

# Zanzibar Investment Summit – Promotional Content

## Strategic Location

Zanzibar sits at the crossroads of Africa, the Middle East, and Asia, making it a prime gateway for trade and investment. Historically known as a thriving spice port and mercantile hub, the archipelago's position off the East African coast gives investors **unparalleled access to regional and global markets**. Government officials frequently tout the isles' strategic positioning as a major draw for business, underscoring Zanzibar's role as an **investment gateway** to East Africa and beyond.

- **Gateway to a Booming Region:** As part of the United Republic of Tanzania, Zanzibar benefits from Tanzania's integration into regional economic blocs. Investors in Zanzibar gain preferential access to the Southern African Development Community (SADC) Free Trade Area and the East African Community (EAC) Common Market. In practical terms, a venture established in Zanzibar can easily reach a combined market of hundreds of millions across Eastern, Southern, and Central Africa
- Tanzania's well-developed logistics backbone – including major deepwater ports on the mainland – complements Zanzibar's own port facilities, ensuring efficient movement of goods **into** and **out of** the islands. This natural trade gateway status is a key reason why investors should **opt for Zanzibar**
- **Global Connectivity:** Zanzibar is accessible via numerous international air and sea routes. Abeid Amani Karume International Airport links the islands to major travel hubs (Dubai, Doha, Nairobi, Istanbul and more), providing convenient connections to Europe, Asia, and the Americas. On the maritime front, Zanzibar lies along important Indian Ocean shipping lanes. Ambitious new infrastructure projects are set to further boost connectivity – for example, a **multipurpose deep-water port** is envisioned at Mangapwani, Unguja, to serve as a transshipment hub connecting East and Central African trade routes. Such developments will cement Zanzibar's role as a logistics and commerce center in the region.
- **Proximity & Time-Zone Advantage:** Located just 35 km off the Tanzanian mainland, Zanzibar is in close proximity to Dar es Salaam – one of Africa's busiest ports and commercial centers. This closeness allows investors in Zanzibar to seamlessly leverage mainland Tanzania's resources and transport networks. Additionally, Zanzibar's time zone (GMT+3) conveniently overlaps with business hours in Asia and Europe, meaning companies based here can coordinate with partners in Beijing or London within the same workday. Being in Zanzibar enables you to operate on a schedule that bridges East and West, a subtle but valuable edge for global business.

In summary, establishing a presence in Zanzibar offers **strategic advantages few locations can match**. You position your business at an intercontinental juncture where African markets meet global trade routes, enjoying ready access to surrounding growth markets and trade networks. Whether your goal is to export products across Africa or to coordinate a wider regional

expansion, Zanzibar's location minimizes barriers and maximizes reach. Its strategic Indian Ocean location – coupled with trade bloc access and rapidly improving transport links – gives investors an edge in reaching opportunities far and wide. **At the Zanzibar Investment Summit, you can learn more about leveraging this geography:** engage with logistics experts, tour key ports and free zones, and see firsthand how Zanzibar is truly a **gateway to growth** for ambitious investors.

## Government Incentives

Zanzibar offers a highly **investor-friendly climate**, backed by proactive government policies and incentives that make doing business smooth and rewarding. The islands' leadership has made it a priority to create an environment where investors thrive – a fact noted by officials who praise Zanzibar's **investor-friendly policies and ease of doing business improvements** as key reasons to invest

From streamlined regulations to generous tax breaks, the government of Zanzibar is committed to helping businesses succeed. President Dr. Hussein Mwinyi's administration has even enacted a new Investment Act in 2023 to update and expand these incentives, signaling to the world that Zanzibar is **open for business** like never before

One of the strongest advantages for investors is the presence of the Zanzibar Investment Promotion Authority (ZIPA) as a dedicated one-stop facilitation center. Through ZIPA, establishing a business in Zanzibar is **remarkably straightforward** – all necessary procedures, from company registration and licensing to tax registration and land acquisition, are coordinated under one roof

This means investors can get their projects off the ground quickly and with minimal red tape, assisted every step of the way by a government eager to attract new ventures. It's a system designed for efficiency and transparency, reflecting Zanzibar's determination to rank among the top destinations in Africa for ease of doing business.

### Major incentives and business-friendly policies include:

- **Tax Holidays & Duty Exemptions:** Qualified projects enjoy extensive fiscal incentives. The new law provides corporate tax breaks (holidays on income tax) for approved investments, along with exemptions on import duties and even Value Added Tax for capital goods and inputs

These measures significantly reduce startup and operational costs, allowing investors to realize profits sooner. The Investment Act 2023 broadened these tax incentives to ensure they remain among the most competitive in the region

- **Special Economic Zones:** Zanzibar has designated Special Economic Zones – including Free Ports, industrial parks, and tourism development zones – that come with **additional perks**. Investors operating in these zones benefit from **tailored incentive packages** and ready infrastructure

- The latest policies even introduce new incentives for high-tech industries and blue economy projects, encouraging diversification. By improving SEZ incentives, the government is unlocking these zones as engines of growth, offering *zero* customs duty on certain imports, expedited customs clearance, and other advantages that boost profitability.
- **100% Foreign Ownership & Repatriation:** Zanzibar imposes no restrictions on foreign ownership – international investors can own 100% of their business equity in most sectors. Moreover, the law guarantees the right to repatriate profits and capital in full, after taxes. This assurance of capital freedom and ownership control gives investors confidence that they can reap the rewards of their investments. For example, recent legal updates even allow foreign purchasers in approved real estate projects to repatriate sales proceeds and secure residence permits, reflecting Zanzibar’s welcoming stance
- **One-Stop Business Facilitation:** The ZIPA one-stop center streamlines the entire investment process. From obtaining your Certificate of Investment to securing work permits for expatriate staff, **everything is coordinated through a single agency**. This eliminates bureaucratic hurdles and delays. Investors consistently praise Zanzibar’s efficient facilitation – you can register a company, get your investment license, arrange tax registrations and access land leases all through ZIPA’s guided support. The result is a hassle-free entry and solid ongoing support, so you can focus on your business, not paperwork.
- **Progressive Governance & Stability:** Zanzibar’s government is keenly pro-business. The current administration – youthful and reform-minded – has been “**very progressive in their policies,**” moving faster than ever to welcome investment. Reforms to regulations, faster digitization of services, and openness to skilled foreign talent (with simplified work visa processes) all demonstrate this commitment. Importantly, Zanzibar and Tanzania at large offer a backdrop of political stability, peace, and reliable legal frameworks for investors. Contracts and property are protected by law, and the government works in partnership with the private sector. This stability and clarity provide a safe foundation for long-term investments.

Collectively, these incentives and policies reflect Zanzibar’s commitment to being one of Africa’s **most investor-friendly destinations**. The government’s dedication to a business-friendly environment is evident at the highest levels – for instance, the President of Zanzibar personally champions investment promotion and ensures the public sector remains responsive to investor needs. His presence at major investment events underscores that commitment to growth and partnership with investors. Such top-level support, combined with the concrete incentives on offer, gives investors in Zanzibar a unique advantage. **At the Zanzibar Investment Summit, you can engage directly with policymakers and advisors** to understand the full range of incentives available. Whether you’re curious about tax holidays or need guidance on setting up in a free zone, the Summit is an ideal forum to get personalized insights. In short, Zanzibar not only promises opportunity – it backs it up with policies that make investing attractive, secure, and highly rewarding.

# Growth Potential

The growth potential of Zanzibar's economy is **truly dynamic and diverse**. Once famed primarily for its tourism and spice trade, Zanzibar today is on a path of rapid expansion across multiple sectors. Under the Zanzibar Development Vision 2050, the isles are pursuing an ambitious agenda to transform into a hub of sustainable, innovative investment. For investors, this means a wide spectrum of opportunities – from established industries that continue to boom, to emerging sectors that are ripe for early movers. The overall trajectory is clear: Zanzibar's economy is growing fast, diversifying, and poised to reward those who join its journey upward.

One engine of growth is **tourism**, which remains Zanzibar's flagship sector and continues to reach new heights. Blessed with pristine beaches, rich culture, and a fabled history, Zanzibar attracts travelers from around the globe. Tourism already contributes roughly **27–30% of Zanzibar's GDP and about 80% of its foreign exchange earnings**, underpinning the economy. Visitor numbers are climbing steadily each year – the government has set a bold target of **800,000 tourist arrivals by 2025** (up from about half a million recently)

To achieve this, new hotels and resorts are being developed, niche markets like ecotourism and cultural tourism are being promoted, and infrastructure is improving (for example, a new international airport terminal now handles greater flight volumes). This growth in tourism spills over into hospitality, transportation, real estate and retail, creating a host of investment openings. Investors can build world-class resorts, develop adventure tourism experiences, or even invest in conference and event facilities as Zanzibar positions itself for the meetings and conventions market. The archipelago is determined to be **much more than a beach destination**, leveraging its unique heritage and environment to sustain tourism growth for decades to come.

Beyond tourism, Zanzibar is unlocking the potential of its **“Blue Economy”** – the sustainable use of ocean resources for economic growth. Surrounded by the Indian Ocean, the islands are focusing on marine industries such as fisheries, aquaculture, maritime transport, and offshore energy. Traditional activities like fishing and seaweed farming are being modernized for higher yields and value addition. At the same time, exciting new opportunities are emerging: notably, the recent discovery of substantial offshore natural gas reserves (estimated at **around 3.2 trillion cubic feet**) has opened the door to future energy development

Plans are underway to ensure these resources are utilized in a way that benefits the islands – including prospects for gas-powered electricity and related industries. Furthermore, Zanzibar has announced plans to build a **major new port at Mangapwani** on Unguja Island

This deep-water port, envisioned as a regional transshipment hub, will boost trade, logistics, and related services, effectively integrating Zanzibar more deeply into regional supply chains. Investors looking at the blue economy can find opportunities in modern fish processing facilities, boat building, cargo and ferry services, port development partnerships, and even marine ecotourism ventures like diving centers. The Blue Economy is not just a buzzword here – it's a driving vision that is **integral to Zanzibar's future prosperity**

Zanzibar's **infrastructure and real estate** sectors are also growing robustly, spurred by public and private investment. Improved roads, expanded electricity generation (including renewable solar projects), and upgraded water and telecom services are laying the groundwork for all other sectors to flourish. Urban development is another area of growth: new planned towns and housing projects (such as the modern Fumba Town development on Unguja) are springing up to accommodate a rising population and increased expatriate presence. These projects create opportunities in construction, building materials supply, and real estate investment trusts. Meanwhile, the broader **building and infrastructure boom** supports tourism (better airports, roads to tourist sites), trade (efficient ports and ferries), and overall ease of doing business. For instance, reliable power and internet make it more feasible to establish technology and outsourcing companies in Zanzibar. As infrastructure expands, **productivity soars** – and investors who contribute to these critical projects can profit while literally building the future of Zanzibar.

Crucially, Zanzibar is not relying on a couple of industries – it is **diversifying into new sectors** to ensure long-term, resilient growth. One promising arena is **agribusiness and agro-processing**. The fertile isles (especially Pemba) produce cloves, seaweed, spices, tropical fruits and more. There is huge potential to process these products locally and create higher-value goods for export: spice essential oils, packaged foods, cosmetics, etc. The government and partners are encouraging investment in modern agro-processing facilities and supply chains to revive Zanzibar's historic role as the "Spice Islands" but with a modern twist. In fact, international partners have shown interest in this area – for example, Italy has been a long-standing supporter of Zanzibar's agro-processing and is keen on new joint ventures in agriculture. With demand for organic and specialty food products rising globally, Zanzibar's niche agricultural products present a lucrative opportunity for innovative investors.

Perhaps one of the most exciting areas of growth is **technology and innovation**. Zanzibar is eager to ride the digital wave and has launched initiatives to become a regional tech hub. The most notable initiative is "**Silicon Zanzibar**," a public-private effort to attract tech companies and startups to set up on the islands. Under this program, companies relocating to Zanzibar (particularly in the Fumba free zone) enjoy special incentives like 10-year corporate tax exemptions and easy access to work visas

The response has been very positive – several African tech firms, including notable startups, have already opened offices or headquarters in Zanzibar, drawn by the pro-business climate and lifestyle appeal. The government understands that nurturing a tech ecosystem can diversify the economy and create high-skilled jobs for Zanzibari youth

Additionally, Zanzibar aims to become an **ICT and innovation center** by improving internet connectivity (the islands are connected to undersea fiber optic cables), setting up tech parks, and hosting events such as hackathons and innovation challenges. The presence of a young, educated population – (over **77% of Tanzanians are under 35** as of the 2022 census means there is a growing talent pool to support ventures in IT, mobile services, fintech, and creative industries.

For investors in tech and services, Zanzibar offers first-mover advantage in an emerging market, with support from a government that recognizes technology as a pillar of future growth.

All these sectors combined make Zanzibar's growth potential exceptionally **bright and multifaceted**. International observers and local leaders alike recognize this. Recently, Zanzibar's investment chief noted strong investor interest "across key sectors, including tourism, the blue economy, infrastructure, agriculture, renewable energy and technology", a testament to how many fronts Zanzibar is advancing on. Importantly, this growth is underpinned by sound fundamentals: a stable political environment, a strategic location (discussed earlier), and the supportive policies already in place. The economy of Tanzania (of which Zanzibar is part) has been on a steady upward trend, achieving lower-middle-income status in 2022 and targeting even higher income status in coming years

Zanzibar is a vital part of this national success story, and its own GDP growth rates in recent years have been robust, with signs of acceleration as new investments come in. Furthermore, the **young workforce** is not only plentiful but increasingly skilled, thanks to improvements in education and vocational training. This means investors can hire and train local staff to grow their businesses while contributing to job creation – a true win-win.

In summary, Zanzibar's economic horizon is filled with opportunity. High-growth industries like tourism continue to expand, **new sectors are opening** up, and the overall investment climate is geared toward sustainable development. An investor in Zanzibar today could be part of building East Africa's next big success story, whether in building a solar farm, opening a luxury resort, or launching an agritech startup. **The Zanzibar Investment Summit is the perfect place to discover these opportunities in detail.** At the Summit, you will hear directly from sector experts and government officials about current projects and future plans. You can network with entrepreneurs in tourism, agribusiness, energy, and tech who are eager to partner and share insights. With Zanzibar's growth potential on full display, the Summit will inspire you with concrete ways you can grow your portfolio alongside the isles' prosperity. The message is clear: **Zanzibar's economy is rising rapidly – and smart investors won't want to miss the rise.**

# Networking

One of the most valuable aspects of the Zanzibar Investment Summit is the **unmatched networking opportunity** it provides. This event is far more than just presentations – it is a dynamic gathering of business leaders, investors, and policymakers from around the world, all coming together in an intimate island setting. The Summit is designed to maximize interaction and relationship-building, because Zanzibar recognizes that investment is as much about people and partnerships as it is about policies. By attending, you plug into a high-value network that can open doors for your ventures, now and in the future.

**High-Caliber Connections:** The Summit is expected to attract over **300 investors from outside Tanzania** in addition to local and regional participants

This means you will be rubbing shoulders with a diverse group of professionals – from CEOs of multinational companies and venture capitalists, to successful East African entrepreneurs and influential government officials. The caliber of attendees is truly world-class. Senior government leaders will be in attendance as well; in fact, the President of Zanzibar is slated to be Guest of Honor, underscoring the event's importance

Having such high-level presence gives delegates an extraordinary chance to meet and speak directly with key decision-makers in a relaxed setting. It's not often that investors get to engage informally with ministers and industry captains – at this Summit, those interactions happen every day, whether during a panel Q&A or over coffee between sessions.

**Engaging Program & Social Events:** The Summit agenda is purposely crafted to facilitate networking. In addition to investment discussion panels, the event features a range of **engaging activities** specifically meant to spark conversation and collaboration. There will be **business exhibitions** where local enterprises and projects showcase opportunities – you can wander the exhibition area and discover companies and potential partners, all while meeting their founders and representatives one-on-one

**Educational workshops** on investment policies and business development are also on the schedule. These are interactive sessions where you might find yourself at a table with other investors brainstorming solutions, or in dialogue with a policy expert offering insights into Zanzibar's market. Such formats naturally lead to exchanging business cards and ideas. Furthermore, the Summit includes **tourism excursions and cultural events** – for example, guided tours of Pemba's attractions and **sports or cultural gatherings to foster networking in a relaxed environment**. You might bond with potential clients during an island dhow cruise at sunset or discuss joint ventures while strolling through a historic spice plantation. These informal settings break down business formalities and help build trust and camaraderie among participants. By the time you leave the Summit, you may find you've not only made professional contacts but also new friends and allies in the business community.

**Knowledge Sharing and Partnerships:** Networking at the Zanzibar Investment Summit isn't just about handshakes – it's about forging partnerships that can lead to real business outcomes. The organizers actively encourage **business-to-business (B2B) engagement**. There are

dedicated B2B meeting slots where the Summit team can help arrange introductions or meetings based on your interests. For instance, if you're looking for a local joint venture partner in renewable energy, the Summit can connect you to companies or officials in that field. Likewise, foreign investors interested in Zanzibar's tourism projects can be introduced to developers and tour operators. This facilitated networking ensures that everyone finds the people most relevant to their goals. And even outside these formal match-making sessions, the atmosphere of the Summit is one of open exchange. As one Zanzibar minister noted in a recent forum, such **direct engagements and idea exchange** can "drive economic growth, create jobs and enhance prosperity" for all parties involved. In other words, by collaborating and sharing knowledge at the Summit, you're not only advancing your own interests but also contributing to Zanzibar's development – a partnership approach that the island greatly values.

**Why It's Unique:** What sets networking in Zanzibar apart is the genuine warmth and hospitality you'll experience. The culture in Zanzibar is welcoming and community-oriented, which naturally extends to business networking. Conversations flow easily over the fresh coconut water served during breaks, or while enjoying the evening cultural performances that showcase Zanzibar's music and dance. The relatively intimate scale of the Summit (compared to massive city conferences) means you'll see familiar faces throughout the event, allowing you to deepen conversations over multiple days. By the end, many participants find they have a solid rapport with officials and fellow investors, making follow-ups after the event much easier. Zanzibar's scenic beauty also makes networking a pleasure – whether you're chatting with an investor on a terrace overlooking the Indian Ocean or during a beachside networking dinner, the setting inspires a friendly, optimistic vibe. This is networking **island-style**: relaxed, engaging, and enriching.

In essence, the Zanzibar Investment Summit offers **networking opportunities you won't find elsewhere**. It's a rare chance to have the **right people in the right place**: the decision-makers who can green-light projects, the experts with local know-how, and the financiers looking for the next big opportunity – all together with you in Zanzibar. Deals and partnerships that might take months of emails and flights to arrange can be initiated in a single conversation at the Summit. You might meet your future local partner, co-investor, or mentor here. Attending the Summit means entering a community of investors who are bullish on Zanzibar and East Africa. These connections are invaluable; as many past attendees will attest, the relationships forged in Zanzibar often blossom into successful ventures and lasting friendships. So bring a stack of business cards and an open mind – the person you chat with during a coffee break could very well be your next big collaborator. **Networking at the Zanzibar Investment Summit is not just about expanding your contact list – it's about building the foundations of prosperity together.** Don't miss the opportunity to connect and collaborate in this vibrant gathering at the gateway of Africa's future.