



**THE UNITED REPUBLIC OF TANZANIA
PRESIDENT'S OFFICE
REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT**

MBEYA REGION INVESTMENT GUIDE





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TABLE OF CONTENTS

LIST OF TABLES.....	v
LIST OF FIGURES.....	v
ABBREVIATIONS.....	vi
DEMONSTRATION OF COMMITMENT FROM THE HIGHEST LEVEL OF GOVERNMENT.....	ix
FOREWORD.....	x
EXECUTIVE SUMMARY.....	xii
DISCLAIMER.....	xiv

PART ONE: 1

REASONS FOR INVESTING IN MBEYA REGION 1

1.1 Mbeya Region in the Broader Tanzanian Context.....	1
1.2 Investment Climate and Trade Policy in Tanzania.....	2
1.3 Specific Attractive Investment Conditions for Mbeya Region.....	5
1.4 Suggested Priority Investment Areas in Mbeya Region.....	7
1.4.1 Summary of Regional-Level Priority Investment Opportunities.....	7
1.4.2 Summary of Council-Level Priority Investment Opportunities.....	8
1.5 The Guide’s Target Groups.....	9

PART TWO..... 11

SOCIO-ECONOMIC PROFILE OF MBEYA REGION..... 11

2.1 Geographic Location and Boundaries.....	11
2.2 Land Area.....	12
2.3 Population.....	12
2.4 Administrative Units.....	13
2.5 The Regional Economy.....	14
2.6 Climate, Soils and Topography.....	14

2.7	Agro-Ecological Zones (AEZ)	15
2.8	River Basins in the Region	16
2.9	Productive Sectors	16
2.9.1	Agriculture Sector	17
2.9.2	Livestock.....	23
2.9.3	Natural Resources	24
2.10	Industrial Sector.....	29

PART THREE.....30

PRIORITY INVESTMENT OPPORTUNITIES IN MBEYA REGION30

3.1	Land Earmarked for Investments.....	30
3.2	Regional Level Priority Investment Opportunities.....	31
3.2	Council Level Priority Investment Opportunities	40

PART FOUR64

FACILITATION, PROCESSES, REQUIREMENTS AND INCENTIVES64

4.1	Supportive Policies and Legal Environment.....	64
4.1.1	Policies, Legal, Institutional and Regulatory Considerations	64
4.1.2	Strategies, Plans, and Programmes	65
4.1.3	Investment Options: Individual, PPP, PPCP, and Joint venture.....	65
4.2	Facilitation	67
4.2.1	Lead Institution.....	67
4.2.2	Main Institutions Dealing with Investment in Tanzania and Mbeya Region	68
4.2.3	Registration.....	68
4.2.4	Taxes.....	68
4.3	Incentives.....	70
4.4	Access to Resources.....	71
4.4.1	Land for Investment in Tanzania.....	71
4.4.2	Land for Investment in Mbeya Region	72

4.4.3	Banking and Financial Services	72
4.4.4	Labour	72
4.5	Inclusion and Participation of the Private Sector.....	73

PART FIVE74

KEY CONTACTS IN MBEYA REGION74

5.1	Key Websites.....	74
5.2	Key Contacts.....	74
5.2.1	Regional Commissioner’s Office	74
5.2.2	Mbeya City Council.....	74
5.2.3	District Councils.....	75

LIST OF TABLES

Table 1: Mbeya Region Land Area	12
Table 2: Population of Mbeya Region	13
Table 3: Administrative Units of Mbeya Region	13
Table 4: Estimated Production in Tonnes of Major Food Crops in Mbeya Region	18
Table 5: Estimated Production in Tonnes of Major Cash Crops in Mbeya Region	22
Table 6: Livestock Population and Marketed Livestock in 2019 in Mbeya Region	24
Table 7: National Parks and Game Reserves found in Mbeya Region	26
Table 8: Hunting blocks available in Mbeya Region in 2019	28
Table 9: Land Earmarked for Investments in Mbeya Region	30

LIST OF FIGURES

Figure 1: Mbeya Region Road Network	5
Figure 2: Map of Mbeya Region	11

ABBREVIATIONS

AGOA	African Growth Opportunity Act
ASDP	Agriculture Sector Development Strategy and Programme
BRELA	Business Registration and Licensing Agency
CSO	Civil Society Organisation
EAC	East African Community
EPZ	Export Processing Zone
ESRF	Economic and Social Research Foundation
EU	European Union
FAO	Food and Agriculture Organisation
FBO	Faith-Based Organisation
FCC	Fair Competition Commission
FDCs	Folk Development Centres
FETA	Fisheries Education and Training Agency
FYDP	National Five-Year Development Plan
GDP	Gross Domestic Product
GoT	Government of Tanzania
GPSA	Government Procurement Services Agency
ICSD	International Centre for Settlement of Investment Disputes
ICT	Information and Communication Technology
IIDS	Integrated Industrial Development Strategy
ISO	Industrialization Support Organization
ITC	International Trade Centre
LGAs	Local Government Authorities
M&E	Monitoring and Evaluation
MoA	Ministry of Agriculture
MCDI	Mpingo Conservation and Development Initiative
MIGA	Multilateral Investment Guarantee Agency
MIT	Ministry of Industry and Trade
MLF	Ministry of Livestock and Fisheries
MWI	Ministry of Water and Irrigation
NARCO	National Ranching Company
TNBC	Tanzania National Business Council
NBS	National Bureau of Statistics

NEEC	National Economic Empowerment Council
NEMC	National Environmental Management Council
NGO	Non-Government Organisation
NIDF	National Irrigation Development Fund
PMO	Prime Minister Office
PO-RALG	President's Office – Regional Administration and Local Government
PPCP	Public-Private Community Partnership
PPP	Public-Private Partnership
RALG	Regional Administration and Local Government
RAS	Regional Administrative Secretary
RS	Regional Secretariat
RECs	Regional Economic Communities
SACCOS	Savings and Credit Co-operative Society
SADC	Southern African Development Community
SDL	Skills and Development Levy
SEZ	Special Economic Zone
SIDO	Small Industry Development Organisation
SIDP	Sustainable Industrial Development Policy
SOE	State Owned Enterprises
SME	Small and Medium Enterprise
TAFMA	Tanzania Animal Feeds Manufacturers Association
TANESCO	Tanzania Electric Supply Company
TANROADS	Tanzania National Roads Agency
TANTRADE	Tanzania Trade Development Authority
TARURA	Tanzania Rural and Urban Roads Agency
TBS	Tanzania Bureau of Standards
TCF	Trillion Cubic Feet
TCT	Tourism Confederation of Tanzania
TCCIA	Tanzania Chamber of Commerce, Industries and Agriculture
TDU	Textiles Development Unit
TAFIRI	Tanzania Fisheries Research Institute
THDR	Tanzania Human Development Report
TIA	Tanzania Investment Act
TIC	Tanzania Investment Centre
TIN	Tax Identification Number

TMDA	Tanzania Medicines and Medical Devices Authority
TMEA	Trade Mark East Africa
TPDC	Tanzania Petroleum Development Corporation
TPSF	Tanzania Private Sector Foundation
TRA	Tanzania Revenue Authority
TRIMs	Trade-related Investment Measures
TZS	Tanzanian Shillings
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
UNIDO	United Nations Industrial Development Organisation
VAT	Value-Added Tax
VETA	Vocational Education and Training Authority
WB	World Bank
WTO	World Trade Organisation
WWF	World Wildlife Fund

DEMONSTRATION OF COMMITMENT FROM THE HIGHEST LEVEL OF GOVERNMENT



"My Government is determined to continue improving the business environment and, in so doing, provide a wide range of appropriate incentives and support to unleash creativity of private sector and other stakeholders in harnessing Tanzania's comparative advantages and thereby boosting productivity, enhancing innovation and fostering economic integration and deepening participation in the region and global value chains."

His Excellency, Dr. John Pombe Joseph Magufuli.
The President of the United Republic of Tanzania, Preface to the Tanzania Five Year Development Plan, June, 2016.



"Industrialisation is relevant not only because of economic reasons but more because it enhances shared prosperity necessary to ensure civil harmony. It does this by increasing employment of our youth, reducing poverty and redressing inequality."

Her Excellency, Samia Suluhu Hassan.
The Vice President of the United Republic of Tanzania remarks during the 2nd East African Business and Entrepreneurship Conference and Exhibition held on 14th November 2017, at the Dar es Salaam Serena Hotel.



"The 21st Century is going to identify itself with intensifying competitive business environment in which business to triumph are those with relevant industrial products and services, modern technologies and human resource that is imbued with respective skills, work ethics and innovativeness. Industrialization is the basic requirement and core secret of business to survive in the 21st Century. It is in this wisdom that the Fifth Phase Government of the United Republic of Tanzania has embraced industrialization as its ultimate goal. The success of this goal calls for the regional administrations to focus on the provision of conducive business environment necessary to facilitate business operations and flow of investments."

Hon. Kassim Majaliwa Majaliwa.
The Prime Minister of the United Republic of Tanzania In his opening remarks at the Business and Investment Forum, Tabora Region, on 21st November, 2018.

FOREWORD



Welcome to Mbeya Region, Tanzania's bread basket. Mbeya Region has embarked on promoting investments and making the region a new business hub for East and Southern African countries. This investment guide seeks to realise the regional vision and the National Development Vision 2025. The guide has been made in line with the overall investment policy, development vision and development plans of Tanzania. It presents available investment opportunities at regional and council levels to attract investors and hasten realisation of the regional vision.

The purpose of this investment guide is, first, to provide potential domestic and foreign investors with investment information relating to the region's unique available investment opportunities and, in doing so, attract them to invest in the region and in accordance with the aspirations of the Regional Secretariat and the local government authorities (LGAs). Second, the guide is expected to foster Mbeya's regional competitiveness and visibility in areas where it has strengths and emerging economic potentials.

Third, to promote and advertise productive capacities in key primary and industrial sectors and, in so doing, exploit the already promising high strengths of the region. Fourth, to foster environmentally friendly investments that add value to the region's many primary commodities in order to sustainably augment the regional GDP growth by stirring broad, inclusive and resilient economic participation of local communities into the growth and industrialisation initiative of the Government. Fifth and last, to contribute towards realisation of Tanzania's vision to become a middle-income country while ensuring improved well-being of the people of Mbeya Region.

The Mbeya regional administration and its seven local government authorities, namely Mbeya District Councils, Rungwe District Council, Kyela District Council, Busokelo District Council, Chunya District Council, Mbarali District Council, and Mbeya City Council, vow to provide investors with a conducive business environment through, among others, the requisite political support,

special incentives, supportive social and economic services, and after-care services. Investors needing further details on the selected strategic and viable opportunities should not hesitate to contact relevant officials, whose contact information is included in this guide.

In the process of preparing this guide, the team of experts from ESRF received full cooperation from the regional team under the Regional Administrative Secretary (RAS) Mrs. Mariam Mtunguja as well as from district teams under district commissioners, City Director and district executive directors. I am grateful for their participation and contribution as part of their commitment to the accomplishment of this guide. On behalf of the Regional Secretariat, I am personally indebted to express my sincere gratitude to both the United Nations Development Programme (UNDP) for their financial support and the Economic and Social Research Foundation (ESRF) for their technical support in producing this guide.

I would like to specifically acknowledge Dr. Daniel Ngowi and his team of experts, namely Dr. Jackson Madulu Nkuba, Mr. James Kasindi, Mrs. Margareth Nzuki and Mr. Mussa M. Martine for their commitment and technical support that collectively resulted in the publishing of this guide. It is not easy to mention everyone but let me extend my deep appreciation to all individuals who in one way or another took time and gave effort to make this investment guide a reality.

May I then take this opportunity to warmly welcome all interested parties to invest in Mbeya Region. I assure you of my office's continued support to making your investments productive and an attractive return on investment for our mutual benefit.



Hon. Albert J. Chalamila
Regional Commissioner
Mbeya Region, Tanzania

EXECUTIVE SUMMARY

Mbeya Region is one of the 31 administrative regions in the United Republic of Tanzania, with Mbeya City Council and six local government authorities, which are Mbeya District Council, Chunya District Council, Rungwe District Councils, Busokelo District Council, Mbarali District Council and Kyela District Council. Mbeya Region is located in the Southern Highlands in the south-western corner of Tanzania.

The region borders the Republic of Malawi to the south and Songwe Region to the west, Singida and Tabora regions to the north and Iringa and Njombe regions to the east, with Kasumulu in Kyela District being the main entry and/or exit point into the neighbouring country of the Republic of Malawi.

The region is close to Tanzania's capital, Dodoma City and well served with tarmac roads from the country's commercial centre, Dar es Salaam. Further, the region has easy access to the Democratic Republic of Congo (DRC), Malawi, Zambia and other southern African neighbouring countries through the Tanzania - Zambia Railway Authority (TAZARA) via Mbeya City. It also has investor-supportive infrastructure, including relatively good road network, electricity supply from the national grid, ample amount of water and an international airport that facilitates travel of passengers and cargo to domestic destinations, especially to Dar es Salaam.

The region's population stands at 2,298,317 (projections) in 2019 of which 80 percent depends on agriculture as a means of livelihood. Agriculture contributes about 40 percent of the regional income. Other economic activities include livestock and bee keeping, fishing, commerce, manufacturing, mining and tourism.

Mbeya Region enjoys the country's conducive investment and trade policies, political stability and well-prepared development frameworks based on the National Development Vision 2025; which provides conducive environment for domestic and foreign investors. The region's untapped spectacular tourist attractions and minerals' potential offer unique opportunities to domestic and foreign investors to be developed for mutual benefits of the investor, the region and the country.

The region has prioritised investment opportunities and is inviting interested and potential individuals and companies to invest in the production of packaging materials for both primary and secondary processing industries; meat processing; leather products processing; milk processing primary and secondary processing of horticulture, floriculture and herbs products; construction of a dry port, modern sports stadium and recreation facilities; animal feeds processing; banana processing; avocado processing; cocoa processing; sunflower processing; Irish potatoes processing; honey processing; water bottling; cashew nut block farming; paddy processing and packaging; fish farming and processing; farm machinery hire services; manufacturing of various products from rice husks and other wood products; construction of commercial cold rooms and refrigeration services; development of irrigation farming infrastructure; commercial business and trade service facilities; construction of modern bus stations and vehicle parking facility; provision of social services such as hospitals, health care centres, dispensaries, primary/secondary schools and vocational training institutes; minerals including stone quarrying; and tourism and hospitality (skyline tourism, construction of hotels, motels and campsites, and establishment of tour guide companies, etc.).

DISCLAIMER

This guidebook was published to provide potential investors with access to essential information regarding investments and investing in Mbeya Region. The guidebook does not in any way give exhaustive information or detailed practical instructions, but it points out sources of other information in both private and public sectors. Most of or all information contained in this guidebook was derived from consultations with regional and district government officials, the private sector and other agencies. Depending on the nature of investment, potential investors are expected to conduct feasibility studies and/or environmental impact assessments for detailed information.

Materials in this guidebook should therefore be used only for the intended purposes and not for defence in a legal dispute or in any other matter of that nature.

The guide is presented in good faith and in cognisance of the 2018 Amendment to the Statistics Act (2015). Where a datum point used in this guide unknowingly contradicts an official statistic, it should be deemed an error and the official statistic should be assumed to be correct.

REASONS FOR INVESTING IN MBEYA REGION

1.1 Mbeya Region in the Broader Tanzanian Context

Mbeya Region is one of the 31 administrative regions in the United Republic of Tanzania, with Mbeya City Council and six local government authorities, namely Mbeya District Council, Chunya District Council, Rungwe District Council, Busokelo District Council, Mbarali District Council and Kyela District Council. Mbeya Region enjoys the country's conducive investment and trade policies, political stability and well-prepared development frameworks based on the National Development Vision 2025. Tanzania, with its large and growing domestic population, strategic location, abundance of natural resources and internal political stability, presents a uniquely attractive investment opportunity to investors.

Tanzania's abundant natural resources include agriculture land; water bodies such as lakes, rivers and springs; mineral resources; and tourist attractions, including biodiversity and unique landscapes, such as Mount Kilimanjaro, Ngorongoro Crater and Serengeti National Park, which attract tourists from all over the world. In addition, its location on the east coast of Africa gives it a comparative advantage in providing trade and transport services to neighbouring, land-locked countries. Several measures have been taken to create a conducive business environment to encourage local and foreign investment. The country has created a stable and attractive macro and micro-economic climate with single-digit inflation. Furthermore, there are ongoing reforms in fiscal and monetary policy, as well as improvements in the business climate through legal and regulatory reforms aimed at streamlining procedures and freeing business from unnecessary bureaucracy.

Tanzania has sustained an average rate of 6-7 percent economic growth since the late 1990s due to a relatively stable political environment, reasonable macro-economic policies, structural reforms, a resiliency from external shocks and debt relief. The International Monetary Fund (IMF) in 2017 reported

that Tanzania's macro-economic performance remains strong, its economic growth is projected at about 7 percent, and inflation is expected to remain close to the Government of Tanzania's 5-percent target.

The Government recognises the role of the private sector (both local and foreign) and other strategic partners as the engine of growth and poverty reduction, and the drivers of economic transformation. This important role of the private sector has been further emphasised in the current (Second) Five-Year Development Plan (FYDP II: 2016/17-2020/21) by recognising that the realisation of the goals and targets of FYDP II hinges on, among others, effective participation of the private sector in developing industries and enterprises that spur economic growth and create jobs.

1.2 Investment Climate and Trade Policy in Tanzania

The Government of Tanzania has reviewed its policies and regulations in order to attract local and foreign private investment. This is evidenced by the recent development of the Blueprint for Regulatory Reforms to Improve the Business Environment. The recommendations of the Blueprint are being implemented at reasonable speed, including merging similar functions of regulatory institutions, abolishing nuisance taxes and fees, improving dialogue between Government and private sector etc. Specifically, the Government removed 118 nuisance taxes in 2018/19 and 54 in 2019/20; reviewed the National Investment Promotion Policy (1996) and Tanzania Investment Act, 1997; merged some of the functions from the former Tanzania Food and Drugs Authority (TFDA) to the Tanzania Bureau of Standards (TBS), among others.

The country has adopted the World Trade Organisation's (WTO's) Trade-related Investment Measures (TRIMs) to encourage investments in line with national priorities, and to attract and regulate foreign investments. Trade development instruments that Tanzania has adopted include establishment of export processing zones (EPZs), investment code and rules, export development/promotion and export facilitation. EPZs were established by the 2002 EPZ Act and are open to both domestic and foreign investors, particularly in agribusiness, textiles and electronics sectors. The Special Economic Zones Act of 2006 authorised the establishment of special economic zones (SEZs) to encourage Greenfield investments in light industry, agro-processing industry and agriculture.

The Export Processing Zones Authority (EPZA) governs both EPZs and SEZs. The Government has encouraged both local and foreign investors to take advantage of the investment opportunities under EPZA for their benefit and for the benefit of the country. There are three categories of licences issued by EPZA:

- i) Developer's licence: for investment in infrastructure development, including construction of industrial buildings and warehouses, development of internal roads, landscaping and fencing, and provision of utilities
- ii) Operator's licence: for investors who are undertaking manufacturing operations, including manufacturing, processing breaking bulk, re-packaging, re-labelling and trading
- iii) Service provider's licence: for investors who are providing services and utilities to EPZ and SEZ investors within the zone, including banking, insurance, and information and communication technologies (ICTs).

EPZA also oversees incentive packages such as exemptions from corporate tax and withholding tax on rent; dividends and interest; remission of customs duty, value-added tax (VAT) and other taxes on raw materials and capital goods; and exemption from VAT on utilities and levies imposed by local authorities. In addition, working permits for foreign staff can be issued by EPZA. More information can be found on the website www.epza.go.tz and email address is info@epza.go.tz.

All the above factors, plus the country's well formulated development-cum-strategic frameworks, have contributed to continuous real GDP growth of about seven percent (7%) for over a decade, and is a member of what the World Bank has dubbed the "7-percent Club", a group of countries forecast to achieve 7 percent or more real GDP growth for the next decade.

Investments in Tanzania are guaranteed against nationalisation and expropriation through various agreements of protection and promotion of investments, such as the Multilateral Investment Guarantee Agency (MIGA), of which Tanzania is a member. Tanzania also offers access to major markets of the world, such as America through the Africa Growth Opportunity Act (AGOA); Europe through Everything-But-Arms (EBA); Asia (e.g. India and China), and Middle East, all done through special bilateral trade and investment agreements and arrangements.

Tanzania is also a member of two major regional economic communities (RECs), namely the Southern African Development Community (SADC) and the East African Community (EAC). With the upcoming of the SADC-EAC-COMESA Tripartite, Tanzania is linked to COMESA as well.

The regional economic communities are growing stronger, and so investors in Tanzania will have the advantage of accessing both domestic and regional markets as well as the export markets in the European Union, the United States, the growing Asian economies of China and India, and in the Middle East, to mention only the leading ones.

The domestic market is significant, given Tanzania's population of about 58 million people, growing at a rate of 2.7 percent per annum, and a growing middle class. Both EAC and SADC are growing stronger, so investors in Tanzania will have the advantage of accessing domestic, regional and international markets.

Briefly, the following are among the reasons why one should invest in Tanzania:

- a) There is a high degree of investment security because of unparalleled political stability that is strife-free of ethnic divisions, has democratic rule of law that respects diversity of opinion and a strong tradition of constitution and rule of law
- b) The country has maintained business-friendly macro-economic stability with low inflation (around 5%), stable exchange rates supported by unrestricted and unconditional transfers of profits, loan repayments, emoluments, royalties, fees and charges
- c) There is a commitment to ensuring simplified bureaucracy, streamlined through the acclaimed services of the Tanzania Investment Centre, which is a one-stop facilitation agency of Government registering projects and serving registered investment projects
- d) The Government of Tanzania is committed to, and has successfully undertaken, economic liberalisation measures commended by both the World Bank and IMF with business-supportive legislation continually being improved through genuine dialogue between the Government and the private sector
- e) There is a well-balanced package of incentives to investors with additional negotiated benefits to strategic investors

- f) The economy is rapidly emerging as the most effective entry point and gateway for trade into eastern, southern and central Africa
- g) There are lucrative investment opportunities in infrastructure and value-adding facilities that are among the fastest growing segments of the economy
- h) The Government is committed to ensuring investment guarantees and settlement of disputes. Investments in Tanzania are guaranteed against political risks, nationalisation and expropriation.
- i) Foreign business operating in Tanzania may obtain credit from domestic financial institutions up to the limits established by the Bank of Tanzania. Major international banks like Barclays, Citibank, Exim, Stanbic, and Standard Chartered have invested in Tanzania. Among the banks with branches in Mbeya Region are CRDB Bank, NBC Limited, National Microfinance Bank Limited, TPB Bank, and several other banks.

1.3 Specific Attractive Investment Conditions for Mbeya Region

A. Railway and Road Transport

- i. **Railway:** There is a railway line that runs from Dar es Salaam to Kapiri-Mposhi in Zambia via Mbeya under the Tanzania Zambia Railway Authority (TAZARA). The railway transports both passengers and goods.
- ii. **Road:** Mbeya Region is served with 1,270 kilometres of relatively good road network of both main tarmac roads and all-weather passable feeder roads.

Figure 1: Mbeya Region Road Network



B. Civil Aviation and Air Transport

There is a newly established Songwe International Airport which caters for large and small planes for both passengers and cargo to the rest of the world. There are also small airports for non-scheduled air transport services operating in Chunya, Mbarali and Rungwe districts.



C. Marine Transport

Marine transport in Mbeya Region is done through Lake Nyasa. There are ships travelling to the southern part of Tanzania (Ruvuma Region) and neighbouring country of Malawi docking at Itungi Port.

D. Telecommunication and Media Coverage

Mbeya Region enjoys a wide coverage of cellular telephone services in both urban and rural areas, which are provided by several service providers, including TIGO, VODACOM, AIRTEL, HALOTEL, TTCL and ZANTEL. New mobile users are attracted to subscribe to available companies in the region to facilitate their business communications and operations.

The region also enjoys media diversity including print media in Kiswahili and English such as Daily News, Habari Leo, Sunday News, The Guardian and Nipashe, to mention but just a few. Radio stations broadcasting in the region (with local, national and international coverage) include Mbeya FM, Radio Free Africa, Radio One, Clouds FM, Radio Maria, Generation FM, Bomba FM, TBC Taifa, TBC FM, Ushindi FM and BBC). There are also television stations such TBC, Star TV, ITV and Channel Ten. The media is able to cover most districts and offers up-to-date information about Mbeya Region.

E. Financial Institutions

Mbeya has a Bank of Tanzania (BoT) branch, which has effectively contributed to the overall development of the region as well as to the development

of other parts of Southern Highlands Zone through provision of various monetary, economic and financial services to stakeholders in the area. The Bank of Tanzania ensures the existence of financial system that provides smooth, efficient and effective financial services to the economy. The Bank guarantees credit to small and medium enterprises (SMEs) through Export Credit Guarantee Scheme (ECGS).

The region also enjoys other banking services from the National Bank of Commerce (NBC), National Microfinance Bank (NMB), CRDB Bank, TPB Bank, Akiba Commercial Bank, and Commercial Bank of Africa (CBA).

F. Power Supply

Mbeya Region is connected to the national electricity grid; all LGAs are served with electricity in urban areas and most rural areas have access to electricity. The Rural Electricity Agency (REA) has been mandated by Government to ensure all rural areas have access to electricity.

G. Good Climatic Conditions

The region has diverse agro-ecological zones with favourable climate for crops cultivation and livestock keeping. Temperatures are also moderate, which allow for smooth economic activities.

H. Health Care Facilities

Mbeya Region has a referral hospital located in Mbeya City and 336 public and private health care facilities located in various places in the region.

1.4 Suggested Priority Investment Areas in Mbeya Region

Interested parties are welcome to invest in the following suggested priority investment areas, which are more detailed in Part Three of this guide.

1.4.1 Summary of Regional-Level Priority Investment Opportunities

Interested parties are welcome to invest in the following suggested priority investment areas:

-
- i. Production of packaging materials for both primary and secondary processing industries
 - ii. Meat processing
 - iii. Leather products processing
 - iv. Milk processing
 - v. Primary and secondary processing of horticulture, floriculture and herbs products
 - vi. Construction of a dry port
 - vii. Production of pharmaceuticals
 - viii. Animal feeds processing
 - ix. Construction of an industrial park.

1.4.2 Summary of Council-Level Priority Investment Opportunities

- i. Banana processing
- ii. Avocado processing
- iii. Cocoa processing
- iv. Sunflower processing
- v. Round potatoes processing
- vi. Honey processing
- vii. Water bottling
- viii. Cashew nut block farming
- ix. Paddy processing and packaging
- x. Fish farming and processing
- xi. Farm machinery hire services
- xii. Manufacturing of various products from rice husks and other wood products
- xiii. Construction of a modern sports stadium and recreation facilities
- xiv. Commercial business and trade service facilities
- xv. Construction of modern bus stations and vehicle parking facilities
- xvi. Construction of hospitals, health care centres and dispensaries
- xvii. Construction of primary/secondary schools and vocational training institutes
- xviii. Construction of commercial cold rooms and refrigeration services
- xix. Development of irrigation farming infrastructure
- xx. Extraction of minerals and stone quarrying
- xxi. Construction of a factory for producing dustless chalks, limestone marble products and lamp shades

xxii. Tourism and hospitality industry (skyline tourism, construction of hotels, motels, and campsites, and establishment of tour guide companies, etc.).

1.5 The Guide's Target Groups

For prospective investors to make sound decisions on where and in which sector to invest requires adequate information, and so is the ability by public officials to provide correct information on investment opportunities to investors.

The main target for this guide is therefore national and international prospective investors interested in starting new businesses or acquiring existing ones in various sectors; resident investors within the region with businesses and who seek to either expand their current operations or venture into new businesses; and Government ministries responsible for assisting business owners. Specifically, the following are the beneficiaries of the guide:

- Investors, business owners and stakeholders, agriculture crop estates and medium-to-large farms as well as value-adding and marketing entities intending to invest in Mbeya designated industry and business areas
- Prime Minister's Office (Investment)
- Government ministries, local government authorities, agencies, institutions, EPZA, and state-owned enterprises (SOEs), for example those responsible for agriculture, industries, trade, finance, and international cooperation
- Primary stakeholders across value chains, including individual entrepreneurs, importers and exporters of input and output factors, farmers, livestock keepers and fisher folks
- Academicians, researchers and extension service providers
- Umbrella organisations such as the Tanzania National Business Council (TNBC), Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA), pension and provident funds investing in agriculture and industries, and other support institutions
- Institutions overseeing the management of quality and safety management issues, such as Tanzania Bureau of Standards (TBS) and Tanzania Medicines and Medical Devices Authority (TMDA)

-
- Organisations providing productive capacities, information and data, monitoring and evaluation and other business support services. Such organisations are Textiles Development Unit (TDU), Business Registration and Licensing Agency (BRELA), Tanzania Revenue Authority (TRA), Fair Competition Commission (FCC), National Economic Empowerment Council (NEEC), Tanzania Trade Development Authority (TANTRADE), Industry Support Organisations (ISOs), agricultural and industrial extension services providers, etc.
 - Selected civil society organisations (CSOs), non-government organisations (NGOs) and development partners (DPs) such as the Food and Agriculture Organisation (FAO), United Nations Development Programme (UNDP), World Bank (WB), United Nations Conference on Trade and Development (UNCTAD), International Trade Centre (ITC), European Union (EU), United Nations Industrial Development Organisation (UNIDO), and TradeMark East Africa (TMEA).

PART TWO

SOCIO-ECONOMIC PROFILE OF MBEYA REGION

This part details the geographical location, surface area, population and demographic pattern, administrative units, topography and land use patterns, agro-ecological zones, climate, socio-economic context and productive sectors of Mbeya Region.

2.1 Geographic Location and Boundaries

Mbeya Region is one of the 31 administrative regions of the United Republic of Tanzania located in the Southern Highlands Zone in the south-western corner of Tanzania between latitudes 7° and 9° 31' south of the Equator and between longitudes 32° and 35° east of Greenwich.

Mbeya Region shares borders with the Republic of Malawi to the south and Songwe Region to the west, Singida and Tabora regions to the north and Iringa and Njombe regions to the east, with Kasumulu in Kyela District being the main entry and/or exit point into the neighbouring country of the Republic of Malawi.

Figure 2: Map of Mbeya Region



2.2 Land Area

Mbeya Region covers a total surface area of 35,232.2 square kilometres, which is about 4.0 percent of the total surface area of the United Republic of Tanzania excluding sea area (947,300 sq. km). Out of the region's total surface area, 34,736.3 square kilometres are dry land and 495.9 square kilometres are covered with water bodies (rivers and lakes). Mbeya City Council (250.2 sq. km) and Busokelo District Council (847.1 sq. km) have the smallest land areas.

Table 1: Mbeya Region Land Area

LGA	Land Area (sq.km)	Percent Share of Land Area	Water Area (sq.km)	Total Surface Area	Percent Share of Total Surface Area
Chunya District Council	13,149.0	37.9	0	13,149.0	37.3
Mbeya District Council	2,432.0	7.0	0	2,432.0	6.9
Kyela District Council	826.5	2.4	495.5	1,322.0	3.8
Rungwe District Council	1,231.6	3.5	0.3	1,231.9	3.5
Busokelo District Council	847.1	2.4	0	847.1	2.4
Mbarali District Council	16,000.0	46.1	0	16,000.0	45.4
Mbeya City Council	250.1	0.7	0.1	250.2	0.7
Regional Total	34,736.3	100.0	495.9	35,232.2	100.0

Source: Mbeya Regional Commissioners Office, Socio-economic Profile, May 2020.

2.3 Population

According to the 2012 population census, Mbeya Region's population was about 1.7 million people and projection for 2019 was 2.1 million. Mbeya City Council, Mbarali District Council and Mbeya District Council have the largest population.

Table 2: Population of Mbeya Region

LGA	Actual Population - 2012 Population and Housing Census			Projected Population for Year 2019		
	Male	Female	Total	Male	Female	Total
Chunya District Council	79,331	77,455	156,786	100,829	96,543	197,372
Mbeya District Council	143,779	161,540	305,319	181,400	198,347	379,747
Kyela District Council	106,012	115,478	221,490	133,130	141,667	274,797
Rungwe District Council	115,510	127,299	242,809	145,035	157,395	302,430
Busokelo District Council	45,739	50,609	96,348	56,574	61,881	118,455
Mbarali District Council	145,867	154,650	300,517	184,384	192,078	376,462
Mbeya City Council	182,620	202,659	385,279	233,091	254,260	487,351
Total	818,858	889,690	1,708,548	1,034,443	1,102,171	2,136,614

*Source: NBS (2019). Sub-National Population Projection for Year 2013 to 2021
Based on the 2012 Population and Housing Census*

2.4 Administrative Units

Mbeya Region has 7 councils, which are Mbeya City Council (MCC), Busokelo District Council, Rungwe District Council, Kyela District Council, Chunya District Council, Mbarali District Council, and Mbeya District Council. The regions have 15 divisions, 179 wards, 547 villages, 181 *mitaa*.

Table 3: Administrative Units of Mbeya Region

Council	Land Area (sq. kms)	Number of Division	Number of Wards	Number of Villages	Number of Mitaa
Chunya District Council	13,149.0	2	20	43	-
Mbeya District Council	2,432.0	3	28	154	-
Kyela District Council	826.5	2	33	93	-
Rungwe District Council	1,231.6	3	29	99	-
Busokelo District Council	847.1	1	13	56	-
Mbarali District Council	16,000.00	2	20	102	-
Mbeya City Council	250.1	2	36	-	181
Regional Total	34,736.3	15	179	547	181

Source: Mbeya Regional Commissioner's Office, Socio-economic Profile, May 2020

2.5 The Regional Economy

The economy of Mbeya Region is based on agriculture, livestock keeping, bee keeping, fishing, commerce and manufacturing.

Other economic activities and potentials include mining and tourism. On the basis of current prices, in 2018, Mbeya Regional Gross Domestic Product (GDP) was about TZS 7.31 trillion and per capita income was TZS 3,506,101. The region contributed 5.65 percent of the national income (GDP) ranking fourth nation-wide after Dar-es-Salaam, Mwanza and Shinyanga regions.

2.6 Climate, Soils and Topography

a) Climate

Mbeya Region has a tropical climate, with temperatures ranging between 16°C in the highlands and 25°C in the lowlands. Rainfall period is from October to May, with an annual rainfall of 650 millimetres in Usangu Plains and Chunya, and 2,600 millimetres on the northern shores of Lake Nyasa and highlands in Rungwe District Council. The region experiences a cold and dry season between June and September.

b) Soils

The region's soils and vegetation type show high variation. In most of the arable land of the region, soils are of moderate fertility, with medium texture and varying from sandy loams, alluvial soils to cracking clays. Vegetation cover is Miombo woodland that occupies most of the areas, with rains ranging from 800 millimetres to 1,200 millimetres per annum. Areas with less rain, especially in the north of the region, support the growth of wooded grassland and bush-land of dense thickets of acacia and other thorny trees.

c) Topography

Most of the areas in the region are the result of the Great Rift Valley, while the lowland elevation occupies the Western Rift Zone that covers Lake Rukwa and Lake Nyasa areas, and the Eastern Rift Zone covering the Usangu Plains and the neighbouring parts of the Ruaha Trough. Altitudes range from 475

metres above sea level in Lake Nyasa to over 2,900 metres above sea level on the peak of Mount Rungwe.

2.7 Agro-Ecological Zones (AEZ)

Mbeya Region has three agro-ecological zones, namely highlands, mid-lands and low lands.

a) High Lands Zone

The highland zone constitutes the Central Mbeya Plain, Mbeya Highlands, Ilembo and Poroto highlands, West Rungwe Plain, East and Central Rungwe, South Usangu Plain and North Kyela and southern parts of Rungwe. These areas are at an altitude of 1,500 to 2,400 metres above sea level and have cool temperatures.

The highlands zone receives rainfall that exceeds 2,500 millimetres per annum. Common crops grown in these areas include maize, groundnuts, beans, wheat, potatoes, coffee, bananas, tea, avocado, spices (cardamom), pyrethrum and cocoa. Livestock keeping is also an important economic activity.

b) Mid-Lands Zone

The mid-lands agro-ecological zone occupies an area within altitudes ranging from 800 to 1,500 metres above sea level and covers an area that include Rukwa Valley and North Usangu Plain. This zone receives an annual rainfall that ranges from 700 millimetres in North Usangu Plain and 1,700 millimetres in Hezya/Isangati in Mbeya District Council. Common crops cultivated in this agro-ecological zone are maize, sorghum, finger millet, cotton, cowpeas, groundnuts, cassava, beans, sunflower and paddy; livestock keeping is also practised in this zone.

c) Low Lands Zone

The low land agro-ecological zone lies at an altitude of between 500 and 1,000 metres above sea level, covering the North Chunya Plain, Central Chunya, Msangaji Plateau and Kyela Lowlands. The zone experiences warm temperatures and an average rainfall of less than 1,000 millimetres, except

for Kyela Lowlands, whose annual rainfall is higher at about 2,500 millimetres. Common crops grown in this zone are tobacco, maize, sorghum, finger millet, cassava, groundnuts, sunflower, cocoa, cashew nuts, oil palm, paddy and bananas. Animal husbandry practised in low lands includes cattle, goats and sheep.

2.8 River Basins in the Region

Mbeya Region has three river basins, which are Ruaha/Rufiji Basin that extend towards the East, an inland Lake Rukwa Basin in the north-west and Lake Nyasa Basin in the south. The surface runoff pattern corresponds closely to the unimodal rainfall distribution. The south highlands on the Southern Plateau of Tanzania form a watershed area of the main drainage in the region.

The main rivers in the region include Great Ruaha, Zira, Songwe, Kiwira, Lufilyo and Mbaka. The Great Ruaha River is fed by Kimani, Chimala, Igurusi and other tributaries, which are one of the inlets to the Indian Ocean. Rivers Zira and Songwe form an inland drainage into Lake Rukwa, while rivers Kiwira, Lufilyo and Mbaka drain southwards into Lake Nyasa.



Songwe River



Mbaka River

2.9 Productive Sectors

The main productive sectors of Mbeya Region that are the main drivers of the regional economy include agriculture (crops and livestock), natural resources (forest, fish, wildlife and minerals), tourism and industrial development. These are discussed briefly as follows:

2.9.1 Agriculture Sector

Agriculture dominates the livelihood and economic performance of Mbeya Region. The sector contributes about 40 percent to the regional economy and employs about 80 percent of the working population in the region. Agriculture is predominantly peasantry farming and a small number of commercial farming of tea in Rungwe District and rice in Mbarali District.

i) Major food crops

Mbeya Region is famously known as the “bread basket” of Tanzania, growing a variety of food crops including maize, paddy, sorghum, beans, round potatoes, sweet potatoes, cassava, bananas, groundnuts, simsim, fruits and vegetables. As Table 4 shows, Rungwe, Mbeya and Mbarali District Councils were the main food producers in



2017 - 2019, with annual production of 1,144,346.4 tonnes or 37.2% (Rungwe District Council); 530,064.8 tonnes or 17.2% (Mbeya District Council); and 490,644.3 tonnes or 15.9% (Mbarali District Council).

Busokelo District Council (387,907.9 tonnes or 12.6%), Kyela District Council (246,393.8 tonnes or 8.0%), Chunya District Council (224,170.8 tonnes or 7.3%), and Mbeya City Council (54,504.5 tonnes or 1.8%) also produce substantial amount of food crops.

In terms of types of crops, irish/round potatoes is the main crop (925,266.9 tonnes), followed by maize (669,079.8), banana plantain (541,493.0 tonnes), paddy (396,044.8 tonnes), cassava (231,853.4 tonnes), and sweet potatoes (170,906.8 tonnes). Other crops, whose annual production is below 100,000 tonnes, include beans, wheat, sorghum, cow peas, and cocoyam.

Table 4: Estimated Production in Tonnes of Major Food Crops in Mbeya Region

Period	Food Crops Production in 2019 in Tonnes										Total	Percent	Rank	
	Chunya District Council	Kyela District Council	Mbarali District Council	Mbeya District Council	Mbeya City Council	Rungwe District Council	Busokelo District Council							
Maize	188,843.0	11,000.0	96,000.0	235,256.0	19,100.0	103,900.0	46,979.0							2
Irish/Round Potatoes	-	-	-	270,990.0	33,875.0	503,119.0	131,372.0							1
Paddy	8,390.0	86,000.0	295,350.0	198.0	-	3,050.0	12,317.0							4
Banana Plantain	3,183.0	105,000.0	-	200.0	10.0	281,400.0	147,937.0							3
Beans	13,885.0	575.0	44,200.0	23,645.0	1,693.0	22,077.0	6,198.0							7
Sweet Potatoes	14,294.0	4,800.0	20,948.0	16,190.0	8.0	105,473.5	1,906.0							6
Cassava	2,205.0	43,500.0	31,295.0	108.0	-	114,724.0	29,509.7							5
Wheat	-	-	-	5,355.0	478.0	-	-							10
Cow peas	-	-	-	-	-	-	-							11
Sorghum	5,231.0	-	5,054.0	-	-	-	-							9
Cocoyam	12.0	-	-	-	25.7	7,904.0	13,819.0							8
Total	236,043.0	250,875.0	492,847.0	551,942.0	55,189.7	1,141,647.5	390,037.7							100.0
Percentage	7.6	8.0	15.8	17.7	1.8	36.6	12.5							

Period	Annual Average Production (2017 - 2019) in Tonnes										Rank	Percent	Total
	Maize	170,861.0	10,875.0	91,538.8	229,374.5	18,661.8	101,910.0	45,858.8	669,079.8	21.7	2		
	Irish/Round Potatoes	-	-	-	255,079.3	33,874.9	505,103.3	131,209.5	925,266.9	30.1	1		
	Paddy	6,934.5	81,700.0	292,370.0	188.2	-	2,975.2	11,877.0	396,044.8	12.9	4		
	Banana Plantain	2,814.3	104,625.0	-	168.8	7.5	286,109.0	147,768.5	541,493.0	17.6	3		
	Beans	12,058.0	543.8	35,168.0	20,420.3	1,461.0	22,265.8	5,638.8	97,555.5	3.2	7		
	Sweet Potatoes	19,823.5	4,900.0	20,948.0	18,215.0	8.0	104,986.8	2,025.5	170,906.8	5.6	6		
	Cassava	3,510.5	43,750.0	40,532.5	162.0	-	113,092.0	30,806.4	231,853.4	7.5	5		
	Wheat	-	-	-	5,708.0	478.5	-	-	6,186.5	0.2	10		
	Cow peas	593.5	-	2,500.0	213.8	-	-	-	3,307.3	0.1	11		
	Sorghum	7,555.5	-	7,587.0	535.0	-	-	-	15,677.5	0.5	9		
	Cocoyam	20.0	-	-	-	12.8	7,904.5	12,723.5	20,660.8	0.7	8		
	Total	224,170.8	246,393.8	490,644.3	530,064.8	54,504.5	1,144,346.4	387,907.9	3,078,032.2	100.0			
	Percentage	7.3	8.0	15.9	17.2	1.8	37.2	12.6	100.0				

Source: Mbeya Regional Commissioner's Office 2020

ii) Cash crops



The main cash crops grown in the region are coffee, tea, tobacco, pyrethrum, wheat, sunflower, spices, cocoa and oil palm. These crops are mainly produced by small-holder farmers. Tea, coffee and spices crops are mainly produced in Rungwe and Busokelo districts. Pyrethrum and wheat are produced in Mbeya District, cocoa and oil

palm crops are mainly grown in Kyela, Rungwe and Busokelo districts. Tobacco is mainly grown in Chunya District, while sunflower is grown in Mbarali and Chunya districts.

The annual main cash crop production is as follows: Mbarali District Council (45,513.0 tonnes or 39.1%), Chunya District Council (31,332.5 or 26.9%) and Kyela District Council (12,121.8 or 10.4%). Other LGAs produce less than 10 percent of the cash crops.

In terms of production by crop type, the five most important crops are groundnuts (35,008.5 tonnes), sunflower (29,973.0 tonnes), tea (16,052.3 tonnes), tobacco (11,960.0 tonnes), cocoa (10,336.5 tonnes), and coffee (3,931.7 tonnes). Other cash crops with less than 3,000 tonnes include oil palm, pyrethrum, peas, sesame/simsim, and cashewnuts.

Table 5: Estimated Production in Tonnes of Major Cash Crops in Mbeya Region

Period	Crop	Chunya District Council	Kyela District Council	Mbarali District Council	Mbeya District Council	Mbeya City Council	Rungwe District Council	Busokelo District Council	Total	Percent	Rank	
Production in 2019 in Tonnes	Groundnuts	8,684.0	1,100.0	15,301.0	286.0	-	-	121.0	25,492.0	26.8	1	
	Sesame/Simsim	772.0	-	208.0	146.0	-	-	-	1,126.0	1.2	10	
	Tea	-	-	-	-	-	8,109.5	9,471.0	17,580.5	18.5	3	
	Sunflower	7,469.0	-	11,309.0	-	-	-	-	18,778.0	19.7	2	
	Cocoa	-	8,145.0	-	-	-	-	1,295.9	9,440.9	9.9	5	
	Coffee	-	-	-	2,722.3	182.0	-	656.2	33.8	3,594.3	3.8	6
	Tobacco	11,960.0	-	-	-	-	-	-	11,960.0	12.6	4	
	Oil Palm	-	2,100.0	-	-	-	-	-	60.2	2,160.2	2.3	9
	Pyrethrum	-	-	-	2,389.1	-	-	0.8	-	2,389.9	2.51	8
	Peas	-	-	-	2,054.0	236.0	117.0	19.0	-	2,426.0	2.55	7
	Cashewnuts	-	308.6	-	-	-	-	-	-	308.6	0.3	11
	Cardamom (Ilik)	-	-	-	-	-	-	24.7	-	24.7	0.03	12
Total		28,885.0	11,653.6	26,818.0	7,597.4	418.0	8,908.2	11,000.9	95,281.1	100.0		
Percentage		30.3	12.2	28.1	8.0	0.4	9.3	11.5	100.0			

Period	Annual Average Production (2017 - 2019) in Tonnes											Rank
Crop	Chunya District Council	Kyela District Council	Mbarali District Council	Mbeya District Council	Mbeya City Council	Rungwe District Council	Busokelo District Council	Total	Percent	Rank		
Groundnuts	7,643.0	1,135.0	25,650.5	286.0	-	-	294.0	35,008.5	30.1	1		
Sesame/Simsim	1,411.0	-	208.0	146.0	-	-	-	1,765.0	1.5	10		
Tea	-	-	-	-	-	8,035.8	8,016.5	16,052.3	13.8	3		
Sunflower	10,318.5	-	19,654.5	-	-	-	-	29,973.0	25.7	2		
Cocoa	-	8,197.5	-	-	-	373.0	1,766.0	10,336.5	8.9	5		
Coffee	-	-	-	3,062.7	182.0	653.1	33.9	3,931.7	3.4	6		
Tobacco	11,960.0	-	-	-	-	-	-	11,960.0	10.3	4		
Oil Palm	-	2,325.0	-	-	-	-	30.1	2,355.1	2.0	8		
Pyrethrum	-	-	-	2,048.1	-	0.9	-	2,049.0	1.8	9		
Peas	-	-	-	2,168.0	253.5	122.0	9.5	2,553.0	2.2	7		
Cashewnuts	-	464.3	-	-	-	-	-	464.3	0.4	11		
Cardamom (Iliki)	-	-	-	-	-	21.9	-	21.9	0.02	12		
Total	31,332.5	12,121.8	45,513.0	7,710.7	435.5	9,206.6	10,150.0	116,470.1	100.0			
Percentage	26.9	10.4	39.1	6.6	0.4	7.9	8.7	100.0				

Source: Mbeya Regional Commissioner's Office 2020

iii) Irrigation agriculture



Mbeya Region is estimated to have 110,721 hectares suitable for irrigation, of which 25,420 hectares are under irrigation, 25,626 hectares are developed schemes and 85,096 hectares are under traditionally irrigated schemes. Rice is the main crop

grown under irrigation. Water for irrigation is tapped from various perennial rivers by gravity.

2.9.2 Livestock

Livestock keeping is the second most predominant economic activity in the region. The sector plays a significant role in the rural economy of Mbeya Region and has great potential for increased production.



The region has favourable climatic conditions for

livestock keeping, particularly, cattle, goats, sheep, chicken and pigs. In 2019 Rungwe District Council was the main cattle producer, with 43 percent of the total number of cattle in the region. Livestock keepers in the region rear both indigenous and improved breeds of cattle and chicken. There are huge potential investment opportunities in increasing livestock production and value addition of its produce.

Table 6: Livestock Population and Marketed Livestock in 2019 in Mbeya Region

LGA	Cattle		Goats		Sheep		Chicken		Pigs	
	Population	Marketed	Population	Marketed	Population	Marketed	Population	Marketed	Population	Marketed
Chunya District Council	282,547	16,825	33,879	9,833	10,251	923	142,087	43,788	10,646	637
Kyela District Council	44,275	5,214	2,200	112	487	56	849,135	124,914	32,911	1,646
Mbarali District Council	198,637	24,932	86,087	24,304	38,491	9,924	250,053	75,005	11,889	594
Mbeya District Council	71,985	13,598	65,416	25,233	9,338	2,467	291,894	79,189	21,942	1,317
Mbeya City Council	9,794	893	8,166	408	1,293	116	181,804	82,180	5,229	314
Rungwe District Council	49,200	6,460	7,462	373	1,432	129	173,155	65,584	23,309	1,166
Busokelo District Council	44,231	5,654	1,835	147	101	18	272,187	94,497	14,918	746
Total	700,669	73,576	205,045	60,410	61,393	13,633	2,160,315	565,157	120,844	6,420

Source: Mbeya Regional Commissioner's Office 2020

2.9.3 Natural Resources

Mbeya Region is endowed with large and unique natural resources, which include forestry, bees, fish, wildlife, tourist attractions and minerals. The sector is very important in the contribution to social and economic development of Mbeya Region. Natural resources also protect soils from erosion, conserve water as well as wildlife and provides industrial material and non-wood products such as honey and bee wax.

i) Forestry

Mbeya Region has an area of forestry covered mostly with Miombo woodland. There are also some plantations of pine trees in various areas such as Kawetere in Mbeya District. Forest resources serve a variety of functions,



such as providing timber and fuel-wood, producing honey, and conserving the environment.

ii) Fisheries

Lake Nyasa in Mbeya Region is where fishing activities are carried out in deep water. This fresh water lake is known for ornamental fish and delicious “mbasa” fish, as well as for its marvellous tourist attractions. Common types of fish are *engraulicyprissardive* (*dagaa*), *opasaridium* (*mbasa*), *balius* (*mbelele*), *synodontes* riverine fishes, lungfish (*Kambale*) tilapia (*magege*) and others.



Lake Nyasa

Many fishermen in the region use traditional fishing gear and few use outboard engines. Investment opportunities are available in providing speedy services and tourist facilities, such as modern hotels and camp sites.

iii) Beekeeping

Miombo woodland forests mentioned above are characterised by rich millineries species that make suitable sites for nursing bee colonies. Beekeeping activities are carried in the region on commercial basis by small-scale entrepreneurs, especially in Chunya District.

iv) Wildlife and Tourism

Mbeya Region is endowed with a large variety of wildlife. The region has two national parks (Ruaha National Park and Kitulo National Park); two game reserves (Mpanga Kipengere Game Reserve and Lukwati Piti Game Reserve); open areas such as Rungwa Mzombe and Rungwa South; and several game controlled areas.

Table 7: National Parks and Game Reserves found in Mbeya Region

Type	Name	Council
National Parks	Kitulo National Park	Mbeya District Council
	Ruaha National Park	Mbarali District Council and Chunya District Council
Game Reserves	Mpanga Kipengere Game Reserve	Mbarali District Council
	Rukwati Piti Game Reserve	Chunya District Council
	Mount Rungwe Nature Reserve	Rungwe District Council
Open Areas	Rungwa Mzombe Open Area	Chunya District Council
	Rungwa South Open Area	Chunya District Council

Source: Mbeya Region Natural Resources Section (Wildlife), 2020

Kitulo National Park and Mpanga Kipengere Game Reserve are famous for their unique birds and flowers. Domestic and foreign tourists visiting Kitulo National Park in Mbeya Region marvel at the only world renown natural flower garden that hosts hundreds of various types of flowers.



The region attracts an increasing number of tourists to watch the over 68 varieties of animals, which include baboons, warthogs, waterbucks, hippopotamus, hyenas, leopards, lions, cheater, elephants, buffalos, crocodiles, snakes, tortoises, and a variety of birds such as ostrich and water ducks, to mention but a few. White giraffes are found in the Rungwa-Ruaha ecosystem, Kitulo National Park and Chunya Open Area.

The game reserves of Lukwati Piti in Chunya District Council and Mpanga Kipengele in Mbarali District Council are darlings of tourists due to the great number of faunae for tourists and for hunting. The open areas of Rungwa Mzombe and Rungwa South also have many varieties of wildlife.

Tourist are particularly interested in viewing and photographic safaris, certified game hunting, research and training activities etc. Below are some of the wildlife species found in national parks and game reserves in Mbeya Region.





Mbeya Region has also a number of game controlled areas which host a variety of wild animals. Common wildlife species found in the game-controlled areas are sable, roan, buffalo, giraffe, Red Buck and hartebeest.

Table 8: Hunting blocks available in Mbeya Region in 2019

Council	Name of the Game	Size (sq km)	Common Wildlife Species
Chunya	Rungwa Mzombe Open Area	1,962	Sable, Roan, Buffalo, Giraffe, Red Buck, Hartebeest
	Rungwa South Open Area	1,810	Sable, Roan, Buffalo, Giraffe, Red Buck, Hartebeest
	Piti West Open Area	1,068	Sable, Roan, Buffalo, Giraffe, Red Buck, Hartebeest
	Chunya Lukwati	3,308	Buffalo, Lion, Leopard, Stable, Antelope, Hartebeest, Reed Buck, Common Duiker, Greater Kudu, Spotted Hyaena, Eland, Giraffe, Hippopotamus

Source: Mbeya Region, Compiled Data from Councils, 2019

v) Mining Sector



Mbeya Region is endowed with a large variety of minerals. Most mining operations in the region are undertaken by small-scale operators using rudimentary and unimproved technology and most minerals are yet to be extracted. The types of minerals found in the region include gold, coal, sand, stones, morum and

industrial minerals such as marble, limestone, iron ore and phosphates. There are also large deposits of marble in Mbeya District Council, Rungwe District and Mbarali District (Chalihumbi & Lugelele). Huge deposits of gold are found in many areas of Chunya, Mbarali (Mabadaga) and Kyela (Mwalisi & Luvalisi). More details are found in Part Three of this Guide.

2.10 Industrial Sector

The industrial sector in Mbeya Region is dominated by small-scale agro and forest-based industries. In 2016, there were 3,540 small-scale industries in the region, with more industries undertaking milling (39.5%), carpentry (26.8%), timber processing (11.5%) and welding (9.0%). These employed 6,800 people in total. During the same



period, there were 13 medium-scale industries in the region, with Mbeya City accounting for 61.5 percent of the total industries in this category. Large-scale industries are few and include cement production, breweries, tea processing, production of soft drinks, and granite and marble production. The location of most industries is Mbeya City Council, followed by Rungwe District Council.

Mbeya Region prospect for accelerating industrialisation is high due to availability of large variety of industrial inputs, unexploited mineral endowments and highly attractive investment climate.

PART THREE

PRIORITY INVESTMENT OPPORTUNITIES IN MBEYA REGION

Priority investment opportunities identified by Mbeya Region are grouped into regional level and council level as follows:

3.1 Land Earmarked for Investments

Mbeya Region has earmarked land for key investments prioritised by the region¹.

Table 9: Land Earmarked for Investments in Mbeya Region

Council	Locations	Area earmarked (ha)	Investments targeted
Chunya District Council	Mbugani, Kiwanja and Kibaoni	108.055	Micro, small and medium processing industries for agriculture produce and value addition of minerals, particularly gold
Busokelo District Council	Lupata, Itete, Kabula, Isange, Luteba, Mpombo, Lwangwa, Mpata, Lufilyo, Kisegeese, Kisegele and Ntaba	79.0	Milk, fruits and cocoa processing
Mbeya City Council	28 plots in Mbeya City	26.4	Industrial areas for various purposes
Kyela District Council	Ipyana, Kajunjumele and Busale	149.50	Processing of fish, rice, palm oil, cocoa and cashew; and farm machinery manufacturing
Mbarali District Council	Igawa, Rujewa, Lugelele, Ubaruku, Madibira, Chimala, Igurusi and Mapogoro	438.00	Paddy and meat processing; and construction of truck parking sites
Mbeya District Council	Iwindi, Inyala, Ijombe and Usangu Basin	133.55	Micro, small and medium processing industries for maize, sunflower and fruits; and construction of dry port
Rungwe District Council	Kyimo and Iponjola	15	Processing of milk and fruits; and construction of a banana market centre
Total		1,600.48	

Source: Mbeya Regional Office

¹ Investors needing large areas of land for undertaking crop and livestock production and other investments are welcome to seek regional/district leadership for assistance

3.2 Regional Level Priority Investment Opportunities

Based on availability of raw materials and/or availability of required infrastructure to support particular investment(s), Mbeya Region has identified nine (9) key investment opportunities to be recognised and implemented at the region level. These include manufacturing of packaging materials for both primary and secondary processing industries; meat processing; leather products processing; milk processing; primary and secondary processing of horticulture, floriculture and herbs products; construction of a dry port; construction of an industrial park; animal feeds processing; and production of pharmaceuticals. Regional level investment opportunities have two main attributes: first, it is their scale and scope, which transcend beyond those of individual local government authorities; and second, opportunities large enough to serve all local government authorities in the region. Specific details for each opportunity are given below.

A. Industrial Sector

1. Production of Packaging Materials for both Primary and Secondary Processing Industries

Overview of the Opportunity	
Key features	<ul style="list-style-type: none">Interested parties are welcome to invest in the production of packaging materials to suite various goods produced and services offered in the region, in Tanzania and surplus for exportInadequate supply of good quality packaging materials in all LGAs for household use, industrial packing materials and packing materials required for various agriculture produce has increased demand for these types of industriesShortage of packaging materials has limited the promotion of goods produced in the regionRegional authority, through Mbeya City Council, has earmarked 4 hectares of land at Sistila area in Iyunga Ward and Iwambi Block E for this investment.





Key investment rationale



- High demand for appropriate and quality packaging materials by individual processors, entrepreneurs, industries and for various agriculture produce
- Proper packaging materials will reduce post-harvest losses and elongate shelf life of perishable produce, especially horticulture crops
- Appropriate packaging materials provide basic functions, namely simplified and easy to handle transportation, protection against external wear and tear, and protection of the necessary legal information on the content and use of a product
- The region is inviting more investments in putting up industries, markets, farming firms and shopping malls, all of which will require packaging materials
- Packaging provides an opportunity to put a brand name onto a product; this will help to promote the practice of branded products and thus help to attract more customers through the contact information on the labels and promote exports.

Available support



- Committed and high political support at national, regional and local government levels
- Fairly good infrastructure (electricity and water supply, good roads network and communication services) and markets are available in the region and land has been earmarked to be readily available to investors
- NEMC to support investor to ensure they meet statutory environmental standards
- One-stop investment facilitation at the regional headquarters in Mbeya City.

2. Meat Processing



Overview of the Opportunity

Key features





- A modern meat processing plant with modern abattoir is one of key industries that is on high demand in Mbeya Region and has potential to serve surrounding regions
- There is currently no investment in meat processing in any of the LGAs of Mbeya Region nor in neighbouring regions
- The region has earmarked 5 hectares of land at Utengule-



	<p>Usongwe Ward in Mbeya District Council for this kind of investment</p> <ul style="list-style-type: none"> ▪ In 2019, the region had 700,669 cattle (73,576 cattle were marketed), 205,045 goats (60,410 goats were marketed) and 61,393 sheep (13,633 sheep were marketed).
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Mbeya Region has a substantial number of livestock (cattle, goats, pigs and chicken) in all of its LGAs ▪ Apart from domestic consumption of quality meat products, there is high opportunity to export to SADC and EAC countries, as well as to other countries in the world.
<p>Available support</p> 	<ul style="list-style-type: none"> ▪ Committed and high political support at national, regional and local government levels ▪ Fairly good infrastructure (electricity and water supply, good roads network and communication services) and markets are available in the region ▪ NEMC and TBS to support investor to ensure they meet statutory environmental standards and hygiene ▪ TIC and regional/district authorities to support investor and act as a one-stop investment facilitation centre.



3. Leather Processing

Overview of the Opportunity

	<ul style="list-style-type: none"> ▪ Mbeya Region has large number of livestock in all seven LGAs, which are slaughtered every day ▪ Skins and hides are among the products that are not being processed in the region due to lack of processing capacity, particularly in terms of technology and capital required ▪ Each district has slaughter slabs where skins and hides can be collected ▪ The region has earmarked 8 hectares of land in Mbeya District Council at Utengule-Usongwe Ward for industry-related investments. 
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<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Increasing demand for leather for processing into various products ▪ Established slaughter slabs where skins and hides can be collected ▪ Increased income to livestock keepers due to being able to sell hides and skins that are currently not used efficiently or thrown away because of lack of market ▪ Creation of income and employment along the value chains.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ Committed and high political support at national, regional and local government levels ▪ In order to protect local processing of leather, the Government has been taking various measures, including creating a conducive environment for utilisation of locally available raw materials of skins and hides against importation ▪ Good infrastructure, which includes water and electricity supply, good roads network and communication services, railroad, airport, and markets ▪ Geographical location allows sourcing additional supply of leather from neighbouring regions of Katavi, Singida, Songwe, Iringa and Ruvuma ▪ NEMC and TBS to support investor to ensure they meet statutory environmental standards and hygiene ▪ TIC and regional/district authorities to support investor and act as a one-stop investment facilitation centre.

4. Milk Processing

<p>Overview of the Opportunity</p>	
<p>Key features</p>  	<ul style="list-style-type: none"> ▪ Mbeya Region produces over 120,000 litres of milk per day and only about 30 percent of it has assured market. All LGAs have surplus milk due to large numbers of traditional and improved dairy cattle ▪ Milk processing will provide opportunity for expansion of milk production due to good weather that support dairy cattle farming and the readily available assured market ▪ Rungwe District Council produces about 44,758,989 litres of milk per year, which is equivalent to between 146,750 and 150,000 litres per day ▪ Rungwe District Council has earmarked 6.0 hectares of land at Ilenge Village in Kyimo Ward and 4.0 hectares at Lupoto Village in Ibighi Ward.


<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Will assure producers of market and raise their income ▪ Market for milk and milk products is readily available in the region and there are also potentials for export in African countries and beyond ▪ Milk processing will stimulate milk consumption and, on the other hand, give better prices for farmers who will be motivated to increase milk production and create employment along the milk value chain ▪ Milk consumption contributes significantly to reduction of malnutrition ▪ Dairy farming and crop cultivation complement each other in terms of nutrient recycling, thus creating a sustainable crop-livestock interaction farming system.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ The Second Five-Year Development Plan (FYDP – II) promotes value addition at both primary and secondary levels ▪ National livestock policy promotes value addition of dairy products; Tanzania Livestock Master Plan for 2017-2022 also supports this industry ▪ NEMC and TBS to support investor to ensure they meet statutory environmental standards and hygiene ▪ TIC and regional/district authorities to support investor and act as a one-stop investment facilitation centre.


5. Primary and Secondary Processing of Horticulture, Floriculture and Herbs (spices) Products

Overview of the Opportunity	
<p>Key features</p>  	<p>Interested parties are welcome to invest in Mbeya Region's thriving horticulture, floriculture and herbs processing industry in the following aspects:</p> <ul style="list-style-type: none"> ▪ Primary value addition by grading and packaging vegetables, including tomatoes, onions, green pepper, cucumber, water melons, pineapples, mangoes, avocados, peaches, apples, cardamom, etc. ▪ Adding value by drying fruits such as mangoes, pineapples and bananas ▪ Primary processing of vegetables, such as tomatoes ▪ Floriculture: processing and packaging flowers 


	<ul style="list-style-type: none"> Processing and packaging herbs and spices - peppermint, cardamom and lemon grass In Rungwe District, a piece of land has been earmarked at Kikota Village in Kiwira Ward for the establishment of horticulture processing plant, though the size of this piece of land has not yet been determined.
Key investment rationale 	<ul style="list-style-type: none"> Mbeya Region has surplus production of horticulture produce in the following LGAs: Rungwe, Busokelo, Mbeya, Kyela, Chunya and Mbarali District Councils. Floriculture (production of flowers) in Mbeya and Rungwe; and herbs in Mbeya, Rungwe, Busokelo, Kyela, Chunya and Mbarali District Councils Value addition at farm gate level reduces post-harvest losses, increases prices to farmers and provides secondary processors with quality raw materials and at the same time provides consumers of unprocessed commodities with fresh and healthy consumer goods Secondary processing will add value, create employment and income to producers and unemployed youths.
Available support	<ul style="list-style-type: none"> High political support from national, regional and local government levels Relatively fair supporting infrastructure services in terms of roads networks, electricity and, water supply, airport, railroad, telecommunication services, etc. NEMC and TBS to support investor to ensure they meet statutory environmental standards and hygiene TIC and regional/district authorities to support investor and act as a one-stop investment facilitation centre.



6. Establishment of an Industrial Park

Overview of the Opportunity	
Key features	<ul style="list-style-type: none"> Regional authorities have allocated land at Mbeya City for establishment of an industrial park There are about 28 plots of varying sizes that have been set aside for this investment The proposed industrial park will have the following complementary services and features: 

	<ol style="list-style-type: none"> 1. Cluster: Assembly, re-packaging, machinery, equipment, and other industrial goods for value addition. E.g., farm machinery and implements, warehouses, distribution centres and factories. equipment, etc. 2. Packaging and supply chain management facilities 3. Automotive zone 4. Agro-processing industries for value addition of horticulture products, meat processing and packaging, and grain mills 5. Pharmaceutical industries (drugs and medical equipment manufacturing).
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Industrial parks bring together complementary services and features that will benefit companies that occupy space therein. Ports provide access for commodities and finished products to be taken to major industrial hubs for distribution. Cranes and other heavy lifting equipment available at the industrial park are used to transfer cargo to trucks and railroad cars. The cargo can also be stored at warehouses located within the industrial park. Manufacturers based in an industrial park that has port access can quickly procure the materials they need to create their products ▪ Other reasons for establishing an industrial park are: <ul style="list-style-type: none"> ✓ Enhancing dedicated concentration of infrastructure in an area so as to reduce business expenses related to infrastructure ✓ Attracting new businesses through provision of an integrated infrastructure in a location ✓ Reducing environmental impacts of industrial wastes.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ Strong support by national and regional authorities ▪ Strong support from the Integrated Industrial Development Strategy (IIDS) 2025 and FYDP II.

7. Production of Animal Feeds

<h3 style="text-align: center;">Overview of the Opportunity</h3>	
<p>Key features</p> 	<p>Mbeya District Council</p> <ul style="list-style-type: none"> ▪ Building a factory for processing animal feeds for cattle, goats, pigs, and chicken, largely using locally available raw materials, is a potential investment opportunity in Mbeya Region ▪ The trend is that grazing land is declining due to an increase of other economic activities (crop cultivation and urbanisation)


	<ul style="list-style-type: none"> ▪ Availability of crop residues of cereals, legumes and horticulture produce as raw materials for making animal feeds ▪ Increasing requirement of producing animal feeds of high quality and standards required by consumers ▪ The district council has earmarked 3.5 hectares of land for this investment at Utengule and Usongwe wards.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ All Mbeya Region local government authorities (LGAs) have surplus grains, horticulture residues and oilseed cakes whose by-products are ideal for making livestock feeds ▪ Stakeholders in four LGAs with largest number of livestock and chicken (Busokelo District Council, Mbeya District Council, Mbarali District Council and Mbeya City Council) identified processing of animal feed as a priority ▪ There are large internal and external markets for animal feeds, including neighbouring countries of Zambia, Malawi and Democratic Republic of Congo.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ All necessary supportive infrastructure is available: good roads, electricity and water supply, railroad, airport, etc. ▪ Support from Tanzania Animal Feeds Manufacturers Association (TAFMA) ▪ NEMC and TBS to support investor to ensure they meet statutory environmental and quality standards ▪ Regional/district authorities to support investor and act as a one-stop investment facilitation centre.

8. Investment in Pharmaceuticals

Overview of the Opportunity


<p>Key features</p> 	<ul style="list-style-type: none"> ▪ Interested parties are invited to Mbeya Region to invest in making pharmaceutical products such as various medicines, intravenous drip water, etc. ▪ Preferred location are Mbeya District Council, where 5 hectares of land have been allocated for this purpose ▪ Tanzania imports most of its pharmaceutical products. Data available shows Tanzania's pharmaceutical market is forecast to grow to US\$ 730 million (TZS 1.6 trillion) by year 2021 from USD 450 million (TZS 990 billion) in 2017. About 95
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	<p>percent of this precious foreign exchange is used to import pharmaceutical products</p> <ul style="list-style-type: none"> ▪ Mbeya Region has abundant natural and man-made resources needed for the pharmaceutical industry, including pyrethrum, sugar cane, many types of fruits, limestone and plant oils such as palm, simsim, etc.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ The demand for high quality pharmaceutical products is increasing not only in Mbeya Region but also in other regions of Tanzania and world-wide due to population growth ▪ Availability of raw materials and proven technologies for making various pharmaceutical products ▪ The need to reduce spending on imports of pharmaceutical products so that the saved foreign resources can be used for other important development investments.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ High political support from national, regional and local government levels ▪ Availability of a one-stop centre that will facilitate the process of establishing a pharmaceutical plant ▪ Tanzania Medicines and Medical Devices Authority (TMDA), NEMC, TIC and TBS to support investor to ensure they meet statutory environmental, quality and hygiene standards ▪ Regional/district authorities to support investors and act as a one-stop investment facilitation centre at the regional level.

B. Construction Sector

9. Construction of a Dry Port

Overview of the Opportunity: Dry Port	
<p>Key features</p> 	<ul style="list-style-type: none"> ▪ Mbeya Region is in close proximity with Malawi, DRC and Zambia, thus there is an opportunity for establishing a dry port close to the border ▪ Over 130 hectares of land have been earmarked at Inyala area in Mbeya District for constructing a dry port ▪ The region is connected with all key support infrastructure including railway (TAZARA), tarmac roads and Mbeya Airport.

Key investment rationale	<ul style="list-style-type: none"> ▪ Mbeya Region is strategically positioned in the southern corridor of Tanzania ▪ The region has potential for connection with neighbouring countries. There is a huge market across three countries, namely Zambia, DRC and Malawi ▪ There is possibility of tapping the export demand through establishment of a dry port.
Available support	<ul style="list-style-type: none"> ▪ Fiscal policy in place ▪ Good infrastructure, which includes roads and communication networks, electricity and markets.

3.3 Council Level Priority Investment Opportunities

The following are priority investment opportunities identified by the councils in the Mbeya Region. Interested parties are invited to invest in commercial business and trade service centres; modern bus stations and vehicle parking lots; modern sports stadium and recreation facilities; banana processing; avocado processing; cocoa processing; sunflower processing; round potatoes processing; fish farming and fish processing; farm machinery hire services; manufacturing of various products from rice husks and other wood products; honey processing; water bottling; cashew nut block farming; paddy processing and packaging; hospitals, health care centres and dispensaries; primary/secondary schools and vocational training institutes; production of dustless chalks, limestone marble products and lamp shades; development of irrigation farming infrastructure; construction of commercial cold rooms and refrigeration services; extraction of minerals; stone quarrying; tourism and hospitality services (skyline tourism, construction of hotels, motels, and campsites; and establishment of tour guide companies, etc.).

A. Construction Sector

1. Commercial Business and Trade Service Centres

Overview of the Opportunity

Key features



Busokelo District Council

- Busokelo is a new district council to which prospective investors are invited to construct business mall, trade service centre, finance and insurance centre, agro-commodity exchange centre, cold chain trucks, fast food or restaurant facilities, market stalls, retail shops, bus bays, car parks, hotels, etc.
- Opportunities also exist for constructing low-cost residential houses, tourist hotels, campsites, cultural and photographic tourism and sports playing grounds at tourist sites including crater lakes found at Kyungululu, Kingili, Ilamba, Ikapu, Itamba and Itende; and many more facilities as may be agreed with district authorities
- District authorities have earmarked adequate land (about 5.74 hectares) for construction of commercial business, low-cost residential houses and trade investments at Ntaba, Kandete, Isange and Lufilyo wards.

Mbeya City Council

- Domestic and foreign interested parties are invited to invest in commercial real estate enterprises, including modern business malls, retail and wholesale shops, sports grounds, star-rated hotels, supply chain services centre, etc.
- Mbeya City Council has earmarked adequate land (about 8 hectares) for real estate development and business operations purposes at Sistila area in Iyunga Ward and Iwambi Ward.

Rungwe District Council

- Rungwe District Council has earmarked 0.075 hectare of land in Tukuyu Town. The allocated land has been surveyed, a title deed has been issued and feasibility study on establishing business operation has been conducted.

Key investment rationale	<ul style="list-style-type: none"> ▪ To provide shopping services to the growing populations of the two councils ▪ To provide good quality star-rated hotel services to an increasing number of domestic and foreign tourists ▪ To provide low-cost housing facilities and playing grounds for local communities ▪ Demand for high quality services is increasing as incomes of residents in this area also increase ▪ Sports and recreation centres is an important aspect of human development.
Available support	<ul style="list-style-type: none"> ▪ Shopping malls and well-planned business centres are supported by the Second Five-Year Development Plan ▪ Provision of low-cost residential housing is supported by Government in an effort to improve people's living standards ▪ Regional/district authorities to support investors and act as a one-stop investment facilitation centre.

2. Modern Bus Stations and Vehicle Parking

Overview of the Opportunity

Key features



Mbeya District Council

- An investor is welcome to construct a modern bus stand and a truck parking lot to facilitate passenger transport and heavy-duty trucks
- Mbeya District Council has earmarked 4 hectares of land for construction of a bus station and truck parking lot at Utengule, Usongwe and Inyala wards

Kyela District Council

- Kyela District Council has earmarked 2.4 hectares of land for construction of bus stand at Ibanda junction to Malawi border
- The Council is in the process of acquiring this area.

Mbarali District Council


- Mbarali District Council has earmarked land for construction of a truck parking lot at Igawa, Chimala and Igurusi (about 5 - 6 hectares at each site) in Lugelele Ward.

Key investment rationale	<ul style="list-style-type: none"> ▪ These will improve the level of services provided ▪ Demand for high quality services is increasing within an increasing population, hence the demand for an increase in the level of investment ▪ The Makambaku-Mbeya road is an important route into neighbouring countries of Zambia, Malawi and DRC; it is also important to other southern African countries. Therefore, the number of trucks passing through Makambaku into other countries is very large, so both the bus stand and truck parking lot need to be built with international standards in mind.
Available support	<ul style="list-style-type: none"> ▪ Political support from national, regional and local levels ▪ Regional/district authorities to support investors and act as a one-stop investment facilitation centre.

3. Modern Sports Stadium and Recreation Facilities

Overview of the Opportunity

Key features 	<p>Mbeya City Council</p> <ul style="list-style-type: none"> ▪ Building a multipurpose regional modern sports stadium and recreation facilities ▪ Mbeya City Council has earmarked 6 hectares of land at Iwambi Ward for this investment <p>Mbeya, Rungwe, Chunya, Busokelo, Kyela and Mbarali District Councils</p> <ul style="list-style-type: none"> ▪ All LGAs are inviting investors to establish modern sports stadia and/or recreation facilities ▪ All district councils have earmarked sufficient land for the purpose of building sports and recreation facilities ▪ Recreation centres can be developed at all tourist attractions found in Rungwe District Council, where there are no well-established centres in place. Several areas have been earmarked at Isongole Fishing site, Kaporogwe Water Falls (Kisondela Ward), Lake Kisiba (Kisiba Ward), Malamba (Suma Ward) and Isabula Waterfalls Masoko Ward) where a prospective investor can construct campsites and mini-hotels. The earmarked pieces of land have not yet been surveyed but are estimated to be 6.5 hectares ▪ Mbeya District Council has earmarked at least 3.2 hectares for construction of recreation facilities at Lwanjiro, Swaya, Ijombe, Bonde la Songwe and Igale wards.
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<p>Key investment rationale</p> 	<ul style="list-style-type: none"> Population growth and awareness of the importance of sports have created high demand for modern sports stadia and recreational facilities Household incomes in Mbeya Region have increased, which implies that people can afford to pay entry fees for entertainment Government is encouraging sports and recreation in schools and civil societies.
<p>Available support</p>	<ul style="list-style-type: none"> High political support from national, regional and local government levels The Five-Year Development Plan fosters establishment of sports and recreational services in order to increase the health and productivity of the country's human capital Regional/district authorities to support investor and act as a one-stop investment facilitation centre.



4. Construction of commercial cold rooms and refrigeration services

<p style="text-align: center;">Overview of the Opportunity</p>	
<p>Key features</p> 	<ul style="list-style-type: none"> Interested parties are welcome to invest in the construction of commercial cold rooms, ice block plant and refrigeration services at airport and supermarkets in Mbeya District Council Mbeya District Council has allocated a total of 8 hectares of land for this investment and other related investments Land has also been set aside at Mbeya Airport for this type of investment. 
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> Traders incur high costs due to spoilage and waste of fresh agriculture produce and fish caused by poor transportation and inadequate cold storage facilities Supply of ice will also create a linkage to cold chain transportation At the airport, there is high demand for cold room services due to the growing markets of fresh perishable produce such as horticulture crops and increasing production of fish.

<p>Available support</p>	<ul style="list-style-type: none"> ▪ Improved supply of reliable electricity in the country ▪ The investment is supported by FYDP II, which promotes value addition at primary and secondary levels ▪ NEMC and TBS to support investors to ensure they meet statutory environmental and hygiene standards ▪ TIC and regional/district authorities to support investor and act as a one-stop investment facilitation centre.
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B. Industrial Sector

5. Banana Processing

<p>Overview of the Opportunity</p>	
<p>Key features</p> 	<p>Busokelo District Council</p> <ul style="list-style-type: none"> ▪ All LGAs of Mbeya Region produce bananas; area under cultivation is over 19,000 hectares and average annual production of bananas is about 541,493 tonnes ▪ Busokelo District Council expresses desire for an investor to process bananas grown within the district and those to be sourced from neighbouring districts of Rungwe and Kyela ▪ Busokelo District Council has earmarked 1,474 hectares of land for a processing plant at Lwangwa, Kabula, Lupata, Itete, Mpata, Lufilyo and Kambasegela wards <p>Rungwe District Council</p> <ul style="list-style-type: none"> ▪ In Rungwe District, area under cultivation is 26,783 hectares and annual production of banana averages at 286,109 tonnes ▪ Rungwe District Council has earmarked 4.2 hectares of land at Ilenge Village (Kyimo Ward) and 3.5 hectares at Ilundo Village (Kiwira Ward) for this investment.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Banana processing will add value to the fruit and substantially reduce post-harvest losses ▪ Banana production will increase and the factory will create employment and other social benefits to many Tanzanians ▪ Bananas are harvested throughout the year, thus assuring raw material supply to the industry ▪ Provides assured market for banana producers ▪ Processed banana products are easily used in food dietary modifications and processed foods.

<p>Available support</p>	<ul style="list-style-type: none"> ▪ Government of Tanzania, through the Ministry of Health (MoA), Tanzania Revenue Authority (TRA), Prime Minister's Office (PMO), Tanzania Bureau of Standards (TBS), Ministry of Industry and Trade (MIT), Export Processing Zone Authority (EPZA), Small Industry Development Organisation (SIDO), National Environmental Management Council (NEMC), etc. is addressing various business enabling environment issues, innovative technologies in value addition and trade facilitation ▪ Processing to add value and export business is encouraged in Government's resolve to become an industrialised country ▪ NEMC and TBS to support investors to ensure they meet statutory environmental and quality standards ▪ High regional/district level political support to investors and act as a one-stop investment facilitation centre.
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6. Avocado Processing

<p style="text-align: center;">Overview of the Opportunity</p>	
<p>Key features</p> 	<p>Rungwe District Council</p> <ul style="list-style-type: none"> ▪ Investors are invited to process avocados grown in Rungwe District Council and from all other LGAs which produce various products ▪ Rungwe and Busokelo have suitable land and weather for avocado production ▪ Avocados sold by farmers are not sorted nor graded, which leads to low prices ▪ The current avocado production in Rungwe District is 43,782.5 tonnes per year ▪ Area under avocado cultivation is estimated at 1,508 hectares ▪ Rungwe District Council has earmarked 6 hectares of land at Ilenge Village in Kyimo Ward for this investment.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ About 60 percent of harvested avocados in Mbeya Region is wasted due to lack of buyers and processing capacity ▪ Construction of an avocado processing facility will create both backward and forward linkages along the avocado value chain: it will create employment, especially for the youth and women, and provide other social benefits to Tanzanians ▪ Avocados can be processed into various food and non-food products such as juices, butter, cosmetics, soap, medicinal products, and several other products.




<p>Available support</p>	<ul style="list-style-type: none"> ▪ High regional and district level political support to investors in the region ▪ Government of Tanzania, through MoA, TRA, PMO, TBS, MIT, EPZA, SIDO, NEMC, etc., is addressing various business enabling environment issues, innovative technologies in value addition and trade facilitation ▪ Processing to add value and to stimulate export business is encouraged in Government's resolve to becoming an industrialised country ▪ NEMC and TBS to support investors to ensure they meet statutory environmental and quality standards ▪ Regional/district authorities to support investors and act as a one-stop investment facilitation centre.
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7. Cocoa processing

<p style="text-align: center;">Overview of the Opportunity</p>	
<p>Key features</p>  	<p>Kyela District Council</p> <ul style="list-style-type: none"> ▪ Investors are welcome to construct a cocoa processing factory in Kyela District Council to create backward and forward linkages in the cocoa value chain ▪ Other LGAs that produce cocoa include Busokelo and Rungwe, who will benefit from this investment by supplying cocoa to the factory ▪ Cocoa acreage production per year is about 8,197.5 tonnes and area under production is being expanded ▪ Kyela District Council has earmarked 6.2 hectares of land for this investment at Njisi, Nkokwa, Itope, Ipinda, Busale, Ikimba, Ikolo, Katumba Songwe, Ngonga, Bujonde, Kajunjumele, Mwaya, Ipinda, Muungano, Lusungo, Ndobu, Makwale, Matema and Ngana.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Cocoa produced in the three districts is sold raw, therefore value addition will create employment and increase farm gate prices as well as incomes ▪ Cocoa processing can produce various products such as chocolate, cocoa butter, cocoa powder, cocoa nibs, cocoa lotion, etc., all of which have a ready market not only in Tanzania but also in EAC and SADC countries and the rest of the world ▪ Most of Tanzania's cocoa bi-products are imported from abroad ▪ Construction of a cocoa processing facility will create forward and backward linkages along the value chains.

<p>Available support</p>	<ul style="list-style-type: none"> ▪ High regional and district level political support to investors in the region ▪ Government of Tanzania (through MoA, TRA, PMO, TBS, MIT, EPZA, SIDO, NEMC, etc.) is addressing various business enabling environment issues, innovative technologies in value addition and trade facilitation ▪ Value-addition processing and export business are encouraged by the Government's resolve to making Tanzania an industrialised country ▪ NEMC and TBS to support investor to ensure they meet statutory environmental and quality standards ▪ Regional/district authorities to support investor and act as a one-stop investment facilitation centre.
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8. Sunflower Processing

<p style="text-align: center;">Overview of the Opportunity</p>	
<p>Key features</p>  	<p>Chunya District Council</p> <ul style="list-style-type: none"> ▪ An Investor is invited to establish a sunflower processing facility to add value to the crop and thus increase marketability of sunflower. When processed, sunflower has many products including sunflower edible oil, sunflower cream, and sunflower seed bread ▪ Chunya District Council has suitable land and weather for growing sunflower. Extra supply needed for processing can be sourced from other districts of Mbeya Region, especially Mbarali District. Processing will stimulate expansion of acreage and thus increase productivity as well as production ▪ Sunflower produced in Mbeya Region is locally processed into sunflower edible oil, but the quality is low and other very useful products for domestic and external markets are not produced ▪ Chunya District Council has allocated a total 15 hectares of land at Itewe and Makongolosi wards for this investment.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Sunflower processing will create backward and forward linkages along the value chain, employment and income, especially for youth and women ▪ It will also stimulate expansion of acreage, motivate producers to increase productivity and hence resulting in higher levels of production ▪ High demand for cholesterol-free edible oil in Mbeya Region as well as in the whole of Tanzania, in EAC and SADC countries and the rest of the world.

Available support

- High regional and district level political support to investors in the region
- Government of Tanzania (through MoA, TRA, PMO, TBS, MIT, EPZA, SIDO, NEMC, etc.) is addressing various business enabling environment issues, innovative technologies in value addition and trade facilitation
- Value-addition processing and export business are encouraged by Government's resolve to making Tanzania an industrialised country
- NEMC and TBS to support investors to ensure they meet statutory environmental and quality standards
- TIC and regional/district authorities to support investors and act as a one-stop investment facilitation centre.

9. Round Potatoes Processing Industry

Overview of the Opportunity

Key features



Investors are welcome to undertake processing of round potatoes widely grown in Busokelo, Rungwe and Mbeya districts.



Mbeya District Council

- Mbeya District Council has earmarked 11,291 hectares of land for growing round potatoes at Ihango, Itewe, Ijombe, Tembela, Ilungu, Igoma, Mapinduzi, Maendeleo and Ulenje wards
- At least 45 percent of the potatoes grown in Mbeya Region are spoiled due to lack of processing capacity.

Kyela District Council


- The council has earmarked 5,113.5 hectares of land for production and processing of Irish potatoes.


Rungwe District Council

- Rungwe District Council has produced an average of 505,103.3 tonnes of round potatoes for the previous five years (2014/15 – 2018/19) and has earmarked 3.15 hectares of land at Isongole Ward for constructing a market place and a processing facility.

	<p>Busokelo District Council</p> <ul style="list-style-type: none"> ▪ Busokelo District Council has earmarked about 6 hectares of land for this investment at Mpombo, Kandete, Luteba, Isange, Kabula and Lwangwa wards to ensure regular availability of round potatoes for processing.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Mbeya Region has surplus production of round potatoes ▪ There is already significant investment by Government in deploying high yielding varieties of root and tuber crops ▪ Processing will add value and shelf life, which are essential for food security ▪ Availability market for processed potatoes in the region, the rest of Tanzania as well as in EAC and SADC countries.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ High regional and district level political support to investors in the region ▪ Value-addition processing and export business are encouraged by Government's resolve to making Tanzania an industrialised country ▪ NEMC and TBS to support investors to ensure they meet statutory environmental and quality standards ▪ Regional/district authorities to support investors and act as a one-stop investment facilitation centre.


10. Manufacturing of Various Products from Rice Husks and Other Wood Products

Overview of the Opportunity	
<p>Key features</p> 	<p>Mbarali District Council</p> <ul style="list-style-type: none"> ▪ Mbeya Region has high demand for charcoal briquettes, ceiling boards, pellets, rice bran wax, animal feeds and other products that can be made from rice husks and wood by-products ▪ Paddy production in Mbarali District was 250,165 tonnes in 2018/19, of which about 27 percent or 67,545 tonnes was rice husks ▪ Only a small portion (less than 10%) of rice husks is used locally by farmers to burn clay bricks; the remaining large portion is thrown away or burnt ▪ There is an increasing interest in finding proper technology that can make use of rice husks and other wood by-products such as sawdust ▪ Mbarali District Council has earmarked 7 hectares of land at Igurusi, Chimala, Ubaruku, Madibira and Rujewa wards for this investment.

<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ This investment will increase farmers' income through selling of rice husks and bran and will reduce use of firewood and thus contribute to reduction of deforestation and more sustainable environment ▪ It will also benefit Mbarali District and other districts that will take advantage of the market opportunity to supply inputs to the industry.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ Diversification of income sources to farmers as stipulated in ASDP II ▪ NEMC to support investors to ensure they meet statutory environmental and quality standards ▪ Local government authorities and Central Government of Tanzania, through Ministry of Natural Resources and Tourism, Ministry of Industry and Trade (MIT) and Tanzania Bureau of Standards (TBS) are addressing various business enabling environment issues, innovative technologies in value addition and trade facilitation ▪ Regional/district authorities to support investors and act as a one-stop investment facilitation centre.

11. Production of Dustless Chalks, Limestone Marble Products and Lamp Shades

Overview of the Opportunity	
<p>Key features</p>   	<p>Mbeya District Council</p> <ul style="list-style-type: none"> ▪ Interested parties are welcome to Mbeya Region to invest in medium and large-scale production of dustless chalks, limestone marble products, lamp shades and any other limestone products ▪ Preferred location for this investment is Mbeya District Council, where 50 hectares of land have been allocated for this purpose ▪ Mbeya Region has abundant good quality limestone ▪ The region and the country import a large amount of limestone products due to the few limestone-based manufacturing facilities that cannot meet demand. 


<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Dustless chalks, limestone marble products and other limestone products demand continues to increase in Tanzania and worldwide due to an increase in the number of primary and secondary schools, colleges and universities, furniture makers, construction and other industries ▪ Availability of proven technologies for making a large assortment of limestone-based products, which are in high demand world-wide.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ High political support from national, regional and local government levels ▪ Education and Vocational Training Policy of 1995 and Education for All Review Report – Tanzania Mainland (2014) ▪ NEMC and TBS to support investors to ensure they meet statutory environmental and hygiene standards ▪ TIC and regional/district authorities to support investors and act as a one-stop investment facilitation centre.

12. Honey Processing

Overview of the Opportunity	
<p>Key features</p> 	<p>Chunya District Council</p> <ul style="list-style-type: none"> ▪ Interested parties are invited to invest in honey processing ▪ Chunya District Council is well endowed with natural forest resources that are ideal for beekeeping activities carried out by small-scale entrepreneurs ▪ Chunya District Council has 29,000 beehives, out of which 97 percent are traditional and only 3 percent are modern beehives ▪ Honey production in Chunya District Council ranges between 110 tonnes to 190 tonnes per year ▪ Majority of traditional beekeepers are still selling their honey as raw material at low prices, sometimes five times less than market prices ▪ Chunya District Council has earmarked 10 hectares of land at Mtanila Ward for establishing a honey processing facility. 

<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Honey consumption in the country is increasing ▪ Honey processing will link beekeepers to service providers and market information ▪ Beekeepers will be organised into marketing groups to facilitate collection of honey, as well as improve their skills and knowledge ▪ Also, having one point of honey processing will enhance quality control and gender equity, as well as enhance environmental conservation as a cross-cutting issue ▪ Assurance of high quality of honey and bee wax will improve competitiveness in the export market.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ The investment is relevant and will be supported by the national development and environmental sustainability policies and strategies, including the National Beekeeping Policy (1998), National Forest Policy (1998), the Beekeeping Act (2002), the Forest Act (2002).and the National Environmental Policy (1997) ▪ NEMC to support investors to ensure they meet statutory and environmental obligations ▪ Local government authorities and Central Government of Tanzania, through regulatory institutions/organisation such as Ministry of Natural Resources and Tourism, MIT, TBS, Tanzania Forest Research Institute (TAFORI) and bee keepers' associations to provide support to investors ▪ TIC and regional/district authorities to support investors and act as a one-stop investment facilitation centre.

13. Water Bottling

<p style="text-align: center;">Overview of the Opportunity</p>	
<p>Key features</p> 	<p>Rungwe District Council</p> <ul style="list-style-type: none"> ▪ Investors are invited to establish a water-bottling plant ▪ Sources of water from natural springs are available ▪ Rungwe District Council has set aside 15 hectares of land at Kyimo and Iponjola for this investment.
<p>Key investment rationale</p>	<ul style="list-style-type: none"> ▪ Water bottling ensures bacteriological quality of drinking water.




Available support	<ul style="list-style-type: none"> ▪ National Water Policy, 2002 ▪ District authorities have shown commitment to provide conducive environment for investment, including allocation of land needed for construction of a water-bottling plant ▪ Policy and political will at national, regional and local levels.
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14. Paddy Processing (sorting, grading, packaging and branding)

Overview of the Opportunity	
Key features	<p>Mbarali District Council</p> <ul style="list-style-type: none"> ▪ Building a paddy-processing plant that will process paddy into rice then sort, grade, package and brand it ▪ Mbarali District Council has set aside 438 hectares of land at Ipyana, Rujewa, Lugelele, Ubaruku, Madibira, Chimala, Igurusi and Mapogoro for various investments, including paddy processing.
Key investment rationale	<ul style="list-style-type: none"> ▪ Mbarali has potential for water to increase paddy production ▪ Rice is the second most important food and cash crop in Tanzania.
Support available	<ul style="list-style-type: none"> ▪ Manufacturing is aligned with Government’s Second Five-Year Development Plan (FYDP – II) that promotes industrialisation ▪ It is supported by the National Agriculture Policy; Agriculture Sector Development Strategy and Programme 2017-2022 (ASDP II) and Tanzania Agriculture and Food Security Investment Plan, among others ▪ Seventy-five percentage import duty relief on project deemed capital goods, including equipment, utility vehicles and some building materials through TIC.

C. Fisheries

15. Fish Farming and Fish Processing

Overview of the Opportunity	
<p>Key features</p> 	<p>Busokelo District Council</p> <ul style="list-style-type: none"> ▪ Busokelo District Council is rich in crater lakes that can be used profitably by investors to undertake fish cage farming ▪ The crater lakes include Kyungululu, Kingili, Ilamba, Ikapu, Itamba and Itende ▪ Potential investment includes fish cage farming in the lakes, developing fish ponds and facilitating contract farming to obtain adequate fish supply for processing ▪ Investors can also carry out fish farming in Lufilyo and Mbaka rivers and in many natural dams existing in Busokelo District and underground water. 
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Aquaculture plays a vital role as an alternative source of income for communities, as it is considered an important sector for supporting rural economic development ▪ Aquaculture will increase fish supply to fish processing plants along with increasing income and employment in the region ▪ Tanzania would earn more foreign exchange from exports of processed fish.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ National Fish Policy, 2015: Government has strongly supported investment in aquaculture training, with degree programmes at Sokoine University of Agriculture and the University of Dar es Salaam, as well as skills training at Mbegani Fisheries Development Centre and Fisheries Education and Training Agency (FETA) ▪ Tanzania will be one of the beneficiaries of the project: <i>"Promoting Aquaculture in the East African Community"</i>, launched in 2017 ▪ Tanzania Fisheries Research Institute (TAFIRI) support ▪ Some institutions, such as <i>Jeshi la Kujenga Taifa</i> (JKT) through ESRF training initiatives, have already begun to promote fish farming at household level

- NEMC and TBS to support investors to ensure they meet statutory environmental, quality and hygiene standards
- Regional/district authorities to support investors and act as a one-stop investment facilitation centre.

D. Agriculture Sector

16. Investment in Farm Machinery Hire Services

Overview of the Opportunity

Key features



Mbarali District Council

- An investor is invited to establish a farm machinery hiring centre to provide services to more than 80 irrigation schemes in Mbarali District and other districts of Mbeya Region
- Farm operation in Mbarali District is partially mechanised and there are inadequate farm machinery hire services, which leads to low productivity of crops cultivated in this district
- As of May 2020, the number of available farm machinery in use include 410 tractors, 2,506 power tillers, 847 ox-ploughs, 68 combine harvesters, and 28 rice trans-planters
- Farm machinery shortage makes farmers fail to properly time farm operations. As such, field beds are not properly prepared, farmers fail to follow good agriculture practices (GAPs) and post-harvesting practices, and irrigation furrows are not repaired as required
- Mbarali District has unutilised land of about 87,734.4 hectares suitable for irrigation.



Key investment rationale





- This investment opportunity will reduce labour burden, particularly for women and youth. In turn, it will attract the youth to engage in agricultural enterprises along the commodity value chains
- It will increase crop and livestock productivity and production that will in turn improve food security and



	<p>supply to markets</p> <ul style="list-style-type: none"> ▪ This investment will also reduce costs of production and increase profits to farmers ▪ Quality of farmers' produce will increase, thus enhancing competitiveness in national and international markets.
Available support	<ul style="list-style-type: none"> ▪ ASDP II promotes mechanisation of agriculture and it is in line with the Second Five-Year Development Plan (FYDP-II), which focuses also on addressing the elements of agriculture transformation, including the adoption and use of improved technologies ▪ Regional/district authorities to support investor and act as a one-stop investment facilitation centre.

17. Development of irrigation farming infrastructure

Overview of the Opportunity	
<p>Key features</p> 	<p>Kyela District Council</p> <ul style="list-style-type: none"> ▪ Interested parties are invited to invest in building irrigation infrastructure at Kyela District Council for paddy and horticulture crops production ▪ There are several unfinished irrigation schemes for paddy farming whereby private investors may invest through PPP and PPCP and/or enter contract farming arrangements ▪ Kyela District Council has a total land area of 1,289 hectares allocated for irrigation farming. About 320 hectares are at Kingilikanga, 200 hectares at Mabunga, 209 hectares at Ngana and 560 hectares at Makwale ▪ About 1,320 hectares at Tenende are also planned for irrigation farming.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Rice consumers are willing to pay an additional premium price for rice produced in Kyela District because of their inherent preference for its unique flavour, aroma and freshness ▪ Cross-border rice trade is increasing and becoming profitable to rice farmers ▪ Irrigation farming can improve farmers' incomes and food security through increased productivity and diversification of enterprises cultivation ▪ Unreliable rainfall patterns due to climate change limit agriculture production of various commodities in Kyela District in Mbeya Region and in the country as a whole.

Available support	<ul style="list-style-type: none"> ▪ Revised National Irrigation Master Plan of 2017, which seeks to expand land under irrigation agriculture and improve agriculture productivity and profitability ▪ District Irrigation Development Fund (DIDF) and a National Irrigation Development Fund (NIDF) through which irrigation financing of needed services is made ▪ Good infrastructure, including roads, communication networks, electricity supply and markets for agriculture produce ▪ TIC and regional/district authorities to support investor and act as a one-stop investment facilitation centre.
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18. Cashew nut Block Farming

Overview of the Opportunity	
Key features	<p>Chunya District Council</p> <ul style="list-style-type: none"> ▪ Interested parties are invited to invest in block cashew nut farming at Lualaje Village ▪ About 8,000 hectares of land have been allocated for this investment.
Key investment rationale	<ul style="list-style-type: none"> ▪ The land is suitable for cashewnut production ▪ Benefits to the district include not only creation of jobs but also a market for small producers engaged in cashew processing.
Available support	<ul style="list-style-type: none"> ▪ FYDP II ▪ Cashewnut Industry Strategy (2013/14 to 2023/24) ▪ ASDP II (2017/2018 – 2027/2028).

E. Natural Resources Sector

19. Minerals Including Stone Quarrying

Overview of the Opportunity	
Key features	<p>Mbeya Region invites small, medium and large investors into Tanzania's largely unexploited mineral paradise. Investments related to mining include catering, mining equipment supply and maintenance, provision of medical services and transport services (e.g. air charter services).</p>
	



Chunya District Council

- There is opportunity for small, medium and large-scale mining of gold, coal, iron, quartz and rhodolite
- There are also opportunities for adding value through polishing and manufacturing of various mineral products.



Rungwe District

- Investments related to mining operations for coal, carbon dioxide (CO₂), mineral water, marble and pumice
- Polishing and manufacturing of various mineral products.

Busokelo District Council

- Granite/travertine mining
- Adding value through manufacturing of various products, such as tiles
- There is also an opportunity to expand gas extraction.



Mbarali District Council

- Small, medium and large-scale gold mining
- Small, medium and large-scale mining operations for marble, lime, granite, calcite, opal, magnetite, phosphate, gypsum and ferrous
- Polishing and manufacturing various mineral products.



Mbeya District Council

- There is potential for quarrying
- There are potentials for mining and adding value to amethyst, aquamarine, calcite, carbonatites, green garnet, gypsum, niobium, uranium, opal, pumice, phosphate, soap stone, and limestone.

Kyela District Council

- Investments related to mining operations for coal, amethyst, and gold
- This will involve polishing and manufacturing various mineral products.

Key investment rationale



- Most of these identified minerals are not yet extracted, and are therefore easily accessible to prospective investors
- Location and specific sites within the LGAs are known.

Available support



- High political support from national, regional and local government levels
- Relatively fair supporting infrastructure services in terms of road networks, electricity and water supply, airport, railroad, telecommunication services, etc.
- Regional/district authorities to support investors and act as a one-stop investment facilitation centre.

F. Tourism Sector

20. Tourism and Hospitality Industry (Skyline tourism, Hotels, Motels, Campsites, Tour Guide Companies, etc.)

Overview of the Opportunity

Key features



Ngosi Crater
Natural Lake



Mbeya City Council

- Interested parties may invest in hotels and restaurants, holiday resorts, permanent tented camps, lodges and guest houses
- Mbeya City Council has earmarked a total area of 9 hectares at Iwambi (5 hectares) and Iziwa (4 hectares) for this investment opportunity
- Tour operators to improve tour services, travel and tour management, car hire services, hunting safaris and tour guide services
- There is an opportunity for investing in conference tourism
- Expedition support services: Mbeya Region lies on the Johannesburg-Cairo Expedition Route.



Mbeya District Council

- Building hotels and campsites
- Providing tour safari services: Mbeya District is the transit point to Kitulo National Park and Katavi National Park in Rukwa Region
- Investment in cultural tourism.

Mbarali District Council

- Hunting and photographic safaris at Ruaha National Park and Mpanga Kipengele Game Reserve
- Investment in cultural tourism and agri-tour.



Kyela District Council

- Investing in boat safaris on Lake Nyasa and beach festival
- Water sporting service, e.g. snorkelling, canoeing, kayaking, diving and watching ornamental fish (Lake Nyasa)
- Constructing tourist hotels and camp sites at the shores of Lake Nyasa, e.g. on Matema and Ngonga beaches
- Sport fishing on lakes Nyasa and Kiwira, as well as on Songwe, Lufilyo and Mbaka rivers.

Busokelo District Council

- Mountain climbing, skiing and hiking safaris (Mbeya Range, Mount Rungwe and Livingstone Mountains)
- Bird and primate watching safaris.



Rungwe District Council

- Investing in constructing permanent and temporary campsites, homestays, restaurants, cultural centres and hotels
- Unique tourist attractions include:
 - ✓ Ngosi Crater Lake located on top of Uporoto range of Mountain in Rungwe rainforests
 - ✓ Mountain climbing, skiing or flyovers and hiking safaris on Rungwe Mountain (2,981m above sea level)
 - ✓ There is Kisiba Crater Lake, Kapologwe Falls natural bridge (God's Bridge) formed on Kiwira River
 - ✓ Protected variety of game stock and wild animals such as rare monkey species known as Rugwecebus-Kipunji
 - ✓ The giant mvule tree – world's largest tree
 - ✓ Geo-tourism, community and eco-based tourism (Ngosi and Masoko crater lakes, Kaporogwe Waterfalls) and agri-tour.

Key investment rationale



- Investments in hotels, development of camp sites and other tourist infrastructure will boost tourism in Mbeya Region and the Southern Tourist Circuit of Tanzania
- Uniquely admired tourist attractions that are not yet tapped and known to the world in their natural state
- Unparalleled warm and welcoming people living peacefully together and ready to make any tourist feel at home
- High political support from national, regional and local government levels

Available support	<ul style="list-style-type: none"> ▪ Relatively fair supporting infrastructure services in terms of road networks, electricity and water supply, airport, railroad, telecommunication services, etc. to enable tourists reach these unique attractions ▪ Regional/district authorities to support investors and act as a one-stop investment facilitation centre.
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G. Services Sector

21. Investments in Hospitals, Health Care Centres and Dispensaries

Overview of the Opportunity	
Key features	<p>Although Mbeya Region is well-served with health care facilities, increasing population and business interaction create need to increase the number of facilities.</p> <p>Mbeya City Council</p> <ul style="list-style-type: none"> ▪ Investing in modern hospital to serve the people of Mbeya, other Tanzanians and neighbouring countries of Zambia, Malawi and DRC ▪ Mbeya City Council has earmarked 15.5 hectares of land at Iziwa and Iyunga wards for investment related to provision of social services. <p>Chunya, Busokelo, Mbeya, Mbarali, Rungwe and Kyela District Councils</p> <ul style="list-style-type: none"> ▪ Modern well-equipped hospitals, health care centres and dispensaries ▪ All districts have earmarked enough land for investments related to provision of social services.
Key investment rationale	<ul style="list-style-type: none"> ▪ Improved purchasing power of the people has raised demand for high quality health care services ▪ Improvement in health care services will increase productivity of the human capital.
Available support	<ul style="list-style-type: none"> ▪ The Second Five-Year Development Plan (FYDP-II) fosters provision of health care services in order to increase productivity of human capital ▪ Increased awareness of people on the importance of high-quality health care services ▪ Regional/district authorities to support investors and act as a one-stop investment facilitation centre.



22. Investments in Primary/Secondary Schools and Vocational Training Institutes

Overview of the Opportunity	
<p>Key features</p> 	<p>Although Mbeya Region is well-served with education services, growing population and business interaction create need to increase the number of facilities</p>  <p>Mbeya City Council</p> <ul style="list-style-type: none"> ▪ Investment in modern schools to serve the people of Mbeya, other Tanzanians and neighbouring countries of Zambia, Malawian DRC ▪ Vocational training institutes to serve Mbeya Region and neighbouring Songwe, Ruvuma, Iringa, Rukwa, Katavi and Njombe regions ▪ Mbeya City Council has earmarked 15.5 hectares of land at Iziwa and Lyunga wards for investment related to provision of social services. <p>Chunya, Busokelo, Mbeya, Mbarali, Rungwe and Kyela District Councils</p> <ul style="list-style-type: none"> ▪ Education services, including pre-primary, primary, secondary schools and vocational training institutes to provide useful education and self-employment skills ▪ All districts have earmarked enough land for investments related to provision of social services.
<p>Key investment rationale</p>	<ul style="list-style-type: none"> ▪ Improved purchasing power of the people has raised demand for high quality education services ▪ Improvement in health care and education services will increase productivity of the human capital ▪ High quality education services will raise productivity of the human capital and increase incomes.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ The Second Five-Year Development Plan (FYDP-II) fosters provision of public and private education and health care services in order to increase productivity of the human capital ▪ Increased awareness of people on the importance of high-quality education services to their children ▪ Regional/district authorities to support investor and act as a one-stop investment facilitation centre.

PART FOUR

FACILITATION, PROCESSES, REQUIREMENTS AND INCENTIVES

This part gives details of key issues that are related to facilitation, processes, requirements, and incentives for investment to take place in Tanzania in general and in Mbeya Region in particular.

4.1 Supportive Policies and Legal Environment

Key investment policies, laws, strategies, programmes and plans that are promoting investment in Mbeya Region are presented below.

4.1.1 Policies, Legal, Institutional and Regulatory Considerations

a) Key policies

Policies to guide investment promotion and interventions in Mbeya Region's relevant areas are: National Investment Promotion Policy (1996); National Agriculture Policy (2013), which is under review; National Livestock Policy (2006); Sustainable Industrial Development Policy (SIDP) (1996-2020); National Trade Policy for Competitive Economy and Export-led Growth (2003); National Micro-finance Policy (2000); National Forest Policy (1998); Bee Keeping Policy (1998); Small and Medium Enterprises Development Policy (2003); National Land Policy (1995); National Environmental Policy (1997); The Mineral Policy of Tanzania (2009); Tanzania Mining Industry Investor's Guide (2015); and Mbeya Region Authority Development Plans as well as the political will of the region to attract and support investors.

b) Key laws

Major laws and regulations that guide investment promotion and activities in Mbeya Region are: Tanzania Investment Act (1997); Tax Legislations; Land Act (1999); Village Land Act (1999); Mining Act (1998); Tanzania Bureau of Standards Act (2009); Tanzania Food and Drugs Act (2003) and Regulations;

Plant Protection Act (1997) and Regulations; The Mining Act (2010); The Mining Regulations (2012); the National Environment Management Act (No.10 of 2004); the Environmental Management (Environmental Impact Assessment and Audit) (Amendment) Regulations of 2018; and other sector Acts and relevant by-laws in Mbeya Region.

4.1.2 Strategies, Plans, and Programmes

Key strategies, plans and programmes include: Annual Regional Plans and Annual Reports; PO-RALG Reports; district development plans; National Five-Year Development Plan 2016/17 – 2020/21 (FYDP II); Agriculture Sector Development Strategy and Programme 2017-2022 (ASDP II); Livestock Sector Development Programme (2011); Ministry of Industry, Trade and Investment's Reports; and Integrated Industrial Development Strategy 2025 (IIDS 2025) produced in 2010. Others are the National Rice Development Strategy; Tanzania Agriculture and Food Security Investment Plan; and Agricultural Growth Corridor in Tanzania.

The above policies, regulatory frameworks, strategies and plans are sound frameworks that directly guide and support investment climate in Mbeya Region and offer an appropriate environment that encourages investments in the region. The key issue is for the regional leadership to make sure that the processes and requirements outlined below are interpreted and adapted earnestly at regional and local levels.

The region's administration has committed itself to facilitating and making sure that all relevant support and facilitation towards investment are provided in a timely manner to investors within a minimum time possible. The regional administration is also ready to work closely with investors towards realisation of their investment through the rule of law and compliance to various regulations.

4.1.3 Investment Options: Individual, PPP, PPCP, and Joint venture

Investment options available in Tanzania include individual private sector investments, public-private partnership (PPP), public-private community partnership (PPCP) and joint venture (JV).

a) **Public-Private Partnerships**

The Government recognises the role of the private sector in bringing about socio-economic development through investments. The PPP framework provides an important instrument for attracting investments. Indeed, PPP has been identified as a viable means to effectively address constraints of financing, management and maintenance of public goods and services.

The public sector, through public-private partnerships, is encouraged to maximise synergies between the public and private sectors in mobilising and deploying resources. The PPP approach has been widely used in other countries to finance infrastructure and other long-term investment projects. PPP is a way to amalgamate public and private capital and expertise for public projects in which the private sector has interest in sharing ownership. The PPP Act (2010) and PPP Regulations (2011) give areas of collaboration, which comprise investment capital, managerial skills and technology. Additionally, PPPs can enable the Government to fulfil its responsibilities in delivering socio-economic goods and services by ensuring efficiency, effectiveness, accountability, and quality service outreach.

The concept of PPP entails an arrangement between public and private sector entities whereby the private entity renovates, constructs, operates, maintains, and/or manages a facility in whole or in part, in accordance with specified output specifications. The private entity assumes the associated risks for a significant period of time and, in return, receives benefits and financial remuneration according to agreed terms. PPPs constitute a cooperative venture built on the synergy of expertise of each partner that best meets clearly defined public needs through the most appropriate allocation of resources, risks and rewards.

Most PPPs implemented in Tanzania are concession arrangements for running existing enterprises with limited provisions for rehabilitation and new investments. It is worth noting that in the case of services, PPPs have been implemented successfully by faith-based organisations (FBOs) in education, health and water sectors for many years. Private sector participation in areas previously treated as the monopoly of the public sector has made major contributions to increasing the pace of growth and development in many countries.

b) Public-Private Community Partnerships

This is a variant of PPP in that it includes communities/villages where the nature of a project requires that community resources (such as land) become part of a project in which both the public (particularly local government authorities) and private sectors are interested to invest.

c) Joint Ventures

The Tanzanian Government encourages joint ventures between local firms and foreign investors; this also facilitates access to land, which foreigners cannot own but can operate on under special arrangements available at TIC. Many foreign firms have recently partnered in various ventures with the National Development Corporation (energy), Tanzania Petroleum Development Corporation (bio-fuels), and the National Housing Corporation (real estate).

4.2 Facilitation

Mbeya Region and Central Government have set and are improving favourable conditions to attract and facilitate investment in the region and ensure speedy decision making. The region has the obligation to interpret and adapt these processes, requirements and incentives for investment so as to fit the region's investment profile and priorities. The main processes that need to be undertaken by prospective investors in Mbeya Region are listed below. These processes and requirements are subject to changes towards improvements from time to time.

4.2.1 Lead Institution

Tanzania Investment Centre (TIC) is a one-stop agency of the Government of Tanzania established under the Tanzania Investment Act No. 26 of 1997 to promote, co-ordinate and facilitate investment into Tanzania. The Centre is a focal point for all investors and performs all liaison work for the investor from inquiries right up to project start up. TIC deals with all enterprises with capital investment of not less than US\$ 500,000 foreign owned and US\$ 100,000 if locally owned. It assists all investors to obtain permits, authorisation etc., required by other laws to set up and operate investment in Tanzania.

TIC contacts are: Executive Director, Tanzania Investment Centre, Plot no; 9A&B, Shaaban Robert Street, P.O Box No 938, Dar-es-Salaam, Tanzania, Tel: 255 22 2113365/116328-32 Fax: 255 22 2118253, Email: information@tic.co.tz

There is a functioning regional-level Investment Facilitation Committee and a Special Investment Facilitation Desk. These institutional investment arrangements are cascaded to district level.

4.2.2 Main Institutions Dealing with Investment in Tanzania and Mbeya Region

The main institutions dealing with investment issues in Mbeya Region and Tanzania at large include the Tanzania Investment Centre; Business Registration and Licensing Agency (BRELA); Tanzania Revenue Authority (TRA); Tanzania Electric Supply Company (TANESCO); Tanzania Bureau of Standards (TBS); Ministry of Industry and Trade (MIT); Prime Minister's Office (Investment); water supply companies in respective regions; local government authorities in respective districts (on land issues); Ministry of Water and Irrigation (MWI); Ministry of Agriculture (MoA); and Ministry of Livestock and Fisheries (MLF).

4.2.3 Registration

Registration of an investment can be done at a local BRELA office and at TIC district, regional or national level offices, and requires the following documentation: (i) Memorandum and Articles of Association; (ii) Certificate of Registration or Certificate of Incorporation; (iii) Investment Feasibility Study; (iv) Certificate of Incentives in the case of projects approved by TIC; (v) Partnership Agreement (deed) in the case of a partnership; (vi) Lease Agreement; (vii) Business Enquiry Forms; (viii) IT 21 forms for companies and IT 20 forms for individuals; and (ix) Company and Operators' Certification of Registration for Tax Payer Identification Number (TIN).

4.2.4 Taxes

Taxes involved in investment projects in Mbeya Region are various and include:

a) Corporate tax

Corporate tax is charged at the rate of thirty percent (30%) for residents and non-residents alike. In case of corporate newly listed to the Dar es Salaam Stock Exchange, with at least thirty percent (30%) of its equity ownership issued to the public for three consecutive years from the date of listing, corporate tax is twenty-five percent (25%) for both residents and non-residents. Further, business entities with perpetual unrelieved losses for three consecutive years (excluding entities conducting agricultural business, provision of health care or education services), corporate tax is 0.3 percent of annual turnover for resident corporate bodies.

Other incentives under corporate tax include a reduced rate from the normal thirty percent (30%) to twenty percent (20%) for a new entity dealing in manufacturing of pharmaceutical and leather products, and ten percent (10%) rate for corporations investing in a plant for assembling motor vehicles, tractors and fishing auto boats.

b) Personal income tax

Residents are subjected to personal income tax where total income exceeds Tsh. 2,040,000/- per annum. Income of a non-resident employee of a resident employer is subject to withholding tax of fifteen percent (15%). The total income of a non-resident individual is chargeable at the rate of twenty percent (20%) [the monthly income includes basic salary, overtime, bonus commission and other allowances]. The skills and development levy (SDL) is payable by any employer who employs four or more persons; the rate is 4.5 percent of the gross wage. Employers exempted from paying SDL include diplomatic missions, registered educational institutions, charitable organisations, farm employment, and foreign institutions dealing with technical assistance and the United Nations Organisation and its agencies/affiliates.

c) Withholding tax

Withholding tax on dividends from corporations listed with Dar es Salaam Stock Exchange is five percent (5%) for both resident and non-resident persons. Dividends from other corporations are taxed at the rate of ten percent (10%). The rate of tax withheld on interest is ten percent (10%) and

on royalties it is fifteen percent (15%) for resident and non-resident persons. Rates for tax withheld on management and technical services fees [mining, oil and gas] are five percent (5%) for residents and fifteen percent (15%) for non-residents).

d) Value-added tax (VAT)

VAT is a consumption tax charged at a single rate of eighteen percent (18%). Registration is compulsory for any business that has a turnover of more than TZS 100 million per annum. However, there is an exception to registration of those entities dealing with professional services, as they are required to register for value-added tax regardless of their turnover. Applicants for VAT registration should complete form Number VAT ITX245.02.E. A registered taxpayer is required to file a VAT return monthly.

VAT incentives include zero percent rate (0%) for all exports, exemption of imported machinery by local manufacturers and processors of vegetable oils, textiles, pharmaceuticals, and skins and leather products manufactured in Tanzania Mainland.

VAT returns are supposed to be filed on the 20th day of the month after a tax period. However, where the 20th day falls on a Saturday, Sunday or public holiday the returns shall be lodged on the first working day following the Saturday, Sunday or holiday. For imports, VAT is payable at the time the import duty is due and payable in accordance with the East African Community Customs Management Act, 2004.

Exports are zero rated under the VAT Act, 2014, which also provides for VAT exemption. Exemption on supplies and imports are provided in the schedule to the VAT Act, Cap 148 r/w Finance Act 2017.

4.3 Incentives

Investors registered under the Tanzania Investment Centre pursuant to Tanzania Investment Act (TIC, 1997) are accorded tax incentives as per Income Tax Act, 2004, Value Added Tax Act 2014 and any other applicable tax law. EPZA also provides incentive packages according to Export Processing Zones Act No. 11 of 2012.

Import duty and VAT exemption on deemed capital goods: import duty exemption is granted to the tune of seventy-five percent (75%) of the import duty payable on the approved deemed capital goods (investor shall pay 25% of import duty due). Deemed capital goods that are eligible for exemption are specified depending on the project sector.

Investments in Tanzania are guaranteed against nationalisation and expropriation. Tanzania is a member of both the International Centre for Settlement of Investment Disputes (ICSID) and Multilateral Investment Guarantee Agency (MIGA).

Please Note: Information on Taxes and Investment incentives explained above are subject to periodic reviews as the government keeps on improving conditions for businesses in the country. Please contact Tanzania Revenue Authority (www.tra.go.tz) and Tanzania Investment Centre (www.tic.go.tz) for current updates.

4.4 Access to Resources

4.4.1 Land for Investment in Tanzania

The Ministry of Lands, Housing and Human Settlement is mandated with land management in Tanzania. Land in Tanzania is under three Categories, namely village land, general land and reserve land.

According to the Land Act, the whole land of the United Republic of Tanzania is owned by the public, and the President as a Trustee. This means that land in Tanzania is vested to the public, and citizens own land under leasehold tenure.

Section 20 of the Land Act No. 4 of 1999 specifically prohibits allocation/grant of land to non-citizens unless the land is for investment purpose under the Tanzania Investment Act, 1997.

Land for investment purpose shall be identified, gazetted and allocated to Tanzania Investment Centre. More information on acquisition of land for investment is available on www.ardhi.go.tz

4.4.2 Land for Investment in Mbeya Region

In realising the need for investment, Mbeya Region has taken initiatives to earmark land for investment in every district. The region has further resolve to facilitate land availability when needed to suit special requirements of investors. The region has also earmarked a total of 3,500 hectares for industrial park establishment.

4.4.3 Banking and Financial Services

The banking sector in Tanzania has been booming, growing in assets and in profits. Because of this, new merchant banks, commercial banks, *bureaux de change*, insurance companies, a stock exchange and related financial entities have entered the market. There are four categories of banks operating in Tanzania, oriented towards different markets and *clientèle*: local private banks, regional banks, international banks and multinational banks. Overall, the outlook for the banking industry in Tanzania is very positive and there are appealing opportunities for newcomers to the sector as investors and borrowers. Banks are found in all districts of Tanzania.

Tanzania's higher-than-average economic growth rate is fuelling the emergence of an educated middle class that aspires to achieve a more affluent lifestyle in which traditional depository, credit, insurance, and investment products play an important role. The development of this middle class expands national demand for financial services from established providers and could present a new opportunity for financial service companies looking for growth.

There is a positive trend in lending to SMEs and this trend is producing greater confidence in their growth potential among financial institutions and, more generally, in the economy as well, which is generating a positive spiral. In addition, the Government is also introducing new laws that are expected to enhance lending activities.

4.4.4 Labour

Access to skilled labour is adequate. A priority investment opportunity lies in training institutions at all levels (artisan, technical and tertiary level). Interested parties are invited to invest in establishing skill development facilities.

4.5 Inclusion and Participation of the Private Sector

Mbeya Region plans to stimulate its industrial and economic development base through attracting additional private and public-private partnership investments in order to increase its value addition in key sectors like agriculture, as well as manufacturing to strengthen competitiveness and to raise its GDP. Regional government and district authorities are ready and committed to provide a series of further support services and incentives to drive industrial development and growth in the short, medium and long-term plans.

According to national policies it is the role of the public sector to provide basic enablers such as land, utilities, and infrastructure. These are normally supported by and constructed using district, region and national public budgets in addition to other resources or development partners' support. It is the private sector that is mainly supposed to play a major role in investing in the region in the production, transportation, storage, processing, and development of value chains and marketing of products.

PART FIVE

KEY CONTACTS IN MBEYA REGION

This part provides key contacts information in Mbeya Region that potential investors may contact for further investment information, clarification or follow up of the investment opportunities they would like to invest in.

5.1 Key Websites

Office	Website
Mbeya Regional Secretariat	www.mbeya.go.tz
Mbeya City Council	www.mbeyacc.go.tz
Mbeya District Council	www.mbeyadc.go.tz
Rungwe District Council	www.rungwedc.go.tz
Busokelo District Council	www.busokelodc.go.tz
Kyela District Council	www.kyeradc.go.tz
Chunya District Council	www.chunyadc.go.tz
Mbarali District Council	www.mbaralidc.go.tz

5.2 Key Contacts

5.2.1 Regional Commissioner's Office

Office	Post Office Box	Telephone/ Mobile Phone	E-mail
Regional Commissioner (RC)	754, Uzunguni Road, MBEYA	+255 25 253034 +255 784 838650	ras@mbeya.go.tz
Regional Administrative Secretary (RAS)	754, Uzunguni Road, MBEYA	+255 25 253034 +255 784 838650	ras@mbeya.go.tz

5.2.2 Mbeya City Council

Office	City Director		E-mail
	Post Office Box	Telephone/ Mobile Phone	
Council Chairperson	149 Mbalizi Road, MBEYA	+255252502619	cd@mbeyacc.go.tz
City Director	149 Mbalizi Road, MBEYA	+255 25 2502563	cd@mbeyacc.go.tz

5.2.3 District Councils

LGA	District Executive Director		E-mail
	Post Office Box	Telephone/ Mobile Phone	
Mbeya District Council	599 Inyala MBEYA	+255 25-2502260	ded@mbeyadc.go.tz info@mbeyadc.go.tz
Rungwe District Council	148 Tukuyu MBEYA	+255 25 255 2586	ded@rungwedc.go.tz
Busokelo District Council	2 Lwangwa, Tukuyu, MBEYA	+255 737 205 318	ded@busokelodc.go.tz
Kyela District Council	320 Kyela, Bomani Street MBEYA	+255 252540035/7	ded@kyeladc.go.tz
Mbarali District Council	237 Rujewa MBEYA	+255 25 295 7440 +255 25 295 7447	ded.mbarali@mbeya. go.tz
Chunya District Council	73 Itigi Road Chunya MBEYA	+255 25 2520121	ded@chunyadc.go.tz









The United Republic of Tanzania
President's Office
Regional Administration and Local Government
Mbeya Regional Commissioner's Office
P.O. Box 754, Mbeya.
www.mbeya.go.tz