



ANNUAL REPORT

2022

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EDITORIAL

Elise LAGACHE

General Manager of the French-Tanzanian Chamber

“Team work make dream works”

Dear readers,

It has been a great honour for me to have the opportunity to join the French-Tanzanian Chamber of Commerce as General Manager following the departure Soumia who has been in charged of the institution for 3 years.

After years of expertise at AXA, the opportunity to lead this prestigious institution seemed to me an exciting challenge to take up and I am pleased to tackle challenges that have arisen since my arrival.

The FTCC is at a turning period of its existence and it is my duty to make sure the hopes placed in it pay off in order to envisage a positive report at the end of its 5 years of existence. The next two years will be decisive in terms of growth and influence in the Tanzanian economic world.

My first 6 months have been rich in learning and discovering, with the help of great people who have supported the Chamber since the beginning and who will recognize themselves in my words. It is my duty to support the development of the chamber to tackle new challenges and that is why I decided, in my first year, to increase my staff by taking on an intern, to enable this development to take place.

Today, the Chamber is lucky to evolve in a context conducive to its growth. As the latest economic figures indicate, the environment is positive to investments. The arrival 2 years ago of the new president Samia, has been followed by a real economic opening of the country after years of withdrawal induced by the vestiges of the socialism.

Never has it been so good to invest in Tanzania. We therefore have a very important role to play here to support all French companies wishing to establish themselves in this magnificent country.

It is also very pleasant to see the growth of Tanzanian companies, which are no longer hesitating to invest the European market, particularly the French market. We must also provide them with substantial assistance, in line with the political promises made to help the continent.

I am proud to have seen the arrival of 16 members in 2022, bringing our ranks to 51. I cannot thank everyone else enough for the trust they have placed in us since joining. The real strength of this institution is its network of clear thinking and determined businessmen. We are a network and we are proud of it. In 2022, no less than 21 events were held, including the EYC, which closed an exceptional year of 2022.

The development of the Chamber was manifested by the membership in the CCI France network, which led us to adopt a new website and new digital tools allowing it to look forward to 2023 with appetite.

2023 will be marked, it is my dearest wish, by the development of our services to companies. This will also include the development of a business center that will eventually welcome future VIEs and entrepreneurs who wish to benefit from an environment that is helpful for their growth.

Finally, we intend to further develop the FTCC's influence by opening our doors to new companies that would like to benefit from our exceptional position as the first Franco-Tanzanian economic network.

At the Chamber of Commerce, we believe strong and hard that « Team work make dream works »

GOVERNANCE & TEAM

Board of Directors – Since 2019

We are proud to share with you representatives of the Founding Members.

Executive Committee



Christophe Darmois
Chairman



Angela Mndolwa
Company Secretary



Witness Shilekirwa
Treasurer

Founding Members



Jean-François Schoepp
Total Energies



Nicolas Engel
Maurel & Prom



Eldon Khuty
Bolloré



Quentin Periès-Joly
Engie



Antoine Lesenne
AGS

Team



Elise Lagache
General Manager



Lucas Charroin
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 !



2022 OBJECTIVES

- ✓ Significantly grow the **membership**.
- ✓ Enhance member **support**.
- ✓ Organize relevant and regular **events**.
- ✓ Boost **digital** presence and **communications**.
- ✓ Launch **tenders** sharing newsletters.
- ✓ Successfully set up the **new business services**.

MAIN ACHIEVEMENTS

EVENTS



21 events
15 physical
6 virtual



**600+
participants**



**End of Year
Cocktail**
60 participants

MEMBERSHIP



**51
members**



**16 new
members**

BUSINESS SERVICES



Launch of **prospection
missions**



Sharing **economic briefs**
from Embassy and **online
tenders**

COMMUNICATION



Launch of our first
newsletter



Launch of **new
website** and **logo**

GROWTH



Welcoming of the new
General Manager and of
a new **intern**

An increase of **+30% of
members**

NETWORK



+234% (564)
social media
followers



841 contacts
in our database

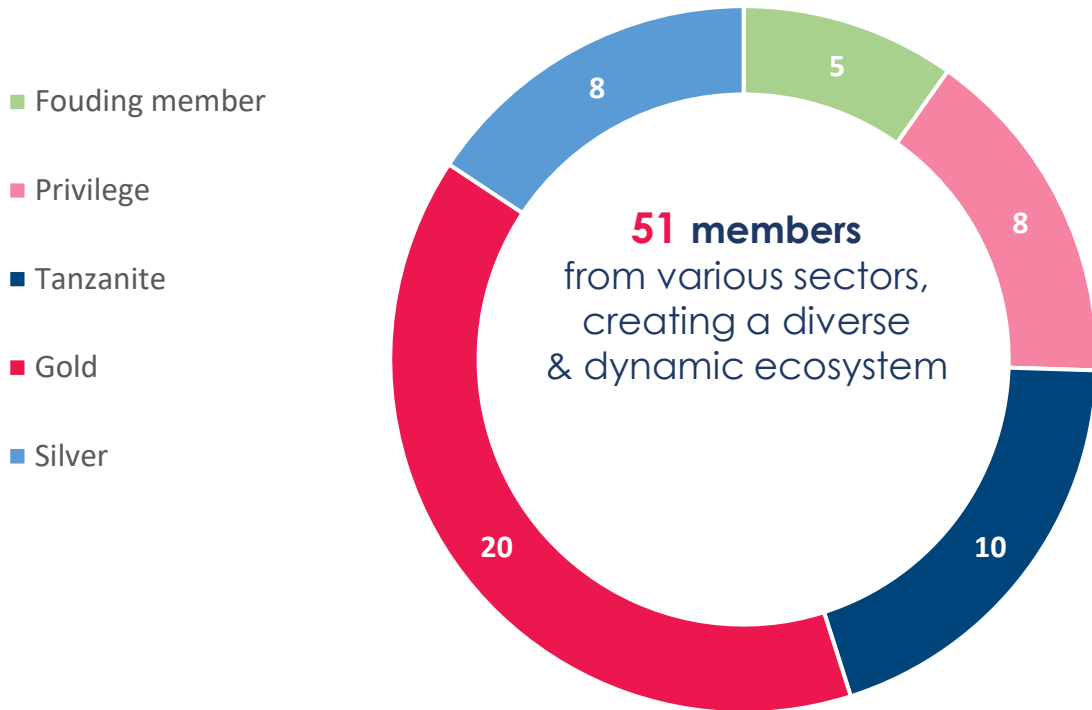


2022 MEMBERS

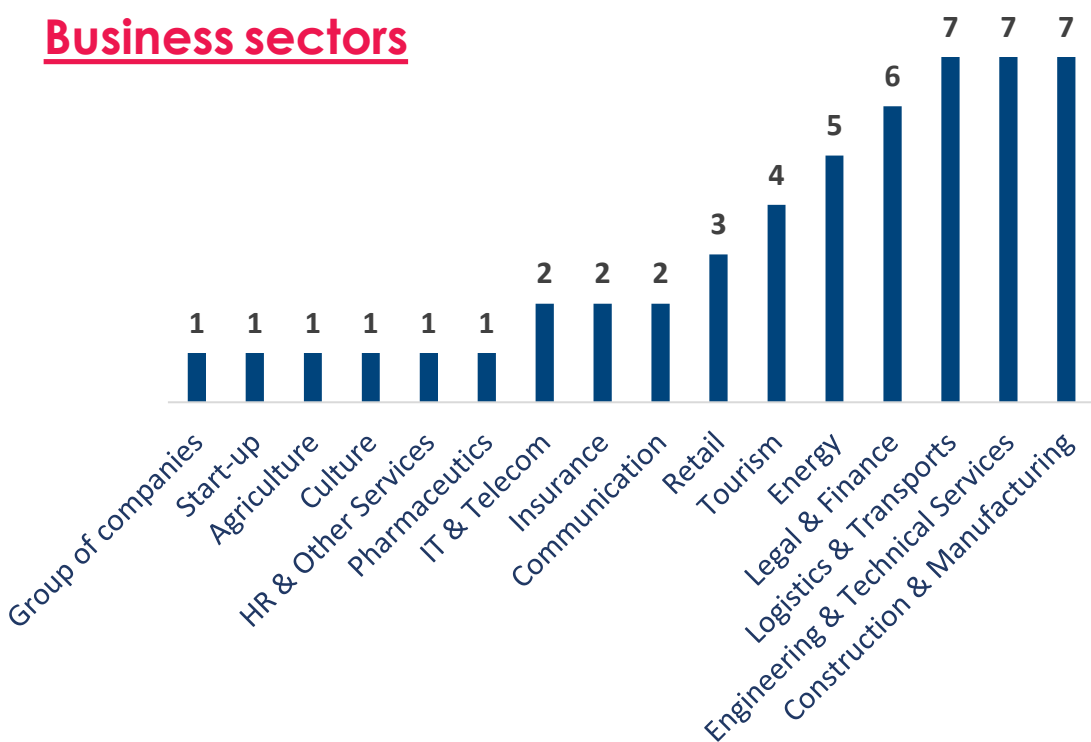


MEMBERSHIP ANALYSIS

Membership Categories



Business sectors



BUSINESS SERVICES

Market Approach

In 2022, the FTTC has launched the **organisation** of prospection missions in Tanzania, conduct of **market studies** and identification of **prospects** and **business partners**. The FTCC also gives you access to a library of **reports and materials** to support you in your decision making process.



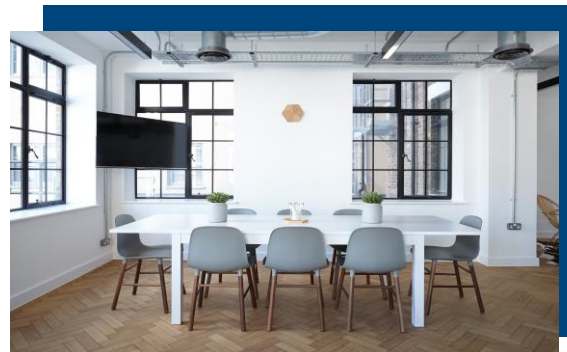
Explore the French market

The FTCC has also developed the organization of **prospection missions in France** : prospect the market during a few days' mission and get to know the market and your future business partners and customers.



Business Center

The FTCC is **currently working** on the development of a Business Center. The aim is to offer office **rental services** to our community, whether it is a shared desk or a private office.



Hosting of a VIE

The FTTC is **currently working** on it so if you have decided to send a VIE to explore the Tanzanian market, **contact us**, we can support you by hosting him/her.



MEMBER SERVICES

Tenders of the Week

FRENCH CHAMBER TENDERS OF THE WEEK #48



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



In 2022, we launched **our first newsletter** sent 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** !

Member-to-Member Offers

The **Member-to-Member privileges** offer **great deals and special discounts** from fellow members.



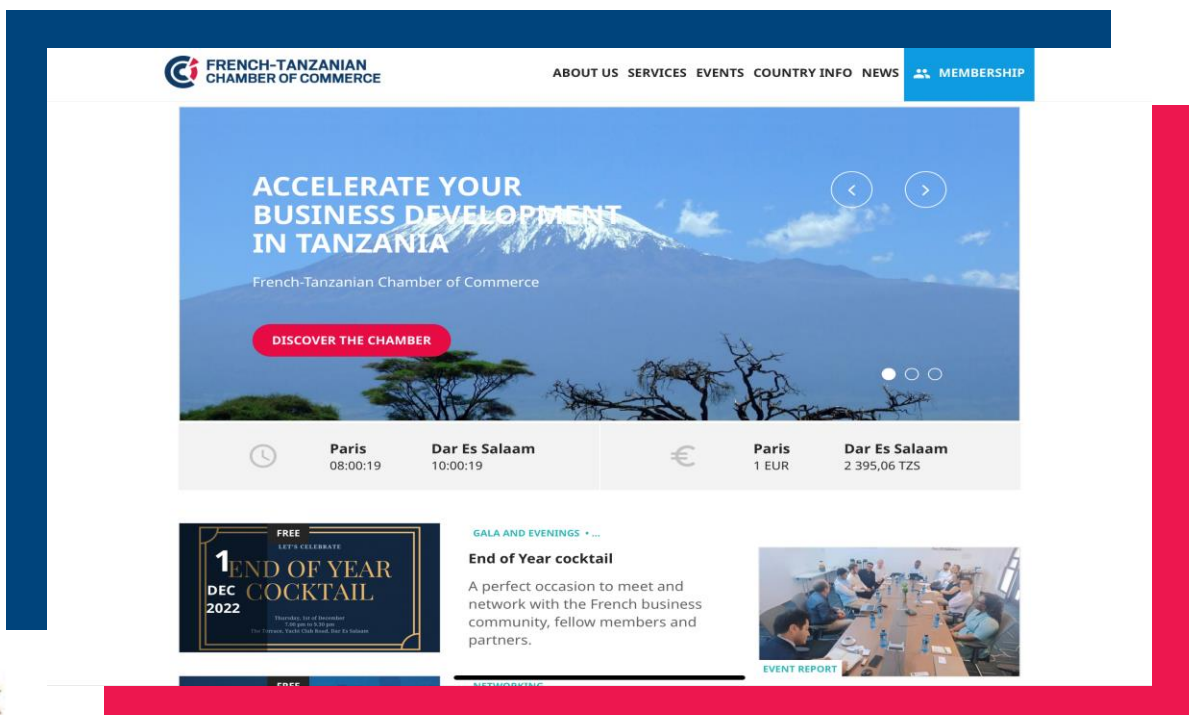
NEW SKIN

The French-Tanzanian Chamber of Commerce has launched its new website, logo and member space.

Being part of CCI France International, a network of **125 chambers** in **95 countries**, we have naturally decided to update FTCC's **logo** and **website** to better fit with the global strategy and mission.

The new website aims to fit with members' needs. Among others, it

- **Enables you to check the agenda** of the upcoming events and to register online. You have also the possibility to **add events to your calendar**.
- Gives **useful news** on the Tanzanian and East-African market, with articles, studies and videos.
- Keeps you updated on our members and gives you access to a **member space**.
- Presents our new **offer of services**. This includes trainings, market studies, prospection missions in Tanzania or in France, hosting of VIE.



AFTERWORK

HSEQ AFTERWORK



In May 2022, we had the pleasure to share a great moment with **FTCC members HSEQ managers**. It was a rich evening full of stories, experiences shared, laughs and new ideas to reinforce the security of our fellows. As commented by Augustine Mwang'anga "It was a nice and value added forum to attend, I think this is a very good way forward we can enhance HSE culture and standards to our organizations".

OPERATIONS AFTERWORK

The first Operations managers' networking event took place on Tuesday 4th of October ! It was a nice opportunity to **share insights on the current logistic situation** in Tanzania and share common concerns and solutions.



HUMAN RESOURCES AFTERWORK



In October, we had the pleasure to meet the HR managers of our members, whether they come from small to big corporations. They have had a fantastic opportunity to **increase their knowledge on legal aspects of HR management**, thanks to the presence of **Samah Salah from DLA Piper Africa, Tanzania (IMMMA Advocates)**. Sharing experiences and challenges with peers also boosts problem solving and enables to be more effective.

SALES & MARKETING AFTERWORK

We had the pleasure to meet Sales and Marketing Managers at Spinella. It was a great opportunity to **share experiences and stories** and to **discuss about challenges** !



OTHER EVENTS

MEDEF VISIT



In **May 2022**, we received during three days the visit of a business delegation of **MEDEF**, **BPI France** and **Business France**, with the support of the French Embassy, in Dar Es Salaam. More than **40 French companies** were seeking to expand their activities in Tanzania. The FTCC was there to **support** them in this process and presented them the key elements of the Tanzanian business environment. This mission, **rich in exchanges, networking and work meetings**, promises to open new partnerships' opportunities between France and Tanzania.

EAST AFRICAN BUSINESS FORUM



During the **East Africa Business Forum**, organized by the French Chamber in Kenya, the FTCC has hosted webinar on **Doing Business in Tanzania**, with a focus on the **energy sector**. Jean-François Schoepp, Managing Director-Tanzania at **Total Energies**, Godvictor Lyimo, Tax Consultant at **Mazars** Tanzania, Mashaka Sabini Ntobela, Economic and Trade Officer at the **French Embassy in Tanzania**, and Elise Lagache, **FTCC** General Manager, have shared their experience and their knowledge on this topic.

Meeting with Senator O. Cadic & Ambassador of France



In May, FTCC takes part to the business meeting held at the **French Ambassador's Residence with Olivier Cadic, Senator**, Representative of French citizens living abroad. Exciting discussions have taken place with key actors in Tanzania like **Kamal Steel, MeTL, Sagemcom, EALS, Golden Tulip, Superdoll and Oryx Energies**, especially the wish to create a Transport Task Force to support French companies in this sector.

OTHER EVENTS

Webinars

Webinar | 11 common mistakes employers make with **Clyde & Co**



Webinar | CCIFI Business Booster Forum with **CCI FI** and **Clyde&Co**



Webinar | Tanzania National Budget 2022/2023 by **PwC**



Webinar | The impact of local content policies in doing business in Tanzania with **IMMMA**



Webinar | The impact of CSR directives on African companies with **Mazars**



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



NETWORKING OPPORTUNITIES

Meet the RD Breakfasts



Meet the Regional Director
of **TECHNIP ENERGIES**, **Julien Larour**

During our 'Meet the RD' event, **our speaker, Julien Larour** shared his vision for the business and industry, as well as the upcoming projects. A great opportunity for members to **interact with high-profile decision-makers** and to position themselves as **potential partners**.

Networking Cocktails



The **Afterwok** was organized at Spinella in February.

A good opportunity to meet with our community in a beautiful place.



We organised a **Business to Business Networking**, with the American Chamber of Commerce, European Business Group, British Business Group and South Africa Business Forum, the biggest business to business networking event of this kind.

Over 140 businesses were present and could engage in order to identify new business opportunities.



'Le Retour de l'Apéro' enabled the French-Tanzanian business community to connect !

We had the pleasure of having many FTCC members and future members, but also key actors from the French ecosystem, as well as French businessmen who recently retired and gladly share their experience with the younger ones.



**FRENCH-TANZANIAN
CHAMBER OF COMMERCE**



BEVCO

mazars

Lagardère
TRAVEL RETAIL

END OF YEAR COCKTAIL

To celebrate a successful year, we hosted our **End-of-Year Cocktail** at the **Terrace, Slipway, Dar Es Salaam** in December 2022.

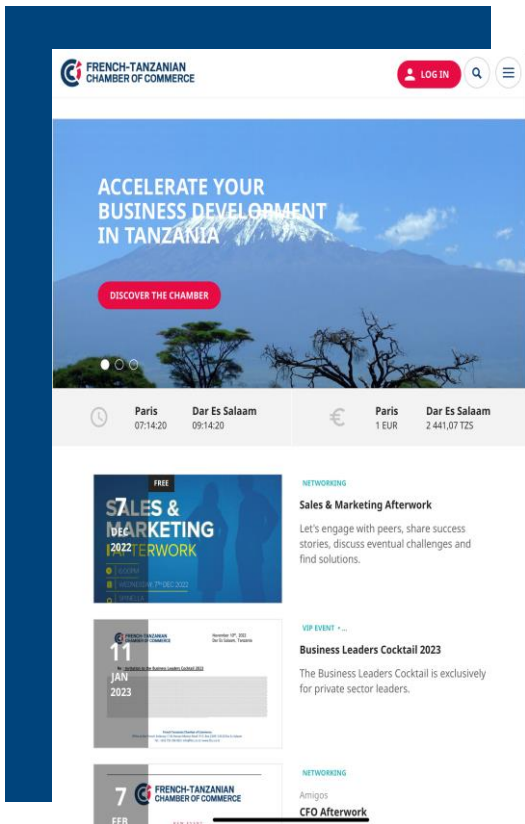
The event was well attended and a **great opportunity to close the year!**

Thanks a lot to our Founding Members **Bolloré, Maurel & Prom, Engie, AGS, Total Energies** and to our sponsors **Lagardère, Kamal Steel, Bevco** and **Mazars** for making this event possible !



COMMUNICATIONS

Website



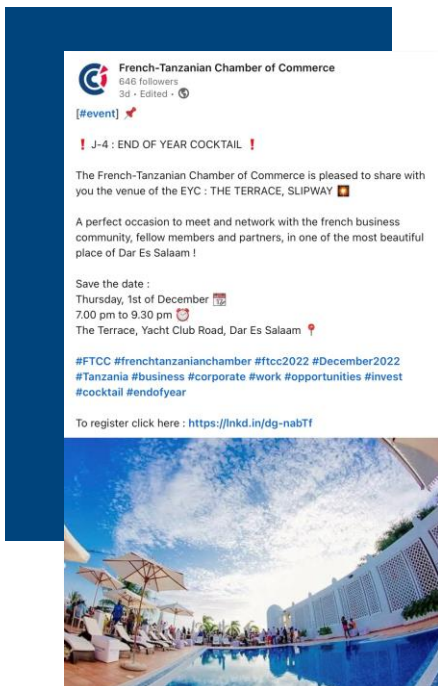
The French-Tanzanian Chamber's website is a tool for communication, prospection and online networking. Our website allows members to interact with one another, know what is happening at the Chamber and benefit from exclusive offers in their member space.

Social Media



+234%
564 followers

+395
followers
on LinkedIn in
2022



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.



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