

Largest cross-border M&A deals, 1987-1999

Acquired company	Industry	Acquiring company	Home economy (\$ million)	Value	Year
Kilombero Sugar Co. (Tanzania) ^a	Cane sugar, except refining	Investor Group	South Africa	22.0	1998
Tanzania Breweries ^a	Malt beverages	Indol International (South Afr)	South Africa	21.4	1993
Golden Pride Gold Project	Gold ores	Resolute Samantha Group Ltd.	Australia	17.0	1996
Tanzania Diamond Mines-Lupa	Gold ores	Bakertalc Inc.	Canada	7.7	1994
Tanzanian Diamond Mines-Maji	Gold ores	Bakertalc Inc.	Canada	3.6	1994
Tanzania Cable (Tanzania) ^a	Cable and other pay television services	Daesung Cable Ltd.	Republic of Korea	1.4	1997
Coastal Saltworks Co., Ltd. ^a	Chemical and fertilizer mineral mining	M/S Purebond Ltd.	United Kingdom	1.1	1998
Pangea Goldfields-Golden Ridge	Gold ores	Randgold & Exploration Co., Ltd.	United States	1.0	1995
Tukuyu Holdings (Williamson)	Investment firm	THL Investments Ltd.	United Kingdom	0.9	1995
East Africa Mines Ltd.	Miscellaneous metal ores	Kinross Gold Corp.	Canada	0.8	1994
East Usambara Tea Co.	Fruits and tree nuts	Commonwealth Development Corp.	United Kingdom	0.1	1998
Cntrl Bk of Tanzania-Tanzanian	Banking	Stanbic	South Africa	0.0	1995
Hotels & Tours Management Ltd. ^a	Hotels and motels	Protea Hospitality Corp. Pty.	South Africa	0.0	1994
Pangea Goldfields-Golden Ridge	Gold ores	Barrick Gold Corp.	Canada	0.0	1999
Tanzania Tobacco Board-Select ^a	Chewing and smoking tobacco and snuff	Universal Leaf Tobacco Inc.	United States	0.0	1997
Williamson Diamonds Ltd. ^a	Miscellaneous nonmetallic minerals	Willcroft Co., Ltd.(De Beers)	South Africa	0.0	1994

^a Privatization.

BITS, 1 January 2000

Economy	Date of signature
Denmark	22 April 1999
Egypt	30 April 1997
Germany	30 January 1965
Korea, Republic of	18 December 1998
Netherlands	14 April 1970
Switzerland	3 May 1965
United Kingdom	7 January 1994

DTTs, 1 January 2000

Economy	Date of signature
Canada	15 December 1995
Denmark	6 May 1976
Finland	12 May 1976
India	5 September 1979
Italy	7 March 1973
Norway	28 April 1976
South Africa	7 December 1959
Sweden	2 May 1976
Zambia	2 March 1968

Largest foreign affiliates, 1999

Company	Home economy	Industry	Sales (\$ million)	Employment	Year of establishment
Ashanti Goldfields (T) Ltd.	Ghana	Gold ores	284.1	20	..
Mic Tanzania Ltd.	Luxembourg	Electronic parts and equipment	19.2	150	..
Service And Computer Industries Limited	Kenya	Electrical equipment and wiring	0.7	33	1974
Henkel Chemicals East Africa Ltd.	Germany	Chemical preparations	0.5	100	..
Philips Distributors Ltd.	Kenya	Drugs proprietaries and sundries	0.5	25	..
Achelis (Tanganyika) Limited	Germany	Orthopedic/prosthetic appliances	0.4	35	1961
Brooke Bond Tanzania Ltd.	United Kingdom	Miscellaneous field crops	0.05	7 700	..
Konoike Tanzania Ltd.	Japan	Construction	0.04 ^a	33	1995
Achelis Motorex (Tanzania) Ltd.	Germany	Distributive trade	0.002	..	..
Tanganyka Wattle Company Ltd.	United Kingdom	Wood products	..	1 500	..
Body Care Ltd.	United States	Paper mills	..	850	1997
Tanzania Cigarette Co., Ltd.	United States	Cigarettes	..	770	..
Matsushita Electric Co., (East Africa)	Japan	Electronics	..	538	1966
Mwanza Fishnet Manufacturers Ltd.	Japan	Fishing net manufacturing	..	401	1964
Kahama Mining Corporation Limited	Canada	Gold ores	..	200	..
Interfreight (Tanzania) Ltd.	Switzerland	Transport	..	150	..
Sdv Notco (Tanzania) Ltd.	France	Freight transport arrangers	..	130	..
Tri Telecommunication Ltd.	Malaysia	Radiotelephone communications	..	120	..
International House Property Ltd.	Japan	Real estate	..	110	..
Trust Bank Tanzania Ltd.	Kenya	Commercial banks	..	90	1995
H K Foam Limited	India	Tires and inner tubes	..	72	..
Jos Hansen And Soehne Tanzania Ltd.	Germany	Office equipment	..	50	..
Elvira Mineral Water Company Ltd.	Kenya	Bottled & canned soft drinks	..	30	1996
Keko Pharmaceutical Industry (1997) Ltd.	France	Pharmaceutical preparations	..	22	..
C Mehta And Company Tanzania Ltd.	Kenya	Dispensing chemists	..	20	..
Wellcome Tanzania Ltd.	United Kingdom	Chemicals	..	7	..
Glaxo Wellcome Tanzania Ltd.	United Kingdom	Drugs proprietaries and sundries	..	4	..
Car & General (Tanzania) Ltd.	Kenya	Farm/garden machinery and equipment	..	..	..
Pfizer Ltd.	Netherlands	Pharmaceutical preparations	..	..	..
The Old East African Trading Co. (T) Ltd.	Denmark	..	..	..	..
Topserve Tanzania Ltd.	Austria	Tobacco products	..	..	..

^a Data refer to 1996.

Other relevant information

- **Membership of relevant international agreements as of April 2001:** CREFAA, ICSID, MIGA, TRIMs, GATS, TRIPS
- **Address and website of investment promotion agency:** Tanzania Investment Centre (TIC), P.O.Box 938, Dar es Salaam
Tel: (255-22) 21 16 328; Fax: (255-22) 21 18 253;
Zanzibar Investment Promotion Agency (ZIPA); P.O. Box 2286, Zanzibar ; Tel: (255-54) 33 026; Fax: (255-54) 23 737
- **Fortune 500 investors:** Glaxo Wellcome, Matsushita Electric Industrial, R. J. Reynolds Tobacco, Unilever.
- **Member of WAIPA as of March 2001:** Yes