

University of Dar es Salaam Business School Department of Finance







Banking, Finance and Investment Forum

Key Facts





09

Keynote Speakers



16

Sponsors



03

Forums



970+

Physical Participants



01

Extended Student Event with Exhibition



595+

Online participants



Contents

03 Introduction	19 Organizing Committee
04 Participants	Planned Events - 2023
O5 Speakers and Topics	Annual Budget for the BFI Forum
06 Lessons Learnt in 2022	Sponsorship Packages per Forum
O7 Sponsors	Appendix I: Media Report for 3 rd Event
15 Photo Gallery	Appendix II: Banking Finance & Investment Forum Concept Note

Introduction



In the verge of celebrating UDSM

60th anniversary, the Department of Finance inaugurated a quarterly public talk on Banking, Finance and Investment. This public talk is open to the public at free of charge and it has been an instrumental in channeling various policy issues, and getting updated information regarding areas of banking, finance and investment in Tanzania and around the global.

UDSM 60 Years information

- UDSM was established 25 October 1961 25 October 2021
- 60 years celebrations were undertaken by various units and UDBS Business school celebrates UDSM 60 years on June 13th to 17th 2022.
- Department of Finance on 15th June 2022 convene its first Banking, Finance and Investment Forum as part of UDSM 60th Anniversary.

In 2022, the University of DaresSalaam Business School through Department of Finance conducted three public forums in Banking, Finance and Investment, which are the continuation of quarterly forums launched on 15th June 2022.

Forums are conducted at the University of Dar es Salaam

A STANDARD

Participants

- BFI provides a platform where practitioners and academicians meet and discuss what is happening in real world.
- General public as well as higher learning institution students have an avenue for gaining a valuable knowledge in Banking, Finance and Investment area.
- Several avenues for investments were discussed in 2022, allowing participants to choose the best investment vehicles to meet their financial needs.



1st BFI FORUM
2nd BFI FORUM
3rd BFI FORUM

June 16, 2022

August 26, 2022

December 8, 2022

Commencement of Banking, Finance and Investment Forum – During 60th years anniversary of UDSM.

250+ Participants

Our Department managed to organize the second BFI forum

120+ Physical participants 295+ Online participants Full day event, with much focus on both students and general public.

Full day Event 600+ Physical 300+ Online



Speakers and Topics

No	Presenter	Organization	Торіс	Date	
1	Emilian Busara	Alumni UDBS	Investing in financial markets	15 th June 2022	
2	Sosthenes L Kewe	Alumni UDBS	Imagining the Future of Financial Inclusion		
3	Daudi D. Mbaga	UTT AMIS	Investing in Unit Trust		
4	Dr. Tobias Swai	UDSM - UDBS Bank Performance - Post Covid-19 Analysis		25 th August 2022	
5	Isaac Lubeja	Zan Securities	Initial Public Offerings ~ Past, Present and Future – Why it matters?		
6	Yusto E. Tongola	Haradali Capital	Regulating Crypto Currency : Lessons from Other Jurisdictions		
7	Prof. Esther Ishengoma	UDSM - UDBS	Youth and Finance	8 th December 2022	
8	Abubakar Ndwata	TIRA	Insurance Sector ~ Market Report 2019- 2021 – Opportunities		
9	Jackson Lohay	Azania Bank/WHC	Mortgage Finance ~ Opportunities, Issues and Prospects		

The presentations can be downloaded by scanning this QR code You may watch our recorded forums from out Youtube Channel https://www.youtube.com/@bankingfinanceandinvestmen368



Lessons Learned



- Early preparations
- Involve Banking, Finance and investment Associations
- Quality Speakers

- Involve Wide partners
- Involve Speakers ~ From Within the University at least One



Acting Dean Dr. Latifa Mbelwa offering welcoming remarks for the 2nd BFI



Head of Department of Finance - Briefing the Media on the First BFI

Sponsors





Zan Securities Ltd is a licensing dealing member of the Dar es Salaam Stock Exchange duly licensed by the Capital Markets & Securities Authority (CMSA) as Stockbroker/Dealer, Investment Advisor and Fund Manager. Zan Securities helps companies and individuals in security dealings, advices on initial public offering of shares and bonds, portfolio management and syndication and private placement services. It offers analytics in financial services industry and security as well as providing short term capacity building to various institutions in the areas of banking, finance and investment.

Contacts: Zan Securities Limited, 1st floor, VIVA Towers, Bibi Titi Road. P. O. Box 5366, Dar es Salaam

Email: info.dsm@zansec.co.tz Website: http://zansec.co.tz/



CRDB Bank Plc. Is a fully fledged commercial bank established in 1996 and listed in the Dar es Salaam Stock Exchange (DSE) in June 2009. CRDB bank is the largest bank in Tanzania with operations in Burundi, and planning expanding to DR Congo. It enjoys wide branch network of more than 254 branches, 558+ ATMs, 6000+ Point of Sales (POS) and more than 20,000 agents. The bank has over 3,700 employees. At the end of the year 2022 CRDB had assets worth TZS 11.647 trillion, a loan portfolio of TZS 6.877 trillion. CRDB's profit in the year 2022 was TZS 335.5 billion. CRDB is the leading mortgage finance provider with a market share of 37% of the total mortgage debt which stood at TZS 522.9bn/- at the end of September 2022

Contacts: CRDB Bank Head Office

Ali Hassan Mwinyi Road P. O. Box 268 Dar es Salaam

Email: info@crdbbank.co.tz
Website: https://crdbbank.co.tz/





Azania Bank Limited is a fully-fledged commercial bank offering a range of banking services including business loans, consumer loans and mortgage facilities. The provide banking services at 24 locations in Tanzania as well as 8 Service centers with over 570 employees across the country. At the end of September 2022, the bank its total assets value was TZS 1.33 trillion and about TZS 906 billion in loans. Azania is the top 3 bank with 7.3% of the total mortgage loan worth TZS 522.9 billion.

Contacts: Mawasiliano Towers, Sam Nujoma Road,

Dar es Salaam

Email: customercare@azaniabank.co.tz

Website: https://azaniabank.co.tz/



Saema Group Limited (SGL) is a private company established in 2017 aimed to become a Local and International leader offering Quality products and Services. Saema Group Limited specialized with the following business category: Foods Stuffs suppliers, Uniforms suppliers, Hospital/Medical equipment's suppliers, Marine Equipment and spare parts suppliers, Catering services, Printing Services, Civil works Contractor Class 5 and Building Contractor Class 5.

Contacts: SAEMA Group Limited

SAEMA Building, Anna Mkapa St -Togo Street Tabata Shule.

P. O. Box 10206 Dar es Salaam

 $\pmb{Email:} in fo@saemagroup.co.tz\\$

Website: https://saemagroup.co.tz/





Orbit Securities Company Limited (ORBIT) is a private Company incorporated in 1996. ORBIT is one of the five founding members of the Dar es Salaam Stock Exchange (DSE). ORBIT is duly licensed by the Capital Markets & Securities Authority (CMSA) as Stockbroker/Dealer, Investment Advisor and Fund Manager. The Company is also licensed by the Bank of Tanzania [BOT] as a Primary Dealer for the Government Securities market, and the Social Security Regulatory Authority (SSRA) as a Fund Manager authorised to represent regulated social security funds. ORBIT is a leading Stock broking firm at the DSE commanding the majority market share more than 10 consecutive years among the 13 licensed players in the market. The company also offers investment advisory services, corporate finance Consultancy, Training and Fund Management services. ORBIT has developed a large local agency network in Dar es Salaam. Mwanza, Arusha and Bukoba in Tanzania.

Contacts: ORBIT Securities Limited Golden Jubilee Tower, 4th Floor, (PSPF Building), Ohio Street. P. O. Box 70254, Dar es Salaam

Email: info@orbit.co.tz.

Web: https://www.orbit.co.tz/



Tanzania Insurance Regulatory Authority (TIRA), is a government parastatal established under the Insurance Act No. 10 od 2009 (Cap 394). The authority regulates the activities of insurance business within the United republic of Tanzania. According to the latest market report, the authority regulates a total of 32 insurance companies, three reinsurers, 112 insurance brokers and several other institutions including dealing with insurance business. Gross premium written by insurance companies stood at TZS 912 bil in 2021.

Contacts: PSSSF Building, 5th Floor, Makole Street. P. O.Box 2987, Dodoma

Email: coi@tira.go.tz

Website: https://www.tira.go.tz



10



Stanbic Bank Tanzania Limited is a full-fledged commercial bank operating in Tanzania since 1995. The bank specializes in providing financial services and facilities to public and private sector corporations, diplomatic missions and international organisations. Stanbic Bank Tanzania is a member of the Standard Bank Group of South Africa which is Africa's largest banking group by assets. As part of the Africa's largest bank, Stanbic offer various products and services such as global markets, project and structured finance, equities trading, corporate finance, global custody, and a myriad transactional and electronic banking solution. Based on the September 2022 mortgage report, Stanbic is the second largest mortgage loan provider with 8.1% market share, whereby the total mortgage debt outstanding at the date was TZS 522.9 billion.

Contacts: Stanbic Bank Tanzania

Crnr Ali Hassan Mwinyi/Kinondoni Road

P. O. Box 72647, Dar es Salaam

Website: https://www.stanbicbank.co.tz/



National Housing Corporation is a government parastatal established by Act of No.2 of 1990. NHC is the leading real estate development corporation in Tanzania with assets worth TZS 5.05 trillion at the end of June 2021, whereby TZS 4.56 trillion were invested in properties. The corporation has total comprehensive profit of TZS 60.5 bil at the end of June 2021. Current housing projects which are ongoing include Samia housing Scheme, Kawe 711 and Morocco Square in Dar es Salaam, Iyumbu Nyumba 1000 in Dodoma, Safari City in Arusha and Affordable Housing – currently targeting 5,000 houses across 10 regions in Tanzania. NHC works with various banks in offering mortgage finance for its properties located across the country.

Contacts: National Housing Corporation Kambarage House, 6 Ufukoni Street, P. O. Box 2977, 11101 Dar es Salaam

Website: www.nhc.co.tz





The National Insurance Corporation is a government parastatal which was established in 1963. The corporation is a full-fledged insurance corporation, providing both life and non life products. The Corporation is the market leader in insurance business in Tanzania interms of Total assets and profitability. The corporation has branches and agencies across the country with expertise and experience in the insurance business.

The corporation is well and adequately protected by the most solid yet advanced and first- class international reinsurance partners through both Treaty and Facultative Reinsurance.

Contacts: Insurance House Samora Avenue/

Pamba Road Dar es Salaam. Email: info@nictanzania.co.tz Website: www.nictanzania.co.tz



Metro Life Tanzania (formerly Metropolitan Life Tanzania) is a subsidiary of the Metropolitan International which is one of Africa's largest financial entities for the past 110 years. With its international experience, the company has a wealth of life assurance experience and knowledge to design products that fit in with the values and needs of our respective clients. The company offers a range of life insurance solutions in Tanzania through various products including Group Life Assurance, Group Credit Life Assurance and Group Funeral for groups popular known as "Bima za Vikundi". Metro Life Tanzania is the one of the largest life insurance providers.

Contacts: Metro Life Tanzania Limited

Diamond Plaza, 5th Floor, Samora Machel Avenue.

P. O. Box 77016, Dar es Salaam

Email: info@metrolifeassurance.co.tz **Website:** https://metrolifeassurance.co.tz/





UTT AMIS is a government parastatal registered under the companies Act, 2002, in October 2013. The company deals with the management of collective investment schemes. As of 30th December 2022, UTT AMIS offers collective investment through various schemes, Net asset value per share in TZS indicated as follows: Umoja Fund (877.0422), Wekeza Maisha (741.6512), Watoto Fund (547.9748), Jikimu Fund (159.1157), Liquid Fund (342.5173, Bond Fund (114.7596). UTT AMIs offers other services such as Wealth and Fund Management services to public, private and individuals.

Contacts: UTT AMIS Limited

2nd Floor Sukari House, Sokoine/Ohio Street,

P.O. Box 14825, Dar es Salaam **Email:** uwekezaji@uttamis.co.tz

Website: https://www.uttamis.co.tz/



Haradali Capital Limited is a private investment company established in 2010 with objective of for serving investors who seek to establish investment portfolios in listed equities, bonds and money market instruments and who are willing to seek exposure in both domestic and East African opportunities with the potential to generate high real returns.

The company mission is to provide long-term capital growth through investments in selected opportunities in East African Capital and Financial Markets, by providing an avenue for investors to collectively pool their resources and take advantage of investment opportunities at relatively large scales that would be possible for an average investor. The company has steady records in managing financial assets for over 10 years. As of August 2022, Net asset was TZS 182.36. At the end of 2021, the company had assets worth TZS 1.2 billion mostly held in long term and short-term financial products. Further, the company offers other services such as consultancy and training services in financial markets and securities, mortgage finance and real estate investment.

Contacts: Unit 96J. Ground Floor, Kilimani road, Ada Estate - Kinondoni

P. O. Box 9302, Dar es Salaam

Email: info@haradalicapital.com **Website:** http://haradalicapital.com/





Dar es Salaam Stock Exchange (DSE) is a secondary market for financial products incorporated in 1996 under the Companies Act, 2002 as a company limited. In is a self listed to its market since 2015. It became operational in April, 1998. DES is a member of the African Stock Exchanges Association with 27 listed companies, 10 licensed brokers and 3 custodian banks. The DSE launched a second-tier market in 2013, the Enterprise Growth Market (EGM), with lower listing requirements; designed to attract small and medium companies with high growth potential. DSE has public, private and individual participants. Foreign and local investors are also allowed to participate in the market. Financial securities traded include shares, corporate bonds and government bonds. As of 30th December 2022, the market capitalization was TZS 15.685 Trillion.

Contacts: Dar es Salaam Stock Exchange, 3rd Floor,

NHC Corporate Office, Kambarage House, 6 Ufukoni Street,

P. O. Box 70081, Dar es Salaam

Email: onlinetradingsupport@dse.co.tz | info@dse.co.tz

Website: http://www.dse.co.tz



University of Dar es Salaam Silversands Hotel

UDSM Insurance Agency (UDIA) is fully fledged Insurance Agency licensed by the Tanzania Insurance Agency and wholly owned by the University of Dar es Salaam. Situated 18 km from the Dar es Salaam City Centre and away from the hustle and bustle of the city, the hotel boasts of magnificent sunrise in the morning, gardens that exudes breathtaking and unique ambiance in the evening. The hotel provide catering services, conference services and accommodation to public entities, private sector and individuals on affordable prizes with high service delivery standards.

Contacts: UDSM SilverSands Hotel,

Kunduchi Beach

P. O Box 35046, Dar es Salaam.

 $\textbf{Email:} \ reservation@silvers and shotel.co.tz$

Website: www.silversandshotel.co.tz





University of Dar es Salaam **Insurance Agency**

UDSM Insurance Agency (UDIA) is fully Hotel is beach hotel wholly owned by the University of Dar es Salaam and managed by the University of Dar es Salaam Business School. UDIA started operations in 1998, approximately 24 years ago. The Agency focuses on the general insurance products. It provides services to UDSM community, Public Sector Parastatals, Private and Individuals. Insurance products and services ranges from motor insurance, travel insurance, personal accident cover, all risk insurance, fire and perils insurance, engineering insurance, burglary insurance, and many others.

Contacts: UDSM Insurance Agency

TTCL building, between NBC Bank & Hill Park Restaurant UDSM Campus

Email: udia@udsm.ac.tz

Web: https://www.udsm.ac.tz/web/index.php/offices/udia

Photo Gallery

Pictures – 1st BFI Forum



The state of the s

Pictures – 2nd BFI Forum



Pictures – 3rd BFI Forum



Organizing Committee





Dr. TOBIAS A. SWAISenior Lecturer



Dr. AMAN M. NTHANGU Lecturer



Dr. JULIAN L. KIMARIO Lecturer



Dr. ELIZABETH S. JOSEPH Lecturer



Dr. AMINA A. BAAMARY Lecturer



Mr. BLESS MWEGO Assistant Lecturer



Mr. GODSAVIOUR C. URIOH
Assistant Lecturer



Mr. NDASILE Y. CHAMKUNDE Assistant Lecturer



Dr. NEEMA R. ROWO Lecturer

Planned Events - 2023



In 2023, we are planning to conduct four events, three of them being full day events, and the one in August to be an afternoon session only.

Planned Session in 2023

• 4th BFI Forum: 3rd March 2023

• 5th BFI Forum : 26th May 2023

• 6th BFI Forum : 25th Aug 2023

• 7th BFI Forum: 24th Nov 2023





Annual Budget for the BFI Forum

	2023 Annual Budget for Quarterly Public Talks - Banking, Finance, and Investment Forum							
S/N	Item	Measure	Amount in TZS	Units	Total in TZS			
1	Facilitators	Number	250 000	24	6, 000 000			
2	Refreshment	Pax	5 000	3 200	16,000, 000			
3	Stationary	Bulk	1 000 000	4	4,000 000			
4	Conference Venue	Days	2 500 000	4	10 000 000			
5	Advertising and publication	Lumpsum	2 500 000	4	10 000 000			
6	Exhibition Booths	Lumpsum	500 000	40	20 000 000			
7	Printing	Bulk	800 000	4	3 200 000			
8	Volunteer allowance	Number	100 000	40	4 000 000			
9	Organizing Committee	Number	150 000	32	4 800 000			
10	Photo/Video Livestreaming	Lumpsum	2 000 000	4	8 000 000			
Total	Total							



Sponsorship Packages per Forum

Silver Partner -TZS 1,500,000

Exhibition Booth

- 3m x 2m
- 3 chairs
- 1 table
- 1 banner
- Logo on Promotional material

Diamond Partner -TZS 5,000,000

Exhibition Booth

- 3m x 4m
- 5 chairs
- 2 tables
- 2 banners (1 Inside Auditorium)

Logo on Promotional material 15 min speakers

Gold Partner -TZS 3,000,000

Exhibition Booth

- 3m x 2m
- 3 chairs
- 1 table
- 2 banners (1 Inside Auditorium)

Logo on Promotional material 10 min speakers

Forum Long Term Partner TZS 10,000,000

Exhibition Booth

- 3m x 4m
- 5 chairs
- 2 tables
- 2 banners (1 Inside Auditorium)

Logo on Promotional material

15 min speakers

Invited as exhibitor in next Forums

Appendix I: Media Report for 3rd Event



The media activities were undertaken by AP Media and PR Consult Limited – a professional Media and PR Management company. For the Third Event which was held on 8th December 2023 the following media and PR activities were undertaken

- 1. Pre-coverage of UDBS 3rd Investment Forum
- 2. Coverage during the UDBS 3rd Investment Forum

Evaluation of media considered editorial measured by advertising value equivalent.

Editorial coverage is measured by story and picture count based on advertising value equivalency (AVE). Count refers to the number of discrete articles or stand-alone captioned photos in print and discrete segments on television news, talk, and public affairs programs.

AVE is a proxy for relative audience reach and is based on currently available media house rates cards. Print articles are measured by total square column centimeters with AVEs based on the cost of a full page, black and white advertisement in the publication in which the article appeared









03Blogs

https://dailynews.co.tz/600-participants-lined-up-for-udsm-investment-forum/https://www.ippmedia.com/en/business/udsm%20banking-finance-forum-attracts-600-participantshttps://dailynews.co.tz/never-use-business-loan-for-personal-use-varsity-expert-cautions-entrepreneurs/



01 Features



O3Tvs

https://youtu.be/d5V7P7nwWlc https://youtu.be/8VDR0U0I_ww

Advertising value is assumed to be reach TZS 8 mil based on such coverage and analysis.

General Observation: The Banking, Finance and Investment Forum which is organized on Quarterly basis by the Department of Finance of the University of Dar es Salaam, Business School plays a great a role in transforming and imparting skills and knowledge for players in finance, business and investment sectors. UDBS activities especially forums need to be promoted and understood among its partners and stakeholders.



AP Media and PR Consult Ltd.

Ex-NEDCO Building, Ground Floor, P. O. Box 14242, Dar es Salaam

Email: apmedia2005@gmail.com

Website: www.apmediatz.com

Appendix II: Banking Finance & Investment Forum Concept Note

UNIVERSITY OF DAR ES SALAAM BUSINESS SCHOOL DEPARTMENT OF FINANCE BANKING, FINANCE AND INVESTMENT FORUM

Bringing Finance into Practice

- The field of Finance over number of years has been left to the academicians. Although banking, finance and investment issues are an integral part of the economy, there has been rare forums related to the developments, prospects and opportunities around this area. On other hand, little is known regarding investment to various economic agents being households, businesses and governments. There have been various developments in various sectors which calls for practical aspects as regard to finance and investment.
- 2. In celebrating the 60th years of the University of Dar es Salaam, Department of Finance of the University for Dar es Salaam Business School organized the Banking, Finance and Investment Forum which was held on 15th June 2022, paving way to a quarterly event which comes out on August, November, February and May every

year will be open to the public. The quarterly forum is organized in various talks around the area of Banking, Finance and Investment and it draws speakers from various angles, disciplines, national and international arena. The forum will be an important vehicle to promote engaged and informed dialogue among stakeholders—policy makers, development partners, foreign and local private investors—on how banking, finance and investment could accelerate industrialization and poverty alleviation.

Objective and Theme

3. The objective of the Forum is to promote, and accelerated understanding of Banking, Finance and Investment in Tanzania and beyond in various sectors. The forum objective is to create new ways of thinking and communication of the various development in



banking, finance and acceleration of investment in various productive sector of the economy, as well as for individual welfare. Tanzania and Africa are quite rich in the availability of local resources and relatively low labor costs, however there is no much investment which has been recorded in the past decades. To date, there is still exports of the raw materials for agricultural produces. With the industrialization drive, Department of Finance will contribute to the important aspect in the equation which related to the undertakings of banking and financing of such investments.

4. In the light of aforementioned, the forum will consider the role of banking, non-banking sector, legal and regulatory aspects in Tanzania and regional initiatives, to seek and identify various issues which hare important to accelerate access to finance and sustainable investments in collaboration with government, development partners, and the private sector.

Structure and Participation

The Forum will be held in at the University of Dar es Salaam, Main Campus. In the two events held, the forum has attracted about 1000 people already. This upcoming forum November 25th 2022, more than 600 participants have registered for the morning event which will involve discussions geared to youths in higher learning institutions interested in banking, finance and investment. So far, we have participants from the University of Dar es Salaam, Ardhi University, Institute of Finance Administration, Dar es Salaam Institute of Technology and Mzumbe University who have shown interest of participating. The morning session will discuss various aspects related to the youth employability - the host of the Forum which is Center of Banking and Financial Services Research conducts annual programme to train bankers - known as Graduate Banker Readiness Programme which is aiming to create bankers while in studies. Aspects of Youth and



investment will also be discussed, scholar challenge which is organized by the Dar es Salaam Stock Exchange will also feature in the morning event. Digital solutions in banking services will also be discussed, and participants will have opportunity to be educated on such platforms to facilitate their transactions and ensure that they are secure. In the evening session we have discussions on Mortgage finance - as we all know NHC has come up with Samia Housing Scheme in Kawe, and with the Fursa Investment Scheme which is promoted by Wananchi Housing Investment Company. Also; various trends in the market regarding the sector is worth a discussion. Another session is Youth and Finance - since there will be a lot of young people around, it is important that they learn about youth finance issues - especially in impactful sectors such as agriculture. Another aspect is that of insurance sector. Recently Tanzania Regulatory Authorities to be It is anticipated that it will draw about 250 participants every quarter from various disciplines and from various economic units.

6. Generally future forums will be centered around key

areas in banking, finance and investment such as: (i) Financial Inclusion; (ii) Financial Markets; (iii) Banking; (iv) Financial Institutions, (v) Personal Finance, (vi) Investment Management, vii) Project Finance, viii) SMEs and Corporate Finance, ix) Development in Policy, Legal and Regulatory Framework in Finance and Investment; and x) any other topic of interest by the forum participants, which has benefit to the national and regional importance. Topical issues arising from the quarter will be organized and discussed to create more understanding to capture the opportunities and create contribution to the economy.

- 7. The Forum draws invitees from the academia, private sector, business associations, development partners, government, regional bodies and non-governmental institutions. November, February and May forums will have two sessions morning sessions for students and evening sessions for the public which will also be streamlined live.
- 8. The Forum will be interactive and facilitate discussion, with 2-3 speakers per quarter. Speakers will address specific issues related to subtheme and explore



opportunities which will be important to drive the nation forward, in accelerating finance and investment.

Sponsorship

9. Department of Finance is calling for Development Partners, Private Sector, Business Associations, Non-Government Institutions and individual investors to sponsor the event. Sponsors of the events will receive various benefits including having brief talks on their services and products to the forum participants and the entire Forum promotional materials, and social media.

