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Among the most interesting meetings held in Dar es Salaam are:

- **Dr. Mary Nagu, Minister of Industry and Commerce.** After an initial presentation of the country and the economic data interchange for trade with Italy, with which Tanzania has signed a bilateral agreement in 2001 to protect and promote mutual investment, the Minister focused on policy implementation act by the government to encourage foreign investment by creating a supportive environment, through a policy of protection and promotion, and legislation regulating investments in innovation. Presented in Tanzania Investment Centre (TIC Tanzania Investment Centre), established in 1997 as lead agency of the Government to coordinate, support, promote and facilitate investment in Tanzania and to advise the Government on matters relating to investments. The Center assists local and foreign investors in their processing practices on: tax, tax law and tax, territorial issues, obtaining licenses for business and registration, immigration problems, labor issues

- **Dr. Shukuru Kawambwa, Minister for Infrastructure**, who presented the situation in the country. Because of the population has registered in recent years have witnessed a slow and inexorable deterioration of basic services and deteriorating living conditions in cities. The urban road system needs urgent rehabilitation to decongest traffic in the streets still in good condition. According to a recent estimate, every year the Ministry should allocate approx. 880 million dollars for the decoration of the city.

- **Dr. Shamsa MWANGUNGA, Minister of Natural Resources and Tourism.** Passionate about his country, the Minister began by saying that Tanzania is one of the few places in the world still unknown to most. It is the land of abundance, the views of beaches, culture, traditions and historical facts. Has 14 national parks including the Serengeti and Ngorongoro among the largest in the world, 17 game reserves, 50 controlled hunting areas, protected area, two marine parks and two marine reserves. Entrepreneurs present confirmed that the tourism industry offers excellent investment opportunities: the construction and operation of hotels, houses and restaurants, infrastructure initiatives, projects in aviation (scheduled and executive) to tour operators and travel agencies.

After the meetings, employers were satisfied. In their view, in fact, the country offers significant business opportunities, also made concrete by a policy, launched a few years ago, of support for foreign initiatives that saw the introduction of economic reforms, fiscal and legal.

### **Organization workshop**

After the meetings were held 2 workshops.

The first was held at the Hotel White Sands Hotel in Dar es Salaam. Engineer. Dr. Laura Della Casa and dr.D'Aniello addressed the issue of internationalization in key opportunities for the company also small - medium size. Virtuous approaches have been proposed to overcome the critical initial entry of a new market: the creation of clusters / networks, investment in research and development and technology training. Finally, I presented the most attractive investment sectors: agriculture, mining, infrastructure, telecommunications, energy.

The second workshop was attended by Dr. Achille Lauro and Dr. Carmela Pepe, who presented to the local players the Italian tourism model, considered one of the most interesting ones.

After the workshops, BtoB (business to business) meetings have been held with Tanzanian entrepreneurs involved. This moment, made possible through a preliminary stage of identification, scouting and awareness of business and local stakeholders, has offered to Italian entrepreneurs the possibility of a direct approach with potential stakeholders and partners in the country.

Completion of the work have been organized buffet tasting of some typical Italian products.

### **Achieved □ results**

The mission also allowed the meeting with representatives of major world economic institutions and encouraging the exchange of information and experience, and a direct confrontation with local actors. And it is in finalization the signing of a Memorandum of Understanding with the Chamber of Commerce Industry and Agriculture of Dar es Salaam.

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