

# TABORA

## Opportunities for Investment

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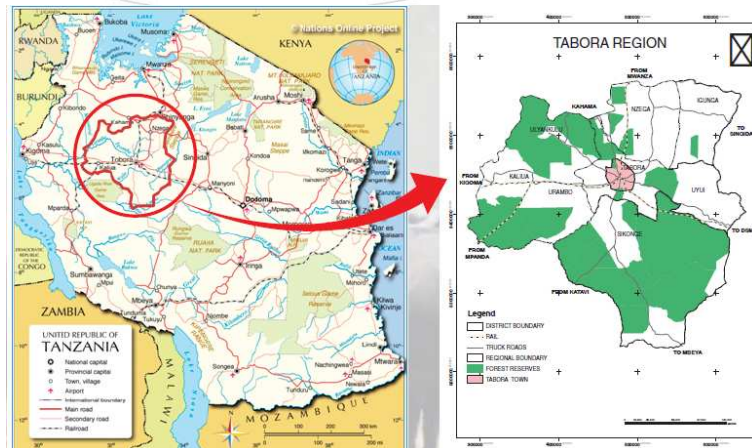
Dar es Salaam, July 19<sup>th</sup>, 2013



## Why Tabora? Access to Markets

- ◆ Tabora is largest region geographically in Tanzania with a population of around 2.5million.
- ◆ A growing municipality at the crossroads of rail line linking Dar es Salaam on the coast, with Lake Tanganyika and Lake Victoria in the interior.
- ◆ Strong local market, plus western Tanzania market of almost 6 million people. Access to markets of Zambia, Burundi, Democratic Republic of Congo and Rwanda

## Why Tabora? Access to Markets



## Why Tabora? Specialized Research and Training Institutes

- ◆ Tabora Beekeeping Institute graduates over 100 beekeeping extension agents each year.
- ◆ Tumbi Agricultural Research and Training Institute graduates 230 livestock extension officers each year.
- ◆ The Veterinary Investigation Centre (VIC), located in Tabora, is working to improve indigenous cattle through breeding with commercial hybrids.

## Why Tabora? Upgrading of Infrastructure

- ◆ Tabora is a key transit point for western Tanzania
- ◆ Recently upgraded airport (2013) now handles daily flights between Tabora and Dar as well as Kigoma
- ◆ Extensive asphaltting of roads between Tabora and other major areas in progress.
- ◆ Planned upgrading of railway, both rails and rolling stock

## Why Tabora? Availability of land and industrial zone

- ◆ Land in Tabora Region and Tanzania is controlled by the state. Tanzania Investment Agency (TIC) can assist investors with accessing land and, indeed, in accessing incentives.
- ◆ Mbola Village can provide access to arable land.
- ◆ Existing industrial zone in Tabora Municipality, with plots serviced with electricity, water, and sewerage system as well as access to rail and road links; two additional industrial zones under development.

## Commitment of National, Regional and Local Authorities to Supporting Investors

- ◆ The Tanzania Investment Center (TIC) provides comprehensive assistance, including access to incentives, and access to land.
- ◆ The Regional and District Commissioners as well as the Municipality of Tabora have committed to providing a focal point for investors:

The Tabora City Investment Promotion Unit (TCIPU).  
(Contact informaton provided at end of presentation.)

## Investment Opportunities in and around Tabora

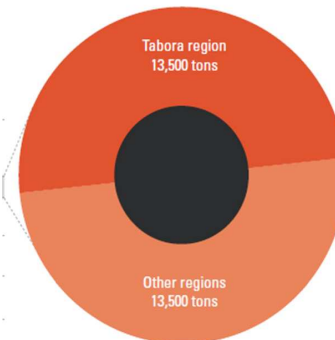
- ◆ Detailed investment profiles prepared for:
  - ◆ Beekeeping and Honey Processing
  - ◆ Edible Oils from Sunflowers and Groundnuts
  - ◆ Dairy Processing
  - ◆ Meat Processing
  - ◆ Processing of Tropical Fruits
  - ◆ Tourism

[www.investintabora.com](http://www.investintabora.com)

## Beekeeping and Honey Processing

- ◆ Tabora Region is already one of the largest producers of honey, BUT...production still only around 70% of potential.
- ◆ Around 3 million hives in Tabora area, producing around 50% of Tanzania's raw honey.
- ◆ Lots of small-scale producers of honey, few organized collection points, and no large local processing facility.
- ◆ Small number of honey processors minimally process honey and ship in bulk to Dar es Salaam.

Indicative honey production in Tanzania



## Beekeeping and Honey Processing (2)

- ◆ Forest reserve areas dominated by miombo woodlands, covering over 52,000 sq kms, away from populated areas, are available for keeping hives.
- ◆ Mbola Village works with farmers planting sunflowers, offering additional pollen sources.
- ◆ Some Tabora honey already reaches international markets in Europe and Middle East, indicating quality standards.



## Edible Oils from Sunflowers and Groundnuts

- ◆ Currently more than half of vegetable oil consumed in Tabora Region– a region of 2.5 million-- is imported.
- ◆ With around 9 million people reachable in neighboring regions, the market potential is even greater than just the Tabora Region.
- ◆ Availability of over 400,000 square ha of arable land in rural area, including nearby Mbola Millennium Village: [www.millenniumvillages.com](http://www.millenniumvillages.com)



## Dairy Processing

- ◆ Tabora is the third region which harbors a large number of livestock in the country .
- ◆ Potential for dairy processing (milk, butter, yoghurt, cheese) to meet a national, regional and local need. Tanzania is a net importer of milk and related products.
- ◆ Tabora municipality has only one operating dairy plant with capacity of 500 liters of milk per day.



## Dairy Processing (2)

- ◆ Demand is high for long-life and unpasteurized, unpackaged powder milk which is currently imported from South Africa.
- ◆ Consumption of milk and related products is below recommend norms, with milk consumption at 39 liters per person per year, compared to FAO recommendation of 200 liters.

## Meat Processing

- ◆ Demand for meat already higher than supply in Tanzania as well as in Tabora Region.
- ◆ Only around 8 large meat processors nationwide.
- ◆ Most meat currently sold 'warm', i.e., not refrigerated.
- ◆ Tabora is one of the top 4 major regions in terms of livestock population, yet has no meat processing facility nor does any of the surrounding regions.

## Meat Processing (2)

- ◆ Opportunities for building an abattoir for slaughtering and butchering of animals, an associated cold storage.
- ◆ Opportunities for cold storage trucks, as well as refrigeration units in strategic locations to store meat.
- ◆ Opportunities for developing meat products, including sausages, hams, etc.
- ◆ Opportunities for developing leather goods using hides.

## Processing Tropical Fruits

- ◆ Tabora Region is excellent for tropical fruit growing, including mangoes and guavas but also indigenous fruits such as wild loquat, Indian plum, water berry, money orange and black plums.
- ◆ Tanzania imported about 55,386 tons of juice concentrate in 2011 for juice production.



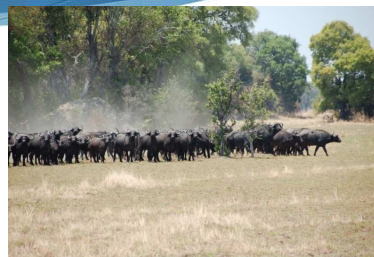
## Processing Tropical Fruits (2)

- ◆ Production of fruits from indigenous fruits generally limited to home industries producing relatively small quantities.
- ◆ Opportunities also exist for jams, jellies, dried fruits, and syrups, both from more traditional fruits as well as the more exotic indigenous fruits.
- ◆ Mbola Village working with farmers growing mangoes.
- ◆ Industrial zone in Tabora Municipality offers excellent location for fruit processing (and also vegetable processing)



## Tourism Attractions in and near Tabora

- ◆ Ugalla Game Reserve only 200 kms away by road
- ◆ Tabora home to the museum devoted to the renowned Dr. Livingstone
- ◆ Tabora on the slave trade route between Kigoma and Bagamoyo
- ◆ Tabora was administrative HQ of Germans from 1891 until end of WWI.



## Investment in Tourism

- ◆ Shortage of international quality hotels.
- ◆ Opportunities to provide services for tourism, e.g., guiding, car rental, transfers to Ugalla, etc.
- ◆ Potential for hospitality training institute for culinary skills, guiding training, language learning, and production of tourism pamphlets, to name a few.

## Other Opportunities Abound

- ◆ The foregoing are examples of some key investment opportunities; however, Tabora Municipality and Region are entirely open to other proposals, in light manufacturing or other areas.

## Sources of Advice and Assistance

- ◆ [www.investintabora.com](http://www.investintabora.com).
- ◆ Mr. Deo Msilu at [msiludamian@gmail.com](mailto:msiludamian@gmail.com)
- ◆ Tanzania Investment Agency (TIC) <http://www.tic.co.tz>
- ◆ Mr. Brendan Maro at [breymaro@tic.co.tz](mailto:breymaro@tic.co.tz).

**Thank you for your attention!**

**Karin Millett & Deo Msilu**