Investment possibilities in Tabora

"With the global economy, investors are like flying birds do not barbecue them"

Tabora Investment Forum
19 July 2013

Tobacco Crop-Legislated.

- Annual field crop
- Grown in rotation with other crops using Good Agricultural Practices
- Tobacco growers are therefore mixed farmers producing several crops
- Tobacco as a cash crop is the platform making the growth of other crops possible
Value addition - Agro processing.

- Approximately 45,000 farmers in Tabora Region produce over 60 million kg of high quality flavour tobacco, which is processed and value-added within Tanzania and exported around the world.
- The region has a population of approximately 2.5 Million people.
- Tabora farmers are also producing large quantities of:
  - Beans & Peas
  - Maize
  - Cassava
  - Potatoes
  - Groundnuts
  - Sesame Seed
  - Sunflower
  - Rice
  - Mangoes
  - Honey.
- There is a challenge linked to the absence of a value chain to support these opportunities.
- Insufficient value-addition in agro processing.

Contract farming - Market to the door.

- Farmers are organized into primary societies (co-operatives)
- Extension services provide farmer training on good agricultural practices and respect of human rights
- Accurate computerized collection of farmer data, including non-tobacco production data
- Crop Inputs distribution is well planned and organised
- Crop production monitored and recorded annually
- Training on sustainable forestry planting & management
- Tobacco finance provides the cashflow for growing other crops - Bankability.
Tobacco as a backbone in support of other opportunities.

Capillary data (GPS location, area, workers, production capital)

Crop forecast and forestry progress- legislation.

Monitoring of labour practices- Legislation.

Grower data base provides advance knowledge of crop production plans

Assists other organizations to source, produce and arrange markets for non-tobacco crops

Information can be shared to help food processing units / logistics networks / market centers / export

Opportunities for other investors - 1

Great opportunities linked to agricultural production

Value-added processing:

<table>
<thead>
<tr>
<th>Item</th>
<th>Process</th>
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</thead>
<tbody>
<tr>
<td>Beans &amp; Peas</td>
<td>Canning</td>
</tr>
<tr>
<td>Maize</td>
<td>Maize flour/ Silos linked to food security</td>
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<tr>
<td>Cassava</td>
<td>Cassava flour</td>
</tr>
<tr>
<td>Potatoes</td>
<td>Chips &amp; Crisps</td>
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<tr>
<td>Groundnuts</td>
<td>Peanut Butter / European Chocolate</td>
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<tr>
<td>Sesame Seed</td>
<td>Sesame Oil</td>
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<tr>
<td>Sunflower</td>
<td>Sunflower Oil</td>
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<tr>
<td>Paddy</td>
<td>Processing &amp; Packaging</td>
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<td>Mangoes</td>
<td>Dried fruit exports</td>
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<tr>
<td>Livestock</td>
<td>Abattoir meat processing</td>
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<tr>
<td>Honey</td>
<td>Bee keeping using modern tech.</td>
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</tbody>
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Opportunities for other investors - 2

Great opportunities linked to existing vibrant community- linked to AGOA/ China Markets. (Highest AGOA returns 2011 USD 5.7)
- Development of tourism & hospitality (great natural reserves which are not sufficiently developed)
- Possibility to create art events around traditional and modern music, drama, painting and sculpting
- Possibility to develop urban infrastructure of hotels and restaurants
- Property development in a population growing region
- Manufacturing and textile opportunities with a skilled workforce.
- Vibrant rural banking network.
- With relative high income societies- Rural electrification.
- Rural telecommunications.
- Position of Tabora relative to neighboring regions/ Countries.
- Commercial Woodlots for alternative energy sources. (Legislation)
- Linkages with livestock industries for oxenization project.
- Research and Innovation development.

Advantages of Tabora

STRUCTURE---------SUPPLY-------------------POLICY--------------------------COMPLIANCE.

- Supportive government
- Strategic position.
- Largest Region.
- Fast growing local economy.
- Good road / airport / railway / infrastructure network. [Past 3 years Average 25,000 mt of tobacco moved from Tabora].
- Growing banking facilities.
- Strong agricultural production.
- Strong educated labour pool.
- Rich rural areas & family revenues among the highest in Tanzania.
- Agro-processing opportunities.
- Tourism & cultural opportunities.
- Manufacturing & textiles opportunities.