



# Community Motivated

## TANZANIA'S STARTUP ECOSYSTEM FACT SHEET

As a pivotal gateway into East African markets, Tanzania's private sector moves on cooperation and community. Tanzania's advantageous maritime access positions it as a hub for trade and investment in the region. The country is currently undergoing legislative reforms and infrastructure development, including the launch of a fintech regulatory sandbox in 2024 to boost its fintech ecosystem and financial inclusion more broadly. With a growing youth population and expanding digital connectivity, Tanzania seems to have the raw materials to become a significant player in Africa's startup ecosystem.

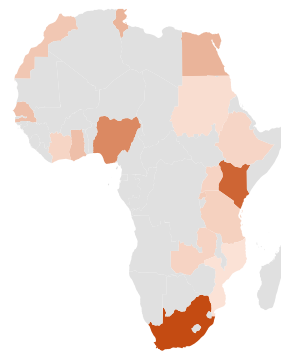
Check out our [Tanzania Startup Ecosystem Map](#).

## LEGAL LANDSCAPE

- **A company with only one shareholder must indicate this in its name:** Every single-shareholder company must have the phrase "Limited Liability Single33 Shareholder Company" at the end of its name.
- **All companies must obtain a business license:** Before commencing business, each Tanzanian company must obtain a business permit from the Ministry of Industry, Trade and Investment electronically or physically through its Local Government Agency.
- **Companies with over TZS 100M (\$36.7K) turnover must register for Value Added Tax (VAT):** All companies must register for VAT with the Tanzanian Revenue Authority once they exceed the turnover threshold.
- **The Personal Data Protection Commission (PDPC) is now up and running:** Although statutorily established in 2023, the PDPC only started operating in 2024. Existing data controllers and processors in Tanzania have until October 10, 2024, to register with the PDPC.

## TANZANIA'S MOMENTUM

- Tanzania's Forex reserves have been resilient throughout 2024, reflecting economic stability and strong fiscal management.
- The country accounted for 99% of mobile connection penetration per capita in 2023, underscoring widespread digital access and connectivity.
- Tanzania saw a substantial increase in median deal size in July 2024, driven mainly by a notable \$40M investment in Nala, a fintech firm facilitating secure and reliable payments from the U.K. and the USA to Africa.



Maturity Scale | 15 | 30 | 45 | 75 | 90

## OVERVIEW



**67.4 Million**

Population



**\$79.6B**

2024 GDP Forecast



**5.5%**

2024 Real GDP Growth Forecast



**19.1**

Median Age

## EXPORT REVENUES



**\$2.9B**

Gold



**\$233.7M**

Oil seeds



**\$201M**

Vegetable



**\$186.9M**

Coffee



**\$178M**

Tobacco

2023 Statistics

## STARTUP STATS SINCE 2019

Total Deals: **63**

Total Invested: **\$310.8M**

Median Deal Size: **\$0.6M**

## TOP SECTORS SINCE 2019



**\$136.7M**

Energy



**\$69.8M**

Financial Services



**\$32.7M**

Services



**\$27.6M**

Healthcare

Source: Renew Capital Analysis of Africa: The Big Deal