AN INTERNATIONAL MARKET ACCESS PROGRAMME

Egypt–Tanzania Business Forum

DAR ES SALAAM AND DODOMA • 15–25 MARCH 2027

Proposed dates within the Nafath 2027 programme



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EGYPTIAN PRODUCTS. TANZANIAN OPPORTUNITIES.

Meet the market. Build the relationship.

Connecting Egyptian exporters with qualified Tanzanian buyers through focused, mutually matched business meetings.

Organised by B2B Matchmaking

01 / ABOUT NAFATH

Opening markets. Creating connections.

Nafath is an export development programme designed to connect Egyptian companies with qualified international buyers through sector-focused trade missions and business forums.

The programme brings together market intelligence, exporter preparation, buyer selection and structured matchmaking to help companies build lasting commercial relationships.

The Tanzanian edition

The Egypt–Tanzania Business Forum connects Egyptian suppliers with Tanzanian manufacturers, distributors, contractors and public procurement agencies. Most importers sit in Dar es Salaam, with a Dodoma day for government buyers. Egypt and Tanzania are both AfCFTA members.

100
Trade missions targeted annually

1,000
Egyptian exporters targeted

30%
Target reduction in participation costs

A practical route from market understanding to meaningful business conversations.

Programme figures are targets, rather than results achieved by this forum.

02 / THE ORGANISER

B2B Matchmaking

An Egyptian company specialising in the development and delivery of trade missions and business forums, connecting exporters with international purchasing networks.

800
Trade missions in the company's track record

100,000
B2B meetings delivered

US$2bn
Deals concluded

16 years
Experience by 2027

A team of 75 international trade specialists supports activity across Africa, the Middle East, Europe, Asia and the Americas.

Explore B2B Matchmaking ↗

Company credentials and performance figures supplied by the organiser.

03 / WHY TANZANIA

Growth. Infrastructure. A gateway to East Africa.

One of Africa's steadiest high-growth economies and the sea gateway for landlocked neighbours such as Zambia, Rwanda and Uganda.

TZS 243.3tn
Nominal GDP, rebased / latest

6.3%
Mainland GDP growth / Q2 2025

19.0%
Mining and quarrying growth / Q2 2025

US$17.8bn
Imports of goods and services / year to Nov 2025

+13.1% Growth in exports of goods and services, year to November 2025

Multiple routes to market

Opportunities span food and FMCG manufacturing, distributors serving Tanzania and its landlocked neighbours, public infrastructure tenders and utility procurement. Competitive pricing, TBS product certification and reliable shipping through Dar es Salaam are central to winning business.

GDP: The Citizen, Oct 2026 ↗

Growth: Bank of Tanzania Quarterly Economic Bulletin, via TanzaniaInvest ↗

Trade: Bank of Tanzania Monthly Economic Review, via TanzaniaInvest ↗

04 / EGYPT–TANZANIA TRADE

A growing trade relationship.

EGYPT'S NON-OIL EXPORTS TO TANZANIA / 2025

US$51.3m

▲ **+7%** vs 2024 (US$48.2m)

GROWTH SINCE 2020

+33%

Egypt's exports to Tanzania, from US$38.7m in 2020

TOTAL BILATERAL TRADE / 2025

US$60.5m

All goods, exports plus imports

EGYPT'S TRADE SURPLUS

US$43.2m

All goods, exports minus imports, 2025

EGYPT'S EXPORTS TO TANZANIA BY MISSION SECTOR / 2025

3 of 11 sectors grew in 2025; fastest: Building Materials, Marble & Ceramics **+133%**

Engineering, Electrical & Metals

US$15.4m

+45% since 2020 −11% vs 2024

Chemicals & Paints

US$9.41m

▲ **+54%** vs 2024

Building Materials, Marble & Ceramics

US$7.21m

▲ **+133%** vs 2024

+264% since 2020

Food & Beverages

US$6.87m

+76% since 2020 −12% vs 2024

Plastics

US$3.94m

+2% since 2020 −46% vs 2024

Furniture & Home Textiles

US$2.02m

▲ **+58%** vs 2024

Garments & Textiles

US$0.85m

▲ up from under US$0.5m in 2024

Detergents & Home Care

US$0.52m

▲ up from under US$0.5m in 2024

Cosmetics & Personal Care

US$0.47m

▲ up from under US$0.5m in 2024

Printing & Packaging

US$0.41m

−32% vs 2024

Agricultural Produce

US$0.18m

US$ values of Egypt's reported exports. Non-oil exports exclude mineral fuels (HS 27) and gold and precious metals (HS 71). Growth compares 2025 with 2024 and with 2020; small 2024 bases (under US$0.5m) are not given a rate. Mission sectors by HS chapter: food & beverages 04, 11, 15–22; agricultural produce 06–10, 12–14; building materials 25, 68–70; engineering, electrical & metals 72–76, 78–91; garments & textiles 50–56, 58–62; furniture & home textiles 57, 63, 94; plastics 39; printing & packaging 48–49; chemicals & paints 28–29, 31–32, 38; detergents 34; cosmetics 33.

Egypt's trade with Tanzania, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

WHY JOIN THIS FORUM

Room to grow. Reasons to join.

Egypt's non-oil exports to Tanzania grew +7% in 2025 to US$51.3m, a small base in a market that imports about US$17.8bn a year. Early movers can win first-supplier positions.

▲ +7%
Growth in Egypt's non-oil exports to Tanzania in 2025, to US$51.3m

US$7bn
Dar es Salaam port and rail expansion

6.3%
Mainland GDP growth, Q2 2025

AfCFTA
Both countries are members of the African Continental Free Trade Area

FASTEST-GROWING MISSION SECTORS IN TANZANIA / EGYPT'S EXPORTS

▲ +133%
Building Materials, Marble & Ceramics
US$7.21m in 2025, from US$3.09m in 2024

▲ +58%
Furniture & Home Textiles
US$2.02m in 2025, from US$1.28m in 2024

▲ +54%
Chemicals & Paints
US$9.41m in 2025, from US$6.11m in 2024

+76%
Food & Beverages
Since 2020: US$6.87m in 2025, from US$3.90m

30%
Target reduction in participation costs through Nafath

100,000
B2B meetings delivered by the organiser

US$2bn
Deals concluded by the organiser

Tanzania imports from Egypt, 2025: UN Comtrade via Trading Economics ↗

Port and rail: All East Africa ↗

Egypt's trade with Tanzania, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

05 / THE PROJECT PIPELINE

Landmark projects. Future opportunities.

Six programmes shaping Tanzania's demand for materials, equipment and consumer goods.

RAIL / TO 2028

Standard Gauge Railway (SGR)

An electrified line from Dar es Salaam inland, due to reach Mwanza by 2028. A US$1.28bn loan for the Makutupora–Isaka section was signed in April 2026.

POTENTIAL SECTOR FIT

Cables, steel, electrical and engineering products.

PORTS / ONGOING

Dar es Salaam port expansion

A US$7bn maritime and rail push, lifting the port from 12 to 22 berths.

POTENTIAL SECTOR FIT

Steel structures, building materials, electrical systems.

LOGISTICS / 2026

Morogoro inland container terminal

A dry port on the SGR built to handle 600 containers a day.

POTENTIAL SECTOR FIT

Building materials, engineering, packaging.

PORTS / ONGOING

Mtwara port

New investment to support coal and graphite exports from the south.

POTENTIAL SECTOR FIT

Steel, machinery, electrical equipment.

ENERGY / ONGOING

East African Crude Oil Pipeline (EACOP)

A regional pipeline from Uganda to the Tanga coast, backed as a key EAC project.

POTENTIAL SECTOR FIT

Steel, chemicals and paints, electrical.

SPORT / 2027

AFCON 2027 co-host

Tanzania co-hosts the Africa Cup of Nations with Kenya and Uganda, with stadium and hotel upgrades.

POTENTIAL SECTOR FIT

Building materials, furniture, food and hospitality supplies.

Project summaries: Bank of Tanzania, The Citizen, All East Africa and AllAfrica. Sector fit is indicative analysis; procurement opportunities depend on project schedules and supplier qualification. No affiliation or participation is implied.

06 / PARTICIPATING SECTORS

One forum. Multiple buying channels.

Nine Nafath mission sectors, matched to what Tanzanian buyers already source from Egypt.

- Food & Beverages
- Chemicals & Paints
- Detergents & Home Care
- Cosmetics & Personal Care
- Building Materials, Marble & Ceramics
- Engineering, Electrical & Metals
- Plastics
- Printing & Packaging
- Furniture & Home Textiles

> **Product-level qualification determines the buyer shortlist for every exporter.**

SECTOR OPPORTUNITIES

Who buys, and how.

FOOD & CONSUMER GOODS

Food, Milling & Edible Oils

Packaged foods, sugar, edible oils and ingredients for local manufacturers.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Bakhresa Group ↗

MeTL Group ↗

BUYING ROUTE Manufacturer procurement and national distributors.

Detergents & Cosmetics

Home-care and personal-care ranges for modern and traditional trade.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

MeTL Group ↗

Bakhresa Group ↗

BUYING ROUTE Importers and distributors, subject to TBS and TMDA registration.

CONSTRUCTION & INFRASTRUCTURE

Building Materials, Marble & Ceramics

Tiles, sanitaryware, stone and finishing materials for housing and public buildings.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- National Housing Corporation ↗
- Tanzania Buildings Agency ↗
- TANROADS ↗

BUYING ROUTE — Public tenders through contractors, plus building-material distributors.

Electrical, Cables & Machinery

Cables, transformers, pumps and machinery for power, rail, water and port projects.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- TANESCO ↗
- Tanzania Railways Corporation — Visit website ↗
- Tanzania Ports Authority ↗
- DAWASA ↗

BUYING ROUTE — Utility and agency tenders, subject to technical qualification.

MATERIALS

Plastics, Pipes & Packaging

Pipes for water networks, food-contact packaging and cartons.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- DAWASA ↗
- Bakhresa Group ↗
- MeTL Group ↗

BUYING ROUTE — Utility tenders and manufacturer packaging procurement.

Fertilisers, Chemicals & Paints

Fertilisers, industrial chemicals and paints.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- MeTL Group ↗
- TANROADS ↗

BUYING ROUTE — Distributors and project contractors.

Illustrative invitation targets; attendance and purchasing interest are subject to qualification and confirmation. Names identify their respective owners.

Product fit

Positioning, ingredients, pack formats and category relevance.

Supply readiness

Pricing, capacity, documentation and reliable replenishment.

07 / HOW TO APPLY

Your route to the Tanzanian market.

A clear, six-step journey from registration to business meetings.

01 **Register your interest**
Submit your contact and company details, website, participating sector and product information.

02 **Analyse your export opportunities**
We assess your product's potential in the Tanzanian market and identify relevant opportunities and buyer categories.

03 **Confirm your participation**
Review and sign the participation agreement to formalise your company's place in the forum.

04 **Review the initial buyer list**
Receive an initial list of potential buyers, review their profiles and share your feedback on relevance.

05 **Submit your buyer wish list**
Nominate the buyers you would like to meet. Your preferences inform outreach and the matchmaking process.

06 **Attend your B2B meetings**
Take part in the scheduled business meetings with buyers, based on mutual interest and confirmed availability.

YOUR PRIORITIES SHAPE THE MATCHMAKING

The initial buyer list is provided for your review. You may also submit a wish list of additional buyers you would like to meet.

Buyer nominations are subject to qualification, interest and availability. A wish-list submission does not guarantee an appointment.

NAFATH / TANZANIA

Your next market.
Your next connection.

Bring an export-ready product. Meet a relevant purchasing partner.

Egypt–Tanzania Business Forum

Dar es Salaam and Dodoma · 15–25 March 2027

Proposed dates; event day and venue to be confirmed.

www.i-b2b.co ↗