

EAST AFRICA

Tanzania

Equinor's long operator history with TPDC is the spine of the country's gas story. The Lindi/Mtwara appraisal programme is the most coherent pre-development opportunity in East Africa, with layered Nordic warm-intro paths.

SAGA'S POSITION

Saga does not maintain a permanent office or partner here. We work with operators, regulators and counterparties on a case-by-case basis, coordinated from our Cape Town office and supported by our partners' senior in-market relationships.

The country today

Tanzania has a population in the mid-60-millions and a stable shilling. Inflation is among East Africa's lowest. The Suluhu Hassan administration is pushing for Tanzania LNG FID. The energy minister has met operator executives to accelerate consortium alignment. This is not exploratory talk: Tanzania LNG is the highest-probability East African first-gas moment in the medium term. Equinor leads the consortium with Shell, ExxonMobil and a financial-partner syndicate. Equinor has been Block 2 operator since 2007, with substantial proved gas across the offshore rift basins. Norway is not a visitor to Tanzania's energy story; Norway is a co-author of it.

Energy — oil and gas

Tanzania holds substantial proved natural gas reserves in the Lindi and Mtwara offshore fields. No gas is being exported. Onshore Songosongo and Madimba feed domestic power plants; neither will scale. The transformation is Tanzania LNG, with FID and first gas on a multi-year forward path. The consortium plan envisages two LNG trains and a dedicated export terminal at one of the southern coastal sites.

Appraisal work is running now. Operators are drilling deviated wells to confirm pay thickness, lateral continuity and fluid contacts in thin Tertiary sand intervals. The geology is challenging: high water cut, heterogeneous pay, low pressure. This is the thesis.

The fiscal framework is stable. TPDC, the national oil company, holds equity in Block 2 and participates in Tanzania LNG licensing. The Petroleum Act requires meaningful skilled-labour localisation and mandates transparency. The Oil and Gas Regulatory Authority is the technical regulator. Government take at plateau is broadly aligned with regional norms; terms have been published and negotiated.

The brownfield-versus-frontier balance is frontier-weighted in opportunity but appraisal-mature in execution. Lindi and Mtwara are not producing fields; they are in appraisal phase. The drilling now is designed to reduce resource uncertainty before FID. This is precisely where multilateral wells in thin, water-cut pay demand advanced perforation design, coil-tubing stimulation and selective-zone isolations. Equinor and ExxonMobil are known buyers of foreign completion and well-testing technology. Equinor has a long technical relationship with TPDC, including substantial training and capacity-building activity over many years. This is institutional memory, not a transactional history.

The next 12 months are appraisal-critical. FID would lock in appraisal drilling budgets. Equinor will drive completion strategy.

Risks exist. FID could slip if consortium alignment on capex and financing fragments; operators are pressure-testing terms and the host government is pushing for higher take. Any delay compresses the appraisal schedule and shrinks the near-term pilot window. Financing is another variable: Western banks have been retreating from East African energy infrastructure, and the consortium may shift toward non-Western lending. That shift would reduce operator leverage to adopt Western technology and could push procurement toward alternative suppliers. Port and terminal-site decisions are still in motion.

The blue economy

Tanzania is a major inland-fishery producer through Lake Victoria, shared with Kenya and Uganda. Indian Ocean coastal fisheries add meaningful volume in small pelagics, tuna and demersal species. The Mafia Channel artisanal fishery is high-value for prawns, grouper, octopus and snappers. IUU is severe in Lake Victoria and the Mafia Channel; illegal dynamic fishing and night-time trawling deplete stocks. Exports are significant.

Aquaculture is early-stage with ambitious government targets. Freshwater operations run in inland lakes; marine aquaculture is nascent, with seaweed farming in Zanzibar and brackish-water tilapia along the coast. Feed supply and hatchery capacity are limiting factors. Norwegian fisheries-development cooperation is exploring tilapia hatchery partnerships in the Lake Victoria region.

Dar es Salaam is East Africa's largest container hub. Mtwara is earmarked as the LNG terminal and will see major infrastructure investment. Offshore wind potential exists along the southern coast, with international developers running resource assessments.

The intersection with Saga's mandate is direct. LNG terminal development at Mtwara or Lindi will require dredging, barge corridors and supply-chain coordination — overlapping with artisanal fisheries. Fisheries enforcement is a Norwegian co-fund play in the medium term. Port automation and offshore-wind scoping are longer-term. Aquaculture hatchery partnerships could be co-funded by Norwegian development cooperation, targeting tilapia production for inland food security.

The Norwegian–Tanzania corridor

Norway's embassy in Dar es Salaam opened in 1961. The bilateral relationship is fundamental. Equinor's Block 2 operations and Tanzania LNG consortium role make Norway the energy partner. Earlier oil-and-gas cooperation programmes wound down recently; fisheries cooperation remains active and substantial.

Equinor's presence is the spine of this relationship. The Dar es Salaam office is well established. Equinor-TPDC partnerships on training, scholarships and local content are the strongest Nordic energy footprint in East Africa. This is not PR; it is institutional.

For a Norwegian technology principal, the practical introduction pathways run through the operating relationships at Equinor's Dar es Salaam office, the operator's London-based upstream team and the Norwegian development-cooperation ecosystem. Equinor's history of working with smaller Norwegian technology vendors is a track-record advantage. The Suluhu Hassan administration is open to Nordic partnerships; political climate is favourable.

What Saga sees

This is one of Saga's highest-probability East African engagements. The near-term thesis is Tanzania LNG appraisal wells in thin, high-water-cut pay zones presenting a textbook tight-gas opportunity. FID in scope means appraisal drilling is greenlit and budgeted. Multilateral deviated wells, selective-zone stimulation and advanced diagnostics for heterogeneous reservoirs are core to well design. Equinor is the operator-lead with a long history of working with foreign technology vendors on Block 2.

The secondary play is TPDC capacity-building. Post-FID, TPDC will need accelerated training on appraisal and development well execution. Equinor will push for local technical oversight. A technical advisor role with TPDC or the operator office is plausible, co-funded through Norwegian government investment models.

Adjacent plays are strong. IUU detection and fisheries surveillance run through Norwegian fisheries-development co-funding. Aquaculture hatchery and smolt supply partnerships could move in parallel. Port automation at Mtwara and Dar, supporting LNG supply-chain efficiency and container-handling growth, is longer-term.

Risks are real but manageable. FID delay compresses the appraisal schedule. Financing headwinds could shift procurement toward alternative vendors. Port-infrastructure decisions could slow the appraisal-to-development transition. The fundamental thesis is sound: Equinor will drill, water cut will challenge, and multilateral completion strategy will be a procurement decision in the medium term.

How we work in Tanzania

Saga works in Tanzania through standing technical relationships at Equinor's Dar es Salaam office, TPDC's upstream team and the Norwegian fisheries-development ecosystem. We know the Ministry of Energy leadership, the Oil and Gas Regulatory Authority and the consultant and service-sector firms supporting Block 2 operations. We offer technical due diligence on appraisal well design, commercial market entry strategy, government and operator liaison, and on-the-ground project management during pilot phases. We are positioned as Norwegian advisors who understand both the operator's commercial pressures and the NOC's technical development needs. If you are representing a principal in multilateral completion design, well testing or fisheries surveillance, reach out before you make your first call to Dar es Salaam.

At a glance

- **Population:** ~63 million
- **Hydrocarbons:** Natural gas; substantial proved reserves; Tanzania LNG FID in scope
- **Principal NOC:** TPDC
- **Norwegian footprint:** Embassy Dar es Salaam · Equinor Block 2 operator (long-running presence) · long-standing fisheries-development cooperation · TPDC scholarship and capacity-building history
- **Saga focus areas:** Lindi/Mtwara appraisal-well completion strategy · Multilateral tight-gas stimulation · TPDC technical capacity-building · IUU detection and Lake Victoria fisheries surveillance · Aquaculture hatchery partnerships