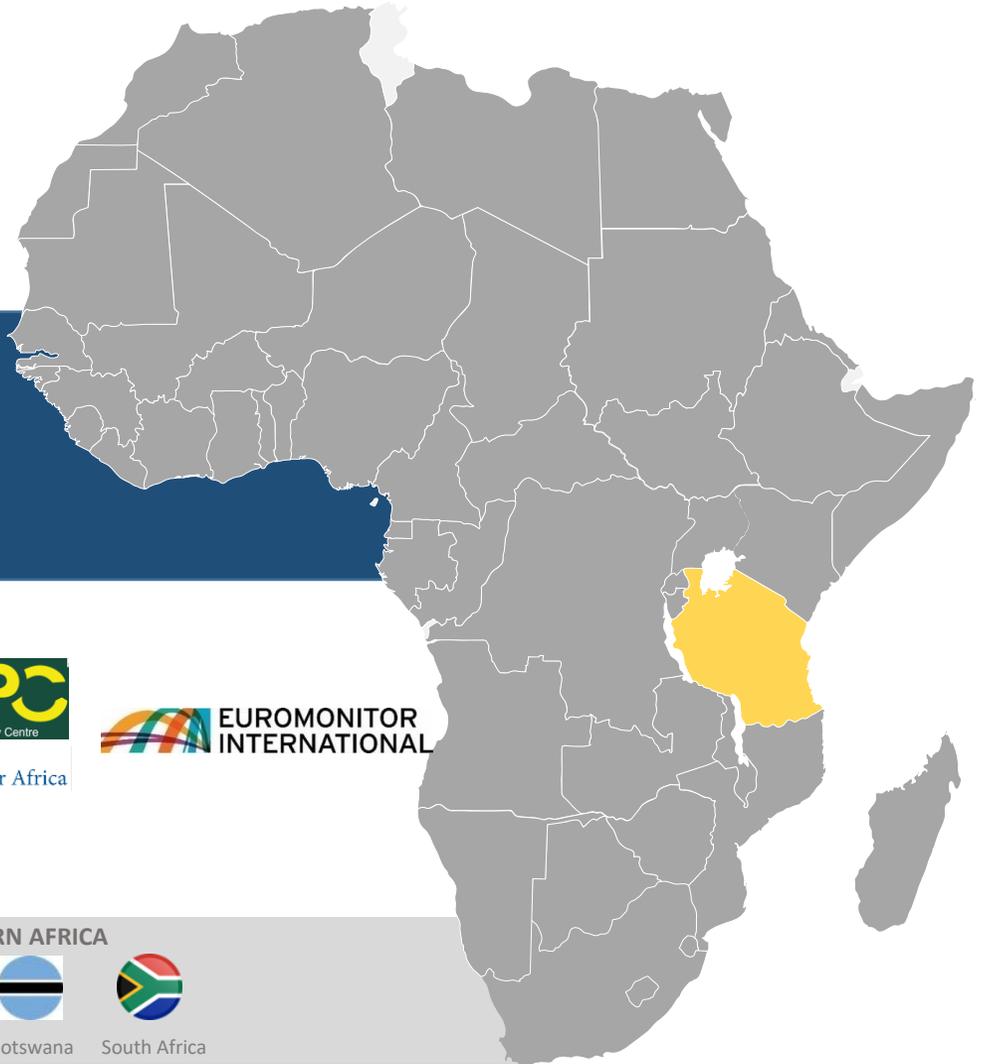


# TANZANIA

## PATHWAYS TO GENDER-INCLUSIVE ECONOMIC DEVELOPMENT IN SUB-SAHARAN AFRICA: A SECTORAL ANALYSIS STAKEHOLDER MAPPING: WHOLESALE AND RETAIL TRADE SECTOR



### STEERING COMMITTEE



**USAID**  
FROM THE AMERICAN PEOPLE



Canada



United Nations  
Economic Commission for Africa



### SUB-SAHARAN AFRICAN COUNTRIES COVERED BY THE PATHWAYS STUDY

#### EAST AFRICA



Ethiopia



Kenya



Rwanda



Tanzania



Uganda

#### WEST AFRICA



Cameroon



Côte d'Ivoire



Ghana



Nigeria



Senegal

#### SOUTHERN AFRICA



Angola



Botswana



South Africa

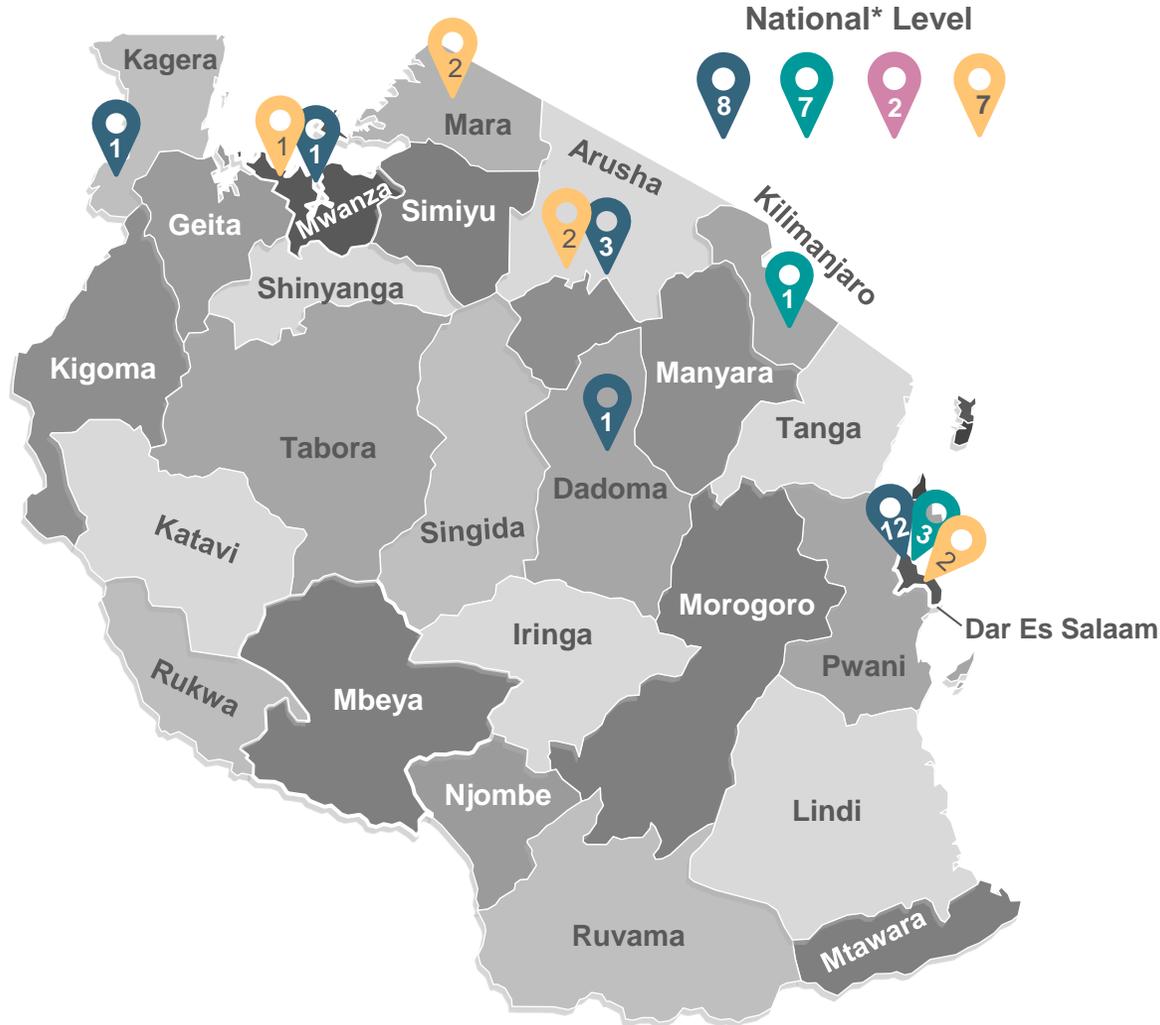
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The stakeholder listing simply reflects information that was gathered through secondary research and interviews for the Pathways study, and the inclusion of any stakeholders does not signify any opinion or endorsement by the organisations listed above. The information contained in this document is provided without any warranties or representations about accuracy or completeness. Any reliance on this material is made at users' own risk.

# Tanzania's Wholesale and Retail Trade sector stakeholders are mainly private companies operating in the capital city of Dar es Salaam



Region	Stakeholder Type				TOTAL
	Private Company	Associations, Collective, Org	Govt agencies/ dept	NGO	
National*	27	11	2	14	54
National*	8	7	2	7	26
Arusha	3	-	-	2	5
Dar es Salaam	12	3	-	2	17
Mara	-	-	-	2	2
Kilimanjaro	-	1	-	-	1
Mwanza	1	-	-	1	2
Dadoma	1	-	-	-	1
Kagera	1	-	-	-	1
Other regions**	-	-	-	-	-

- National stakeholder tally includes global stakeholders, who are assumed to operate at a national scale.
- \*\* Other regions include Pwani, Mtwara, Singida, Rukwa, Ruvama, Kagera, Manyara, Iringa, Mbeya, Morogoro, Tabora, Geita, Shinyanda, Tabora, Simiyu, Kigoma and Katabi.



## Wholesale & Retail Trade Sector

# Global level stakeholders in Tanzania's Wholesale & Retail Trade sector



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Bakhresa Group	Private company, conglomerate with several companies under its umbrella and investments in Food and Beverages Sector, Packaging, Logistics, Marine Passenger Services, Petroleum and Entertainment sectors	✓	✓		✓		✓	<ul style="list-style-type: none"> <li>Employs over 8,000 employees directly, inclusive of women</li> <li>Partnered with the Tanzanian Government, several subsidiary companies within the umbrella group</li> <li>Strengths: Widespread operations, several subsidiaries</li> </ul>	<a href="http://www.bakhresa.com">www.bakhresa.com</a>
Women in Law and Development in Africa (WiLDAF)	Pan-African NGO women's rights network dedicated to promoting and strengthening strategies that link law and development to increase women's participation and influence at the community, national, region and international levels				✓	✓	✓	<ul style="list-style-type: none"> <li>Wholly involved in women's rights, participation in decision-making, economic empowerment, justice, gender policies, access to health services and abatement of gender-based violence</li> <li>Partnered with Internews, UN Women, Pact, Freedom House, African Women Development Fund, Women Fund Tanzania etc.</li> </ul>	<a href="http://www.wildaftanzania.or.tz">www.wildaftanzania.or.tz</a>
Equity Group Holdings - Tanzania (Bank)	Private commercial bank licensed by the Bank of Tanzania, the country's banking regulator, and member of the Equity Bank Group that is headquartered in Nairobi, Kenya		✓	✓	✓		✓	<ul style="list-style-type: none"> <li>Provides inclusive financial services tailored to transform livelihoods, give dignity and expand opportunities</li> <li>Partnered with Equity Agents and other partners</li> </ul>	<a href="http://www.equitygroupholdings.com/tz">www.equitygroupholdings.com/tz</a>
Game Supermarket	Private supermarket chain with its headquarters in South Africa and branches in various other countries in Africa	✓			✓			<ul style="list-style-type: none"> <li>Strengths: Has an online presence, however not in ecommerce</li> </ul>	<a href="http://www.game.co.za">www.game.co.za</a>
Tanperch Ltd	Private company processing Nile Perch fillets (fresh and frozen) with a capacity of 120/MT per day and exporting to Europe, Australasia, Middle East and America	✓			✓			<ul style="list-style-type: none"> <li>Wide range of products that meet stringent quality standards</li> <li>Strengths: Meets quality standards of various continents/nations</li> </ul>	<a href="http://www.qualitygroup.com">www.qualitygroup.com</a>

## Wholesale & Retail Trade Sector

# National level stakeholders in Tanzania's Wholesale & Retail Trade sector



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Tanzania Women chamber of Commerce (TWCC)	Collective established with the aim of creating a platform to raise the voices for women entrepreneurs	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Offers several services to women entrepreneurs, including mentorship and networking opportunities in business</li> <li>Partnered with Equity Bank, NMB Bank, Hawaii Logistics, East African Women in Business Platform, Tanzania Agricultural Development Bank (TADB), ILO, CRDB Bank, etc.</li> </ul>	<a href="http://www.twcc-tz.org">www.twcc-tz.org</a>
TradeMark East Africa (TMEA)	Trade Association that is funded by a range of development agencies with the aim of growing prosperity in East Africa through enhanced trade, more investment and less poverty	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Collaborated with TWCC for women's economic empowerment activities among women traders, processors and exporters</li> <li>Partnered with UKAID, Belgium Partner in Development, Global Affairs Canada, Ministry of Foreign Affairs of Denmark, European Union, Ministry of Foreign Affairs of Finland, USAID, etc.</li> </ul>	<a href="http://www.trademarkea.com/tanzania">www.trademarkea.com/tanzania</a>
SEDIT (Social and Economic Development Initiatives of Tanzania)	NGO committed to include financial inclusion, savings groups using VICOBA and VSLAs, Rural development, Sustainable livelihoods, microfinance, enterprise development, environmental conservation and natural resources management, health and sanitation	✓	✓	✓	✓		✓	<ul style="list-style-type: none"> <li>Involved in support in reducing income inequality and poverty among women in Tanzania through programmes on income generation and poverty alleviation</li> <li>Partnered with Financial Sector Deepening Trust (FSDT Tanzania), Oxfam, Plan International, UNDP</li> <li>Strengths: Reduces socio-economic inequality in Tanzania</li> </ul>	<a href="http://www.seditvicoba.or.tz">www.seditvicoba.or.tz</a>
CARE International in Tanzania, GEWE Sub-Strategy - Gender Equality and Women's Empowerment Program	NGO with a strategy (GEWE) seeking to improve the livelihoods of women in food-insecure rural households dependent on agriculture and natural resources		✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Provides goals and actions to promote women's economic empowerment, advance gender equality, and address social injustices affecting rural women in Tanzania</li> <li>Associated with Government of Tanzania, CARE International, UN, many donors</li> <li>Strengths: Wholly working towards gender and women empowerment</li> </ul>	<a href="http://www.care-tanzania.org/learning/ge-we">www.care-tanzania.org/learning/ge-we</a>
Incubator for Integration and Development in East Africa (IIDEA)	NGO with an incubator that acts as a tool to provide technical and financial support to innovative projects across East Africa that highlight and contribute towards East African integration		✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Incubates small-scale regional integration projects which are proposed and implemented by civil society and private sector across East Africa</li> <li>Supported over 3000 women with income generation</li> <li>Partnered with EAC Secretariat, Regional Dialogue Committee and GIZ as a joint initiative</li> </ul>	<a href="http://www.eaciidea.net">www.eaciidea.net</a>

CAVEAT: Stakeholder listing is based on secondary research and interviews, so all stakeholders (especially those with highly localized and/or offline operations) may not have been captured in the listing. All maps & tables present a best effort list at the time of research.

## Wholesale & Retail Trade Sector

# National level stakeholders in Tanzania's Wholesale & Retail Trade sector



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Association of Tanzania Employers (ATE)	Collective employers' organization representing the interests of employers on labour and employment issues	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Supports women employers and others equally through their activities and programmes</li> <li>Ongoing "Female Future Programme" project aiming to increase women's capacity at workplaces to be more competent in managerial positions and corporate boards</li> <li>Several local, national and international partnerships</li> </ul>	<a href="http://www.ate.or.tz">www.ate.or.tz</a>
Tanzania Private Sector Foundation (TPSF)	Trade Association aiming to promote the private sector-led social and economic development in Tanzania	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Strategic focus: Tanzania remains a globally competitive destination for investment and doing business</li> <li>Women are given priority and targeted for recruitment for skills development programmes</li> <li>Associated with Government, corporate bodies, private sector associations, trade associations, multinational firms, etc.</li> </ul>	<a href="http://www.tpsftz.org">www.tpsftz.org</a>
The Confederation of Tanzania Industries (CTI)	Industry Association facilitating improvements of the business environment in Tanzania and assist Tanzania industrial competitiveness on the regional and global markets	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Advocacy, training, business support, etc. provided to women within the manufacturing and other industries</li> <li>Associated with CIZ, TMEA, UNIDO, manufacturing industry companies</li> </ul>	<a href="http://www.cti.co.tz/overview">www.cti.co.tz/overview</a>
Small Industries Development Organization (SIDO)	Trade Association with an objective to develop the small scale industrial sector of Tanzania	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Supports women entrepreneurs and SMEs in their development</li> <li>Partnered with UN Women, ITC, UNDP, Community Development &amp; Relief Trust (CODERT), Tanzania Government, IFAD, ASA International, TWCC, etc.</li> </ul>	<a href="http://www.sido.go.tz">www.sido.go.tz</a>
Financial Sector Deepening Trust (FSDT) - Tanzania	NGO developing market systems that benefit underserved individuals, households and enterprises, offering them capacities and opportunities to improve their lives	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Provided financial support to women through Aga Khan Foundation partnership and its Community Based Savings Groups (CBSGs) facilities</li> <li>Partnered with Tanzania Government, Bank of Tanzania, Bill and Melinda Gates Foundation, Sweden Sverige, Global Affairs Canada, DANIDA, etc.</li> <li>Strengths: Financially supports underserved sectors and people</li> </ul>	<a href="http://www.fsd.tz">www.fsd.tz</a>

## Wholesale & Retail Trade Sector

# National level stakeholders in Tanzania's Wholesale & Retail Trade sector



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Tanzania Entrepreneurship & Competitiveness Centre (TECC)	Professional organisation, a Public Private Academia Partnership Trust (NEEC, TPSF, COSTECH) Trust designed to enhance innovation and competitiveness of MSMEs in Tanzania	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Has conducted several WEE relevant activities in entrepreneurship capacity building, training and development</li> <li>Partnered with several SMEs, businesses, entrepreneurs, etc.</li> </ul>	www.tecc.or.tz
CRDB Bank Plc	Private African bank offering a range of corporate, retail, business, treasury, premier, and wholesale microfinance services through a network of 260 branches, 551 ATMs, 18 Depository ATMs, 12 Mobile branches and 1,184 Point of Sales (POS) terminals		✓	✓	✓		✓	<ul style="list-style-type: none"> <li>Supports women entrepreneurs by providing them tailored financial products, regularly brings in loan interest rate cuts for them to ease repayment burden, financially empowers women in business</li> <li>Associated with International Financial Corporation (IFC), DANIDA Investment Fund, African Development Bank, KFW-DBG, CDC-UK</li> <li>Strengths: Selected as a friendly bank by all their listed partners</li> </ul>	www.crdbbank.co.tz
Tanzania Food Processors Association of Women Entrepreneurs (TAFOPA)	NGO fostering industrialization agenda by making sure that women are not left behind in economic production especially adding value to agro produces	✓	✓	✓	✓		✓	<ul style="list-style-type: none"> <li>Wholly women-centric organisation, supporting with networking, capacity building, education, etc. for women entrepreneurs</li> <li>Partnered with several businesses, UNIDO, women entrepreneurs, etc.</li> </ul>	
Tanzania Trade Development Authority (TanTrade)	Government Authority involved in business support services, trade development activities, trade promotion, information and statistics generation	✓	✓		✓	✓		<ul style="list-style-type: none"> <li>Enhances Tanzania's economic performance through trade development and promotion of goods and services for both local and foreign markets</li> <li>Has the potential to be WEE relevant in the future</li> <li>Associated with trading organizations, companies and associations</li> </ul>	www.tantrade.go.tz
Tanzania Women Lawyers Association (TAWLA)	Industry Association NGO of women lawyers, involved in supporting and protecting women's rights and legislations within Tanzania				✓	✓	✓	<ul style="list-style-type: none"> <li>Works on supporting and protecting women's rights related to land, children rights, etc.</li> <li>Worked with USAID to launch MWANAMKE IMARA Project</li> <li>Partnered with USAID, UN, European Union, several donors</li> </ul>	www.tawla.or.tz

## Wholesale & Retail Trade Sector

# National level stakeholders in Tanzania's Wholesale & Retail Trade sector



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Tanzania Media Women Association (TAMWA )	<i>Collective working as a non-profit, non-partisan, non-governmental and human rights organization supporting, advocating and protecting women's and children's rights</i>		✓		✓	✓	✓	<ul style="list-style-type: none"> <li>Wholly women-centric in its operations and activities</li> <li>Partnered with The Foundation for Civil Society, UN WOMEN, InterNews, DANIDA, Legal Services Facility (LSF), Johns Hopkins, IOGT International, Southern African Aids Trust (SAT), Global Road Safety Partnership, UNFPA</li> </ul>	<a href="http://www.tamwa.org">www.tamwa.org</a>
AFRICA 2000 NETWORK - A2N-Tanzania	<i>NGO engaged in promotion and development of communities through Agriculture, Agri-business and Markets, Advocacy and Environmental and Change</i>	✓		✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Encourages women in leadership positions; gender issues are addressed to ensure women benefit from the local economy</li> <li>Helps small producers by increasing their bargaining power, access to finance, influence and marketing potential</li> <li>Strengths: Improves the livelihoods of those in the agricultural sector</li> </ul>	<a href="http://www.africa2000network.org">www.africa2000network.org</a>
Tanzania Social Action Fund (TASAF)	<i>Government Fund enabling poor households to increase incomes and opportunities while improving consumption</i>		✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Supports women's health, involved in capacity building activities, education and literacy building, advocates for women</li> <li>Associated with UNDP, UNFPA, SIDA, World Bank Group, National Bureau of Statistics (NBS), OCGS, UK AID, USAID, UNICEF, ILO</li> </ul>	<a href="http://www.tasaf.go.tz">www.tasaf.go.tz</a>
Raha Beverages Co Ltd	<i>Private company of Tanzania, producing a variety of banana alcoholic beverages distributed across Eastern Africa</i>	✓			✓			<ul style="list-style-type: none"> <li>Home-grown venture that started off as a backyard producer of wine made from banana fruits; now they have grown in scale and improved processes overtime</li> </ul>	<a href="http://www.banana.co.tz">www.banana.co.tz</a>
Chai Bora TZ Ltd	<i>Private company that blends, packs and makes high quality tea brands</i>	✓			✓			<ul style="list-style-type: none"> <li>Presence in Tanzania with its factory located in Mafinga, at the heart of tea growing region</li> <li>Strengths: Has attained market leadership through its quality Tea blends with an internationally quality certification</li> <li>Recently acquired by Catalyst Principal Partners</li> </ul>	<a href="http://www.chaibora.co.tz">www.chaibora.co.tz</a>
Milkcom Tanzania - Dar Fresh	<i>Private Tanzanian-based dairy products company</i>	✓			✓			<ul style="list-style-type: none"> <li>Incorporated in 2010</li> </ul>	<a href="http://www.milkcomtz.com">www.milkcomtz.com</a>

## Wholesale & Retail Trade Sector

# National level stakeholders in Tanzania's Wholesale & Retail Trade sector



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Afri Tea & Coffee Blenders (1963) T Ltd	Private company manufacturing and processing tea and coffee into blended final brews	✓			✓		✓	<ul style="list-style-type: none"> <li>Raw materials are locally sourced and provided to global markets</li> <li>Women get indirect and direct job opportunities in the company and value chain</li> </ul>	www.atcb.co.tz
SBC Tanzania Ltd (Pepsi)	Private company aiming to revive the Pepsi Cola business in Tanzania and to transform Pepsi brands into sizeable and serious contenders for volume and share of mind in the Tanzanian market	✓	✓		✓			<ul style="list-style-type: none"> <li>Partnered with Pepsi Cola company</li> </ul>	
Megatrade Investment Ltd	Private company manufacturing distilled spirits including gin, brandy and vodka	✓			✓			<ul style="list-style-type: none"> <li>Associated with several producers and sellers, customers</li> </ul>	
MEK ONE GENERAL TRADERS LIMITED	Private importers of food products from all over the world, with their own distribution, wholesale and retail outlets, serving operating across Tanzania	✓			✓			<ul style="list-style-type: none"> <li>Low data availability</li> </ul>	
Women Fund Tanzania - Trust (WFT)	NGO, a local grant making funding mechanism that focuses on women's movements building, grant making, and capacity enhancement		✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Wholly women-centric in its operations, aiming to financially support women and their development in Tanzania through their activities and programmes</li> <li>Associated with Prospera, UN Women, Irish Aid</li> </ul>	www.wft.or.tz/grants/our-grantees
Village Supermarket	Private supermarket chain with 3 stores in Dar es Salaam and Arusha offering a selection of food, wine, baked goods and high-end kitchenware and home accessories from around the world	✓			✓			<ul style="list-style-type: none"> <li>Partnered with several producers, importers and sellers, customers</li> <li>Strengths: Has an online presence, however not in ecommerce</li> </ul>	www.village-supermarket.com

## Wholesale & Retail Trade Sector

### Regional level Wholesale and Retail Trade sector stakeholders in Dar es Salaam



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Wamama Kahawa Coffee Roasters Limited (TZ)	Private company operating as a micro-roastery and social enterprise. Kahawa means coffee in Kiswahili and the Wamama are the Tanzanian women who skillfully hand-roast the coffee beans harvested from premium coffee-growing regions in Tanzania	✓	✓		✓		✓	<ul style="list-style-type: none"> <li>Wamama Kahawa Coffee Roasters is a social business that was started with the goal of offering freshly-roasted, old-fashioned Tanzanian coffee and enabling dignifying opportunities to unemployed Tanzanian women through fair wage and skills training in the simple but sophisticated art of hand-roasting coffee</li> </ul>	www.wamamakahawa.com
RJ Tanzania	Private importers/wholesale and supply shop with over 450 categories of local and international products from food and beverages to medicines and textiles	✓			✓			<ul style="list-style-type: none"> <li>The company has recently acquired Tanzania-based integrated poultry firm Gold'N Chiks Ltd.</li> </ul>	www.web.facebook.com/rjtanzania
ASA Microfinance Tanzania Limited	Private company offering microfinance programmes with a key focus on female entrepreneurs		✓	✓	✓		✓	<ul style="list-style-type: none"> <li>Strong commitment to financial inclusion and socioeconomic progress; Provide low-income female business owners small loans to start or grow businesses</li> <li>Partnered with Oikocredit</li> </ul>	www.tanzania.asa-international.com
Women in Development Tanzania – WIDET	NGO aiming to become a leading organization for enhancing women development and growth in the country		✓		✓	✓	✓	<ul style="list-style-type: none"> <li>Utilize organization's available resources for women development in the country</li> <li>Associated with UN Women, ILO, EU, Government of Tanzania</li> </ul>	www.widet.org
Kawe Women Economic Development Trust Fund	Collective targeting small groups of women, with the aim to provide training for business skills, peer support and group financing through loans		✓	✓	✓		✓	<ul style="list-style-type: none"> <li>Wholly women centric in economic empowerment (providing microfinance solutions tailored to meet women's needs)</li> <li>Associated with Tanzania Association of Microfinance Institutions (TAMFI)</li> </ul>	
Mathew Alcoholic Distributor Ltd	Private company engaged in the distribution and sale of alcoholic beverages	✓			✓		✓	<ul style="list-style-type: none"> <li>Female led and managed company</li> <li>Related to women entrepreneurial groups</li> </ul>	
Lulu Women Group	Collective informal women's self-help group	✓			✓		✓	<ul style="list-style-type: none"> <li>Informal self-help group that is wholly women-centric in all its support activities and programmes</li> </ul>	

## Wholesale & Retail Trade Sector

### Regional level Wholesale and Retail Trade sector stakeholders in Dar es Salaam



Wholesale & Retail,  
Trading activities



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Technical/operational  
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Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Khanga Vicoba	Collective informal women's group whose members are mainly businesswomen dealing in and selling various commodities either from home or rented offices	✓			✓		✓	<ul style="list-style-type: none"> <li>Women's business support system that is informal in nature</li> </ul>	
Mam Cashew Nuts Revolution	Private company processing and supplying high quality raw and roasted cashew nuts to major supermarkets and governmental institutions	✓			✓			<ul style="list-style-type: none"> <li>Currently seeking markets outside Tanzania for export business</li> <li>Strengths: Major customers such as Shoprite, TSN, Pick N Pay, etc. and governmental institutions such as Bank Of Tanzania</li> </ul>	
Imalaseko Supermarket	Private mid-sized supermarket situated at Posta - Central Business District, Dar es Salaam Town	✓			✓			<ul style="list-style-type: none"> <li>Partnered with several producers, importers and sellers, customers</li> <li>Strengths: Presence on Facebook, however not into ecommerce</li> </ul>	
TSN Supermarket	Private supermarket chain with branches in Dar es Salaam	✓			✓			<ul style="list-style-type: none"> <li>Associated with several producers and sellers, customers</li> <li>Strengths: Has an online presence, however not in ecommerce</li> </ul>	<a href="http://www.tsngrouptz.com">www.tsngrouptz.com</a>
Maisha Supermarket	Private supermarket retail store located in the heart of Dar Es Salaam business district	✓			✓			<ul style="list-style-type: none"> <li>Associated with several consumer products brands such as Disney, Coca-Cola, Burger King, Canon, Harley Davidson, etc.</li> <li>Strengths: Has an online presence, involved in ecommerce</li> </ul>	<a href="http://www.maishasupermarket.co.tz">www.maishasupermarket.co.tz</a>
Shrijee's Supermarket - Shrijee Traders	Private family-owned supermarket chain in Dar es Salaam, operating in four locations, mainly stocking a full range of food and groceries, beauty and hygiene, as well as household and cleaning products	✓			✓			<ul style="list-style-type: none"> <li>Partnered with several producers and sellers, customers</li> <li>Strengths: Has an online presence, however not in ecommerce</li> </ul>	<a href="http://www.shrijees.co.tz/branches">www.shrijees.co.tz/branches</a>
Mkomilo Investments	Private company engaged in the distribution and sale of household goods and products	✓			✓			<ul style="list-style-type: none"> <li>Partnered with several producers and sellers, customers</li> </ul>	

## Wholesale & Retail Trade Sector

# Wholesale and Retail Trade sector stakeholders in Northern, Central and Southern Regions



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Maasai Women Development Organization (MWEDO)	NGO operating in Arusha and Manyara, empowering women to enhance sustainable equitable and human development for Maasai women through access to Education, Women Economic Empowerment and maternal health and HIV/AIDS education		✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Through experiences of their own struggles, the three founders decided to support other marginalized women to access their rights to education, health and economical rights</li> <li>Wholly women-centric in its developmental activities and programmes</li> <li>Partnered with FAO, United Nations</li> </ul>	www.maasaiwomentanzania.com
Association of Kilimanjaro Speciality Coffee Growers Ltd (TZ)	Collective operating in Moshi (Kilimanjaro) comprised of Tanzania's progressive smallholder farmers producing and selling coffee	✓	✓	✓	✓		✓	<ul style="list-style-type: none"> <li>Women smallholder farmers are employed and supported via groups, provided training and financing (credit facilities). Offers higher prices along with access to market to member farmers compared to non-member farmers</li> <li>Associated with Cooperatives, African Fine Coffees Association (AFCA)</li> </ul>	
Business Women Connect Tanzania – TECHNOSERVE Tanzania	NGO operating in Mbeya and Dodoma, programme launched by TechnoServe in partnership with Vodacom and the World Bank and Center for Global Development for Economically empowering women micro-entrepreneurs		✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Women-centric in all its strategies, also supports youth for economic development and empowerment</li> <li>Partnered with ExxonMobil, Centre for Global Development, Gender Innovation Lab, TechnoServe</li> </ul>	www.technoserve.org/our-work/where-we-work/tanzania
Pastoral Women's Council	NGO that works in northern Tanzania to achieve gender equality and community development through the empowerment of Maasai women and girls		✓		✓	✓	✓	<ul style="list-style-type: none"> <li>Wholly women-centric in its programmes and activities with an aim to achieve gender equality and economic empowerment</li> <li>Partnered with African Initiatives, African Women's Development Fund, Comic Relief, Evan Cornish Foundation</li> <li>Strengths: Has a wide range of partnerships</li> </ul>	www.pastoralwomenscouncil.org
Mawenzi Coffee Exporters Ltd (TZ)	Private company operating in Moshi and Dar es Salaam, involved in the export of coffee and related professional equipment and tools	✓			✓			<ul style="list-style-type: none"> <li>Partnered with several producers and sellers, customers</li> </ul>	
Shoppers Plaza Supermarket	Private supermarket chain with 6 stores in Dar es Salaam, Arusha and Dodoma	✓			✓			<ul style="list-style-type: none"> <li>Partnered with several producers and sellers, customers</li> <li>Strengths: Has an online presence; but no sales via ecommerce</li> </ul>	www.shoppers.co.tz

## Wholesale & Retail Trade Sector

# Wholesale and Retail Trade sector stakeholders in Lake, Coastal and Other Regions



Wholesale & Retail,  
Trading activities



Capacity building,  
education, training



Financial support/  
funding/investment



Technical/operational  
support & assistance



Lobbying/Advocacy,  
Policy/Research



Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
Tanzania Women Research Foundation (TAWREF)	NGO operating in Northern, Central and Coast Regions conducting evidence based community interventions designed to transform lives of marginalized populations, particularly children, youth and women			✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Provides charity shops for women and orphaned children</li> <li>Partnered with Cives Mundi (Spain), Women's Front of Norway, African Initiatives (UK), Focus (Norway), Children in Crossfire (Ireland)</li> <li>Strengths: Supports the marginalized, many partnerships</li> </ul>	
Bantwana World Education Initiative	NGO operating in the Northern Region, aiming to bolster existing grassroots efforts through management and technical training, with a focus on holistic, comprehensive care (Bantwana means "our children" in Zulu)		✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Partnered with USAID Waache Wasome Program to empower women and young girls to complete their education, develop protective assets, and take control of their futures</li> <li>Education, literacy, capacity building, etc. to support women</li> <li>Partnered with USAID, Pefpar, etc.</li> </ul>	<a href="http://www.bantwana.org/country/tanzania">www.bantwana.org/country/tanzania</a>
Tanzania Gender Networking Program (TGNP)	NGO operating in Lake, Coastal and Southern Highlands aiming to improve the situation of women who are the most exploited and oppressed people within the exploited laboring classes	✓	✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>Education of women, prevention of oppression and exploitation by supporting women</li> <li>Partnered with Women Fund Tanzania, UN Women, UNFPA, Swedish International Development Cooperation Agency (SIDA)</li> <li>Strengths: Key partnerships, wholly women-and-gender oriented in its programmes</li> </ul>	<a href="http://www.tgnp.or.tz">www.tgnp.or.tz</a>
Energy 4 Impact Programme	NGO operating in Mwanza, working with entrepreneurs to help them access equity, debt and grant funding	✓	✓		✓	✓	✓	<ul style="list-style-type: none"> <li>Also works with financial institutions, investors and donors to help them better understand the local energy sector</li> <li>Involved in women's economic empowerment activities, advocacy, research related to women</li> <li>Partnered with African Development Bank Group, Africa-EU-Partnership, The Energy &amp; Environment Partnership Trust Fund</li> <li>Strengths: Strong partnerships support</li> </ul>	<a href="http://www.energy4impact.org">www.energy4impact.org</a>
Milele Zanzibar Foundation	NGO operating in Zanzibar and its islands, with a mission to accelerate progress in the areas of health, education and livelihood opportunities in rural and remote areas through holistic and sustainable development programmes		✓	✓	✓	✓	✓	<ul style="list-style-type: none"> <li>The project aims to empower women socially, economically and politically, and has achieved a commendable amount of progress in this field</li> <li>Partnered with Revolutionary Government of Zanzibar (SMZ), State University of Zanzibar (SUZA), etc.</li> <li>Strength: Strong partnerships support</li> </ul>	<a href="http://www.mzfn.org">www.mzfn.org</a>

CAVEAT: Stakeholder listing is based on secondary research and interviews, so all stakeholders (especially those with highly localized and/or offline operations) may not have been captured in the listing. All maps & tables present a best effort list at the time of research.

## Wholesale & Retail Trade Sector

# Wholesale and Retail Trade sector stakeholders in Lake, Coastal and Other Regions



Wholesale & Retail,  
Trading activities



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education, training



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Women-centric  
provision(s)/operation(s)

Stakeholder	Brief description	Core activities						Key relationships and strengths	Website
TANICA - Tanganyika Instant Coffee Public Limited Company	Private company operating in Kagera (Lake zone) region, manufacturing high-quality pure Instant coffee, operating in local and export markets	✓			✓			<ul style="list-style-type: none"> <li>Partnered with cooperatives, several producers and sellers, customers</li> <li>Strengths: Supplies in large quantities</li> </ul>	www.tanicacafe.co.tz
Mwanza Green Revolution and Food Processing Ltd	Private company operating in Mwanza (Lake zone) region trading in dried groundnuts, fresh fruits such as pineapples, watermelon, mango and oranges	✓			✓			<ul style="list-style-type: none"> <li>Low data availability</li> </ul>	