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Budget 2016

PwC Insight and Analysis

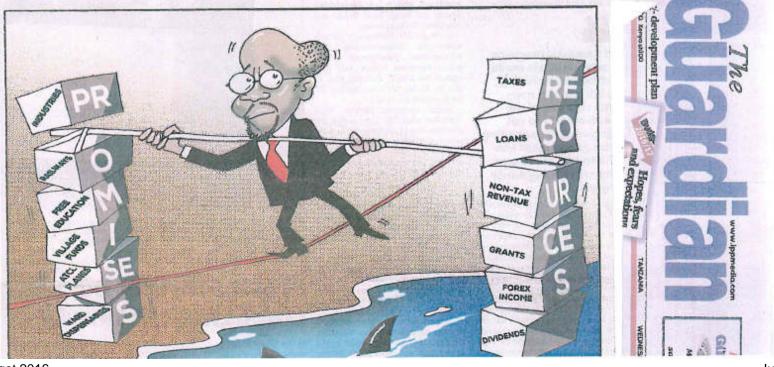
9 June 2016



The headline on Budget Day:



A tricky balancing act for Magufuli





June 2016

Presenters & Agenda



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Economic overview

Revenue - 2015/16; 2016/17

Business Environment / Paying Taxes

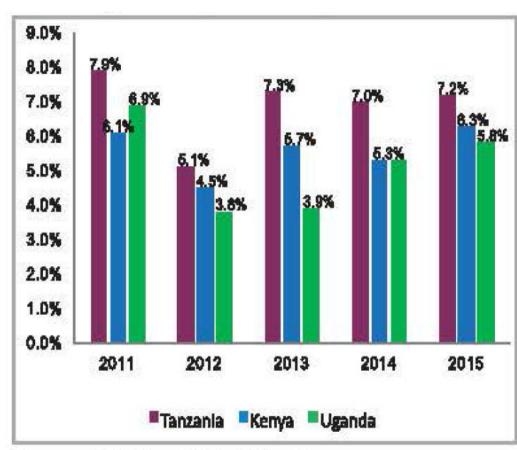
Tax Changes

Economic Review

Highlights of key recent economic developments

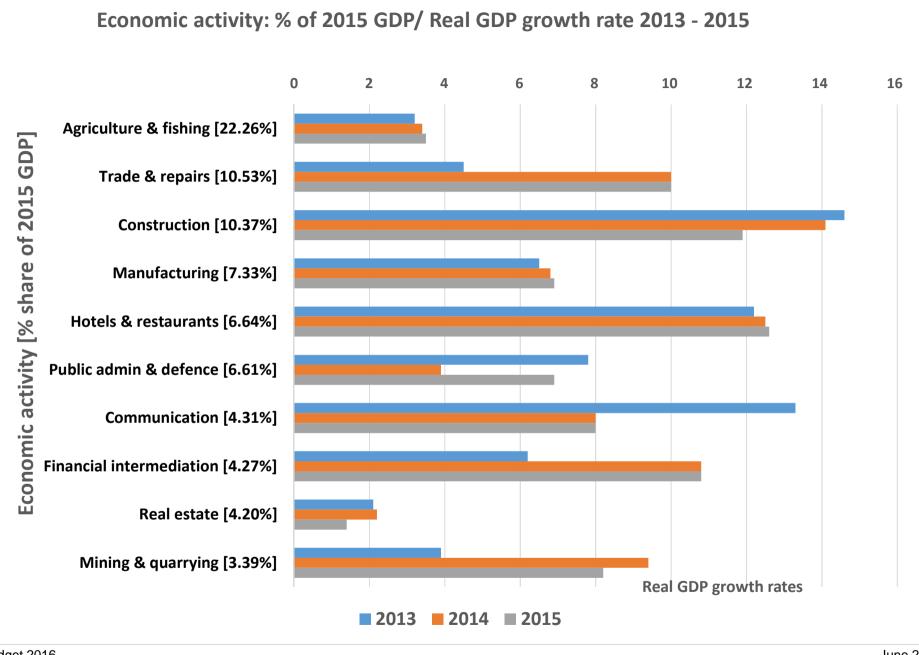
- GDP growth around 6% to 7% for more than a decade
- Inflation single digit, and declining since January 2016
- Shilling stable since mid 2015
- Revenue collection significant recent improvement
- Decline in fiscal deficit but Government arrears have increased
- Decline in aid inflows, offset by increased FDI and borrowing
- Oil price current account benefit, but threat to LNG project hopes

Tanzania – the fastest growing economy in EAC



IMF projections						
Projected % Change						
	2016	2017				
Real GDP	6.9	6.8				
Consumer Prices	6.1	5.1				
Source: World Ec	onomic Ou	utlook_				
(April 2016)						

Source: World Bank – Tanzania Economic Update – 8th edition

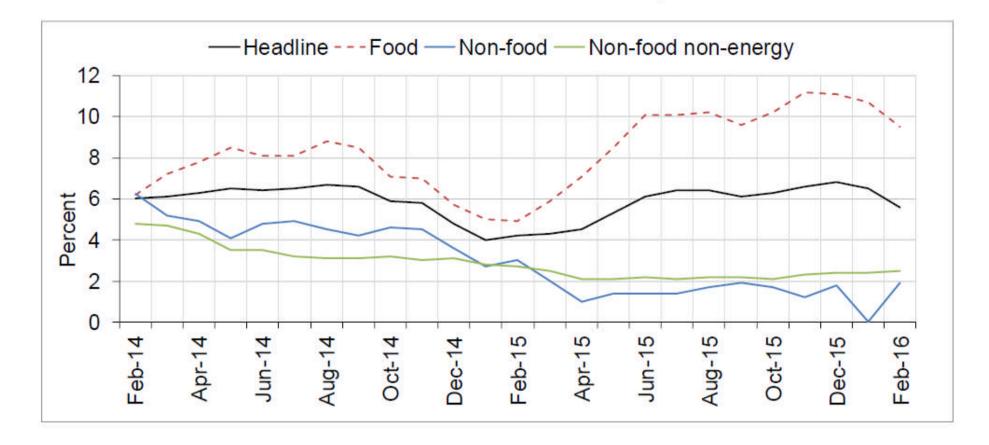


Budget 2016

Source: World Bank – Tanzania Economic Update – 8th edition

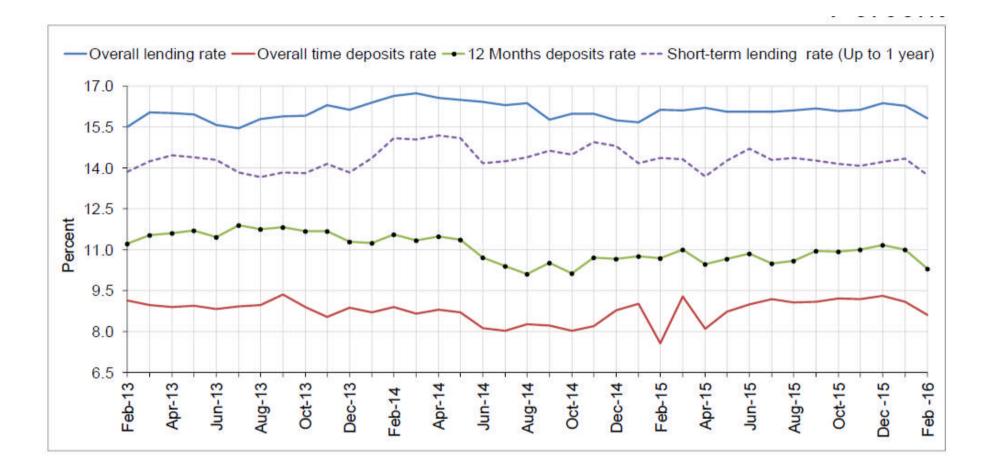
June 2016 7

Headline annual inflation as at Feb – 5.6% (down from 6.5% in preceding year)



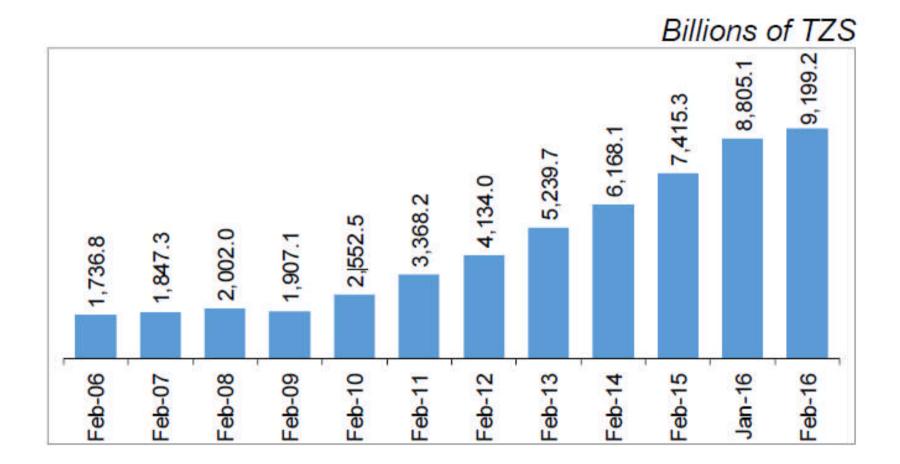
Budget 2016 PwC

Selected Banks Interest rates

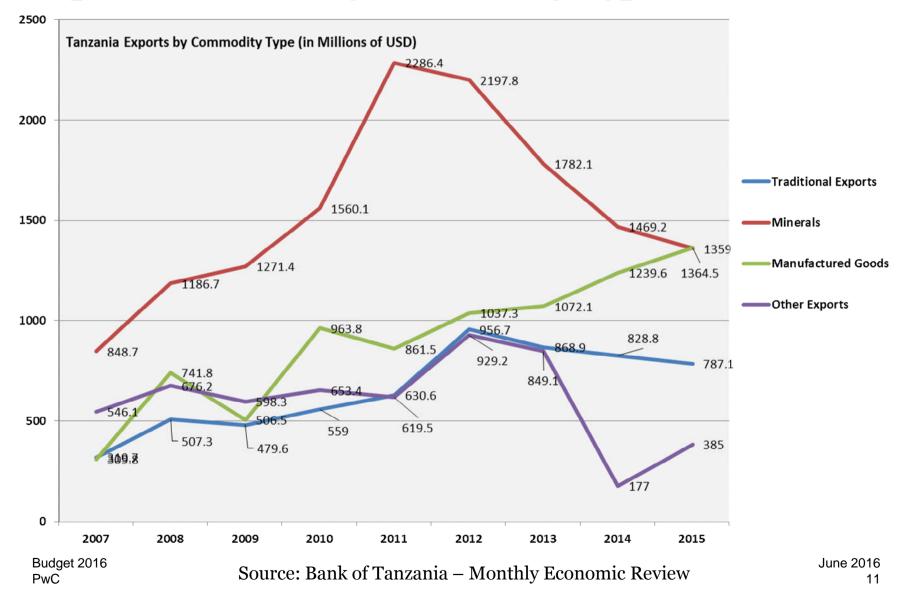


Budget 2016 PwC

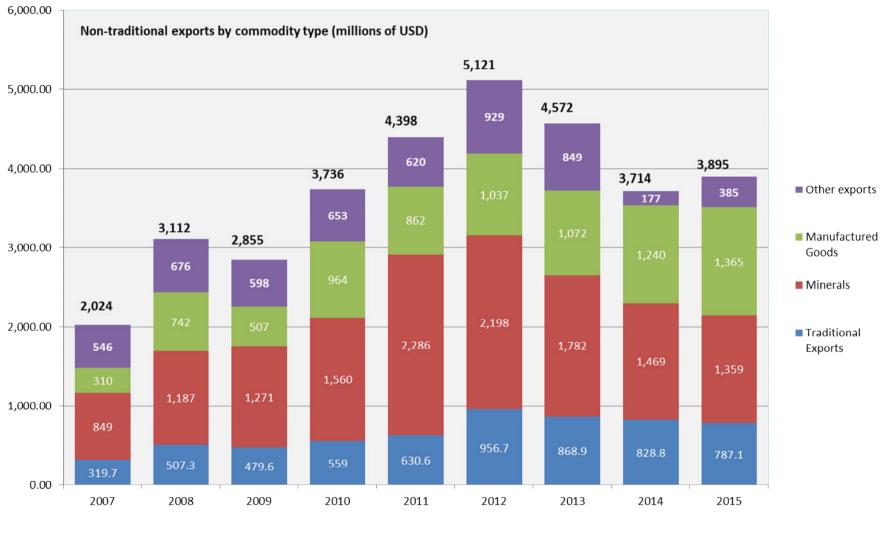
Government Domestic Debt Stock – 10 year trend



Exported Goods - by Commodity Type



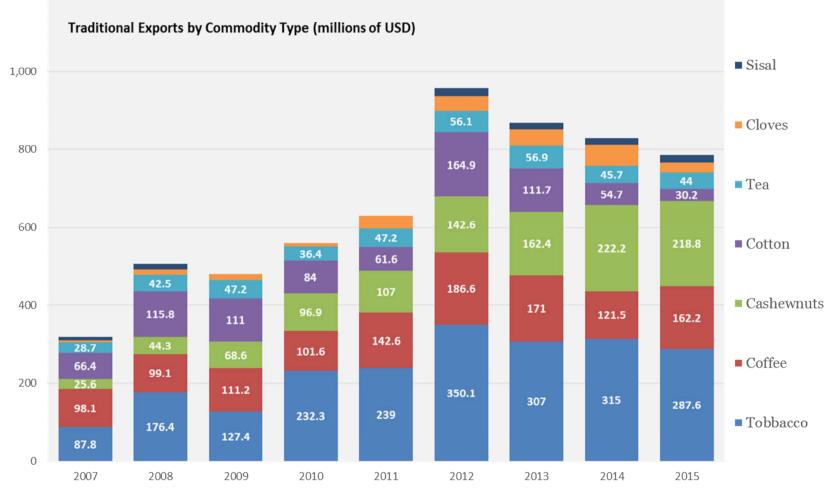
Export Goods - by Commodity Type (continued)



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Traditional Exports

1,200

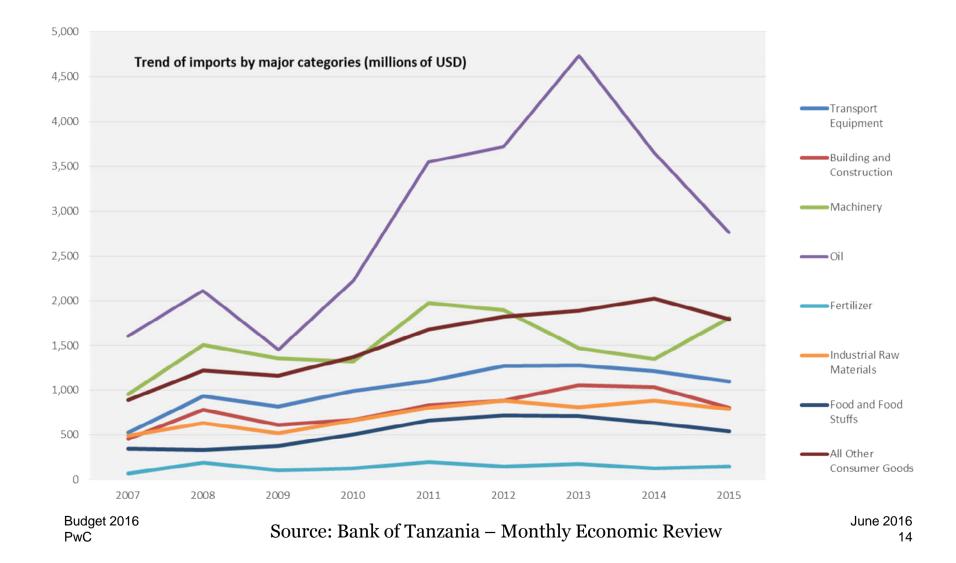


Budget 2016 PwC

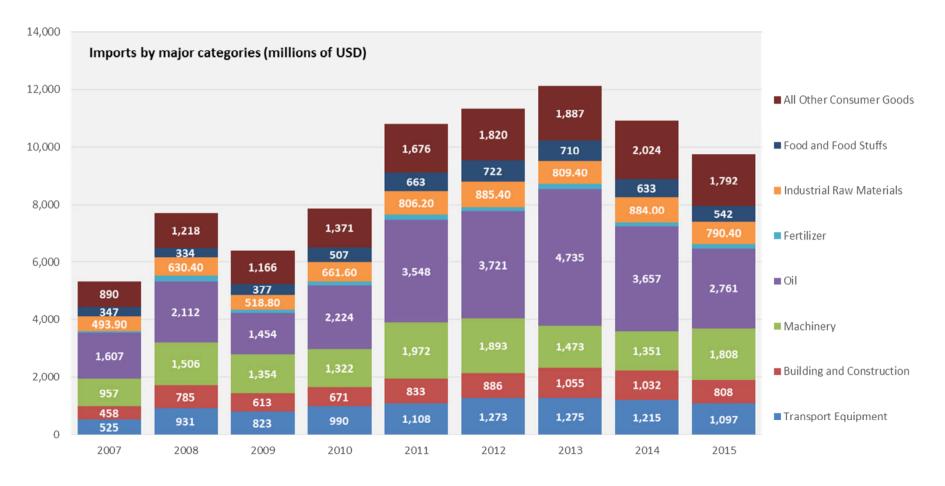
Source: Bank of Tanzania – Monthly Economic Review

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Imported Goods

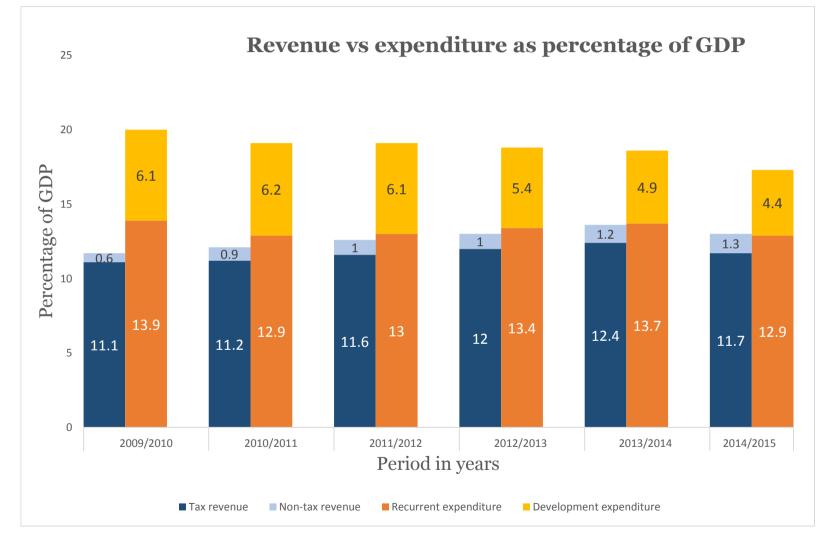


Imported Goods (continued)



Budget 2016 PwC

Revenue and Expenditure - % of GDP



Budget 2016 PwC

Source: World Bank – Tanzania Economic Update – 8th edition

2016/17 plans

Budget Targets	Budget		
	2016/17	2015/16	
GDP growth	7.2%	7.5%	
Inflation	5.0% - 8.0% single di		
Domestic revenue / GDP	16.9%	14.8%	
Tax revenue / GDP	13.8%	13.1%	
Government expenditure / GDP	27.0%	20.6%	
Budget deficit / GDP	4.5%	4.2%	
Foreign exchange cover (months of imports)	4 months	4 months	

2016/17 plans (continued)

	2016/2017	2015/2016	
	12 month	12 month	
	Budget	Budget	
	TZS' bn	TZS' bn	Increase
Expenditure			
Recurrent	17,719	16,576	7 %
Development	11,821	5,919	100%
Total	29,540	22,495	31%
Recurrent expenditure			
National Debt Service	* 8,000		
Wages and Salaries	6,600		
Other Charges	3,119		
	17,719		
Development expenditure			
Domestic Financing	8,703		
Foreign Financing	3,118		
	11,821		

***National Debt Service** includes: domestic interest TZS 1,089bn, domestic amortisation (rollover) TZS 3,777bn, external interest and amortisation TZS 1,586bn, Government contribution to pension funds TZS 1,141bn, other expenditure under CFS TZS 406bn **Revenue Performance**

2015 / 2016 Target – a recap

2015 / 2016 Performance

2016 / 2017 Target

Last year (2014/15) tax revenue collections were 11% below budget, and tax revenue budget for this year (2015/16) was 9% higher than 2014/15 budget:

	BUD	GETS	
	2014/2015	2015/2016	
	12 month	12 month	
	Budget	Budget	
	TZS' bn	TZS' bn	Increase
Domestic Revenue:			
Tax Revenue - TRA	11,318	12,363	9%
Non Tax Revenue	860	1,113	29%
	12,178	13,476	11%
Local Government Authorities (LGA) ow	458	522	14%
Domestic Revenue + LGA	12,636	13,998	11%
General budget support	922	660	-28%
Foreign loans and grants (incl. MCA (T))	2,019	1,662	-18%
Domestic borrowings	2,955	4,033	36%
Non-concessional borrowings	1,320	2,142	62%
Total revenue	19,852	22,495	13%

Collections this year (10 months to April 2016): 25% up on prior year, only 1% below budget!

Collections by	Total			Vari	Proport	
Department						ion
10 months to April	2014/15	<mark>2015/16</mark>	<mark>2015/16</mark>	2015/16	2015/16	<mark>2015/16</mark>
	Actual	Budget	Actual	Prior Yr	Budget	Actual
	Shs'bn	Shs'bn	Shs'bn	%	%	%
Taxes on fuel	1,150	1,476	1,449	26%	-2%	
Other taxes on imports	2,222	2,940	2,914	31%	-1 %	
Customs & Excise	3,372	4,416	4,363	29%	-1 %	40.4%
Large Taxpayer Dept	3,747	4,584	4,452	19%	-3%	<mark>41.3%</mark>
Domestic Revenue Dept	1,597	1,881	1,973	2 4%	5%	18.3%
	8,716	10,882	10,788			100.0%
Add: Treasury Vouchers	16	27	19			
Less: Transfers to refunds	-420	-470	-501			
A/C	-439	-473	-501			
Less: VETA	-33	-34	0			
Total	8,259	10,401	10,306	25%	-1 %	

Indirect tax on local supplies: strong increase in VAT, but more modest increase in excise

Indirect Taxes on						
Local Supplies	Total			Variance		
10 months to April	2014/15	<mark>2015/16</mark>	<mark>2015/16</mark>	2015/16	2015/16	
	Actual	Budget	Actual	Prior Yr	Budget	
	Shs'bn	Shs'bn	Shs'bn	%	%	
VAT-Local	1,273	1,680	1,544	21%	-8%	
Excise Duty - Local	691	830	737	7%	-11%	
Motor Vehicle Taxes	152	234	173	14%	-26%	
Departure Charges	44	52	57	28%	10%	
Treasury Voucher	6	8	1	-90%	-93%	
Stamp duty	9	11	10	20%	-3%	
Transfers to refund a/c	(408)	(441)	(469)	15%	6%	
OVERALL TOTAL	1,767	2,374	2,053	16%	-14%	

VAT & excise on local supplies: No growth in the "Big 8", but significant growth on others

VAT & Excise Duty on							Proport
Local Supplies		Total		Variance			ion
10 months to April	2014/15	2015/16	2015/16	2015/16	2015/16		2015/16
	Actual	Budget	Actual	Prior Yr	Budget		Actual
	Shs'bn	Shs'bn	Shs'bn	%	%		
Telecommunications	385	565	383	-1 %	-32%		17%
Beer	286	401	314	10%	-22%		14%
Cigarettes	150	211	155	3%	-27%		7%
Spirits & kony agi	126	169	118	-7%	-30%		5%
Electricity	116	205	93	-20%	-55%		4%
Soft Drinks	74	116	73	-2%	-37%		3%
Sugar	33	59	41	25%	-30%		2%
Cement	19	34	18	-9%	-47%		1%
Sub-Total (the "BIG 8")	1,192	1,759	1,195	0%	-32%		<mark>52%</mark>
Other	772	751	1,086	41%	45%		48%
Total before refunds	1,964	2,510	2,281	16%	-9%		100%
Transfers to refund a/c	-408	-441	-469				
Total after refunds	1,556	2,069	1,812	16%	-12%		

Collections on excisable products indicate a consumer wallet under pressure

VAT and Exci excisable pro	se Duty - traditional ducts		Total		Vari	ance
10 months to		2014/15		<mark>2015/16</mark>		2015/16
		Actual	Budget	Actual	Prior Yr	Budget
		Shs'bn	Shs'bn	Shs'bn	%	%
	Excise Duty (ad valorem)	210	256	205	-2%	-20%
Telecommun ications	Value Added Tax	175	309	178	1%	-42%
Ications	Total	385	565	383	-1%	<mark>-32%</mark>
	Excise Duty (specific)	169	201	188	11%	-7%
Beer	Value Added Tax	118	200	126	7%	-37%
	Total	286	401	314	10%	-22%
	Excise Duty (specific)	112	138	113	1%	-18%
Cigarettes	Value Added Tax	38	72	42	9%	-42%
	Total	150	211	155	3%	-27%
	Excise Duty (specific)	32	40	35	8%	-12%
Soft Drinks	Value Added Tax	42	76	38	-10%	-50%
	Total	74	116	73	-2%	-37%

Direct taxes: good growth, but huge cost of employment taxes is clear!

Direct Taxes and SDL		Total		Vari	ance
10 months to April	2014/15	2015/16	2015/16	2015/16	2015/16
	Actual	Budget	Actual	Prior Yr	Budget
	Shs'bn	Shs'bn	Shs'bn	%	%
PAYE	1,438	1,675	1,855	29%	11%
Skills & Dev . Lev y	177	204	214	21%	5%
Taxes on Employment	1,615	1,879	2,069	28%	10%
Less:					
Income Tax Refunds	(7)	(7)	(7)	106	-2%
Transfer to VETA & HESLB	(33)	(34)	0	0	-100%
	1,575	1,837	2,062		
Corporate Taxes	910	978	1,048	15%	7%
Individuals	81	115	110	37%	-4%
Rental Tax	54	62	69	27%	11%
Withholding Tax	488	584	550	13%	<mark>-6</mark> %
Other	25	37	42	69%	12%
Total - Direct & SDL	3,133	3,614	3,882	24%	7%

Budget 2016 PwC Note: employment taxes shown do not reflect 20% NSSF and 1% WCF as these are not collected by TRA

2016/17 tax revenue budget: 22% up on 2015/16 budget...and non-tax revenue up 142%......33% higher budget for domestic borrowing

	2016/2017	2015/2016	
	12 month	12 month	
	Budget	Budget	
	T ZS' bn	TZS' bn	Increase
Domestic Revenue:			
Tax Revenue - TRA	15,105	12,363	22%
Non Tax Revenue	2,693	1,113	142%
	17,798	13,476	32%
Local Government Authorities (LGA) own source	665	522	27%
Domestic Revenue + LGA	18,464	13,998	32%
General budget support	483	660	-27%
Foreign loans and grants (incl. MCA (T))	3,118	1,662	88%
Domestic borrowings	5,374	4,033	33%
Non-concessional borrowings	2,101	2,142	-2%
Total revenue	29,540	22,495	31%

<u>World Bank – Tanzania Economic Update, 8th edn</u> Extract from "Key Messages"

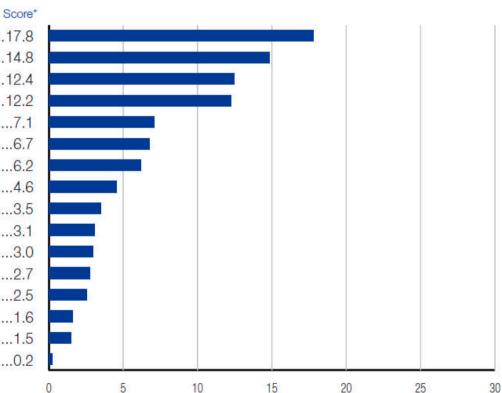
"The new administration is taking sweeping measures to improve tax collection; to contain public spending; and to curb corruption. However, measures to *improve tax collection should be* implemented in a business-friendly manner and accompanied by the measures to streamline multiple taxes and levies, particularly in the agricultural and tourism sectors." Budget 2016 June 2016 PwC 27

Doing Business Environment

World Economic Forum <u>Global Competitiveness Report 2015 / 2016</u> Tanzania ranking – 120 out of 140

The most problematic factors for doing business

Access to financing	
Corruption	14.8
Inadequate supply of infrastructure	
Tax rates	
Inefficient government bureaucracy	
Inflation	
Complexity of tax regulations	6.2
Inadequately educated workforce	
Poor work ethic in labor force	
Crime and theft	
Insufficient capacity to innovate	3.0
Policy instability	
Restrictive labor regulations	
Poor public health	
Foreign currency regulations	
Government instability/coups	



<u>World Bank - Doing Business Report 2016</u> Tanzania ranking – 139 out of 189 (2015: 140)

Figure 1.3 Rankings on *Doing Business* topics - Tanzania (Scale: Rank 189 center, Rank 1 outer edge)



Extract from Minister's speech on the Economy: "This situation is unsatisfactory.....it is necessary to add more strength in addressing the concerns of investment and business in the country, particularly ...to improve the tax system and policies so that they may be predictable.." Budget 2016 PwC

Tax overview

Payroll Taxes – an overview

			Taxes
TOTAL COST TO EMPLOYER		100.00	
Employer - social security contribution	10%	-8.62	8.62
Skills and Development Levy	5%	-4.31	4.31
Workers Compensation Fund	1%	-0.86	0.86
GROSS INCOME FOR EMPLOYEE		86.21	
Employee - social security contribution	10%	-8.62	8.62
		77.59	
PAYE (income tax)	30%	-23.28	23.28
NET INCOME FOR EMPLOYEE		<mark>54.31</mark>	
TOTAL TAXES			45.69

Note: example is for income taxed at top marginal rate of 30% which applies to monthly income in excess of TZS 720,000 (approximately USD 327).

Budget 2016 PwC

Import taxes - an overview (final consumer goods)

CIF value	100.0
Railway development levy (1.5%)	1.5
Destination Inspection Fees (0.6%)	0.6
Import duty	25.0
Subtotal	127.1
VAT (on subtotal)	22.9
Total	150.0
Total taxes and levies	49.98
In terms of CIF value	50%

...and this table

cumulative taxes

are even higher!

ignores excise

duty; where

excise duty

applies the

Telecoms taxes – an overview

	2011/12			2012/13			2013/14			2014/15		
Gross charge before tax		100.0			100.0			100.0			100.0	
Excise Duty	10.0%	10.0	10.0	<mark>12.0%</mark>	12.0	12.0	<mark>14.5%</mark>	14.5	14.5	17.0%	17.0	17.0
		110.0			112.0			114.5			117.0	
VAT	18.0%	19.8	19.8	18.0%	20.2	20.2	18.0%	20.6	20.6	18.0%	21.1	21.1
		129.8	29.8		132.2	32.2		135.1	35.1		138.1	38.1
Local tax - service levy	0.3%		0.3	0.3%		0.3	0.3%		0.3	0.3%		0.3
TCRA, UCAF (0.8%, 0.3%)	1.1%		1.1	1.1%		1.1	1.1%		1.1	1.1%		1.1
Total tax and levies on												
gross income			31.2			33.6			36.5			39.5

Consistent increases in recent Budgets in excise duty have pushed taxes on airtime to approximately 40%!

Paying Taxes Indicator

World Bank – Paying Taxes Indicator 2016

Paying Taxes Study

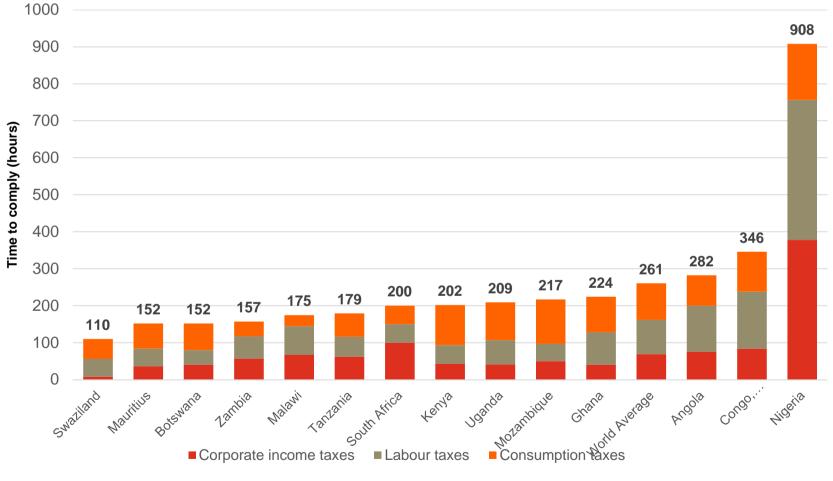
Study looks at small scale manufacturing enterprise, with overall *Paying Taxes indicator* derived from the following three factors:

- 1. Time to Comply (number of hours)
- Total Tax Rate (total taxes as % of commercial profit)
- 3. Tax Payments (number of payments)

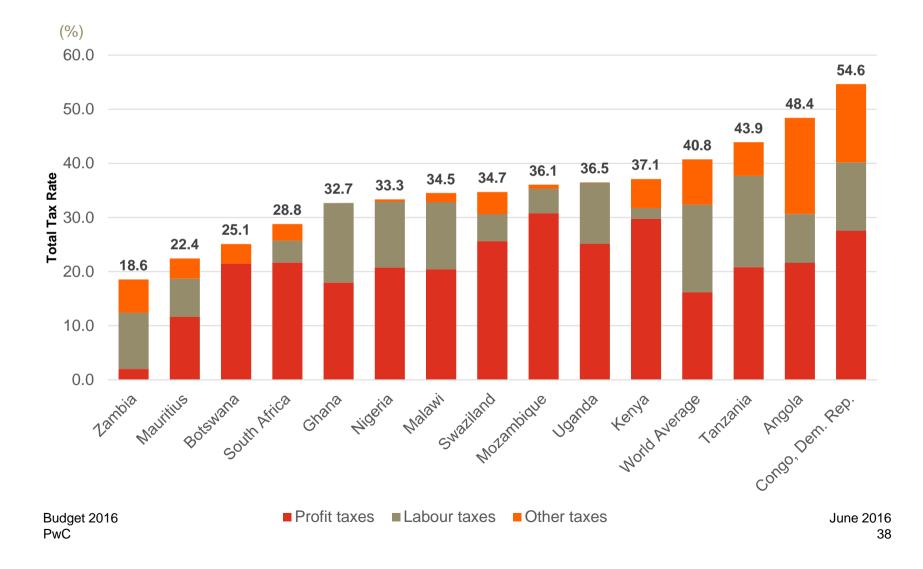
Paying Taxes 2016 – EAC comparison:

- 1. Rwanda (48)
- 2. Kenya (101)
- 3. Uganda (105)
- 4. Burundi (111)
- 5. Tanzania (150)

Time to comply Tanzania, selected African economies and the world average

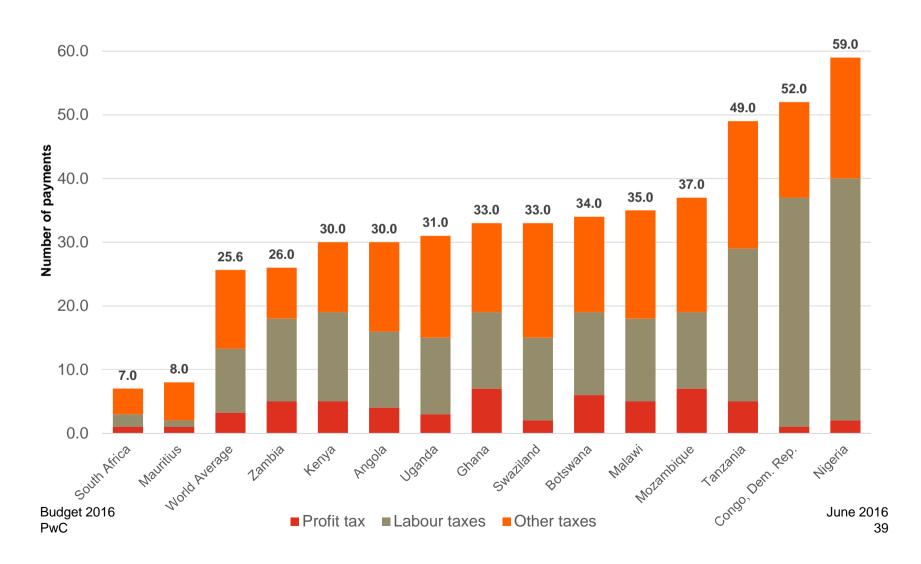


Total Tax Rate Tanzania, selected African economies and the world average



Number of payments

Tanzania, selected African economies and the world average



What are the factors driving Tanzania's poor Paying Taxes ranking?

- Time to comply
 - ➢ No electronic filing apart from VAT
 - > Too many taxes/levies that require filing
- Total Tax Rate
 - Employment Taxes
 - Service Levy
- Number of payments
 - As a result of multiplicity of taxes, number of payments are also high as well as to different authorities

Employment Taxes – Regional Comparison

Position as at June 2016 - before Budget changes

	Tanzania	Kenya	Uganda l	Rwanda			
<u>Taxes on employer</u>							
Social security - employer contribution	10%	6%	10%	5%			
Skills and Development Levy	5%	n/a	n/a	n/a			
Workers Compensation Fund	1%	n/a	n/a	n/a			
	16%	6%	10%	5%			
<u>Taxes on employee</u>							
Income Tax - top marginal rate	30%	30%	40%	30%			
Social security contribution - employee	10%	6%	5%	3%			
employee	<mark>40%</mark>	36%	45%	33%			
Total social security contribution	20%	12%	15%	8%			
Nb: Kenya social security payme	nts may in pr	actice be le	ess as they	are			
Budget 2016 <i>subject to a cap (i.e. stated maximum amount payable)</i> June 2016 PWC June 2016							

Tax changes

VAT

• VAT exemption removed on:

- ➤ Tourism services
- ➢ Fee based financial services (except for interest)

• VAT exemption introduced on:

- ≻ All unprocessed foodstuff, raw soya beans
- Vitamins and food supplements
- Water treatment chemicals
- > All types of bitumen (previously only HS Code 27.14 was exempt)
- Aviation insurance

VAT

• Zanzibar

- Supply of goods to Zanzibar will now be treated as zero-rated
- However imports from Zanzibar will now attract VAT on importation (assumption is that the Zanzibar VAT Act will be amended to zero rate the supply from Zanzibar to Mainland)
- Questions arises on treatment of services?
- Tanzania Investment Act and VAT
 - Review proposed of the Tanzania Investment Act to be consistent with the VAT Act to reduce exemptions which are not productive

Income Tax & SDL

- Tax rates
 - Individuals tax rate on lowest band reduced to 9% (from 11%)
 - No increase in thresholds (threshold for top rate (TZS 720k / month) last increased in 2008!)

• Exemptions removed

- Members of Parliament final gratuity
- Disposal of DSE listed shares

• Withholding Tax

- To apply to payments made to approved retirement funds
- Powers to Commissioner to determine rental income for purpose of withholding tax

• Skills & Development Levy (SDL)

• Reduction to 4.5%.....let's rejoice, Rome was not built in a day! Budget 2016 PwC June 2016

Fuel Taxes – in real terms a tax decrease!

					Revision	
	01/07/07	01/07/11	01/07/13	01/07/15	01/07/2016	Increase
	to	to	to	to		
	30/06/11	30/06/13	30/06/15	30/06/16		
	TZS / litre					
Excise - diesel	314	215	215	215	215	0
Excise - petrol	339	339	339	339	339	0
Road Toll	200	200	263	313	313	0
Petroleum Levy	0	0	50	100	100	0
Total taxes - diesel	514	415	528	628	628	0
Total taxes - petrol	539	539	652	752	752	0

Incomplete slide? No. Rather a missed opportunity for increased revenue collection. But consistent with past reluctance to annually index fuel taxes.

Budget 2016 PwC

Excise Duty

Alcohol, Tobacco, Soft Drinks:

• Generally increased by around 5% (inflationary adjustment)

Bottled water:

• No increase

Airtime:

• No decrease



Excise Duty

Money Transfer

• Withdrawal fees now also captured

Imported furniture

• Duty increased from 15% to 20%

Plastic bags

• Manufacture/Importation abolished of bags under 50 microns

Motor vehicle taxes

- Motor Vehicle Registration fee increase from TZS 150,000 to TZS 250,000 per motor vehicle and from TZS 45,000 to TZS 95,000 per motor cycle and tricycle; and
- **Personalized Registration Number fee -** increase from TZS 5,000,000 to TZS 10,000,000 every three years

Customs Duty – Tanzania – increase in rates

- **Cement** under HS Code 2523.29.00 25% to 35% for one year
- **Iron or non-alloy steel** which fall under HS Codes 7208.54.00, 7208.90.00, 7208.52.00 and 7208.53.00 0% to 10%
- **Bars and rods of iron and steel** under HS Codes: 7213.10.00, 7213.20.00, 7213.99.00, 7227.10.00, 7227.20.00, 7227.90.00, 7308.20.00, 7308.40.00 and 9406.00.90 10% to 25%
- Made up fishing nets under HS Code 5608.11.00 10% to 25%
- Oil and petrol filters under HS Code 8421.23.00 and intake air filters of HS Code 8421.31.00 10% to 25%
- Aluminium milk cans under HS Code 7612.90.90 10% to 25%

Customs Duty – Tanzania – increase in rates

- Specific duty rate on **worn clothes and shoes** US\$ 0.2 per kg to US\$ 0.4 per kg
- **Paper products** falling under various HS Codes 10% to 25% for one year
- Progressively on sugar and sugar confectionery from 10% as follows: 2016/17 15%, 2017/18 20% and 2018/19 25%
- Apply rate of 25% or charging specific duty rate of US\$ 200 per metric tons, whichever is higher, on **products of iron and steel** for one year on the following HS Codes 7212.40.00, 7215.10.00, 7215.50.00, 7215.90.00, 7216.61.00, 7216.69.00, 7216.91.00 and 7216.99.00

Customs Duty – Tanzania - Reduction to 0%

- Raw materials imported by manufacturers of:
 - Bolts & nuts classified under HS Codes 7228.30.00 and 7228.50.00 (instead of 10%)
 - Motor vehicle air filters. The type of raw material for manufacturing of the air filters will be gazetted in the East African Community Gazette
 - Aluminium cans (for HS Codes 7606.12.00 and 7606.92.00)
- **Splints**, being raw materials used in the manufacture of matches

Customs Duty – Tanzania - Stay

- Iron & steel products classified under HS Code 7308.10.00 and used in construction of bridges and bridge sections (0% instead of 25%)
- Automotive bolts and nuts classified under HS Code 7318.15.00 (10% instead of 25%)
- For one year on **wheat (wheat grain)** under HS Codes 1001.99.10 and 1001.99.90 (10% instead of 35%)
- For one year on **flat-rolled products of iron, steel or nonalloy steel, bars, rods, sections, angles, steel reinforcement bars and related products** - 25% or specific duty rate of US\$ 200 per metric tons
- 10% import duty rate instead of 0% for one year to manufacturers of **crude edible oil** under HS Code 1511.10.00

Customs Duty - EAC

Remission to:

- Manufacturers of inputs used in manufacture of deep cycle batteries
- For inputs or raw materials for use in the manufacture of solar equipment

Exemption on:

- Refrigeration equipment for human dead bodies
- Incinerator's equipment and materials used in hospitals to burn waste

Removal of exemption on:

• uniforms for hospital staff and blood collection tubes

Other matters

- **Property tax** Proposal for TRA to collect
- **Records** Effectively keep and up-date taxpayer register and maintain accurate taxpayers records and information
- Fees and levies imposed by Ministries, Regions and Independent Departments – "to amend in order to rationalise with the current economic development"
 - Many fees and levies charged by Tanzania Food and Drug Authority have been abolished
- **Legislative amendments** reference to proposal to "make minor amendments to various tax laws and other legislations with a view to simplifying revenue collection"
- **Armed Forces** abolish exemptions; compensate with allowance

For more information (including <u>tax</u> <u>data card</u> and <u>publications</u> / <u>newsletters</u>): go to <u>www.pwc.com/tz</u>

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