

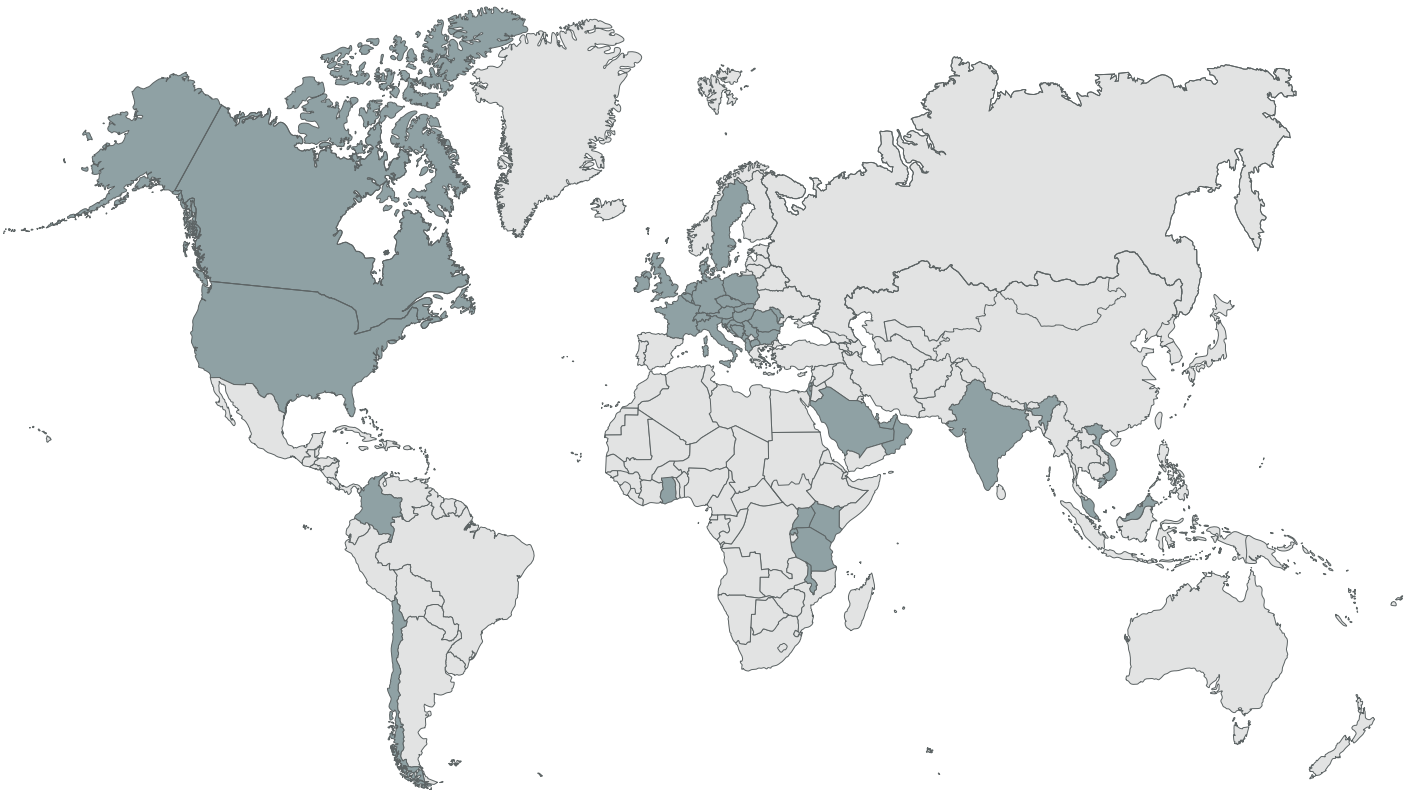
# 30 Years STRABAG in Tanzania



**STRABAG**  
WORK ON PROGRESS

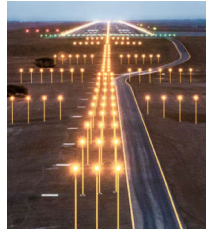
# STRABAG Group

Since many decades STRABAG International as part of STRABAG SE Group is worldwide active as Contractor to realize large construction projects.



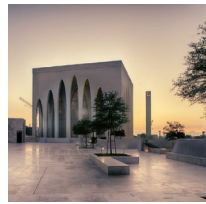
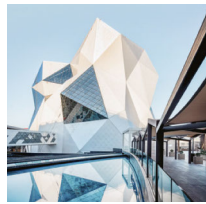
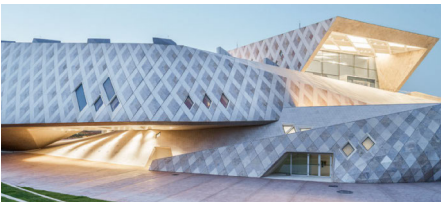
## STRABAG Group

- Founded 1835 in Austria
- Leading European Construction Company
- Employees around 79,000
- Output volume > € 17 billion
- >700 locations in more than 80 countries
- >11,000 projects annually executed
- Ranked 5th on ENR's 2022 Top 250 International Contractors



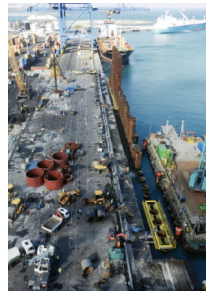
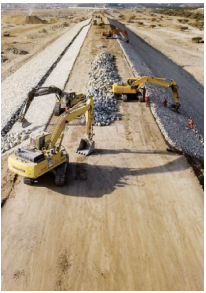
## Transportation Infrastructure

- Roads
- Airfields
- Railway



## Building Construction

- Turnkey Construction
- Industrial Facilities



## Civil Engineering

- Dams
- Water Pipelines
- Water Treatment Plants
- Microtunneling
- Hydroelectric Power Plants
- Harbour Facilities
- Mining Industry Support

# A highly innovative Group

## Research. Development. Innovation.

### Central Technical Division

Technological Competence. Technical Excellence.

- > 1,000 engineers at 30 locations.
- Group wide support for all technical and technological challenges.
- Application, administration, and research of patents for the entire STRABAG Group.

### STRABAG Innovation & Digitalization (SID)

Driving digitalization projects of the Group.

- > 200 employees.
- > 400 different innovation and digitalization projects.
- On the basis of BIM multi-dimensional data model, we ensure a high level of security in terms of cost, design and scheduling.

### Materials Technology Competence Center

Quality Assurance, Optimisation of Technical Processes and Occupational Safety.

- > 800 employees at 130 locations in around 20 countries.

### Machines, Equipment, Material, Logistics (BMTI)

Central service division for logistics and equipment: Coordinates and maintains an equipment portfolio with

- a value > € 4 billion
- e.g. 710 cranes, 1,680 wheel loaders, 3,300 rollers, > 1,200 trucks, > 20,000 cars for the benefit of all members of STRABAG Group.

# STRABAG meets Africa

Already in the 1950s, we started to look beyond national and European markets. This also included the African continent where the first contract has been signed in 1955 in Nigeria followed by more than 700 km of new roads and road expansions.

We did not limit ourselves only to one African country – for example in the early 1960s bituminous sealing for a dam project in Namibia has been applied.

With the start of German development aid, the engagement of the World Bank and the International Monetary Fund, our activities in Africa increased further. The major share of contracts was in the public sector such as for roads in Cameroon, Somalia, and Madagascar. Contracts awarded by private clients are also within our portfolio - such as road and railroad projects in Liberia.

Between 1964 and 1967, in Togo we constructed a railway line leading to the port of Lomé. Morocco provided us the chance to demonstrate our skills on the Ait Aadel dam project.

In the following years, numerous projects were added, we expanded towards East Africa for example in Kenya, where STRABAG was able to establish itself despite strong foreign competition.

Our success in Africa is based on engineering skills, execution knowhow, quality, and reliability, which convince the African customers. This had earned us an excellent reputation even beyond national borders.

[Our activities in Africa incl. project videos can be found here:](#)



This prestige is also due to the fact that the local population has a stake in our success. Talented local staff and labor have always been attracted, employed, and trained on the challenging construction sites. Furthermore, we can provide them prospects for working with other world-wide operating STRABAG entities. Consequently, we have already sent colleagues from Kenya in multiple countries in Africa, the Middle East and others. Following this development, we can offer our employees opportunities in leading roles and responsibilities within the STRABAG Group. This allows the employee to provide oneself and one's family with a good standard of living and also enables the next generation to have access to a qualified education. And we get loyal employees who often work for us for many years or partly decades.

## A success story for STRABAG and for Africa that began almost 70 years ago....





# STRABAG in Tanzania

Since the early 1960s, we have carried out the first construction projects in East Africa. In most cases, these were infrastructure projects financed by international development organizations, which were intended to create better transport routes in the countries and thus improve mobility, minimize travel times and the risk of accidents for the population.

In 1993, we have finalized the establishment of STRABAG as a local company in Tanzania. We managed to establish ourselves as a local Tanzanian contractor, executing township roads as well as multiple smaller road projects.

In addition to infrastructure projects we won also different project types such as the rehabilitation of the Ocean Road Hospital in Dar es Salaam, originally completed in 1897.

One flagship project certainly was the Bus Rapid Transit (BRT) project in Dar es Salaam. To save the rapidly growing metropolis of millions from over densely traffic, TANROADS implemented a sustainable transport concept, where buses are provided with their own lane and can thus drive past the daily traffic jams. We had the honor to execute the infrastructure part for Phase 1. As our clients expect from us, we delivered the BRT Phase 1 in time and high quality.

With these qualities, our STRABAG Tanzania branch stands in line with its sister branches like STRABAG Kenya (since 1968) or STRABAG Oman (since 1971).

# Interview with our Country Manager Tanzania



**Jean Pierre Baruko**  
Country Manager Tanzania  
jeanpierre.baruko@strabag.com  
+255 767 562 253

I joined STRABAG in 2007 when the company was looking for an experienced Quantity Surveyor in Rwanda. I was working very closely with the Senior Team, learned the STRABAG system on how things are done. What really inspired me was the non-compromising approach on quality that makes STRABAG different from many competitors. This is in my view the strong fundament that so many of STRABAGs projects are still recognizable as STRABAG projects decades after completion with low maintenance costs and still in good quality. The long-term value for money is amazing. This is what fascinated me in the beginning and still does till today.

So, when STRABAG asked me a few years later to move with them to Tanzania I didn't hesitate. I was mainly engaged in the Western Region. In that time and with the more projects I also grow more closer with a second stronghold of STRABAG – the TeamWork, the STRABAG family. We always had a multinational core Team of Experts that grew quickly together. Colleagues from 15 or more nations. I could grow my network across the STRABAG world as well as I got the opportunity to grow my expertise in different directions. When I started with STRABAG I knew nothing on Controlling and Finance. I got the chance of learning and later this became main part of my job.

But the core focus was always to employ locally, train and educate our employees. STRABAG always grew their employees – up the point where they could themselves lead and train others. This same way STRABAG provided me opportunities to grow from Quantity Surveyor to become now Country Manager for Tanzania.

Now I have the privilege and responsibility to represent STRABAG in Tanzania. I'm standing in the tradition of 30 years of STRABAG presence in Tanzania and I hold that high. But on the other hand, I believe that we can show the benefit in quality, long lasting construction. Tanzania is a strong country with exceptional perspective that we would be proud of to continue being part of. Today the world focused on Water – and STRABAG has a lot to offer in this perspective. Our STRABAG Water Technologies unit is renowned in their sector and building projects all over the world. Our Dam Division has long presence in East Africa with the first Dam built in Kenya in 1968. Or the Ndakaini Dam that STRABAG built in 1993 and that still is the main water source for Nairobi.

With an experienced contractor team, we are always focusing on the Client's needs, developing new and advanced technologies and provide cost-effective technical solutions. Being a large and experienced construction company with a well-established reputation, STRABAG can also attract, employ, and train talented local staff and labor. This is what we understand to be a major part of the country's development of sustainability.

But as a European Contractor that is presence in nearly all European Markets, we can also enable Financing for our clients. We are able to fulfil the requirements of many European Export Credit Agencies, enabling our clients to profit from the opportunity to participate on European Interest Rates and getting cost efficient financing conditions. We also have a network of Banks in this respect.

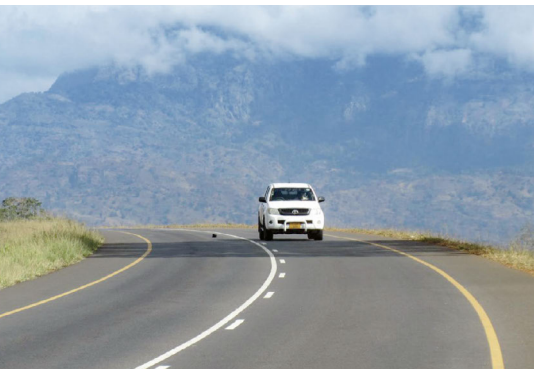
So, I'm sure there is lot to talk about and a lot STRABAG can offer to Tanzania. Let's talk about it!

# Selected Construction Projects in Tanzania



## Bus Rapid Transit Project (BRT), Package 1 in Dar es Salaam

- Construction of a 6-lane urban expressway in concrete and asphalt, 27 bus stops, 2 bus terminals, 3 pedestrian bridges, relocation and renewal of water supply system
- Executed for TANROADS
- 04/2012 – 11/2015
- TZS 479.3 billion



## Korogwe - Same Road Rehabilitation Lot 1, Section Korogwe - Mkumbara

- Rehabilitation works comprised the widening of alignment, construction of drainage facilities, reconstruction of existing pavement and Mombo bridge
- Executed for TANROADS
- 03/2012 – 10/2014
- TZS 121.7 billion

## Rehabilitation of Ocean Road Hospital in Dar es Salaam

- Structural improvement and restoration of old, historic building, electrical installation and external works
- Executed for Ministry of Health, TZ
- 1998 – 2001
- TZS 6.9 billion

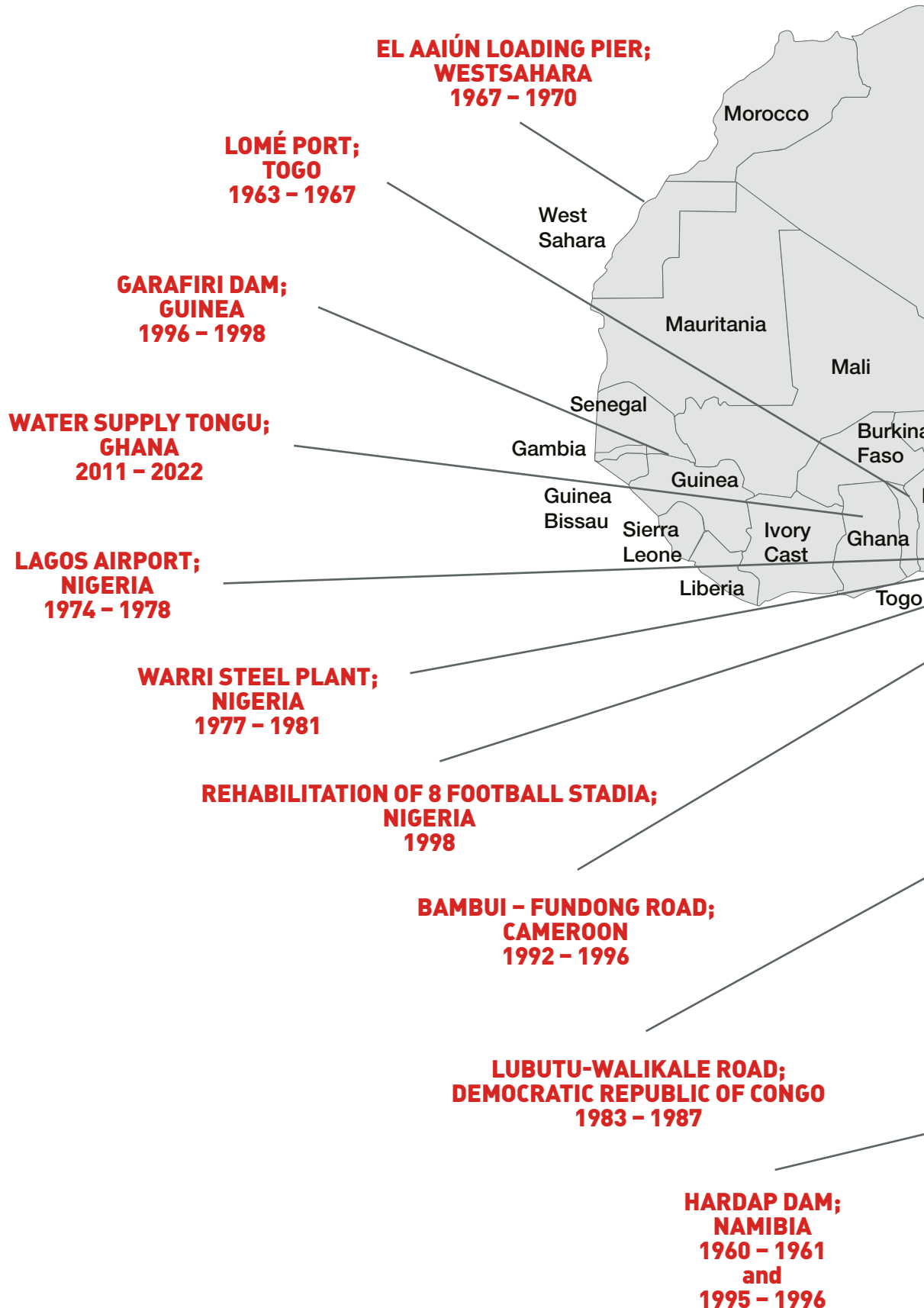


## New Bagamoyo Road in Dar es Salaam

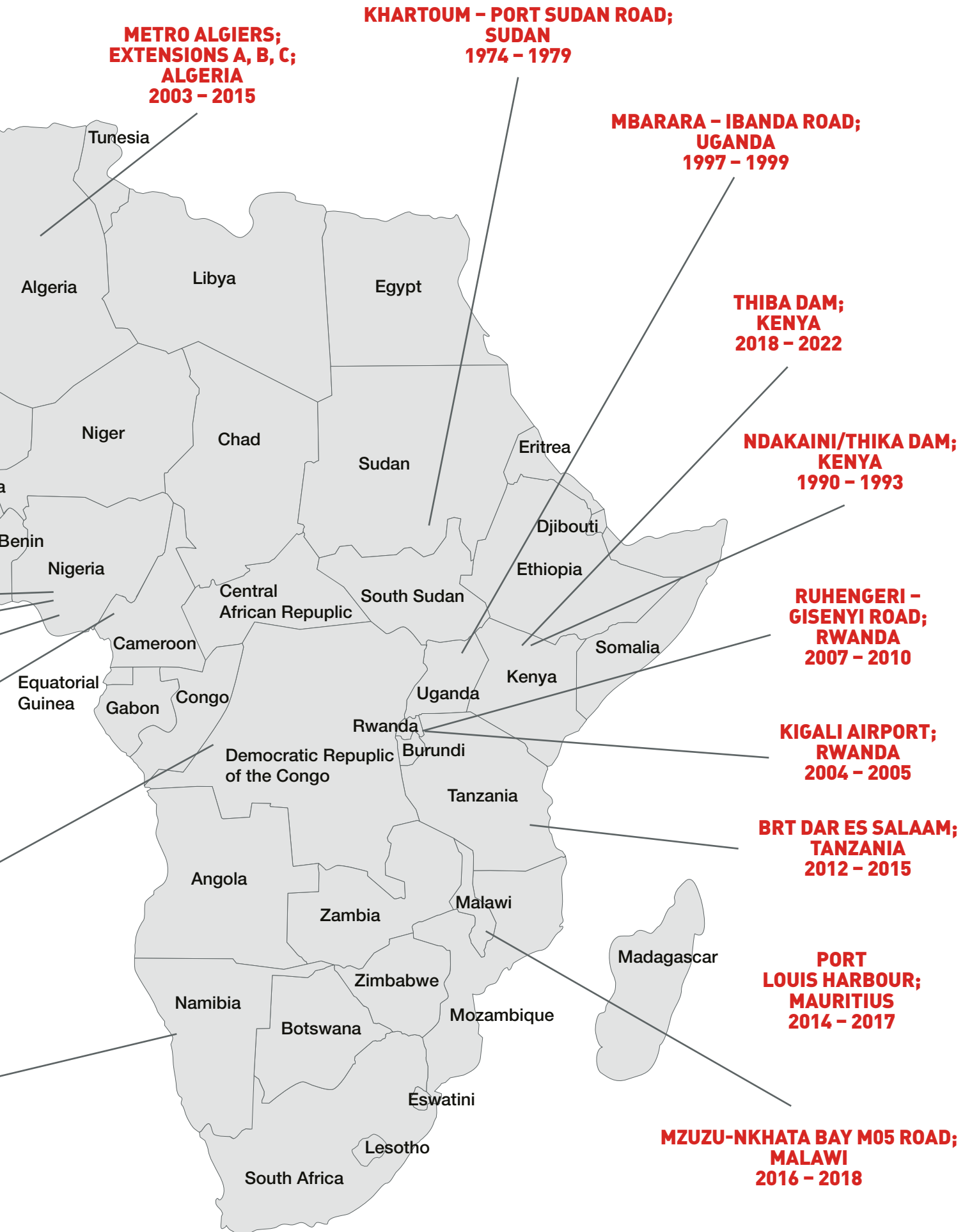
- Improvement and rehabilitation of 13.4 km urban roads incl. bridges
- Executed for Ministry of Works, TZ
- 01/1993 – 01/1995
- TZS 16.3 billion



# STRABAG's Flagship Projects in Africa – an Overview







# Flagship Project BRT Phase 1 in Dar es Salaam

## Project Data

- **Construction Period:**  
2012 – 2015
- **Contract Value:**  
TZS 479.3 billion
- **Construction equipment mobilization:**  
TZS 44.8 billion
- **Site team (during peak times):**  
more than 1.000 employees and workers from Tanzania plus other employees from East Africa and Europe

With the rapid development of Tanzania into a major economic powerhouse in the region, also the city of Dar es Salaam has grown significantly during the last decades. Today, Dar es Salaam is considered one of the fastest growing cities and a major port city on the Indian Ocean. It is expected that it will become a mega city with a population over 10 million by 2030.

With the rapidly growing population, the Government of Tanzania had started early to counteract the challenges coming with such development and started planning for a Bus Rapid Transit system.

For the first construction phase of this system, STRABAG won the infrastructure contract, Package 1, Lot 1 and 2 and commenced the construction works in February 2012. The projects, funded by the African Development Bank, World Bank and the Government of Tanzania has a total length of 21.1 km with dedicated bus lanes on three trunk routes with a total of 29 stations.

STRABAG took the challenges and, on the background of decades of experience in the region and proven expertise, professionally did the job and completed the first BRT Project in East Africa. As usual, we did so in time and by March 2015 the first BRT was ready to serve the population of Dar es Salaam.

## Special Challenges and Solutions

- **Short construction period:**  
efficient LEAN.Construction
- **Construction work under flowing traffic and crowded urban city center situation:**  
using of smart traffic management system developed by STRABAG, pavement works as well as work at intersections carried out at night
- **Tropical temperature combined with heavy road loads:**  
concrete road pavement for the busways instead of asphalt



**JOB DONE! IN TIME!**

**AFFORDABLE  
FOR USERS!**

**ENVIRONMENTALLY  
FRIENDLY!**

# Other Entities in Africa - STRABAG Water Technologies

STRABAG Water Technologies operates as a specialist in the field of water and wastewater treatment in various selected markets, of which Africa is the largest. Africa has always been a focus when developing water projects with local authorities, starting with the construction of 250 km water mains, drilled boreholes and water reservoirs in Ghana in 2000. Since then, STRABAG Water Technologies, has carried out further sustainable projects such as drinking water treatment plants and networks in the Volta Region in Ghana. These projects were executed as turnkey projects including the project financing. The current flagship project under construction in Ghana is a drinking water treatment plant in Sekondi-Takoradi with a capacity of 100,000 m<sup>3</sup> of drinking water per day.

STRABAG Water Technologies provides its African customers a comprehensive spectrum of expertise, incorporating specialists in various fields including process engineering, civil engineering, mechanical engineering, and electrical engineering. Additionally, we offer our knowledge in export, project financing, and operational management.



# Interview with our Business Unit Management



**Felix Brühl**

Technical Business Unit Manager  
Subsahara Africa  
felix.bruehl@strabag.com  
+49 172 427 3254



**Jens Althoff**

Commercial Manager of Business Unit  
Subsahara Africa and Business Unit Dams  
jens.althoff@strabag.com  
+49 173 314 5477

**Interviewer: Hi Felix, Hi Jens. Thanks for your time. First of all: You asked me to call you by your first name, why?**

**Jens:** Construction is a bit of a traditional business. But I have been working the last decade in the IT Sector where everyone is on a first name base. So, when returning to STRABAG I just continued this with all my colleagues in all countries.

**Felix:** We are with all our employees and colleagues on a first name base nowadays. Here in Kenya same as in Germany and our other locations. For us, this is part of being one STRABAG-Family worldwide.

**Interviewer: STRABAG is celebrating now 30 years STRABAG in Tanzania and 55 years in Kenya. So, you two are now standing in a long tradition. How long is your personal history with STRABAG?**

**Felix:** I joint STRABAG in 2003 on the Rehabilitation of Kigali Int. Airport Rwanda. Afterwards I participated and lead some major Road Projects in different countries in East Africa for nearly 16 years. In between I decided to do Project Management on a Car Test Track in Belgium. Since 2019 I am running the Business Unit Sub Sahara from South Africa and now Germany. I love it! STRABAG has so many attractive opportunities in regard to major projects, positions and locations, THX STRABAG!

**Jens:** I started 2007 with STRABAG. Directly after university and still in probation period I went to Rwanda on my first project "Ruhengeri - Gisenyi Road" as a commercial manager. I stayed at that time for 3 years in Rwanda and then afterwards in different positions in Germany. I returned in 2021 as Commercial Business Unit Manager for our Africa Business and recently also took responsibility of Dam Construction.

**Interviewer: What is your personal experience in Tanzania?**

**Felix:** I came for work to Tanzania in 2016 due to some technical challenges on one of our major projects. The first thing I recognized is that Tanzania has experienced Engineers on the client side, which are solution orientated. That was great. The working atmosphere with the client and partners was mostly fair and at eye level. This even encouraged me to stay longer and complete another major project. Tanzania is a good example of how large projects can be successfully implemented with less politics and disagreements. I look forward to continuing to work in the Tanzanian construction market.

**Jens:** Unfortunately, I missed out the majority of STRABAG activities in Tanzania. During that time, I was on a different assignment. During those days I visited Tanzania only on personal terms a couple of times. But with my family originating from the German costal site and as a diver I'm obviously highly attracted to the costal site and life in Dar es Salaam. But what really impressed me was the business opportunities and the high-profile local construction sector. I also felt a very warm welcome when introducing myself to our Tanzanian partners and clients. STRABAG's reputation as having delivered BRT Phase 1 in time and budget really stand out. I will certainly do my best to stand up to that high reputation STRABAG has in Tanzania.



**Interviewer: If you're looking at the long history STRABAG has in Tanzania. How do you think doing Business has changed?**

**Felix:** STRABAG made its first move to Tanzania 30 years ago. I think by that time business was vastly different. During this early time, STRABAG was able to bring new expertise to Tanzania in very many areas. And we are proud to have done so. Today, Tanzania is a prospering and lively market in Africa. Tanzania does not need our help anymore. Nowadays, we meet our partners, clients, and competitors in Tanzania on eye level as Jens already mentioned and as we do with our employees. We must promote ourselves and offer our experience. And I think we have a lot to offer.

**Jens:** But some things haven't changed. Our business still depends on people and knowledge. STRABAG always paid attention to that. Not only by employing as much as possible on the local market, but also by offering our employees training on the job and career options in STRABAG as well as outside. I know some colleagues from Tanzania and Kenya that are working with STRABAG in second or third generation. We encourage and challenge our employees and, if the chance is there, we send them as Expats to our partner divisions. Our senior staff has surely seen all East Africa, but we also send people to STRABAG in Middle East, the UK, or Northern Africa. As Felix mentioned earlier – for us this loyalty between us and our Team is the core to our success.

**Interviewer: And what does the future hold for STRABAG and Tanzania?**

**Felix:** In the past we focused often on the infrastructure and road sector in Tanzania. Obviously our proud is the award-winning BRT Phase 1 that we delivered reliable in the respective time frame and according to our high internal quality standards. Today we are moving to a much wider spectrum of services and will further expand that. STRABAG with its 79,000 employees has so much to offer as one of the biggest European contractors. And we as the Tanzanian Team can match the Group's Expertise with the demands of the Tanzanian market. We have been successful in Kenya with Dam Construction so far. But we are also closely working with the Water Technology Team and other group expert teams to develop opportunities to work in Tanzania. Our partner division in Chile for example is also working very successful and since decades for the mining industry.

**Jens:** Tanzania has been and will be one of STRABAG's core markets. We are proud to see how well Tanzania is developing! And we will do our best to match that development and try to keep the pace Tanzanians on their way for at least the next 30 years.

We have experienced Teams who has proved their ability to deliver punctual and to budget. As a German Company this forms part of our core values. Obviously, every company's performance is based on such core values. For us, besides the mentioned values as local partnership, high technical expertise, reliability those are clearly our strive for sustainability and innovation. But above all this is our visions. With our goal to become climate neutral by 2040 we are setting milestones for the whole branch. And while we are not there yet, we choose our Slogan as "Work on Progress" to make clear that all of us will "Hands on" work on this. Part of this progress is our focus on "People. Planet. Progress." for the next years. And in my view those group goals are a perfect fit for us in Tanzania as well. And values we have been living by already long time.



# Voices of our STRABAG family



The most thing I love about work of STRABAG is that they care about worker welfare and safety.

**Marietha Kagoma,**  
Senior Store Manager  
(from Tanzania-since 10 years with us)



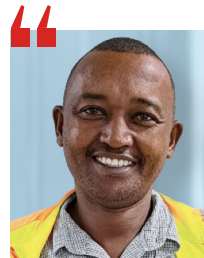
I am important – I feel it.

**Raymond Anthony,**  
Imports and Logistics Manager  
(from India-since 25 years with us)



STRABAG has thrived for many years because of job standards, transparency, zero corruption and the way STRABAG trains their staff.

**Twaha Kayondo,**  
Quarry/Crusher Supervisor  
(from Uganda-since 25 years with us)



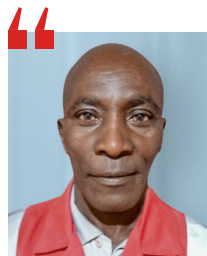
My favorite part of role is when I offer a solution to a problem and it becomes a success.

**Edward Kimani**  
Asphalt Plant Supervisor/Electrician  
(from Kenya-since 15 years with us)



Through STRABAG I increase my knowledge capacity and my lifestyle change in different ways. Thanks a lot.

**Jeremie Kahumba Maheshe**  
Concrete Head Foreman  
(from Congo-since 16 years with us)



I have never heard of a day in all the years I have worked for STRABAG when people were not paid their dues in time not even the day when the salaries were stolen by armed robbers.

**Peter Karanja,** Electrician Foreman  
(from Kenya-since 30 years with us)



My favorite part of my job is to negotiate for the best interest of STRABAG.

**Mustafa Noor**  
Purchasing Officer  
(from Rwanda-since 17 years with us)



I started as a cleaner, slowly the wife of the Project Manager taught me how to cook German food. Now I am a chef in the STRABAG kitchen!! "and I love it".

**Grace Katima**  
Chef of Kitchen  
(from Uganda-since 26 years with us)



My Father already worked with STRABAG. After school I also got my first job with STRABAG – and stayed and got promoted. I especially like the teamwork. This year my son started as a trainee with STRABAG. For us, STRABAG is kind of a family affair.

**James Okeng**  
Pavement Supervisor  
(from Uganda-since 25 years with us)



The experience was exciting with new challenges on every project in a different environment.

**James Obina**  
Civil Engineer  
(from Kenya-since 26 years with us)



Working as a plumber, there are a lot of risks involved but I am glad that STRABAG is very keen on safety at work and a good health and safety policy.

**Alex Ochieng**  
Foreman Plumbing  
(from Kenya-since 26 years with us)



My personal favorite moment is the annual get together party with full interaction of top management with both local and expatriate staff.

**Joseph Kalema**  
Senior Surveyor  
(from Uganda-since 26 years with us)



I hope STRABAG goes on to give us jobs until our retirement ages and also for some of our kids to graduate in engineering and join STRABAG as an employee.

**Harold Papy**  
Earthworks Supervisor  
(from Congo-since 25 years with us)

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