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CTI RECEIVES 2015/16 BUDGET WITH MIXED FEELINGS

Minister for Finance, Hon. Saada Mkuya.

The Tanzania industrialists have received the just tabled Budget for 2015/16 with mixed feelings, as it contains measures which will have both positive and negative consequences to the manufacturing sector.

The Minister for Finance, Hon. Saada Mkuya recently presented before the Parliament of the United Republic of Tanzania, the 2015/2016 Budget of an estimated expenditure of TZS 22.495 trillion for recurrent and development activities.

Presenting their comments on the budget, the Confederation of Tanzania Industries (CTI)'s Chairman Dr. Samuel Nyantahe said that the Budget for 2015/16 focuses on completion of development projects as identified in the Annual Development Plan and Big Results Now, National Strategy for Growth and Poverty Reduction phase II (MKUKUTA II); and the implementation of water and electricity supply projects (in rural areas).

He said that these measures are essential for provision of strong foundation for rapid and sustainable economic growth.

Dr. Nyantahe also commended the Government's efforts to put more focus on macro-economic stability which is vital for the economy. The efforts include Government commitment to continue taking measures to keep inflation rates down; maintaining stable public spending and focusing on investments that will improve the conditions for enhancing growth and creating jobs.

However, he said, the budget has measures that will negatively affect the performance of the manufacturing sector, including hiking of import duty on industrial sugar from 10 to 50 percent (where 40 percent will be refunded after TRA is satisfied that the sugar was properly used) and the increase of import duty rate from 10 to 25 percent on plastic tubes used for packing of toothpastes, cosmetics and similar products.

Other measures taken by the Government, that will have negative effects on the performance of the manufacturing sector are the amendment of Petroleum Act - CAP 392, which increased tax charges per liter of diesel, petrol and Kerosene; amendment of Road Toll Act- CAP 220 and introduction of infrastructure levy of 1.5 percent on Cost, Insurance and Freight (CIF) value of imported goods.

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Also, the manufacturers have raised concerns that if the new Value Added Tax (VAT) Act will be implemented as envisaged, from 1st July 2015, it will be difficult for the stakeholders to comply with it since they were not involved in its preparation. The manufacturers recommend to the Government to undertake adequate dissemination as well as sensitization seminars of the Act before and during its initial implementation.

CTI'S SPECIFIC COMMENTS ON THE BUDGET:

Positive Measures taken by the Government

i. Increasing budget allocation to key sectors of the economy, namely:

- Industry; TZS 116.5 billion equivalent to 0.518 percent of the total budget
- Energy; TZS 916.7 billion, equivalent to 5.7 percent

- Infrastructure; TZS 2,428.8 billion equivalent to 15.1 percent of the total budget.
- Education; TZS 3,870.2 billion equivalent to 24 percent of the total budget and
- Water utility TZS 573.5 billion which is equivalent to 3.6% percent of the total budget

The increase in the budget allocations to these key sectors for the growth of manufacturing sector and the economy in general will reduce impediments which affect these sectors and thus positively contribute to economic growth.

ii. Maintaining current Excise Duty on beer, cigarettes and soft drinks.

For many years the government has depended on these products as the main source of revenue. This has adversely affected the growth of these industries. The decision to maintain the current Excise Duty on these products will give space for the respective industries to grow and contribute positively to the process of economic development.

iii. The removal of Pipes (PVC and HDPE) - HS code 3917.31.00 and Trailers items from the list of Deemed Capital Goods under the Tanzania Investment Center (TIC) will protect and stimulate production of the products. Currently the local industries have the capacity to produce adequate quantities of products.

iv. Imposing import duty of 25% on steel products used in construction (bars, rods, angles, shapes and sections) under HS code 7213.10.00 and 7213.20.00, since these are finished imported products. The domestic production meets the demand.

v. Imposing export tax at the rate of 10% of Free on Board (FOB) value of the skin on wet blue leather, aiming at encouraging value addition and investment in the manufacturing of leather in the country. However careful administration is needed to avoid further smuggling of the product.

vi. Continue to grant duty remission on hard wheat under HS Code 1001.99.10 and HS Code 1001.99.90, aiming to provide relief to industries and manufacturers of wheat related products and to consumers.

Generally, the above measures will enable industries to enhance production, improve consumer welfare, promote use of local materials, enhance competitiveness and stimulate economic growth.

Negative Measures from CTI'S perspective

i. Import duty on industrial sugar of 25 percent

The introduction of special procedures for paying import duty on importation of industrial sugar, where importers will be required to pay 25% of the duty at the time of importation and then get a refund of 15% after producing evidence to the satisfaction of TRA that the sugar has been used properly, the process will unnecessarily tie up working capital of respective industries, causing delays in refund and increasing costs of doing business as one has to pay for interest on working capital. The Confederation believes that the current tax policy of paying 10 percent and verification on the consumption of sugar by the Sugar Board and TRA suffices to administer the use of industrial sugar.

CTI proposes the Government and Sugar Board of Tanzania to enhance enforcement of the previous procedures where an industry was required to apply for the importation of industrial sugar to the Sugar Board.

ii Import duty on plastic tubes

The increase of import duty rate from 10% to 25% on plastic tubes used for packing of toothpaste, cosmetics and similar products under HS Code 3923.90.20 will increase costs of production as there is only one industry which is producing this product in Kenya and has no adequate capacity to supply to other users of such product like toothpaste manufacturers in the region. The Confederation proposes that the import duty on this product remains at the current rate of 10% to protect domestic industries.

iii. Amendment of Petroleum Act - CAP 392 and increase of charge tax on diesel, petrol and Kerosene oil by 50/- per litre will increase transport and manufacturing as many industries use fuel for generating electricity. CTI argue the Government that the collected revenue be used in rural power supply as stipulated in the speech.

iv. The amendment of the Road Toll Act- CAP 220 which increases the tax on diesel and petrol by 50/-per litre will also result into increased cost of transport as well as manufacturing.

v. On the newly introduced infrastructure levy of 1.5 percent on CIF value of goods (Railway Development Levy), CTI recommends that in order to enhance domestic industrial competiveness the levy should exclude industrial capital goods and raw materials

vi. The implementation of the new VAT Act, which in the view of CTI, members were not educated about the Act and its regulations, will start applying from 1st July 2015 be concurrent with government's mass awareness campaign/seminars.

Conclusion

The 2015/2016 budget has attempted to strike a balance between acquiring more government revenue and economic growth. CTI is optimistic that such good initiatives need to be enhanced. The Confederation supports these initiatives as well as all measures which will ensure success of the 2015 Government Development Vision of Tanzania becoming a middle income country through industrialisation.

LINDI WELCOMES CTI MEMBERS TO EXPLOIT THE GAS BUSINESS OPPORTUNITIES

Members of the Confederation of Tanzania Industries (CTI) have been urged to take advantages of the recently discovered natural resources of gases to set up industries in the southern regions of Lindi and Mtwara.

The call was made recently at the workshop organised by Voluntary Service Overseas (VSO) and Lindi Regional Administrative Secretary (RAS) to sensitize people and local companies to invest in the region.

The workshop was one of the 5 sub-sector workshops organised under the project Tanzania Local Enterprises Development (T-LED) which aims at, among other things, creating jobs in Lindi through Lindi Regional and Enterprise Development project (RED).

Other workshops were on sub-sectors which included Agriculture, Food aggregation and processing; Mining and Forestry; Tourism, Real Estate, Passenger Transportation; Fishing, Livestock and Processing.

The programme which is still on research phase under the Department for International Development (DFID) funding, also aims to ensure inclusive development in Lindi region.

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Other planned activities include enterprise capacity and skills gaps assessments; outlining of infrastructure needs for the sectors which will help enterprise (and SME) growth and outlining of a business case for Lindi region.

The workshop participants were informed that in the near future Lindi expect to receive many visitors who will need various services including food, shelter, transport and water, all of which are expected to come from Lindi.

Out of the arising activities, the people in Lindi would get employment in the leading sectors, and they were asked to participate fully in all sectors instead of just being observers.

The program also expects to work with production groups instead of individuals or individual companies, and each sector was requested to work in production groups of their choice.

In order to boost local investment as well as benefits, CTI was urged to woo its members and persuade them to go and take advantages that will arise in Lindi.

As the Lindi Regional Development aim is to create jobs in Lindi, everyone wishing to provide any services will be required to have a base in Lindi.

"No service will be allowed to be sourced from outside Lindi region unless it is absolutely necessary and to facilitate this, the VSO in collaboration with TPSF, plan to undertake a similar workshop in the near future in Dar es Salaam to mobilise and attract big companies to go and invest in Lindi" participants were told.

CTI MEMBERS, NORWEGIAN COMPANIES WORK OUT PARTNERSHIPS

CTI members discussing, among other things, opportunities available for partnership with Norwegian Companies when the two (CTI members and Norwegian Companies) met recently at the CTI Council room, under the Chairmanship of CTI Executive Director Mr. Leodegar C. Tenga.

The secret for Tanzania manufacturers to enter and increase their market share in Norway is to strategically forge partnership with Norwegian companies.

This was said by the Director of Innovation Norway, East Africa office Mr. Jens Clausen at the Roundtable meeting between CTI members and Norwegian Companies held recently at the CTI offices.

Organised by CTI, the meeting aimed at bringing together Tanzania manufacturers and the Norwegian companies, with a view to discussing how to start partnership as well as joint ventures.

Speaking at the meeting, Mr. Clausen said that for Tanzania manufacturers to succeed in attracting partners from Norway, they have to develop viable and bankable projects for easy access to finance; invest in the value chain; and have technology, products or services proven to be competitive in the global market among others.

“Innovation Norway’s focus for 2015 will be to advocate for partnership between Tanzania manufacturers and Norwegian Companies in projects such as Aquaculture and Renewable Energy – mapping ongoing; Water/wastewater through PPP; and Oil and Gas by linking-up Tanzania industrialists with Norwegian supply industry” he said.

On his part, the Norwegian Investment Fund for Development Countries (Norfund) East Africa Regional Director Mr. Kjartan Stigen told CTI members that they have opportunity to access finance for investing in four areas.

He mentioned the areas as industrial partnerships, especially with companies that have direct investments with strong development effects; clean energy; financial institutions-building financial infrastructure; and for fund aiming at strengthening SMEs.

”Norfund has invested directly USD 69 million in 8 businesses in Tanzania: agribusiness, hotels (the 230 room Dar es Salaam Serena hotel to the tune of USD 10 million), banking, equipment rentals, tourism, forestry and fertilizer distribution” he said.

The Companies that have benefited from Norfund finacing include Green Resources, TPS Dar es Salaaam Ltd, Agrica, Yara Tanzania Ltd., Africado, Exim Bank, African Century Infrastrucure Company Ltd and the African Spirit Group Ltd.

Mr. Kjartan Stigen said that following gases pipeline building strategy in Tanzania in 2015, Norfund will from now focus on fewer but larger deals; on agribusiness especially agri-processing and primary agriculture; focus on partners who have strong and proven technical expertise; and to increase local content in the oil and gas industry in Southern Tanzania by supporting SMEs.

On the other hand, the Director for Norwegian-African Business Association (NABA)-East Africa Mr. Felix Osok encouraged CTI members wishing to get project partners as well as joint ventures to write bankable business proposals to NABA through CTI.

“NABA will, without delay, assess the proposals and find corresponding Norwegian Companies to link the prospective CTI members for partnership or joint venture arrangements” Osok said.

The Manager of Market Development of StatOil Tanzania, one of the reputable international Oil Companies from Norway Mr. Kai Bjarne Lima urged CTI members to get prepared for massive investments in oil and gas sector following ongoing gas discoveries.

He said that the Production–Sharing Agreements (PSAs) which task producers of gas and oil to supply up to 10% of the gas produced for the domestic market was a huge amount which requires big investments.

However, Mr. Lima cautioned that despite presence of huge local investment opportunity, there are challenges due to envisaged doubling of the current domestic gas supply, which will require substantial increase in gas consumption.

The Norwegian Companies which attended the roundtable meeting include Norfund, Statoil Tanzania, NABA and Innovation Norway - East Africa, and all of them made presentations on their business activities in Tanzania and East Africa.

BENEFITS, CHALLENGES OF COMESA, EAC & SADC TRIPARTITE FREE TRADE AREA (TFTA)

(L-R) Acting President of South Africa, Kgalema Motlanthe, Rwanda President Paul Kagame, Uganda President Yoweri Kaguta Museveni, Former President of Kenya Mwai Kibaki, and President Jakaya Kikwete of Tanzania, attending the official opening of the First COMESA-SADC-EAC Tripartite Summit on Oct. 22, 2008. The Tripartite Free Trade Area was recently launched at Sharm-el-Sheikh in Egypt.

The Tripartite FTA which was recently launched at the third Tripartite Summit held in Sharm-el-Sheikh, Egypt brings some benefits to Tanzania manufacturers while at the same time poses challenges.

Standing as the largest FTA across Africa, stretching from the Cape of Africa to Cairo, it creates an integrated market with a combined population of more than **626 million** people and a total Gross Domestic Product (GDP) of about **USD 1.6 trillion**.

The TFTA comprises together the three largest Regional Economic Communities (RECs) in Africa namely, the Common Market for Eastern and Southern Africa (COMESA), the East African Community (EAC) and the Southern African Development Community (SADC), bringing together 26 member countries.

With the TFTA now in place, efforts will then focus on the establishment of a continental FTA, set to be the largest FTA in the world. Negotiations for the TFTA are set to commence later this year, with a launch expected by 2017, and the ultimate formation of a continental Customs Union by 2019.

The Heads of State and Government of the COMESA, EAC and SADC Tripartite met in Egypt recently to launch the COMESA-EAC-SADC Tripartite Free Trade Area (TFTA).

The next step after this launch is for the member states to ratify the TFTA through their respective national parliaments (within two years).

Benefits of FTA

One of the immediate expected benefits of the TFTA is growth in intra-regional trade. Other benefits include:-

- The TFTA will first and foremost eliminate the overlapping trade regimes due to membership to multiple blocs, the business community will benefit from an improved and harmonized trade regime that reduces the cost of doing business.
- The Tripartite Free Trade Area (TFTA) is expected to deepen intra-regional trade, which stands at 12% at the moment.

- The TFTA is expected to facilitate Mega regional infrastructure projects;
- It is also expected to boost industrial development and growth in the three RECs;
- Creation of Employment as business growth is realized is an obvious result.
- Another direct result of the TFTA which EABC members can look out for is the reduction or elimination of tariffs which will reduce the transactional costs and stimulate economic activity across the region, among others.
- It will also attract foreign direct investment, once obstacles such as poor infrastructure are dealt with;
- EABC members and the EAC Business Community can also expect to access a wider market following the adoption of a uniform value addition regime by the three economic blocs.

Likely challenges of FTA

- As borders come down and the flow of goods, services and people is facilitated across nations, illicit goods can more easily get through the porous borders as well.
- While FTAs may allow better coordination between security arms of member Governments, the relaxation on borders and free movement of people may allow individuals from terrorist organisations as well as criminals to more easily expand their activity beyond the borders of one country into another.
- Structural unemployment may arise in industries in some member countries that are in, 'direct competition with other lower-cost trading partners due to a loss of comparative advantage'.
- If African countries move to free trade between themselves but, 'maintain significant tariffs vis-à-vis the rest of the world, it may well result in trade diversion and welfare loss. This is additionally detrimental because FTA can prevent innovation and creativity from non-member countries entering the FTA zone if tariffs are prohibitive.
- Africa is varied with regard to the stage at which each country stands in terms of economic development, size and strength. FTA can risk creating a scenario where, 'more developed countries within the regional integration scheme dominate the market because they may have a head start'. If playing field is not well managed, it may create momentum that magnifies the discrepancies in economic development of weak partner states.
- It may create difficulties for new industries and sectors to become established in a competitive environment with no short-term protection policies by the Government. Nascent industries may fail given the access to local markets by economies in which such industries are more developed.
- As FTA increases the complexity of the training system, it can also raise transaction costs for business; 'for example, complicated rules of origin are required to prevent third country products entering via the other party'. Thus business may have to spend more time and money ensuring compliance to the introduction of new rules and regulations.
- FTA also may increase vulnerability to external shocks among member countries, and as a result increases the interdependence of their economies. This means that a recession in one country may quickly spread to other countries, which are its trading partners.
- There may be an interface between Corruption and FTAs as corruption may find a new lease of life through FTA. Because member countries get preferred access, unscrupulous traders may seek to gain entry into markets by repackaging external goods as those for member countries. This may present a new avenue of collecting illegal dues, particularly by government officials.

Way forward:

It is clear that the three economic blocs can both gain and lose from FTA, the most important thing is for partner States of the bloc to enter the economic integration cognizant of these dynamics to ensure the process goes as smoothly as possible so as to minimise losses and maximise the benefits of FTA. On its part, the EABC has been encouraging member States and the business community in general, to make sure they get maximum benefits from the arrangement.

EAC PARTNER STATES REMINDED TO IMPLEMENT ACTIVITIES OF COMMON MARKET PROTOCOL

The EAC Secretary General, Dr. Richard Sezibera.

The East Africa Regional Monitoring Group on the implementation of EAC Common Market has asked the Sectoral Council responsible for EAC Affairs and Planning, to direct Partner States to prioritize and adequately budget for the activities relating to the implementation of EAC Common Market Protocol.

The Director for Trade Integration, Ministry of Trade and Industry, United Republic of Tanzania and Chairman of the meeting **Mr. Ismail Hussein Mfinanga** said that the Sectoral Council responsible for EAC Affairs and Planning needs to remind the Partner States about the importance of prioritizing and adequately budget for the activities related to the implementation of the EAC Common Market Protocol.

The East African Community (EAC) Common Market Protocol came into force on 1st July 2010, following ratification by all the five Partner States-Burundi, Kenya, Rwanda, Tanzania and Uganda.

The protocol provides for four main freedoms, namely the free movement of goods; labour; services; and capital, which if well implemented, will significantly boost trade and investments and make the region more productive and prosperous.

During the period July – December 2014, the key achievements presented by each partner state in the implementation of the EAC Common Market Protocol by Partner Sates painted a positive picture.

Burundi, for instance, did not impose any Non-Tarrif Barriers (NTBs) while the Sanitary and Phyto-sanitary (SPS) Protocol was tabled before the Parliament. Burundi also revised the Foreign Exchange Regulation of 2010 which aimed to facilitate the free movement of capital, finalised the data collection for the manpower survey; and had issued an official notice to remove all administrative restrictions on the provision of services.

Kenya, on the other hand, had reviewed the Capital Markets Act, Cap 487, Insurance Amendment Act, 2014 and Competition Act No. 12 of 2010 to remove restrictions on the East Africans and improve the investment environment.

Kenya has also put in place the Capital Markets (Future Exchanges Regulations, 2013 to ensure full liberalization of the Capital Account; established an East African Desk at the Ministry of Interior and Co-ordination of National Government - Immigration Department and had finalized and launched the Manpower Survey on 3 October 2014.

Other activities that Kenya has undertaken include adoption of 361 standards in line with the SQMT Protocol; operationalised the EAC Single Customs Territory and most of the products traded within the EAC are cleared through this system; implemented One Network Area project which has harmonized roaming charges for all networks in the Republics of Kenya, Rwanda and Uganda.

Kenya has enacted NSSF Act No. 45 of 2013 which provides among others for the portability of social security benefits; and has had its Sanitary and Phyto-sanitary (SPS) Protocol tabled before the Parliament.

Rwanda has put in place an SMS Feedback tool to measure and monitor the NTBs across the northern and central corridors; Organized business breakfast sessions through the Ministry of EAC, on a quarterly basis to discuss and address NTBs encountered; ratified the Sanitary and Phyto-sanitary (SPS) Protocol and adopted 325 Standards under the SQMT Protocol.

It has also operationalised the EAC Single Customs Territory by having Rwanda's imported goods cleared at first entry point in the community; implemented the use of machine readable National IDs as travel documents for the citizens of Rwanda, Uganda and Kenya who wish to travel across the borders of these countries.

Rwanda has fully liberalized capital accounts to allow inward and outward investment on one hand, implemented One Network Area project and both telecom companies and consumers started and continued to enjoy the benefits accruing from increased volume of calls as a result of reduction and harmonization of roaming charges.

"Tanzania held and agreed to hold more quarterly meetings with professional bodies to deliberate on issues pertaining to the implementation of the Common Market Protocol and undertook a surveillance exercise to monitor the removal of NTBs along the central and northern routes."

Tanzania like other EAC States has tabled before the Parliament, the Sanitary and Phyto-sanitary (SPS) Protocol and enacted a Non-citizen (Employment Regulation) Act 2015 which among others addresses provision of the EAC CMP.

The meeting was also informed that Tanzania has amended the Immigration Regulations of 1997 to reflect the provisions of EAC CMP related to free movement of persons, free movement of workers and rights of establishment and residence, the regulations which come into force from July 2015 upon being signed by the Minister responsible for Immigration.

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On the other hand, Tanzania amended the Capital Markets and Securities (Foreign Investors) Regulations 2003 through G.N. No. 338 published in September, 2014 of which in section 3, Citizens of East African Partner States are allowed to purchase government securities; and removed restrictions within EAC in the Capital Markets on Secondary Trading of Bonds by virtue of G.N. 338 of September, 2014.

Uganda on its part had launched a National Policy on EAC Integration; adopted 359 standards in line with the SQMT Protocol; launched an SMS platform to monitor implementation of NTBs and ratified the SPS Protocol. The country has also issued 610,000 National IDs to citizens during pilot phase as well as a certificate of financial implication on the competition policy, and on the principles of the competition and consumer protection bills.

Challenges:

The meeting observed that the challenges the Partner States face in implementing the Common Market Protocol are similar, including slow pace of harmonization of National Laws into the EAC Context; Partner states facing difficulties in engaging the responsible Ministries, Departments, and Agencies (MDAs) and key stakeholders to prioritize the amendment of the Non-Conforming Measures (NCMs); and inadequate resources at national level which limit the mainstreaming of the Common Market Protocol commitments into national development plans.

TRAINING & BUSINESS OPPORTUNITIES

1. COMMONWEALTH BUSINESS FORUM FOR NOVEMBER 2015

There will be a Commonwealth Business Forum 2015, which will be held at the Hilton Hotel, Malta from 24 – 26 November 2015. The forum, which will be held alongside the biennial Commonwealth Heads of Government Meeting (CHOGM), is the major business event in the Commonwealth calendar. The forum convenes about 120 business leaders including Heads of Government, cabinet ministers, senior government representatives and the private sector from across the Commonwealth and beyond in one place, to discuss business opportunities and policy making.

Key Private Sector Delegations:

United Kingdom, Nigeria, India, China, South Africa, Malaysia, Bangladesh, Kenya, Ghana, Australia and Caribbean will be present.

Why Attend?

·It is a global business event 1200 business leaders from across the world.

· Top level attendance Heads of Government, senior government officials and global business leaders.

· Learn from influential speakers Insightful and experienced industry leaders share their knowledge and expertise.

· An unrivalled networking opportunity – Meet on-to-one with potential investors, technical partners and government officials.

· A platform for doing business – Billions of dollars' worth of business discussed at previous CBF's.

Registration:

Please download the form from **the Website: www.cweic.org**, fill it and kindly e-mail it to: **itai@cweic.org**

2. EAC, EABC & Uganda Government Stage East African Manufacturing Excellence Awards (EAMEA)

The East African Community Secretariat (EAC), the Government of Uganda in collaboration with the East African Business Council (EABC) is organising the first, East African Manufacturing Business Summit (EAMBS) and the first East African Manufacturing Excellence Awards (EAMEA), to be held from 1 to 2 September, 2015 in Kampala Uganda.

Objective:

The first East African Manufacturing Business Summit seeks to address existing gap in the policy and business environment by bringing together key manufacturers, supply industries, wholesalers and retailers as well as policy-makers from the East African region and beyond.

Venue & Date:

1-2 September, 2015 at *Speke Resort Munyonyo* in Kampala, Uganda

Participants:

The summit expects to attract more than 400 representatives from:

- Large-scale and SME Manufacturing Enterprises
- Public institutions supporting the manufacturing sector
- Banks and other financial institutions
- Suppliers of raw materials and intermediary products
- Technology and service providers
- Business membership organisations and think tanks
- Academia plus Research and Development Institutions
- Multilateral and bilateral development partners
- Wholesalers and retailers

Registration and Sponsorship:

For registration, sponsorship and further information on the summit, please visit the website: www.eabc.info/manufacturing-summit and for any enquiries please send to: *manufacturingsummit@eabc-online.com*

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