

RPTB2

## TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

## 90/91 EXPORT PROMOTION PRIORITIES

Mission: NAIROBI

Country: TANZANIA

The Mission selected the following sectors as priority areas for export promotion activities for the coming fiscal year for the stated reason:

1. MINE, METAL, MINERAL PROD & SRV  
There are interesting opportunities in mineral extraction in Tanzania and Canadian firms are currently pursuing prospects in a range of areas from gold to kaolin. This sector has the potential to be a major growth area for Canadian investment, pending clarification by Tanzanian authorities of their policies.
2. TRANSPORT SYS, EQUIP, COMP, SERV.  
Port and road rehabilitation are both areas where Canadian consulting firms should pursue opportunities under IDA financing. Major projects in these two areas are currently under preparation. Canadian firms have established a foothold in the railway subsector and there should continue to be opportunities under either CIDA or IBRD funding.
3. POWER & ENERGY EQUIP. & SERV.  
The hydroelectric power sector could offer opportunities for Canadian companies. Tanzania's energy requirements are being studied by a Canadian consulting firm and this will assist in identifying priorities for investment. Tanzania will have to rely on IFI financing and on bilateral donors to assist in expanding its capacity.
4. OIL & GAS EQUIPMENT, SERVICES  
Recent natural gas discoveries have renewed hope that some oil reserves may soon be uncovered. PCIAC assistance over past several years has highlighted Canadian capabilities in the sector. IBRD is currently appraising a project in rehabilitation of petroleum distribution. Consulting services will be required.
- 5.
- 6.

The most important current Canadian export sectors to this market are (based on actual export sales):

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|--------------------------------------|-------------------------------------|
| 1. GRAINS AND OILSEEDS               | 4. CHEM PROD & PETROCHEM, EQP, SERV |
| 2. MINE, METAL, MINERAL PROD & SRV   | 5. AGRI & FOOD PRODUCTS & SERVICE   |
| 3. TRANSPORT SYS, EQUIP, COMP, SERV. | 6.                                  |