

# TANZANIA

The Land of Kilimanjaro and Zanzibar

List of Projects for Promotion  
UNIDO/AAITPC Project

**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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Infrastructure

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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.

**Sector**  
Infrastructure

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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

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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.

**Sector**

Infrastructure

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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.

SECTOR: ENERGY

COMPANY: KITONGA ELECTRIC POWER COMPANY

*PROJECT: KITONGA MINI HYDRO POWER PLANT PROJECT*

PROJECT SUMMARY

S/No.	PARTICULARS	
1.	Location of Project	Kitonga, Iringa
2.	Project Title	Kitonga Mini Hydro Power Plant
3.	Company Name	Kitonga Electric Power Company
4.	Company Point of Contact (POC)	Mr. I. Nzowa (Project Manager) Mr. Mr. G.F. Masha (Director) Kitonga Comfort Motel P.O. Box 442 <b>Iringa</b> <b>TANZANIA</b>
5.	Company POC Phone	255 744 492 056
6.	Company POC Fax	255 2118 253 (c/o Mr. Lukwaro)
	Company e-mail address	c/o lukwaro@tic.co.tz
7.	Type of Project (Privatization, Expansion, New Project etc)	New Project
8.	Sector	Energy (hydro power generation)
9.	Sponsor's Equity Investment	Have already conducted studies
10.	Desired Equity Participation	US\$ 4,000,000
11.	Total Project Costs	US\$ 25,030,000
12.	Additional Sources Needed for Project Completion	Funding for acquisition of plant and equipment
13.	Project's Fixed Assets	Land & Machinery
14.	Comments:	<p>The Kitonga Electric Power Company is a limited liability private company proposing to develop a mini hydro power plant at Kitonga Gorge using Lukosi River whose water falls into Kitonga Gorge from Udzungwa Mountains National Park located in the Southern Highlands of Tanzania. The Lukosi River sources of water are from various small rivers in the Udzungwa Mountains whose water catchments have not been affected by human activity.</p> <p>Thre company plan to generate hydroelectricity between 12-18 Megawatts. The power produced will be supplied to the Natioanal Grid and this will improve the electricity supply which is currently unsatisfactory. According to Project Feasibility Study held, total construction cost is US\$ 25.03 milliom and interest during construction period US\$ 3.66 million. The average year production cost is estimated at US\$ Cents 2.8 per kWh.</p>

**SECTOR: MANUFACTURING**

**Company Name & Address:**

DCL Minerals (T) Ltd  
Manufacture of Caustic Soda and  
Soda Ash-  
P.O.Box 9233 Dar es Salaam

**Contact Person:**

Chacha Wambura  
Managing Director  
Tel: 255 22 2118131/2133928  
Fax: 255 22 2117488

Email:kdclmine@africaonline.co.tz

**Core Project Activities:**

Manufacture of Caustic Soda and  
Soda Ash.

**Status of the Project:**

New

**Total Investment Requirement:**

US\$ 125.0 million

**Collaboration Sought:**

The project sponsors are seeking  
foreign collaboration by way of supply of  
machinery/ equipment and technology.

**Company Description:**

KDCL Minerals (T) Limited is a private limited liability company incorporated in Tanzania. For the business of prospecting and exploration of all types of minerals including precious and semi-precious gemstones. The company is currently carrying out several interrelated projects including pozzolana Materials and cement production, Gypsum mining and manufacture of gypsum boards, limestone mining and manufacture of lime, mining silica sand for sale to glass manufacturers, Gemstone and Jewellery dealing. The company is owned by Tanzanian directors each with own business. The directors have expertise in geology, civil engineering cement industry and management.

**Project Summary:**

The project involves the establishment of a soda ash processing plant at Lake Natron in the northern part of Tanzania where large soda ash deposits exist in the Lake. The company envisages production at an annual capacity of 150.000 tonnes using the brine carbonation process, and a caustic soda production with a capacity of 50.000 tonnes per annum. The plant is to be based in Tanga region a coastal town near Dar es Salaam. The plant will use soda ash from Lake Natron and Limestone from Tanga applying the "soda -lime" process. The potential markets for soda ash is big domestically, regionally and internationally while that of caustic soda is for domestic and regional markets only. The project has been promoted to various countries in the world including India, South Korea, and Australia who have indicated interest in the project. Other financiers have shown interest e.g. South Africa, Pakistan, United Kingdom, Uganda and Kenya. The project sponsors are seeking foreign collaboration by way for the supply of machinery and equipment.

**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%.

**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

**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%

**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.

**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.

**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>

**Core Business Activity****Company Description****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.

**SECTOR: MANUFACTURING**

**Company Name & Address:** Simon Engineering Works Ltd  
P.O. Box 12374  
**Dar es Salaam**

**Contact Person:** Mr. Richard E. Moshi  
Managing Director/ Owner  
Tel: +255-22-271486  
Fax: +255-22-2700982  
Email: [mzighani@excite.com](mailto:mzighani@excite.com)

**Core Project Activities:** Manufacturing of steel products and electroplating

**Status of the Project:** On- going

**Total Investment Requirement:** US\$ 2.5 million

**Collaboration Sought:** Direct Equity participation  
- Machinery purchase  
- Buy - back arrangement  
-Any other suitable arrangement.

**Company Description:**

The company is engaged in the manufacturing of high quality steel products.

**Project Summary:**

Current projects include manufacture of high quality sack trolleys, pressed wheelbarrows and household goods. The project is for expansion of existing facilities with emphasis on the expansion and modernization of its electroplating department for galvanizing and hard chrome planting, improvement of quality of current products and introduction of new products. The owner - Manager has been in this business for over 20 years and is a qualified and experienced workshop engineer.

**SECTOR: MANUFACTURING/BUILDING MATERIALS**

**Company Name and Address:** HIGHLAND BUILDING PRODUCTS LIMITED.  
Production of Lime Pozzolana and Dehydrated Lime,  
P. O. Box 4901, Mbeya

**Contact Person:** Mr. Diyani  
Managing Director

**Core Project Activity:** Production of Lime Pozzolana and Dehydrated Lime for Building and road construction.

**Status of the Project:** Currently production high quality lime. Planning to expand to production of lime pozzolana.

**Total Investment required:** Minimum US\$ 2.5 million

**Collaboration Sought:** Joint Venture Partner ship (Equity participation)  
Equipment purchase Buyback arrangement

**Company Description:**

Current line of business is manufacturing of hydrated lime for use in construction, sugar industries and gold mines

**Project Summary:**

The objective is to manufacture hydrated calcium lime and use the product to make *lime pozzolana* for building and road construction. Part of hydrated lime will be sold to sugar industries and gold mines. Pozzolana will be mined locally and be mixed with lime to make lime pozzolana. The project is domestic market oriented. Collaboration is sought in joint- venture partnership, buy- back Arrangement

**SECTOR MANUFACTURING/BUILDING MATERIALS**

**Company Name & Address: MALIKS REFRACTORY BRICKS CO. LTD.**

P.O Box 901, Mbeya.

**Contact Person:** Mr. Hilal Hussein Malik  
Managing Director  
  
Tel: +255-25-2510052

**Core Project Activity:** Making of refractory bricks and range of ceramic products

**Status of the Project:** New

**Total investment Requirement:** USD 2.6million.

**Collaboration Sought:** Co- financing the Projects.  
- Foreign partner - 70%  
- Local Partner - 30%

**Company Description:**

The parent company is Mbeya Tiles Limited which is currently involved in the production of concrete roofing tiles, ridges, floor tiles, paving blocks and other concrete articles by applying modern production technology using fully fledged automatic machines in most of the production processes.. This is the only project of its kind in the whole of Southern Highlands and ranks second in the country. In addition to the domestic market, the company currently sells their products in the neighboring countries of Malawi and Zambia where they have established sales centres. Under SADC commercial agreements, the import duty has been reduced to 5% for building materials.

**Project Summary:**

Refractory Bricks & Ceramics Products Co. envisages acquiring and installing a plant to mill and process refractory bricks and a range of ceramic products. The refractory bricks (fire clay bricks) arte used in high temperature industries and will be the first of its kind in East Africa.

The ceramic products will be mainly for household and industrial applications and will include products such as high alumina refractories, insulators, fireclay refractories, refractory motor, floor and wall tiles, toilet sinks and many other ceramic products. The major raw materials, Kaolin and Bay Clay are available locally chemical analysis has been done in Germany by KERAMIK CONSULTING GmbH and found to be of the right type.

Foreign investors are invited to co-finance the project This can be in the form of joint venture participation, buy-back arrangement or equipment purchase. Total capital investment is estimated at US \$ 2,591,250= out of which the local partner will contribute about 30% and the foreign partner 70%.

## SECTOR AGRO - PRO PROCESSING

### Company Name and Address:

KISIGO TEA COMPANY

*P. O. Box 190, Iringa*

P. O. Box 51, Mufindi

### Contact Person:

The Managing Director

Tel: +255-26-2700526

Fax: +255-26-2702486

Email: [tccia.iringa@cats-net.com](mailto:tccia.iringa@cats-net.com)

### Core Project Activity:

Tea Processing

### Status of the Project:

New

### Total Investment Required:

USD 3.57 million

**Collaboration Sought:** Co-financing in form of joint venture partnership

### Core Activity:

Production of green tea leaves which are sold to Brooke Bond (T) Ltd., since 1981.

### Project Summary:

Kisigo Tea Company Ltd owns a tea plantation of 886 acres. Of these, 350 acres yield green tea leaves at full harvest. Expansion work is continuing so as to get 386 acres planted with seedlings within a period of five years at the rate of 77 acres per year. Kisigo Company intends to establish a tea processing factory (Tea processing, blending and packaging). Export of processed tea will be the main target of the company though it will also cater for a smaller segment of the local market. Total investment cost is estimated at \$ 3.57 million out of which the foreign contribution is \$1.93 million. Collaboration is needed in joint-venture, loan, market access and equipment purchase.

**For further information and guidance, please contact:**

Executive Director  
Tanzania Investment Centre  
9 A&B Shaaban Robert Street  
P.O. Box 938  
**Dar es Salaam**  
TANZANIA

Tel:+255 22 211 6328 - 332  
Fax:+255 22 211 8253  
E-mail:information@tic.co.tz  
Website:www.tic.co.tz

Or

Ministry of Foreign Affairs and International Cooperation  
P.O. Box 9000  
**Dar es Salaam**  
TANZANIA

Tel:+255 22 211 8746

Or

Embassy of the United Republic of Tanzania  
21-9,Kamiyoga 4-Chome,  
Setagaya-Ku, Tokyo 158-098

Tel: 3425-4531 Fax: 3425-7844  
E-mail:tzrepjp@gol.com

and

Embassy of the United Republic of Tanzania  
No.8,Liang Ma He Nan Lu  
San Li Tun, Chaoyang District  
Beijing 100600 P.R.China

Tel: 86+10+65321491/65321408  
Fax: 86+10+65324351/65321695  
E-mail:tanrep@tanzaniaembassy.org.cn

**For Foreign Trade Enquiries please contact:**

Director General  
Board of External Trade  
P.O. Box 5402  
Dar es Salaam  
Tel:+255 22 2851 706 Fax: +255 22 2851 700  
E-mail:betis@inafrica.com  
Website: www.bet.co.tz