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Tanzania pitches \$30bn project pipeline to EU investors

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Tanzania has taken a 68-project, USD 30.1 billion investment pipeline directly to European capitals, with ministers and government agencies completing a roadshow across Helsinki, Cesena, The Hague, Rotterdam, and Antwerp between 28 September and 6 October 2026. The exercise is a formal pitch event, not a contract or commitment — it is best understood as a structured marketing campaign designed to attract European capital and industrial partners ahead of a high-level EU-Tanzania Investment and Business Forum planned for Dar es Salaam in early 2027.

The portfolio spans five broad sectors: critical minerals, agribusiness, renewable energy, digital infrastructure, and port and rail development. Energy features explicitly in the mix, positioning Tanzania as a destination for European investment in power generation and transition-linked infrastructure. The roadshow stops in Rotterdam and Antwerp are particularly significant given both cities' roles as European hubs for port logistics, energy trade, and offshore industrial supply chains — signalling that Tanzania is seeking partners with operational as well as financial capacity.

The scale of the pipeline — 68 discrete projects averaging roughly USD 440 million each — suggests Tanzania is targeting large-scale, bankable transactions rather than small bilateral deals. However, no individual projects have been named, no tenders have been issued, and no contracts have been signed as part of this roadshow process. The Dar es Salaam forum in early 2027 is the next formal milestone, and it is at that event that specific project structures, financing frameworks, and procurement pathways are expected to be presented in greater detail.

For the Norwegian oil and gas service sector, the energy and port-infrastructure components of this pipeline are worth watching. Tanzania's existing LNG development ambitions — centred on its substantial offshore gas resources — have been in a protracted development phase, and any acceleration signalled at the 2027 forum would have direct implications for subsea, FPSO, LNG processing, and marine logistics demand. The deliberate inclusion of European port cities on the roadshow itinerary suggests Tanzania is actively seeking partners with offshore and maritime industrial credentials, not just financial sponsors.

At this stage, the roadshow represents a reconnaissance-level opportunity. No procurement is open, no tenders have been announced, and the instrument is a government-to-investor pitch event, not a signed agreement. Norwegian service companies should treat this as a relationship-building window: engaging with Tanzanian government agencies, monitoring the 2027 Dar es Salaam forum agenda as it develops, and positioning early with European intermediaries — development finance institutions, EPC contractors, and trade promotion bodies — who are likely to shape which industrial partners get early access to project-level detail when specific tenders do emerge.

Why this matters to partners and clients of Saga

No procurement is open at this stage; the instrument is a government pitch event leading to a 2027 forum. Norwegian service companies should monitor the Dar es Salaam forum agenda closely and use the intervening period to build relationships with Tanzanian government agencies and European development finance institutions that are likely to anchor project financing. Early positioning with potential EPC leads and trade promotion bodies in Rotterdam and Antwerp — both roadshow stops — is the most practical near-term action.

PARTNER ANGLES

- **LNG:** Tanzania's offshore gas resources make LNG processing and marine export infrastructure a plausible component of the energy portion of the pipeline — monitor the 2027 forum for project-level detail.

- **Subsea/FPSO:** If LNG or deepwater gas projects feature in the 68-project list, subsea and FPSO suppliers should begin early engagement with Tanzanian upstream agencies to understand scope and contracting models ahead of any tender launch.
- **Pipeline:** Port and rail infrastructure on the roadshow list may include onshore pipeline components linking gas fields to export terminals — worth tracking as project structures are disclosed at the Dar es Salaam forum.
- **Drilling/Well Services:** Any acceleration of Tanzania's upstream gas development programme would create well services and drilling demand; companies should watch for licensing or development announcements tied to the 2027 forum outcomes.
- **Service:** Rotterdam and Antwerp stops indicate Tanzania is targeting maritime and offshore industrial partners specifically — Norwegian service firms with European bases in these cities are well-placed to make introductory contact with the Tanzanian delegation.

[Original source: TanzaniaInvest - Energy \(Tanzania\) →](#)

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