



Ambasciata d'Italia
Dar es Salaam



Ministero degli Affari Esteri
e della Cooperazione Internazionale



11-12

February 2025

11-12

Febbraio 2025

Dar es Salaam
JNICC



Business and Investment Forum
Tanzania-Italy



Forum Imprenditoriale
Italia-Tanzania



in cooperation with:

ANCE ASSOCIAZIONE NAZIONALE
CONSTRUTTORI EDILI





Ambasciata d'Italia
Dar es Salaam



Dar es Salaam, February 10, 2025

Dear Economic Operators,

The Embassy of Italy in Tanzania, in collaboration with the Italian Trade Agency (ICE), the Ministry of Foreign Affairs and International Cooperation, and the Tanzania Investment Centre (TIC), warmly welcomes you to the fourth edition of the Italy-Tanzania Business Forum. This event will take place on February 11-12, 2025, at the Julius Nyerere International Convention Centre (JNICC) in Dar es Salaam. We recall that the previous editions were held in Rome (December 2, 2021), Dar es Salaam and Zanzibar (September 28-30, 2022), and Milan (October 19, 2023), all contributing to strengthening the economic and commercial relations between Italy and Tanzania.

This year's Forum holds significant political and technical importance, as it takes place just weeks after Prime Minister Giorgia Meloni announced Tanzania's inclusion in the Mattei Plan. Additionally, in July 2024, Tanzania was included among the priority countries by the Italian Agency for Development Cooperation (AICS).

The United Republic of Tanzania has been a traditionally peaceful and stable country since its inception in 1964. Strategically located at the crossroads of Eastern, Central, and Southern Africa, the country plays a key role in regional trade and cooperation, including within the East African Community (EAC), headquartered in Arusha.

Tanzania is a dynamic and expanding country, increasingly open to foreign investment and international trade. Over the past ten years, the country has experienced steady economic growth, with an average annual GDP growth rate of 5.5%, accompanied by an annual population growth of 3% and improvements in income distribution. This has brought the per capita income to about USD 1,200 per year, placing Tanzania in the lower-middle-income category.

Italian companies have a long history of presence in Tanzania and have proven to be competitive thanks to the quality of their products and services, their ability to adapt to local contexts, and the strength of their partnerships. Numerous Italian best practices testify to the success of this collaboration model in all sectors covered by the Business Forum.

Italy has contributed over time to the socio-economic development of Tanzania, which offers numerous commercial and investment opportunities. This year, we also celebrate the 60th anniversary of the first Economic and Technical Cooperation Agreement between Italy and Tanzania, signed in Dar es Salaam in 1965. Over the years, our actions have also been closely coordinated with the support provided to the country by the European Union in various sectors.

To effectively inform Italian participants about the opportunities offered by Tanzania and to lay the best foundations for concrete operational follow-ups to the Business Forum, the programme also includes numerous testimonies from Italians active in Tanzania for years and field visits (February 13-14), both in Mainland Tanzania and Zanzibar.

Thanks to the collaboration of CONFINDUSTRIA ASSAFRICA & MEDITERRANEO, ANCE (National

Association of Building Contractors), FederUnacoma, and UCIMA (Confindustria Mechanical Engineering), together with our Tanzanian partners, we have developed programme rich of content and activities that will allow you to:

- Participate in plenary sessions with high-profile speakers, including Italian and Tanzanian institutional representatives;
- Delve into specific topics through thematic round tables on Agro-tech and Blue Economy, Green Economy and sustainable infrastructure, and health and pharmaceuticals;
- Establish business relationships through personalized B2B meetings with Tanzanian companies operating in the aforementioned sectors;
- Visit local structures and sites to closely understand and better comprehend investment and partnership opportunities.

We thank you for your participation and wish you the utmost success in your activities. The Embassy of Italy and the ICE Agency are fully available to support your commercial initiatives and investments in Tanzania.

Giuseppe Coppola
Ambasciatore d'Italia

Claudio Pasqualucci
Direttore ICE - Addis Abeba



Ambasciata d'Italia
Dar es Salaam



Dar es Salaam, 10 febbraio 2025

Gentili operatori economici,

l'Ambasciata d'Italia in Tanzania, in collaborazione con l'Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese Italiane (ICE), il Ministero degli Affari Esteri e della Cooperazione Internazionale e il Tanzania Investment Centre (TIC), vi dà un caloroso benvenuto alla quarta edizione dell'Italy-Tanzania Business Forum, che si terrà l'11 e il 12 febbraio 2025 presso il Julius Nyerere International Convention Centre (JNICC) di Dar es Salaam. Ricordiamo che le tre precedenti edizioni si sono svolte a Roma (2 dicembre 2021), Dar es Salaam e Zanzibar (28 e 30 settembre 2022) e Milano (19 ottobre 2023), contribuendo tutte al rafforzamento dei rapporti economico-commerciali tra Italia e Tanzania.

Il Forum di quest'anno assume una rilevante valenza politica e tecnica anche perché si tiene a poche settimane dall'annuncio del Presidente del Consiglio dei Ministri Giorgia Meloni dell'inclusione della Tanzania nel Piano Mattei. Ricordiamo inoltre che nel luglio 2024 la Tanzania è stata inserita tra i Paesi prioritari dell'Agenzia Italiana per la Cooperazione allo Sviluppo (AICS).

La Repubblica Unita di Tanzania è un Paese tradizionalmente molto pacifico e stabile, sin dalla sua nascita nel 1964. Strategicamente situato al crocevia tra l'Africa orientale, centrale e meridionale, il Paese svolge un ruolo chiave negli scambi commerciali e nella cooperazione regionale, anche nell'ambito

della Comunità dell’Africa Orientale (EAC), la cui sede è ad Arusha.

La Tanzania è un Paese dinamico e in espansione, sempre più aperto agli investimenti esteri e al commercio internazionale. Negli ultimi dieci anni il Paese ha registrato una crescita economica costante, con un tasso di crescita medio annuo del PIL del 5,5%, accompagnato da un incremento demografico annuo del 3% e da miglioramenti nella distribuzione del reddito. Tutto ciò ha portato il reddito pro capite a circa 1.200 USD all’anno, collocando la Tanzania nella categoria dei Paesi con i redditi medio-bassi.

Le aziende italiane vantano una lunga storia di presenza in Tanzania e hanno dimostrato di essere competitive grazie alla qualità dei loro prodotti e servizi, alla capacità di adattarsi ai contesti locali e alla solidità delle loro partnership. Numerose buone prassi italiane testimoniano il successo di questo modello di collaborazione in tutti i settori oggetto del Business Forum.

L’Italia ha contribuito nel tempo allo sviluppo socioeconomico della Tanzania, che offre numerose opportunità commerciali e di investimento. Quest’anno celebriamo peraltro il 60esimo anniversario del primo Accordo di Cooperazione Economica e Tecnica tra Italia e Tanzania, firmato a Dar es Salaam nel 1965. Nel corso degli anni la nostra azione è stata condotta anche in stretto raccordo con il sostegno fornito al Paese nei diversi settori dall’Unione Europea.

Al fine di informare nella maniera più efficace i partecipanti italiani sulle opportunità offerte dalla Tanzania e di porre le migliori basi per seguiti operativi concreti al Business Forum, i lavori prevedono anche numerose testimonianze di connazionali attivi da anni in Tanzania e visite sul campo (13 - 14

febbraio), sia nella Tanzania continentale che a Zanzibar.

Grazie alla collaborazione di CONFINDUSTRIA ASSAFRICA & MEDITERRANEO, ANCE (Associazione Nazionale Costruttori Edili), FederUnacoma e UCIMA (Confindustria Meccanica Varia), insieme ai nostri partner tanzani abbiamo messo a punto un programma ricco di contenuti e attività che vi permetteranno di:

- partecipare a sessioni plenarie con relatori di alto profilo, tra cui rappresentanti istituzionali italiani e tanzani;
- approfondire temi specifici attraverso tavole rotonde tematiche sull'Agro-tech e Blue Economy, sulla Green Economy e le infrastrutture sostenibili e sulla salute e farmaceutica;
- instaurare relazioni commerciali grazie a incontri B2B personalizzati con aziende tanzane operanti nei suddetti settori;
- visitare strutture e siti locali per conoscere da vicino e comprendere meglio le opportunità di investimento e partnership.

Vi ringraziamo per la vostra partecipazione e vi auguriamo il massimo successo nelle vostre attività. L'Ambasciata d'Italia e l'Agenzia ICE sono a completa disposizione per sostenere le vostre iniziative commerciali e i vostri investimenti in Tanzania.

Giuseppe Coppola
Ambasciatore d'Italia

Claudio Pasqualucci
Direttore ICE - Addis Abeba

ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy.

With a motivated and modern organization and a widespread network of overseas offices, ITA provides information, assistance, consulting, promotion and training to Italian small and medium-sized businesses. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.



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🌐 www.ice.it

ANCE, the National Association of Construction Companies, represents the construction industry with more than 94,000 companies registered at the Building Workers' Welfare Funds (Casse Edili), specialized in every field of civil construction.

ANCE has a nationwide network made up of 20 regional and 88 provincial representations and supports the Italian construction industry in its relations with the public authorities, public services, economic decision-makers and other key players involved in the construction sector's policies and activities.

CONFINDUSTRIA ASSAFRICA & MEDITERRANEO

Confindustria Assafrica & Mediterraneo is the industrial Association representing Italian companies operating in Africa and Middle East. Our Business Network includes major industrial groups, SME's and banks.



 assafrica.it

FEDERUNACOMA

The Italian Agricultural Machinery Manufacturers Federation, brings together, and represents in Italy and abroad, the associations of Italian manufacturers of digital systems and technologies for agricultural machinery and farmers (Agridigital), irrigation systems (Assoi-drotech), implements (Assomao), selfpropelled machines (Assomase), tractors (Assotrattori), components (Comacomp) and gardening machinery (Comagarden).



 federunacoma.it

UCIMA (Italian Packaging Machinery Manufacturers' Association) is the national trade association that represents and supports the Italian packing and packaging machinery manufacturers. It has more than 170 member companies from all over the country, including the industry leaders. UCIMA member companies cover the entire range of packaging machinery production, from the food, confectionery and tobacco industries through to pharmaceuticals, chemicals, petrochemicals, cosmetics and end-of-line technologies. Italy is one of the world leaders in packaging machinery, with a world market share of 24,9%. In 2024 the sector's turnover totalled record figures of 9,5 billion euro. Exports account for around 80% of total turnover. The largest market area is the European Union. In second place is Asia, next come non-EU Europe, North America and Central and South America. As regards the most important countries of export, United States, France and Germany are the top export markets.



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ALMAWAVE SPA

 www.almawave.com

Almawave is a leading Italian company in artificial intelligence (AI) and big data solutions, specializing in natural language processing (NLP), speech analytics, and intelligent automation. Founded to drive innovation, it develops advanced technologies that enable businesses and public organizations to enhance customer interactions, optimize processes, and gain actionable insights from data. Almawave's solutions focus on multilingual capabilities, voice and text analysis, and real-time data interpretation, catering to industries such as telecommunications, finance, healthcare, and government. Almawave lately delivered Velevel the Generative AI multi-modal and multi-language LLM. With a strong emphasis on research and development, Almawave bridges cutting-edge AI technologies with practical applications to improve operational efficiency and customer satisfaction.

CASCIONE AUTOTRASPORTI SRL

 www.cascionesrl.it

We are a transport & logistic family company based in the South of Italy. We manage transport & logistic services in all the World in the Petrochemical field. We have three Logistic platforms based in IT29100 PIACENZA - IT72100 BRINDISI - IT75010 MIGLIONICO. Our last year turnover was 22 mln €, we have 150 own operators.

CERMAC CONSORTIUM

 www.cermac.it

Cermac is an internationalization consortium based in Bologna that brings together companies that produce machinery, equipment, technologies, components and accessories for the agricultural sector, in particular for fruit and vegetables in both the pre and post-harvest phases.

CESAF SRL

 www.cesafsrl.net

CESAF is a leader in the export of Made in Italy supplies for the construction of large turnkey projects, offering the experience and quality of the most innovative construction techniques in both the civil and industrial sectors. CESAF has been dedicated to the world of energy and telecommunications for many years, creating transceiver and photovoltaic systems and offering a wide range of additional services such as the renegotiation service of rental contracts, in place between telephone operators and third parties and the site research and acquisition service for the construction of future SRBs.

CESAF SRL - PR PARTNER

 www.prpartners.it

Our mission is to interact with several Sectors, Suppliers, and Customers to differentiate the offer, open new opportunities through excellence-driven long-term strategic partnerships. Our actions and proposal are adjusted to meet market dynamics and provide tailor-made solutions.

PR Partners implements a true partnership approach where the top priority is the mutual satisfaction of all parties involved. Relationships are founded on trust and transparency where problems can be solved, and all parties can evolve together.

CLEAN COOKING TECHNOLOGIES

 www.clean.cooking

Clean Cooking Technologies is an impact-driven start-up dedicated to making clean cooking accessible to all while generating high-integrity, transparent carbon credits that set a new standard for a greenwashing-proof market. Our mission is to positively transform millions of lives and combat climate change with innovative, data-proven hardware-software clean cooking solutions.

The Problem We Face

Today, 2.3 billion people still rely on harmful biomass for cooking. This dependency causes severe health issues, environmental degradation, and social inequities, disproportionately affecting vulnerable communities.

Our Solution

Clekoo: our high-efficiency, IoT-enabled induction stoves. Clekoo empowers families with a clean, safe, and sustainable cooking alternative while generating trustworthy carbon credits that drive impactful change.

DANIELI & C. OFFICINE MECCANICHE S.P.A

 www.danieli.com

Danieli designs, manufactures and installs metal producing plants and equipment worldwide, either on a turnkey basis or supplied as individual units, covering, with company-owned technology, the whole process cycle, from ore and scrap processing to finished flat, long, tube and extruded products, for ferrous and non-ferrous metals. Danieli plants are run by Danieli Automation process control, power and instrumentation systems, and include DIGI&MET smart manufacturing solutions (Industry 4.0).

DUNIA

 www.dunaiirrigation.com

Dunia Irrigation designs and supplies advanced irrigation systems, including center pivots, linear systems, and smart solutions like NABU. Focused on sustainability and efficiency, it optimizes water use and enhances crop yields with tailored design and professional support.

ECOMONDO

 en.ecomondo.com

Ecomondo is the key event for green and circular economy taking place in Rimini, Italy, 4-7 November 2025. It's the meeting place where industrial groups, stakeholders, policy makers, opinion leaders, local authorities, research bodies and institutions come together and put in place the key elements that define the strategies for the development of EU environmental policy.

ENI KENYA

 www.eni.com

Agricultural project forward production of biofuels in Kenya.

ENI KENYA BV

 www.eni.com

Eni is an integrated energy company working towards the energy transition with solid actions to achieve carbon neutrality by 2050. We work to ensure access to energy in all countries where we operate. In Kenya we are leading the development of the biofuels value chain, supporting the local agriculture sector in a joint effort to achieve an increasingly sustainable energy mix, and a fair and inclusive transition to full decarbonisation by 2050. Key products: vegetable oil (castor, croton, broken nuts), deoiled seed cakes.

FARM4TRADE

 www.farm4trade.com

Empowering Sustainable Agriculture and Livestock through Innovative solutions, based on Artificial Intelligence and Computer Vision for the zootechnical industry. Improve Animal Health, Animal Welfare and Traceability across the full Livestock value chain. Enhance the livelihoods of farmers, creating a more resilient agricultural ecosystem.

FINCANTIERI INFRASTRUTTURE SOCIALI SPA

 www.finso.it

General Contractor in Healthcare Infrastructure and Packages of Medical Technologies for a turn key solution.

GREENVEST E.S.CO.

 www.greenvest.it

Greenvest operates in the energy efficiency sector as a UNI EN 11352 certified ESCo. It reduces and monitors energy consumption for public and private clients. Greenvest is also active in the design and construction of renewable energy plants.

HAFNER ENERGY FROM WASTE

 www.hafnerwastetoenergy.com

Waste to energy plant training technology transfer.

ICM SPA

 www.gruppoicm.com

Founded in Vicenza in 1921, ICM Group has over a century of expertise in civil, industrial, and infrastructure construction. Expanding internationally in the 1970s with key projects in Libya, Sub-Saharan Africa, and Europe, ICM is recognized globally for its quality and innovation in complex, large-scale works.

IGNAZIO MESSINA & C. S.P.A

 www.messinaline.it

Shipping company.

INTERNATIONALIA

 www.africaeffari.it

 www.internationalia.org

Internationalia provides information products on emerging markets (especially Africa, the MENA region, Latin America and South-East Asia). Internationalia's clients are companies, institutions, government agencies, universities, law firms.

IRRITEC SPA

 www.irritec.com

Irritec Group, founded in Sicily in 1974, is one of the world leaders in precision irrigation.

Since 50 years Irritec's mission is to improve the efficiency of water distribution in agriculture, residential, industrial, urban and mining sectors, reducing the environmental impact. Water scarcity and growing of food needs asked for the use of precision irrigation all over the world, of which Irritec is a global reference point. Irritec designs, manufactures, and distributes products and complete systems for the most efficient water distribution.

We manufacture all kind of driplines, filters, fertilizing units, PE pipes, compression fittings, automation for smart irrigation, valves and weather stations, summarized in more than 7000 items, which makes us the company with the widest range of solutions in our business.

Our products are available all over the world through our 16 branches (in Italy, Spain, Mexico, Brazil, United States, Algeria, Senegal, Peru, Germany and Chile), our staff of over 1000 employees, agents and distribution network in more than 120 Countries.

ITARE SRL

 www.itare.it

ITARE is a highly specialized consulting and financial advisory firm set up in 2016 by a group of Top Managers and professionals with a unique combination of expertise and experience in trade and project finance and business development in emerging markets, with a particular focus on the Sub-Saharan Africa Region.

LA SAPIENZA UNIVERSITY OF ROME

 www.uniroma1.it

Sapienza University of Rome is a leading Italian University.

Neurologists at the Department of Neurosciences, Mental Health and Sensory Organs, Sant'Andrea University Hospital are leading international experts in clinical care of multiple sclerosis as well as on preclinical research on the causes and experimental therapies for this disease.

MACFRUT

 www.cesenafiera.com

Macfrut is a leading trade fair for professionals operating in the national and international fruit and vegetables sector. The great premises of the exhibition, the growing number of Italian and foreign companies participating, the dynamic areas, and a wide range of initiatives aimed at promoting innovation and internationalisation are the features that make it a key event for professionals and buyers.

MC LAW FIRM

 www.studiolegalembc.it

Mc Law Farm is an Italian law firm that has been collaborating for several years with a law firm in Dar es Salaam to support investors in Tanzania and Zanzibar.

MULMIX SRL

 www.mulmix.it

Mulmix Srl designs and manufactures turnkey plants for the storage, handling, and processing of cereals, managing the entire process from design to installation.

With over 60 years of experience and a presence in more than 70 countries, we ensure innovation, efficiency, and sustainability.

Mulmix design and supply plants for the storage, milling, industrial, and feed sectors, offering tailored solutions for every production need. Additionally, we collaborate with government entities to develop strategic infrastructures in the agro-industrial sector.

OFFGRIDSUN

 www.offgridsun.com

Italian company from Cittadella (Padova) with the mission to improve access to clean, safe, affordable, energy for offgrid communities living in rural areas in developing countries. Our expertise are designing and installation of photovoltaic systems for energy consumption and productive use of energy, production and distribution of clean cooking solutions. Since 2021 OffgridSun is working in the carbon credits sector implementing projects on clean cooking and safe water access to mitigate the impact of climate change and boost social and economic development of local communities in East Africa. In Tanzania OffgridSun implements a clean cooking programme in several regions across the country.

OSCAR BOSCAROL SRL

 www.boscarol.it

Medical devices for emergency situations.

PANTA REI SRL

 www.pantareewater.com

Panta Rei Srl is an Italian company committed to sustainable growth through the implementation of state-of-the-art water and wastewater treatment solutions, right from the design phase up to the commissioning, after sales and maintenance. We are market leaders in the textile wastewater treatment.

PIKDARE S.P.A.

 www.mtdglobal.com

Medical Technology and Devices (MTD) is a consumer health group owning a portfolio of global brands with leading position across Diabetes, Medical Sharps, Wound Care, Heart Monitors, Thermometers & Nebulizers.

SAN MARCO IMPEX ITALIANA SRL

Import Export.

T.M.C. SRL

 www.tmconline.it

T.M.C. is a modern and specialized company in the supply of machines, spare parts and all kind of accessories to the shoe and leather garments sector.

TECHNITAL S.P.A.

 www.technital.net

TECHNITAL S.p.A. is a leading engineering consulting firm, whose sectors of activity include water treatment, water supply, transport infrastructure, waste to energy, renewable energies. The organization abroad includes 15 between branches and subsidiaries, and is present among other in Kenya, Tanzania, Uganda and Zambia.

THE ALLIANCE OF BIODIVERSITY INTERNATIONAL AND CIAT

 www.alliancebiodiversityciat.org

Development of agricultural products adapted to climate change and different soil conditions

UNIVERSITÀ DEGLI STUDI DI ROMA TRE

 www.uniroma3.it/en/

"The University of Roma Tre It includes 13 departments offering Bachelor's and Master's degrees, Postgraduate and Advanced courses, PhDs and Specialisation Schools. Teaching and research, in all disciplinary areas, constantly interact and address a global audience, thus fostering knowledge advancement and enrichment. These activities are integrated with the university's third mission, considered both as technological transfer and as outreach of educational activities into the local territory.

The international dimension is considered a strategic aspect of the University, which adheres to the principles of the Magna Charta Universitatum. It declares its commitment to the European Higher Education and Research Area, embracing its principles and educational values and strategies."

URBINATI SRL

 www.urbinati.com

The company started 1978 in Italy and the founder was "Nino Urbinati". The purpose of company is to repair agricultural machines with the desire to grow and bring innovation in this field.

WARKA WATER ZANZIBAR FOUNDATION (WWZF)

 www.arturovittori.com

Warka Water Zanzibar Foundation (WWZF)

The Warka Water Zanzibar Foundation (WWZF), established in 2024 on Pemba Island, Tanzania, continues the visionary legacy of Warka Water Inc., founded in 2016 by Italian architect Arturo Vittori. WWZF is dedicated to empowering vulnerable rural communities, fostering sustainable development, and shaping the next generation of designers and innovators.

Our Mission & Focus Areas

WWZF operates across six key sectors, addressing fundamental human needs while promoting sustainability and self-sufficiency:

- Infrastructure and Architecture - We design and build eco-friendly, self-sustaining structures that enhance living conditions while respecting cultural traditions.
- Agriculture & Aquaculture - Our initiatives promote regenerative farming, food security, and ocean conservation through sustainable land and marine-based practices.
- Water & Sanitation - We provide clean water and improved sanitation solutions, ensuring healthier, more resilient communities.
- Artisan Empowerment & Crafts - We preserve and elevate indigenous craftsmanship, merging traditional skills with contemporary design to create economic opportunities.

Our Global Impact

WWZF builds on transformative projects like the Warka Tower, Warka House, and Warka Village, delivering innovative solutions to underserved regions. Our work restores dignity, strengthens local economies, and protects vital

ecosystems—both on land and underwater.

Internationally recognized, Warka Water's pioneering efforts have received prestigious awards, been featured in leading art, science, and cultural exhibitions, and showcased in documentaries that inspire global action for sustainability and human-centered design.

At WWZF, we believe in designing a better future, where communities thrive in harmony with nature.

YAKUBU&CHAMBERS

 www.yakubuchambers.com

We are a vibrant full-service law firm operating out of the historical and scenic town of Dar-es-Salaam, Tanzania.

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