

Investment Opportunities in Tabora, Tanzania

MILLENNIUM CITIES INITIATIVE (MCI)

**INVESTMENT OPPORTUNITIES IN TABORA, TANZANIA:
BRIEF PROFILES OF LOCAL FIRMS LOOKING FOR
PARTNERS**

TABORA, TANZANIA

2013

Investment Opportunities in Tabora, Tanzania

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Investment Opportunities in Tabora, Tanzania

1. MILLENNIUM CITIES INITIATIVE (MCI)

The MCI, an urban counterpart to the Millennium Villages Project, is assisting selected mid-sized cities across Sub-Saharan Africa in their efforts to achieve the Millennium Development Goals. The Initiative is focused on the capitals of the regions where the Millennium Villages Project is enabling farmers to transition from subsistence farming to commercial agricultural and non-agricultural activities, with the help of an integrated package of interventions in agriculture, health, education and enterprise development. The MCI was established to complement this work by strengthening the farm-to-market linkages between the countryside and these secondary cities. By concentrating on policy analysis impacting foreign direct investment (FDI), the MCI aims to engender a climate in which foreign investment can thrive, thereby creating employment, stimulating domestic enterprise development, and fostering economic growth. In addition, the MCI is helping the Millennium Cities to carry out needs assessments in a wide array of social sectors, the data from which will enable the Millennium Cities to generate integrated City Development Strategies that are explicitly predicated on achieving the MDGs.

Overall, the Initiative will demonstrate, through its research and policy analysis that more FDI can be attracted to regional urban centres in sub-Saharan Africa, with the resulting beneficial employment and economic growth effects. The urban development strategies produced by and for the Millennium Cities themselves will apprise national governments and their donors of each city's priorities and chart a path toward their realization. These Cities Development Strategies, as well as an MCI Handbook chronicling the project's processes [What are these?] and best practices, will serve as templates for the replication and scaling of the Initiative to other similarly underserved urban settings across sub-Saharan Africa and beyond.

Investment Opportunities in Tabora, Tanzania

2. INTRODUCTION TO TABORA

Tabora city is a regional hub in western Tanzania located on the crossroads of the main railway lines connecting Dar es Salaam on the coast with Lake Tanganyika and Lake Victoria in the interior. It has an airport that is being upgraded and daily flights to Dar es Salaam and Kigoma are expected to start by March 2013. Its location and rapidly improving road infrastructure make Tabora a good place for reaching markets in western Tanzania as well as adjacent parts of D.R. Congo, Zambia, Burundi and Rwanda. The potential market in Western Tanzania alone is around 15 million consumers.

Tabora is an important transportation, industrial, commercial and educational hub for western Tanzania. It was established (under the name of Kazehe) as a stop on the slave trade route in the 1850s but gained real importance during the German colonial rule (1880s-1919) when it was one of the major administrative centres of German East Africa. During that time, the railway connecting Tabora with the coast at Dar es Salaam and lakes Tanganyika and Victoria in the interior was built and foundations of industry were laid. Current industrial activities include a railway workshop, wood processing, furniture manufacturing, rice processing, edible oil processing, a soft drinks distribution centre, an industrial dairy, and a large textiles plant.

Tabora is also an important educational hub, as it has three universities and 23 secondary schools, some of which are of national importance. (The first secondary boarding school in Tanzania was established in Tabora in 1940). The population of Tabora has been growing fast, going from 180,000 inhabitants in 2002 to the currently estimated 362,400. Over half the population is classified as young.

The advantages of investing in Tabora include:

- a climate suitable for both tourism and agriculture,
- a safe environment with little crime,
- an inexpensive and trainable workforce,
- a source of skilled labour in the local educational institutions, and
- rapidly improving transport links with Dar es Salaam on the east coast and with Kigoma and Mwanza on the western and northern borders.

3. POSSIBLE INVESTMENT OPPORTUNITIES

Opportunities for investment in Tabora and the surrounding area are mainly to be found in agriculture and agro-processing (in particular, processing honey, edible oil and dairy) and tourism (in particular, hospitality and related services). There may also be possibilities in some other fields, such as bio-fuels, mining, timber processing, cotton processing and other light manufacturing.

Investment Opportunities in Tabora, Tanzania

4. MCI CONTACTS FOR TABORA

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Investment Opportunities in Tabora, Tanzania

5. BRIEF INVESTMENT PROFILES

5.1. ASALI CAMP LTD

COMPANY INFORMATION

Name of company:

Asali Camp Ltd

National investor:

The firm was established in 2002 under business registration number 295064 for the purpose of buying honey from beekeepers and processing and selling it in Mwanza and Dar es Salaam.

Current markets:

Local markets in Tabora, Mwanza and Dar es Salaam. Export markets in Kenya and Rwanda.

Competitors:

Few competitors within the region except for Honey Care Ltd and Tabora Pure Honey.

Company strengths:

The company owns land, buildings and a bee farm.

Access to natural resources:

The company has a permit to collect honey within forest reserves. But it also buys and collects honey from other beekeepers.

Exports:

The demand for honey from Tabora is high in export markets, especially European Union, Oman, Japan and South Africa.

Managerial expertise:

Experienced management team

Marketing:

Basically, a captive market within the city and surrounding districts.

Total employees:

6 full time

Current products / services

Processed honey and beeswax

**Annual turnover for the last three years
(in thousand USD):**

	2009	2010	2011
Total sales:	100	113	115
Domestic market:	85%	75%	67%
Export:	15%	25%	33%

Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

Modernization of existing processing plant / line of business and educating farmers about the advantages of beekeeping.

Purpose of the project:

Asali Camp Ltd is facing problems with honey supply. The company plans to build capacity of beekeepers by creating awareness of honey production in the rural population, which can increase income and reduce poverty. Meanwhile, the company plans to set up a modern processing plant in a newly acquired plot of 3,000 sq m in Tabora city in order to meet a high standard of honey. For this, Asali Camp seeks business partner in form of joint venture.

The company is seeking:

1. Assistance in modernizing existing plant in order to process 30–50 tons of honey per day.
2. Training of employees and new beekeepers to improve quality and quantity of honey and beeswax.
3. Purchase of equipment for processing and packaging.

Rationale behind the project:

Access to markets or market niche

Asali Camp Ltd experiences high demand for its products locally and nationally, as well as in countries such as Oman, Rwanda, and Kenya. It is therefore seeking investment, e.g., through a joint venture, to promote apiculture in the Tabora Region and help modernize the plant to increase supply. This will help the company process more honey and meet the excess demand.

Form of collaboration sought:

Joint-venture (equity)

The promoter of Asali Camp Ltd, Mr. Mmeta Kaombwe Said is looking for investors to assist in setting up a modern processing plant in Tabora and help promote apiculture in the region.

Contact information:

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5.2. ATHWAL'S TRANSPORT AND TIMBER LTD

COMPANY INFORMATION

Name of company:

Athwal's Transport and Timber Ltd

National investor:

Athwal's Transport and Timber Ltd, registered under business registration number 59724, deals in hospitality services, long distance transport services and timber processing and supply of timber nationwide. At the moment the company processes timber, provides transport services, and has built an apartment building for use as a hotel. In the near future, the company plans to establish a three-star hotel in a newly acquired plot of 10,000 sq m of land along the airport road in Tabora.

Current markets:

Local markets within the region and across the country.

Total employees:

200 full time

Competitors:

Few competitors in hospitality within the region, except the Orion Hotel.

Annual turnover for the last three years (in thousand USD):

	2009	2010	2011
Total sales:	1,133	1,133	1,666
Domestic market:	100%	100%	100%
Export:	0%	0%	0%

Company strengths:

Land, buildings, trucks and machinery.

Managerial expertise:

Well-educated and experienced management team.

Current products / services:

Hospitality services, long distance transport services and timber processing

Marketing:

Basically, a captive market in the city.

Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

Expansion of existing hotel/ line of business.

Purpose of the project:

The company is planning to expand five existing hotel buildings into a three-star hotel thereby building the largest hotel in Tabora. The company is looking for USD 1.3 million to expand existing hotel to three stars in a newly acquired plot of 10,000 sq m of land along the airport road in Tabora.

The company is seeking:

1. Assistance in converting from existing hotel apartment to three-star status.
2. Training of manpower to bring service delivery in the hotel up to international standards.
3. Purchase of equipment suitable for three-star hotels.

Rationale behind the project:

Favorable location

The demand for hotel rooms in Tabora is very high as it is the capital city of the Tabora Region. There is no international standard hotel in the city.



Form of collaboration sought:

Joint-venture (equity)

The total project cost is USD 1.3 million. The promoter, Mr. Amritpal S. Athwal, is contributing about 40%. He is looking for an investor who can contribute the balance in equity and loan.

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5.3. FARIDA ABDALLAH ABDUL ENTERPRISES

COMPANY INFORMATION

Name of company:

Farida Abdallah Abdul Enterprises Ltd

National investor:

Tabora Pure Honey (TPH) is one of two local companies controlled by Farida Abdallah Abdul Enterprises, the other being Tabora Oil Mills. Farida Enterprises is a family business owned by Mukesh and Farida Patel. Tabora Pure Honey processes and sells honey, while Tabora Oil Mills processes and sells sunflower oil. The former has been in business for ten years and the latter for five. TPH produces approximately 80 tonnes of honey per annum. It sells bottled honey both in Tabora and in Dar es Salaam, where the company has its own shop. The company also sells bulk honey in Dar es Salaam and Nairobi to honey exporters. The honey comes from both regular and stingless bees.

Current markets:

Local markets in Tabora, Mwanza and Dar es Salaam. Oman and South Africa for export.

Competitors:

Few competitors within the region except for Honey Care Ltd and Asali Camp Ltd.

Company strengths:

The company owns land, buildings and a bee farm.

Access to natural resources:

The company has a permit to collect honey within forest reserves. It also buys and collects honey from other beekeepers.

Annual turnover for the last three years (in thousand USD):			
	2009	2010	2011
Total sales:	10	19	25
Domestic market:	90%	85%	80%
Export:	10%	15%	20%

Exports:

The demand for honey from Tabora is high in export markets, especially European Union, Oman, Japan and South Africa.

Managerial expertise:

Experienced management team

Marketing:

Basically, a captive market within the city and surrounding districts.

Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

Modernization of existing processing plant / line of business and educating farmers about the advantages of beekeeping.

Purpose of the project:

Tabora Pure Honey is facing problems with honey supply. The company plans to build capacity of beekeepers by creating awareness of honey production in the rural population, which can increase income and reduce poverty. Meanwhile, the company plans to set up a modern processing plant in order to meet a high standard of honey. For this, Tabora Pure Honey seeks business partner in the form of joint venture.

The company is seeking:

1. Assistance in modernizing existing plant in order to process 10–20 tons of honey per day.
2. Training of employees and new beekeepers to improve quality and quantity of honey and beeswax.
3. Purchase of equipment for processing, branding and packaging.

Rationale behind the project:

Access to markets or market niche

Tabora Pure Honey experiences demand for its products locally and nationally, as well as in countries such as Oman, India, and South Africa. Tabora Pure Honey is seeking investment, e.g., through a joint venture, to promote apiculture in the Tabora Region and help modernize the plant to increase supply. This will help the company process more honey and meet the excess demand.

Form of collaboration sought:

Joint-venture (equity)

Tabora Pure Honey has many projects in Tabora. The company is looking for investors to assist in setting up a modern processing plant in Tabora and help promote apiculture in the region.

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5.4. FRADO BUSINESS CARE LTD

COMPANY INFORMATION

Name of company:

Frado Business Care Ltd

National investor:

The Frankman Palace Hotel is a local company under Frado Business Care Ltd; it's a new hotel in Tabora that opened its doors in 2010. Frank Mmasi, the hotel's owner and managing director, was convinced that there was unmet demand for a hotel that could cater to both international visitors and Tanzanians with expectations close to those of international visitors. The success of his venture over the past two years has shown his conviction to have been well-grounded.

Current markets:

The main customers are business people from Dar es Salaam and from neighbouring countries, employees of international NGOs, and officials of both domestic and foreign governments.

Competitors:

Few competitors in the region except for the Orion Hotel.

Company strengths:

Lands and existing hotel buildings.

Managerial expertise:

Lack of experienced management team.

Marketing:

Basically, a captive market in the city.

Annual turnover for the last two years (in thousand USD):		
	2010	2011
Total sales:	300	350
Domestic market:	100%	100%
Export:	0%	0%

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1/ line of business

Purpose of the project:

The company is planning to expand existing hotel from 20 rooms to 70 rooms. It needs USD 1.1 million to upgrade existing hotel to international standard in an adjacent plot.

The company is seeking:

1. Assistance in upgrading from 20 rooms to 70 rooms.
2. Training employees to raise service delivery up to international standards.
3. Purchase of equipment suitable for an international hotel.

Rationale behind the project:

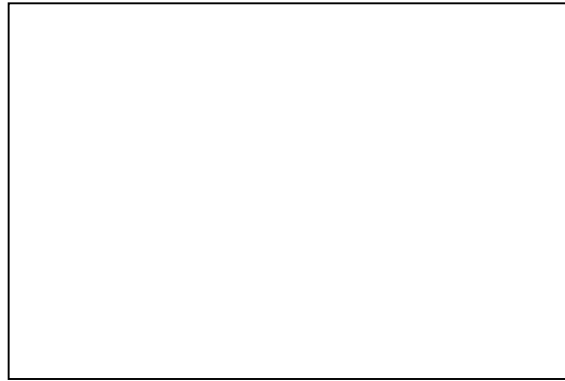
Favorable location

The demand for hotel rooms in Tabora is very high as it is the capital city of Tabora Region. There is no international standard hotel in the city and most of the time the hotel is fully booked.

Form of collaboration sought:

Joint-venture (equity)

The total project cost is USD 1.1 million. The promoter, Mr. Frank Obeid Mmasi, will contribute about 40% of the proposed cost. He needs a partner who can contribute the balance in equity and loan.



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5.5. GREENWAY GENERAL TRADERS

COMPANY INFORMATION

Name of company:

Greenway General Traders

National investor:

The company was established by Mr. Joseph Makwaya, managing director. The company deals mainly in agro-processing (i.e., rice milling and sunflower processing).

Current markets:

The main market is composed of institutions such as schools, NGOs and individuals in Tabora.

Competitors:

Few competitors within the region. But there are imports from Dar es Salaam.

Annual turnover for the last two years (in thousand USD):		
	2010	2011
Total sales:	5	10
Domestic market:	100%	100%
Export:	0%	0%

Company strengths:

The company owns land, buildings and machines.

Managerial expertise:

Experienced management team.

Marketing:

Basically, a captive market within the city and surrounding districts.

Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

Modernization of existing processing plant / line of business.

Purpose of the project:

Greenway General Traders is facing problems of supply. The company plans to set up new processing machinery in order to produce high-quality processed maize and rice and to promote maize and rice cultivation in Tabora. For this, Greenway Trading Company seeks support from similar companies in the form of joint venture.

The company is seeking:

1. Assistance in modernizing existing plant to acceptable standards in order to process 30–80 tons of maize and rice per day.
2. Training of employees and farmers to improve quality and quantity of maize flour and rice.
3. Equipment suitable for processing, branding and packaging of maize flour and rice.

Rationale behind the project:

Access to markets or market niche

Greenway General Traders has enough market for its products. The company needs support from an NGO or a joint venture to promote maize and rice cultivation in the Tabora Region and set up a modern processing plant. This will help the company process more products and meet excess demand.

Form of collaboration sought:

Joint-venture (equity)

Greenway General Traders is looking for investors to assist in setting up a modern processing plant in Tabora and create awareness among farmers about how to produce high-quality crops.

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5.6. JB ELECTRONIC AND GENERAL TRADERS COMPANY LTD

COMPANY INFORMATION

Name of company:

JB Electronic and General Traders Company Ltd

National investor:

The company was established by James Bigirwa, the managing director. The firm started in 2008 as a seller of office furniture and domestic appliances. It is now proposing to expand into hospitality. The company will also continue to sell furniture, electronic appliances and service computers.

Current markets:

The main customers will be business people from neighbouring regions, employees of international NGOs, and government officials.

Competitors:

Few competitors within the region.

Company strengths:

The company owns land and buildings.

Managerial expertise:

The company will employ experienced staff in hotel management to implement this project

Marketing:

Basically, a captive market within the city and surrounding districts.

Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

Construction of modern hotel.

Purpose of the project:

Within the city there is a shortage of modern hotels. For this reason, the company is requesting support for the construction of a modern hotel.

The company is seeking:

1. Assistance in construction of modern hotel.
2. Training employees to raise service delivery up to international standards.
3. Purchase of equipment suitable for an international hotel.

Rationale behind the project:

Favorable location

The demand for hotel rooms in Tabora is very high as it is the capital city of Tabora Region.

Form of collaboration sought:

Joint-venture (equity)

The total project cost is USD 800,000. The promoter, Mr. James Bigirwa, will contribute about 30% of the proposed cost. He is looking for an investor who can contribute the balance in equity and loan.



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5.7. KAZIMA OIL MILL LTD

COMPANY INFORMATION

Name of company:

Kazima Oil Mill Ltd

National investor:

Kazima Oil Mill was set up in 2008 by Ramadhan Kalingonji, a retired civil servant. The company owns a 20-acre farm near Tabora where it grows sunflowers. The farm generally yields 70 to 80 bags of 60 kg each or about 4,000–5,000 kg of sunflower seeds. In addition, Kazima buys sunflower seeds from other farmers for processing.

Current markets:

Local markets in Tabora.

Competitors:

Few competitors within the region except for small-scale processing industries.

Company strengths:

The company owns land, buildings and machines.

Managerial expertise:

Lack of experienced management team.

Marketing:

Basically, a captive market within the city and surrounding districts.

Annual turnover for the last three years (in thousand USD):

	2009	2010	2011
Total sales:	14	16	20
Domestic market:	100%	100%	100%
Export:	10%	15%	20%



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PROPOSED PROJECT

Project type:

Modernization of existing processing plant / line of business.

Purpose of the project:

Kazima Oil Mills is facing problems of supply of sunflower seeds. The company plans to increase supply by creating awareness in the rural population of sunflowers as an alternative cash crop, thereby increasing income and reducing poverty. Meanwhile, the company plans to set up a modern processing plant in order to meet higher standards for processed oil. For this, Kazima Oil Mill seeks support from civil society groups, NGOs and companies.

The company is seeking:

1. Assistance in modernizing existing plant in order to process 50-100 tons of sunflower seeds per day.
2. Training of employees and farmers to improve quality and quantity of sunflower seeds.
3. Purchase of equipment suitable for processing, branding and packaging sunflower oil.



Rationale behind the project:

Access to markets or market niche

Kazima Oil Mill has a large enough market for its products. The company needs support from an NGO or a joint venture to promote sunflower cultivation in the Tabora Region to increase the supply of seeds and to establish a modern processing plant. This will help the company process more oil and fill excess demand.

Form of collaboration sought:

Joint-venture (equity)

Kazima Oil Mill has many projects in Tabora. The company is looking for investors to assist in setting up a modern processing plant in Tabora and to promote sunflower cultivation.

Contact information:

Ramadhan Kalingonji
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Tabora, Tanzania
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it products/employees:

; machines, hullers, ox-carts, brick-
machines, hand-driven water pumps,
fruit processing machines and tools

Investment Opportunities in Tabora, Tanzania

ity utilization: 5.8.

KUJA NA KUSHOKA TOOLS MANUFACTURING GROUP

due to lack of capital
tools

COMPANY

COMPANY INFORMATION

Name of company:

Kuja na Kushoka Tools Manufacturing Group Company

National investor:

Kuja na Kushoka is a small-scale industry based in Tabora. The firm manufactures agro-construction tools and equipment such as milling machines, hullers, oxen carts, brick-laying machines, hand-driven water pumps, and oil and fruit processing machines and tools. The firm needs adequate working capital and technology to meet increasing demands from rural farmers and to improve the operating environment.

Current markets:

Local markets in Tabora for individuals.

Competitors:

Few competitors within the region;
imported tools from China.

Company strengths:

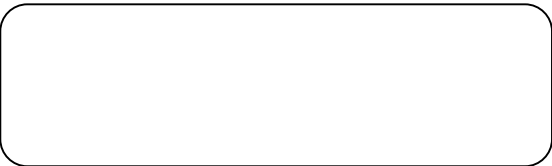
The company owns land, buildings and machines.

Managerial expertise:

Lack of experienced management team.

Marketing:

Basically, a captive market within the city and surrounding districts.



Annual turnover for the last three years (in thousand USD):			
	2009	2010	2011
Total sales:	10	12	15
Domestic market:	100%	100%	100%
Export:	10%	15%	20%



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PROPOSED PROJECT

Project type:

Modernization of existing processing plant / line of business.

Purpose of the project:

Kuja na Kushoka Tools Manufacturing Group Company is facing a lack of capital to set up a modern processing plant in order to meet a high standard of manufactured tools in the Kiloleni Industrial area in Tabora. For this, Kuja na Kushoka seeks business partner in the form of joint venture.

The company is seeking:

1. Assistance in modernizing existing plant to acceptable standards in order to manufacture modern multipurpose agro-based machines, mills and hullers, water pumps and oil processing machines.
2. Training of employees to design quality tools.
3. Purchase of equipment suitable for designing and manufacturing modern agro-proceeding tools.

Rationale behind the project:

Access to markets or market niche

Kuja na Kushoka Tools Manufacturing Group Company has high demands for its products. The company needs support in the form of a joint venture to set up a modern processing plant and fill excess demand for agro-based tools in the Tabora Region.

Form of collaboration sought:

Joint-venture (equity)

Kuja na Kushoka Company is looking for investors to assist in setting up a modern tools manufacturing plant in Tabora. The total project cost is USD 700,000. The promoter, Mr. Leonard G. Kushoka, is contributing about 20%. He is looking for an investor who can contribute the balance in equity and loan.

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urrent production: 14 full time

maize flour and processed rice

capacity utilization: 100%

100%, due to lack of capital to buy more maize and rice

Investment Opportunities in Tabora, Tanzania

5.9. MASS TRADING COMPANY LTD

COMPANY INFORMATION

Name of company:

Mass Trading Company Ltd

National investor:

Mass Trading Company is privately owned by Mr. William Masubi, managing director. The firm began by trading in maize and then ventured into food-processing. At the moment the company produces maize flour and processed rice.

Current markets:

Local market in Tabora composed of individuals, schools and NGOs.

Competitors:

Few competitors within the region. But there are imports from Dar es Salaam.

Company strengths:

The company owns land, buildings and machines.

Managerial expertise:

Experienced management team.

Marketing:

Basically, a captive market within the city and surrounding districts.

Annual turnover for the last three years (in thousand USD):

	2009	2010	2011
Total sales:	120	120	200
Domestic market:	100%	100%	100%
Export:	10%	15%	20%



Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

Modernization of existing processing plant and promoting cultivation of maize and rice

Purpose of the project:

Mass Trading Company is facing problems in the supply chain. The company plans to promote rice and maize cultivation in the region and plans to set up a modern processing plant in order to meet higher standards of processed maize and rice. For this, Mass Trading Company seeks business partner in form of joint venture.

The company is seeking:

1. Assistance in modernizing existing plant in order to process 50–100 tons of maize and rice per day.
2. Training of employees and farmers to improve quality and quantity of maize flour and rice.
3. Purchase of equipment suitable for processing, branding and packaging maize flour and rice.

Rationale behind the project:

Access to markets or market niche

Mass Trading Company has enough market for its products. The company needs business partner in the form of joint venture to promote maize and rice cultivation in the Tabora Region to increase supply. This will help the company process more products and meet excess demand.

Form of collaboration sought:

Joint-venture (equity)

Mass Trading Company is looking for investors to assist in promoting rice and maize cultivation and in setting up a modern processing plant in Tabora in order to improve quality of production and meet excess demand.

Contact information:

William Masubi
P.O. Box 220
Tabora, Tanzania
Email: masstradingcoltd@gmail.com
Mobile: +255 026 2604883

Current products/services:

Processed milk and milk products such as cheese and ghee (semi-fluid clarified butter)

Total employees:

12 full time

Investment Opportunities in Tabora, Tanzania

5.10. NEW TABORA DAIRIES

COMPANY INFORMATION

Name of company:

New Tabora Dairies

National investor:

New Tabora Dairies is a Tanzanian profit-making business mainly dealing in dairy and dairy-related products since 2006, with certificate of registration number 80247. It is in the process of registering itself as a private limited company. New Tabora Dairies (NTD) was a state-owned enterprise until 2003, when it was privatized. The company is now owned by a group of shareholders who are all from Tabora. One of them is Dick Mlimuka, the current managing director. NTD buys, processes and sells milk and milk products such as cheese and ghee (semi-fluid clarified butter). It sells its products in the Tabora region and in Kigoma on Lake Tanganyika.

Current markets:

Vendors; hotels; retail stores; medium-sized restaurants; wholesale shops; institutions such as the army, private hospitals, private boarding schools, universities and colleges; and private individuals.

Competitors:

No competitor within the region.

Company strengths:

Good quality buildings, good supply chain, and enough customers in Tabora city with no competition.

Managerial expertise:

Experienced management team.

Marketing:

Basically, a captive market within the city and surrounding districts such as Urambo, Nzega and Sikonge.

Annual turnover for the last three years (in thousand USD):

	2009	2010	2011
Total sales:	40	43	50
Domestic market:	100%	100%	100%
Export:	0%	0%	0%

Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

Modernization of existing processing plant / line of business

Purpose of the project:

New Tabora Dairies proposes to upgrade product quality, increase production, and expand into other markets. By providing training to farmers and dairy employees, the company plans to expand its production from 500 litres per day to 5,000 litres per day and to add new products, namely skimmed milk, butter, cheese and yoghurt. The company also plans to invest in branding, labeling and packaging its dairy products and to carry out a market survey to establish the market potential for both pasteurized milk and ice cream in neighbouring towns such as Nzega, Urambo, Igunga, Sikonge, Mwanza, Dodoma and Kigoma.

The company is seeking:

1. Assistance in modernizing existing plant in order to process 5,000 litres per day.
2. Training of employees and farmers to improve quality and quantity of milk.
3. Purchase of equipment suitable for processing skimmed milk, cheese, butter and yoghurt.

Rationale behind the project:

Access to resources

There is a lot of milk available in the Tabora Region for processing. Tabora has vast tracts of grassland and there are many farmers who own cattle. Due to a lack of a proper collection mechanism, most of the milk available is not utilized.

Form of collaboration sought:

Joint-venture (equity)

The total project cost is USD 1.0 million. The promoter, Mr. Dick Mlimuka, is contributing about 40%. He is looking for an investor who can contribute the balance in equity and loan.



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5.11. TABORA MISITU PRODUCTS COMPANY LTD

COMPANY INFORMATION

Name of company:

Tabora Misitu Products Company Ltd

National investor:

Tabora Misitu Products Company Ltd (TMP) is a local firm that produces sleepers for railways and harbours, along with materials for the construction industry. TMP was a state-owned enterprise until 2004, when it was privatized. The buyer was Abdallah Nassor, the current managing director. TMP regards Tabora as the best place to invest in the timber business due to the availability of forest reserves.

Current markets:

Local markets in Tabora, Mwanza and Dar es Salaam. The company also sells sleepers to government authorities such as the Tanzania Railways Corporation (TRC) and the Tanzania Harbour Authority.

Competitors:

Few competitors within the region except for small-scale industries.

Company strengths:

Land, buildings, trucks and machinery.

Managerial expertise:

Highly experienced management team.

Marketing:

Basically, a captive market within the Country.



Annual turnover for the last three years (in thousand USD):			
	2009	2010	2011
Total sales:	50	67	100
Domestic market:	100%	100%	100%
Export:	0%	0%	0%

Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

Modernization of existing processing plant / expansion of line of business

Purpose of the project:

The firm needs very much to upgrade its machinery, which is ageing, and its technology. Better machinery would enable it to make profitable use of its timber by-products and operate at something like full capacity. At the moment, the company is operating at only 30% capacity. For this, Tabora Misitu Company seeks business partner in form of joint venture.

The company is seeking:

1. Assistance in modernizing existing plant.
2. Training of manpower to improve quality and quantity of timber products.
3. Equipment purchase suitable for processing sawdust into hardboard and charcoal brick.

Rationale behind the project:

Access to inputs

The Tabora Region offers large forest reserves suitable for hardwood processing.

Form of collaboration sought:

Joint-venture (equity)

The total project cost is USD 1.2 million. The promoter, Mr. Abdallah Nassor, will contribute about 40%. He seeks an investor who can contribute the balance in equity and loan.



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Total employees:
Annual turnover for the last three years (in thousand USD):
The company will produce bottled mineral water
Not applicable

Investment Opportunities in Tabora, Tanzania

5.12. SUPREME AUTO GARAGE COMPANY LTD

COMPANY INFORMATION

Name of company:

Supreme Auto Garage Company Ltd

National investor:

Managing Director Yogesh Maru started Supreme Auto Garage as a small garage and built it into the largest auto garage in Tabora while becoming an authorized Toyota dealer. He wants to set up a manufacturing plant for mineral water processing and packaging in Tabora. For this purpose he has procured 5,000 sq m of land in the Usule industrial area.

Current markets:

The market will be within Tabora region and surrounding districts.

Competitors:

Few competitors within the region; mineral water is imported from Arusha and Dar es Salaam.

Company strengths:

The company owns land, buildings and machines.

Marketing:

Basically, a captive market within the city and surrounding districts.



Investment Opportunities in Tabora, Tanzania

PROPOSED PROJECT

Project type:

New mineral water processing plant in Tabora.

Purpose of the project:

The company plans to set up a modern processing plant for mineral water in the Usule Industrial Area in Tabora because in this region and the whole lake zone there is no mineral water manufacturing plant. Most mineral water is imported from Arusha, Kilimanjaro and Dar es Salaam. For this enterprise, Supreme Auto Garage Company seeks support from similar companies.

The company is seeking:

1. Assistance in setting up a plant to manufacture high-quality mineral water.
2. Training of manpower to produce quality products.
3. Purchase of equipment for processing and packaging water.

Rationale behind the project:

Access to markets or market niche

Supreme Auto Garage Company has different projects in Tabora and has substantial markets for its products. The company needs support in the form of a joint venture to introduce this new project to the Tabora Region.

Form of collaboration sought:

Joint-venture (equity)

Supreme Auto Garage is looking for investors to assist in setting up a modern manufacturing plant in Tabora.

The total project cost is USD 1.5 million. The promoter, Mr. Yogesh Maru, is contributing about 20%. He is looking for an investor who can contribute the balance in equity and loan.

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