



**THE UNITED REPUBLIC OF TANZANIA  
TRADE AND INVESTMENT MISSION TO THE RUSSIAN FEDERATION  
INVESTMENT PROJECTS**

**Tanzania Investment Forum  
Moscow, 30 October 2006**

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**ОБЪЕДИНЕННАЯ РЕСПУБЛИКА ТАНЗАНИЯ  
ТОРГОВАЯ И ИНВЕСТИЦИОННАЯ ДЕЛЕГАЦИЯ В РОССИЮ  
ИНВЕСТИЦИОННЫЕ ПРОЕКТЫ**

**Танзанийский Инвестиционный Форум  
Москва, 30 октября 2006**

# Category A: Projects Above US\$ 10 Million

**Sector**

Infrastructure

**Company**

Tanzania Ports Authority  
Bandari Road, Kurasini  
P.O. Box 9184  
Dar es Salaam  
Tel: +255 22 211 0401  
Fax: + 255 22 211 3938  
Email: [dp@tanzaniaports.com](mailto:dp@tanzaniaports.com)

**Please Contact**

Mr. Ephrem Mgawe  
Director General

**Core Business Activity**

Ports management and operations.

**Company Description**

The Tanzania Ports Authority (TPA) is a public corporation that manages and operates the ports of Dar es Salaam, Tanga, Mtwara, and the minor ports of Kilwa, Lindi, Mafia, and the inland ports on lakes Victoria, Tanganyika and Nyasa. TPA's main business units are the container terminal, general cargo berths, grain terminal, passenger terminal and lighterage quay, oil terminals, marine services, and dockyard.

**Proposed Project Status**

Expansion project at the Dar es Salaam port.

**Proposed Project Description**

TPA would like to convert two berths out of the existing eleven to handle bulk grain carriers of 11.7 meters draft regularly required at the Dar es Salaam port. Once the project is completed, TPA expects to achieve the following:

- increased capacity for handling bigger vessels,
- increased traffic, and
- improve quality of service.

This is a high-priority project for TPA to be implemented on a fast-track basis and be operational by 2008.

**Project Cost and Financing**

The estimated project cost is US\$ 50 Million. TPA would provide some equity funding to cover development cost, however, would prefer to engage an EPC contractor on a turnkey basis to design, procure, and carry out construction works.

The payback period of the project is less than 10 years.

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**Sector**

Infrastructure

**Company**

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**Proposed Project Status**

Expansion project at the Dar es Salaam port.

### **Proposed Project Description**

This project involves dredging of the entrance channel to accommodate ships classified as Panamax, i.e. of maximum dimensions fitting through the locks of the Panama Canal. The expansion will involve deepening and widening of the port entrance, dredging and strengthening of the berths, and the procurement of handling equipments.

The project expects to deliver the following benefits:

- reduce the ship port staying time and turn-around time,
- lower freight charges,
- reduce transit time,
- greater throughput capacity, and
- high-rating of port safety standards.

### **Project Cost and Financing**

The estimated project cost is US\$ 50 Million. TPA seeks debt financing for this project, and also welcomes equity participation from investors. The estimated payback period is less than 10 years.

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### **Sector**

Infrastructure

### **Company**

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### **Proposed Project Status**

Expansion project at the port of Dar es Salaam.

### **Proposed Project Description**

In addition to the wear-and-tear of the dockyard, the increased operation of TPA has recently outgrown the existing capacity. Often times some of the commercial vessels currently registered with TPA have to dry-dock in the neighboring countries, an exercise which is not only costly but also causes inconvenience to customers.

The current dockyard consists of a boat slipway with two rails and two-rail lifting systems, boat shed, woodwork and machine shop, plate shop, and a service jetty.

To mitigate the aforementioned problems including minimizing loss of revenue and enhance services, TPA wants to procure a floating dock and rehabilitate the existing workshop.

### **Project Cost and Financing**

The estimated project cost is US\$ 15 Million. TPA seeks joint venture partner for equity contribution, and possibly engage in the operations and management of the project. The estimated payback period for this project is less than 10 years.

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Infrastructure

**Company**

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**Company Description**

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**Proposed Project Status**

Expansion project at the port of Dar es Salaam.

**Proposed Project Description**

TPA would like to build two new cargo freight stations to support the drastic increase in volume of containers going through the port. The existing facilities, two depots operating as cargo freight stations can support up to 250,000 TEU's (Twenty for Equivalent Unit) per year. This has created a backlog in handling containers because the current volume is approximately 300,000 TEU's. TPA projects the volume of TEU's to reach 1 million by 2015.

The new freight station facilities would include the following:

- concrete block paved area for container stacking,
- asphalt surfaced area for storage of vehicle imports,
- transit Shed and rail siding, and
- a workshop building.

**Estimated Project Cost**

The estimated project cost is US\$ 50 Million, US\$ 25 million for each station. TPA welcomes a joint venture partner to provide equity, and possibly operating and managing the project. The estimated payback period is less than 10 years.

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**Sector**

Infrastructure

**Company**

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**Proposed Project Status**

Expansion project at the port of Dar es Salaam.

**Proposed Project Description**

TPA would like to replace the existing Single Point Mooring (SPM) facility and the related sub-sea pipeline system to support the anticipated increase in volume of crude oil at the port following the government's intentions of reviving the refinery plant. The current SPM facility located south of the port moors tankers up to 120,000 dwt (dead weight), handling about 300,000 tons of crude oil.

The proposed facility will have the capacity of handling bulk liquid products, and refined liquid products. TPA expects the new facility to provide increased revenue in addition to improvement in quality of service, safety, efficiency and the capacity to handle bigger vessels.

**Project Cost and Financing**

The estimated project cost is US\$ 44 million. TPA invites joint venture partners to contribute in the form of equity, and possibly manage and operate the project. The payback period is less than 10 years.

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**Sector**

Agriculture – Livestock

**Company**

Efatha Foundation Limited  
P.O. Box 9332  
Dar es Salaam  
Tel. +255 732 925, +255 74 408 2557, +255 44 708 2557  
E-mail: [efatha2001@yahoo.com](mailto:efatha2001@yahoo.com)

**Please Contact:**

Mr. Josephat Elias Mwingira  
Director

**Core Business Activity**

Animal husbandry

**Company Description**

Efatha Foundation Limited (EFL) was established in 2004. The company owns over 6,600 hectares of suitable arable farmland, located in the lower Rufiji valley in southern Tanzania. The land is also ideal and fitting for livestock development. It has fertile soil suitable for growing of nearly all types of grass for making hay.

**Proposed Project Status**

New expansion project.

**Proposed Project Description**

The project involves rearing of both beef and dairy cattle. The beef and dairy cattle would be separated in different areas of the farm divided by a stream that runs through the farm.

The main activities of the project would be procurement of irrigation and hay making equipment, construction of back-up livestock farm infrastructure, construction of an animal feeds plant, and processing of the dairy and beef products

**Project Cost and Financing**

Estimated investment cost (including working capital) to be carried out over four years is US\$ 11.2 million. EFL plans to finance the project using debt and equity from its shareholders and joint venture partners. The after tax IRR is 24.2%.

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## Category B: Projects Above US\$ 1 Million

**Sector**

Manufacturing – leather processing

**Company**

JAET Limited  
Box 2781  
Mwanza  
Tel: 255 28 256 1000, 255 74 448 1070  
E-mail: [jaetlimited@yahoo.com](mailto:jaetlimited@yahoo.com)

**Please Contact:**

Mr. Elibariki Mmari Masia  
Managing Director  
[elimasia@hotmail.com](mailto:elimasia@hotmail.com)

**Core Business Activity**

Leather processing

**Company Description**

JAET Limited was established in 1990. The core business of the company is leather processing and manufacturing of leather goods. JAET currently produces leather shoes in addition to processing and supplying leather to other leading domestic shoe manufacturers.

**Proposed Project Status**

Expansion project

**Proposed Project Description**

JAET believes the market demand for its leather products and fish skin is vast, domestically and for export. By expanding its existing production, JAET expects to capture 15% of the domestic market share.

The expansion project would involve the following:

- adding tannery machinery and equipment for processing leather, fish skin, and goat and cow wet blue,
- adding machinery for producing shoes,
- adding machinery and equipment for increased capacity in processing leather goods and garments, and
- funds for establishing a training program geared for the leather industry.

**Project Cost and Financing**

The estimated project cost including the working capital is US\$ 3.2 Million. JAET is prepared to enter in to any form of joint venture arrangement that must include equity contribution up to half of the project cost. JAET also welcomes long-term debt financing.

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**Sector**

Education

**Company**

Break Through Foundation Limited  
P.O. Box 270  
Dar es Salaam  
Tel: +255 73 292 5446  
Cell: +255 74 408 2557  
Email: [breakthrough3@yahoo.com](mailto:breakthrough3@yahoo.com).

**Please Contact**

Ms Rose N J Lyimo  
Director

**Core Business Activity**

Education

**Company Description**

Break Through Foundation Limited (BTFL) was established in 2003 to provide high-quality secondary education. The long-term goal of BTFL is to manage and operate its own schools throughout Tanzania. Currently, BTFL owns and operates one high-school, providing boarding school education for boys and girls. The high-school is located in the outskirts of Dar es Salaam.

**Proposed Project Status**

Expansion project.

**Proposed Project Description**

To meet the increasing demand for its services, BTFL wants to expand its existing High School from 350 students to 2,640. The expansion works would involve construction of new building structures and facilities - dormitories, class rooms, and additional equipment and furniture.

**Project Cost and Financing**

The expansion project cost is US\$ 6 Million, of which BTFL would provide US\$ 2 million in the form of equity. BTFL seeks a joint venture partner to contribute additional equity of approximately US\$ 2 million. The rest of the project cost would be financed by a combination of short-term and long-term loans.

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**Sector**

Tourism – tour and travel operator.

**Company**

Cordial Tours and Travel Services Limited  
P.O. Box 1679  
Dar es Salaam  
Tel: 255 22 213 6259, 255 74 427 0784, 255 74 408 5455  
Fax: 255 22 213 7097  
Email: [cotcord@intafrika.com](mailto:cotcord@intafrika.com)  
Website: [www.cordialtours.com](http://www.cordialtours.com).

**Please Contact**

Mr. Abdallah S. Mohando  
General Manager

**Core Business Activity**

Tour operators and travel service provider.

**Company Description**

Since its formation in 1986, Cordial Tours and Travel Services Limited (CTTS) has strategically grown from providing car-rental services to a dependable tour and travel services provider, including holiday planning.

CTTS is a member of IATA since 1992 and is equipped with modern information and communication technology systems using the Galileo system to facilitate hotel and travel reservations. CTTS has representation in Kenya, Uganda and Zanzibar including business agents in the UK, Germany, Italy, Sweden, France, Japan and Russia. Over the past three years, the CTTS annual turnover has grown to over US\$ 3 Million.

**Proposed Project Status**

Expansion project.

**Proposed Project Description**

CTTS would like to expand its tours and travel operations by investing in new fleet of safari vehicles, and construction of four new tourist lodges. In addition, CTTS would also construct new apartments and recreational facilities at Mbezi beach in the outskirts of Dar es Salaam.

In addition to other strengths, CTTS posses TIC certificate of incentives which provides certain tax incentives and benefits.

**Project Cost and Financing**

The estimated project cost is US\$ 4.3 Million, of which 74% would be financed by debt and the rest by equity. CTTS invites offers from financial institutions and strategic partners. The new project has a before-tax IRR of 42.4%

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**Sector**

Livestock

**Company**

National Ranching Company Limited  
P.O Box 9113  
Dar es Salaam  
Tel: 255 22 2111956, 255 22 2110393  
Fax: 255 22 2111956  
E-mail: narcolimited@yahoo.com

**Contact**

Executive Director

**Core Business Activity**

Own and operate beef cattle ranches.

**Company Description**

National Ranching Company Limited (NARCO) was incorporated in 1968 as a public corporation. It is wholly-owned by the government of Tanzania under the management of the Ministry of Water and Livestock Development.

NARCO owns ranches that cover over 230,000 hectares, and additional 289,000 hectares that have been sub-leased to domestic commercial farmers. In addition, NARCO has trained and experienced staff throughout its operations.

**Proposed Project Status**

New project.

**Proposed Project Description**

NARCO seeks to rehabilitate and also increase capacity of its various facilities throughout the country. The goal of NARCO is to become a premier beef exporter in the country. The proposed investments include land development, buildings, vehicles, new machinery, and balance-of-plant.

**Project Cost and Financing**

The estimated project cost is US\$ 6.3 Million. NARCO seeks equity or debt financing, or both.

The project IRR is 21.6%, with estimated payback period of about 4 years.

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**Sector**

Agriculture

**Company**

SUMA JKT

National Service Headquarters

P. O. BOX 1694

Dar es Salaam

Tel: +255 22 278 0581, +255 22 71 329 8923, +255 22 78 702 2993

**Please Contact:**

Lt. Colonel Msuya

Project Manager

**Core Business Activity**

SUMA JKT is involved in various commercial activities including furniture processing, crop production and livestock keeping.

**Company Description**

SUMA JKT was established as a special wing of the National Service Tanzania to carry out commercial activities. It is wholly-owned by the Tanzania National Service.

**Proposed Project Status**

Ongoing projects.

**Proposed Project Description**

The proposed project involves paddy cultivation and production of rice at Ruvu JKT and Chita JKT. The Chita Project covers 37,500 acres located in the Morogoro region. The Ruvu Project would cover approximately 1,000 acres in the Coast region.

The purpose of both projects is to embark on a large-scale commercial production of rice. The projects when operational would produce about 46,000 tons of raw rice per year, thereafter milled to produce about 27,600 tons of commercial rice.

The project involves investments in irrigation facilities, machinery, motor vehicles, construction of a milling plant, and storage facilities.

**Project Cost and Financing**

The estimated project cost including working capital is US\$ 3.6 million. Suma JKT would contribute US\$ 1.5 million as equity to fund the project. Suma JKT is seeking a joint venture partner to contribute US\$ 2.1 Million of equity.

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**Sector**

Livestock

**Company**

Kiteto Agro Business Limited

P.O. Box 2887

Dodoma

E-mail: [kigoma@cosad.org](mailto:kigoma@cosad.org)

**Contact Person**

Mr. Emmanuel P. John

Managing Director

**Core Business Activity**

Production of beef

**Company Description**

Kiteto Agribusiness Limited was established in 2004. Kiteto intends to produce livestock products using modern techniques for production of beef animals. Kiteto expects to sell its products in the domestic market as well as for export to Rwanda, Congo, and DRC, which are all neighboring Kagera region where the farm is located.

**Proposed Project Status**

New project

**Proposed Project Description**

The project entails developing a beef cattle ranch targeting to produce high-quality livestock products using feedlot operations. Kiteto already has land ownership for the sole purpose of this project. The land size is over 2,300 hectares located in the region of Kagera in northern Tanzania, 75 km from Bukoba.

**Project Cost and Financing**

The estimated project cost is US\$ 1.3 million including working capital, of which Kiteto would fund half with its own equity. Kiteto seeks a joint venture partner to provide equity covering the other half of the project cost.

The project has an IRR of 25%, and a payback period of three and a half years.

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**Sector**

Livestock

**Organization**

The Ministry of Livestock Development  
The United Republic of Tanzania

**Contact**

The Permanent Secretary  
The Ministry of Livestock Development  
PO Box 9152  
Dar es Salaam  
Tel: +255 22 286 1910  
Fax: +255 22 286 1908  
Website: <http://www.mifugo.go.tz>

**Proposed Project Status**

Development works required.

**Proposed Project Description**

The Ministry of Livestock Development is pleased to announce several investment opportunities in the livestock sector. The Government of Tanzania has been proactive in attracting investments, both foreign and domestic. Livestock development and agriculture in general are two areas that the government is keen to see additional investments particularly on a broad commercial scale. Through the Tanzania Investments Centre (a one-stop shop investment agency), the government offers various fiscal and non-fiscal incentives to investors in the aforementioned areas.

The ministry encourages investors in the following opportunities:

- acquisition of an abattoir located in Dodoma with a processing capacity of 214 cattle, and 200 sheep/goats a day,
- acquisition of two other facilities located in Mbeya and Shinyanga, southern and northern Tanzania respectively,
- partnership with the National Ranching Company (NARCO) in redeveloping and running ranches that covers over 230,000 hectares,
- partnering with the smallholders ranchers who have leased land from NARCO for total land covering over 289,000 hectares,
- investing in leather processing,
- establishment of holding grounds, quarantine facilities, and cold rooms, and
- value-added projects such as production of animal feed.

**Project Interest**

The Ministry invites potential investors to engage domestic community and even welcomes joint-venture offers under PPP framework.

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**Sector**

Education

**Company**

Efatha Foundation Limited  
P. O. Box 9332 or P. O. Box 32174  
Dar es Salaam  
Tel: +255 22 277 3535, +255 74 408 2557, +255 74 428 1422

**Contact**

Mr. Josephat E. Mwingira  
Director  
Email: [efatha2001@yahoo.com](mailto:efatha2001@yahoo.com)

**Core Business Activity**

Education, Agriculture, and Livestock Husbandry

**Company Description**

Efatha Foundation Limited (EFL) was established in 2004. It has pooled together professionals of different backgrounds – teachers, lawyers, accountants, and economists.

## Proposed Project Status

New project.

## Proposed Project Description

EFL wants to establish a high-quality co-education school providing primary and secondary education with expected enrollment of 3,200 students.

The school would use modern teaching methods and employ high-quality professional teaching staff. EFL has already acquired sufficient land area for the project, over 6,600 hectares in the Coast Region. The area is close to Dar es Salaam, the main commercial city of Tanzania, and it is easily accessible.

## Project Cost and Financing

The total project cost is US\$ 5.3 Million. EFL expects to finance the project with 60% equity, of which EFL would contribute approximately half and the other half to come from the prospective partner. The rest of the capital cost would be debt-funded.

The after-tax IRR is 17.5%.

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## Name Of The Company:

**SUMA JKT**

## Contact Person:

Brig Gen ME Madata

## Title:

EXECUTIVE DIRECTOR

## Contact Details:

NATIONAL SERVICE HEADQUARTERS  
P. O. BOX 1694 DAR ES SALAAM  
Tel: +255-22-2780705  
+255-784-527930

## Core Business Activity:

SUMA JKT is involved in various commercial activities including furniture processing, crop production and livestock keeping (including poultry).

## Company Description:

SUMA JKT was established as a special wing of the National Service in Tanzania to carry out its commercial activities. It is fully owned by the Tanzania National Service.

## Core Project Proposal:

The proposal involves paddy cultivation and rice production in Chita JKT and Maize Production at Bugwema National Service. Chita Project covering 37,500 acres of land, whereas Bugwema Project is planned to cover an area of about 10,000 acres.

The purpose of the proposed projects is to have a large-scale commercial production of high quality rice and maize. The full project will involve paddy production of 46,000 tons per year, which will be milled to produce 27,600 tons of high quality rice for local consumption and 14,000 tons of maize. These projects will involve investment in irrigation facilities, purchase of machines for mechanization at various stages of the projects, purchase of motor vehicles for transport and construction of a milling plants and collection and storage facilities.

## Project Location:

Chita Rice Project is situated at the Chita JKT Camp, which is in Morogoro Region, Ifakara District. The Camp is located West of Ifakara Town, about some 100 kilometers from the District Headquarters.

Bugwema Maize project is located 70 kilometers north of Musoma town in Mara Region. The place is situated near to the shore of Lake Victoria.

## Project Status:

Both are currently ongoing projects but on a subsistence level.

## Project Cost:

US\$ 3.6 million

## Project Interest:

Seeking J/V partner to contribute US\$ 2.15 million