER FOR PPP



On September 15<sup>th</sup>, the Chamber hosted a dialogue on **Public-Private Partnerships (PPP)**. We were honored to be received at the **Ministry of Finance and Planning** by Commissioner for PPP, **David Kafulila**, who is leading the development of the PPP legal framework in Tanzania. **Janita Ferentinos**, a PPP consultant tasked with training civil servants for the forthcoming launch of the **PPP one-stop center**, provided a comprehensive overview of the PPP implementation process during the event. David Kafulila then presented the main opportunities in Tanzania's **current PPP pipeline**.

## VISIT OF 13 FRENCH COMPANIES IN TANZANIA



From November 20<sup>th</sup> to November 22<sup>nd</sup>, a delegation of **13 French SMEs** (from the **construction, healthcare, aeronautics or services** sectors) participated in an **exploration mission** in Tanzania organized by **Bpifrance** and **Business France**. They were introduced to the Tanzanian market on Monday through **presentations from the FTCC**, the French Embassy, Mazars, TIC, ZIPA (Zanzibar Investment Promotion Authority), and TPSF (Tanzania Private Sector Foundation). The firms then had **B2B discussions** with potential Tanzanian corporate and institutional partners for two days.



# OTHER EVENTS

## Webinars and presentations

**Webinar** | How to start a business in Tanzania? With **Clyde&Co**



**Presentation** | EACOP Project with Emmanuel Blarez and Olivier Foulonneau from **EACOP**



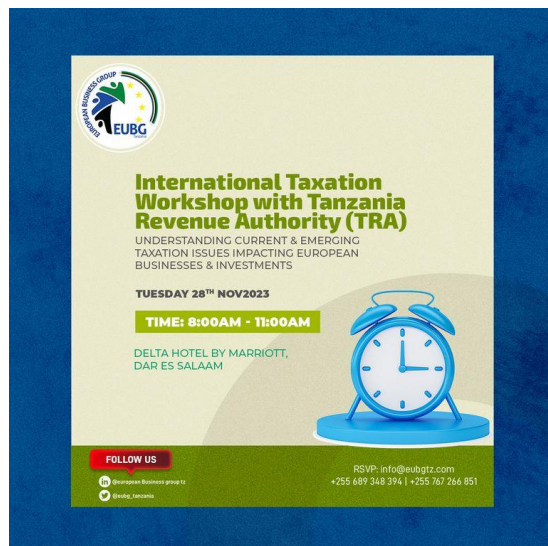
**Presentation** | Tanzania National Budget 2023/2024 by **PwC**



**Webinar** | La gestion de patrimoine en tant qu'expatrié français with **Equance**



International Taxation Workshop with **TRA and EUBG**



# EU TANZANIAN BUSINESS FORUM

23-24 FEBRUARY 2023



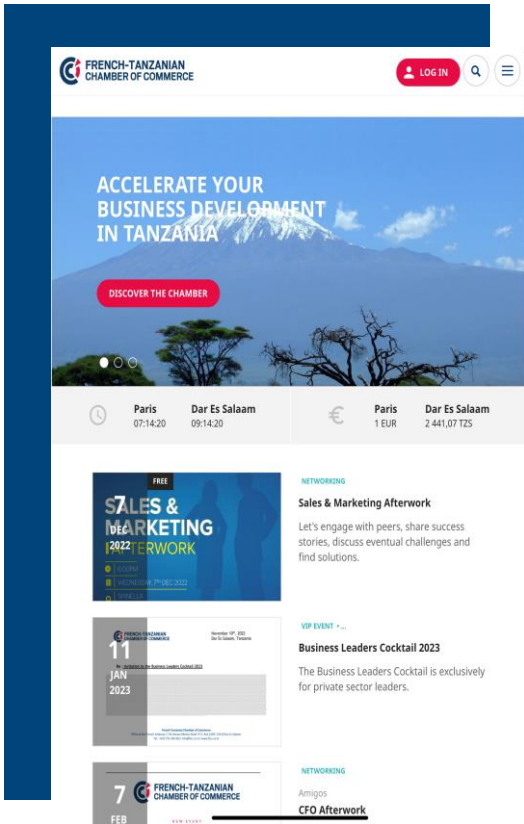
On the 23<sup>th</sup> and 24<sup>th</sup> February 2023, the FTCC participated to the EU-Tanzanian Business Forum and was honored to welcome to its booth the **Minister Delegate for Foreign Trade**, Attractiveness and French Nationals Abroad, **Olivier Becht**, as well as the **Ambassador of France Nabil Hajlaoui**.

The visit of Olivier BECHT to the French-Tanzanian Chamber of Commerce booth was an honor and a testament to the efforts made to **boost bilateral economic relations** between France and Tanzania.



# COMMUNICATIONS

## Website



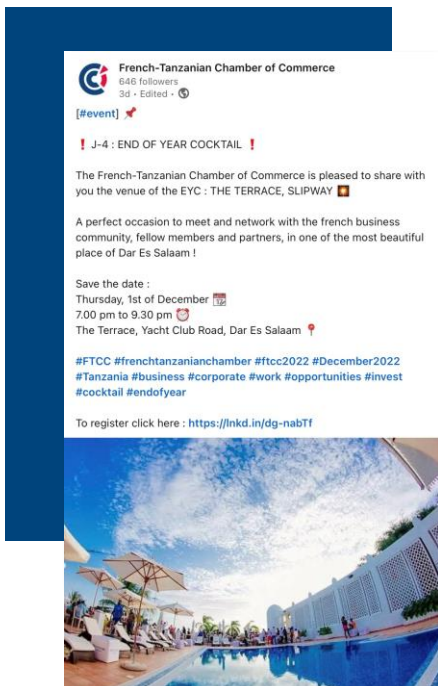
The French-Tanzanian Chamber's website is a tool for communication, prospection and online networking. Our website allows members to interact with one another, know what is happening at the Chamber and benefit from exclusive offers in their member space.

## Social Media



**+203%**  
**1960** followers

**+1396**  
**followers**  
**on LinkedIn in**  
**2023**



## LinkedIn

The French-Tanzanian Chamber's LinkedIn page provides our members and followers with relevant and selected insights on the Tanzanian economy and business climate. We also share highlights and news from our corporate members, as well as a selection of our events open to all.





**FRENCH-TANZANIAN  
CHAMBER OF COMMERCE**

## THANKS TO ALL OUR MEMBERS

You all contribute to make the French-Tanzanian Business network one of the **most dynamic** in Tanzania.

We look forward to deepen collaboration with you and find new opportunities to **showcase** our community





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