

Investment Climate

Availability of Skilled and Semi-Skilled Labour

- The region boasts ten technical colleges and three universities, which together graduate 2,300 students a year in various fields such as accounting, agriculture, beekeeping, business administration, education, and information technology.
- Due to the high unemployment rate, wages are very low compared to neighbouring cities in Tanzania. Over half the population is classified as young.

Improving Infrastructure

- Transport links are being strengthened with Dar es Salaam, as well as with Kigoma and Mwanza on the western and northern borders.
- Electricity supply is more stable than in other regions such as Kigoma, Rukwa and Katavi.
- Studies are in progress to ensure availability of sufficient drinking water.
- Key institutional reforms in telecommunications have increased the number of providers, making Tabora's wireless sector one of the most competitive in the region.
- Tabora airport went through extensive refurbishment in early 2013 and there are daily flights from Dar es Salaam and Kigoma.

Tabora is a key transit point for western Tanzania, with road and rail connections between Dar es Salaam and both Kigoma in the west and Mwanza in the northwest going through Tabora. The city thus has the potential to serve as a strategic hub for the western part of the country. We are already seeing increased traffic in visitors from both Dar and the neighbouring countries.

—Frank Obeid Mmasi, Managing Director, Frankman Palace Hotel

Thriving Market for Goods and Services

The market for Tabora's goods and services extends well beyond the city, to the Western Tanzania, Dar es Salaam and neighbouring Countries, a potential market of more than 20 million.

Markets for Goods and services

The Tanzanian Market comprises 40 million consumers; the East African Community (EAC) increases that market to over 140 million.

Overseas markets include the European Union, the United States, the Middle East and Emerging Asia, with special access to the EU and US through the Everything But Arms (EBA) initiative and the African Growth and Opportunity Act (AGOA).

Generous Incentives

Enhanced capital deductions and allowances for lead and priority sectors.

Additional incentives for joint ventures with Tanzanians and wholly owned foreign projects above USD 300,000. Double taxation agreements ratified with nine countries and bilateral investment treaties signed with fifteen. Ownership of properties, dispensation of assets, and repatriation of income guaranteed.

For a complete list of incentives as well as investment guarantees, see www.investintabora.com.



Invest in Tabora, Tanzania



Tabora, Tanzania: Opportunities for Investors
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About Tabora

Tabora city is the capital and economic hub of the Tabora Region, Tanzania's largest region. The city's population has grown rapidly in recent years, rising from 188,005 inhabitants in 2002 to an estimated 420,000 people in 2012. The region's population grew from 1.8 million to 2.5 million in the same decade, providing a large commercial market and a ready workforce. An abundance of natural resources — including forests, wildlife, lakes and rivers, as well as gold, diamonds and other gemstones — can also be found in the area. The mild climate favours both tourism and agriculture, and the region has the potential for a well-developed agricultural sector.

The regional GDP rose from Tshs 685,104,000 (US \$70,920) in 2005 to Tshs 1,245,887,000 (US \$30,591) in 2011, at a growth rate of 3.8% annually contributing to the city's high quality of life and low crime rate. With all of these advantages, it's not surprising that a number of businesses have already made their home in Tabora, including furniture manufacturers, agro-processors, a soft drink distribution centre and a large textiles plant. About the Tabora Investment Promotion Unit (TIPU)

Established in 2009, the **Tabora Investment Promotion Unit (TIPU)** promotes investment and builds investment promotion capacity in Tabora. TIPU is an outgrowth of the cooperation between the Tanzania Investment Centre and the Regional Partnership to Promote Trade and Investment in sub-Saharan Africa, funded by the Government of Finland and implemented by the Millennium Cities Initiative (MCI). All services are provided free of charge.

Contact TIPU for more detailed information on investing in Tabora or to set up a site visit:

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Investment Opportunities in Tabora

At this time Tabora offers concrete opportunities in agro-processing and tourism. In brief:

- **Honey processing:** The region's 3 million beehives produce 50% of Tanzania's bulk honey—and at a lower cost than in Dar es Salaam or Arusha—but few large-scale operations exist in the region.



- **Dairy processing:** Demand for dairy products far outstrips supply across Tanzania, and the government has instituted campaigns to increase consumption and develop the livestock industry.
- **Meat Processing:** Similar opportunity exist in meat processing where the consumption is also growing fast and there is potential to export to surrounding parts of Tanzania

- **Edible oil processing:** Tanzania imports nearly all its edible oil, and the Tabora Region has all the resources to successfully grow groundnuts and sunflowers, yet there is little competition.



- **Tropical fruits processing:** Abundant supply of tropical fruits from surrounding areas, makes Tabora a good location for processing plant to replace imported marmalades and jams and other products.
- **Mining:** Tabora has a great potential particularly for gold, diamonds, and dimension stones. Gold (Green stone) found in Igunga, Nzega, and Sikonge, Diamond found in Nzega, Uyui, and Sikonge and building materials such as Dimension stones are found in Tabora Urban and Uyui.
- **Hospitality:** With only two hotels, the tourism industry in Tabora is largely untapped, despite the fact that the region boasts a number of appealing attractions and major game reserves.

Other opportunities include bio-fuels, cotton processing, healthcare, mining and service areas such as infrastructure and education. Established businesses including the Frankman Palace Hotel, Kazima Oil Mill, New Tabora Dairies and Tabora Pure Honey currently seek partners.

For detailed investment profiles for each sector, visit [HYPERLINK](http://www.investintabora.com)
 "http://www.investintabora.com"www.investintabora.com or contact TIPU.

The Tabora region's climate and its extensive miombo woodlands provide the perfect natural environment for producing high-quality honey. According to my experience in this sector, there is an increasing demand from the health-conscious market, both foreign and local, for honey and honey-based products. What is needed to access this market, particularly the export market, is modern processing equipment.

—Mukesh Patel, Managing Director, Tabora Pure Honey