

India poised to consolidate strong position in Tanzania

FIEO organized an interactive meeting with Mr Debnath Shaw, High Commissioner Designate to Tanzania, on June 15, 2012 at New Delhi. Mr Ajay Sahai, Director General & CEO, FIEO, Mr Sunil Agnihotri, Jt Dy Director General, FIEO, and senior representatives from the exporting community from different sectors were also present.

In his opening remarks, Mr Sahai said that Tanzania and India have enjoyed historical, cultural and economic relations. India's exports to Tanzania have shown a growth of about 65% in 2010-11 over the previous year, with exports touching almost \$1.5 billion. Imports on the other hand registered a growth of 37% amounting to \$326 million during the same period. He observed that the Tanzanian market has to be sensitized as it has huge potential and Indian exporters should take advantage of the country as a springboard, particularly when Tanzania being a member of the East African Community (EAC) enjoys custom tariff and trade preferential agreements.

Mr Sahai further informed that India is the second largest trading partner of Tanzania after China. Tremendous opportunities are available in the pharmaceutical, auto components specially tractors, garments, all range of textiles, rubber, iron and steel, medical equipment, furniture, plastic products including synthetic polymers etc. He said huge investment opportunities exist in sectors like mining, gold, uranium, IT etc.

Seeing the Tanzanian market's potential, major Indian companies like Tata International Limited, NMDC, RITES, Reliance Industries Ltd, Bharti Airtel, have set up their units in the country. The DG & CEO



From right, are Mr Debnath Shaw, Indian High Commissioner designate to Tanzania; Mr Ajay Sahai, Director General & CEO, FIEO; Mr Sunil Agnihotri, Jt Dy. Director General.



A view of participants.

also informed that important agreements like Double Taxation Avoidance agreement and the Bilateral Investment Protection and Promotion Agreement need to be looked upon by both governments so that the benefits accrue to businessmen of both the sides. Mr Sahai also requested Mr Shaw to provide details of good exhibitions and fairs in Tanzania to enable Indian companies to participate in them.

Mr Shaw while addressing the exporters said Tanzania is a country of opportunities. It is one of the few countries which enjoy social and political stability with no conflict in the recent past. Given our linkages India should have been number one instead of China which is currently the largest trading partner of Tanzania. He also pointed out the pending issues which were due by the two governments like

Contd on Page 47