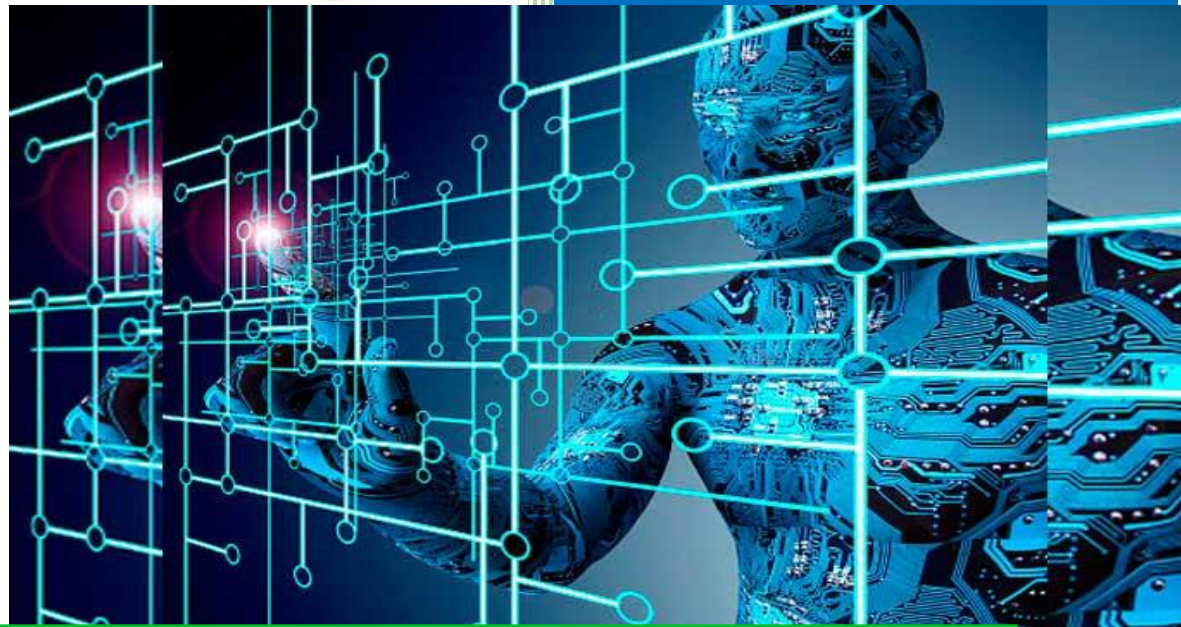# UNITED REPUBLIC OF TANZANIA

MINISTRY OF INFORMATION, COMMUNICATION AND INFORMATION TECHNOLOGY

PROJECTS FOR INVESTMENT 2022

Statement from Permanent Secretary

I would like to introduce this Project Brief document which contains ICT related projects being undertaken by the Government of the United Republic of Tanzania, through the Ministry of Information, Communication, and Information Technology (MICIT). seeking different forms of partnerships.

In this projects' booklet, we profile the Ministry projects and promote them to potential partners who will work with the Ministry in these projects.

This project guideline is expected to provide initial project information required by investors interested to invest in ICT projects.

I expect that potential investors will find this document a useful and important source of information for those who will be interested in the projects sectors enlisted in this document.

Lastly, the Ministry of Information, Communication, and Information Technology would like to assure all prospective investors that the Ministry will continue to facilitate granting of various permits, approvals, authorizations, and licenses for the proposed projects by relevant government authorities, to ensure full implementation of the enlisted projects to make the ICT the engine of the economy in Tanzania.

I welcome you all.

Dr. Jim Yonaz

Permanent Secretary

Take off through the Ministry [The Ministry Theme for Investment Projects]

The ministry through new generation of media technology with enhanced communications to provide the world with information for taking Tanzania to the next level.

New generation of media technology with	What	• Quality content generation and production [TBC & TSN] • i.e. Safari Channel & Quality Printing
Enhanced communications	How	• Enhancing and Modernizing of communications infrastructure [NICTBB, TPC, TTCL, TCRA, ICTC] • i.E FTTH, Delivery Service, Regulation
to provide the world	Where	• World [local to local & local to international] [TPC, TTCL, TBC, ICT] • i.e. e-business,
with information for	What	• Provision and availability of information and data [TTCL, TBC, TSN]
Taking Tanzania to the next level	Where	• World Take Off

Project 1: *Establishment of ICT Equipment and Accessories assembly industries enterprises.*

Estimated Project Cost:	To be jointly established
Counterpart funding (if any):	Not available
Proposed financing instrument:	PPP
Program/Project Period:	Two years
Responsible Sector ministry:	MICIT
Implementing Agencies:	MICIT

Project Overview:

Main development challenge/s the project will address:

The share of the manufacturing sector in GDP is relatively low, at 5.2%, with the ICT manufacturing sector accounting for 0.004% of the manufacturing output[1]. Currently, Tanzania does not have ICT development or assembly facilities in the country, it depends on the importation of electronic gadgets (phones, laptops, desktops, smart boards, TV, etc.). The country plan is to increase broadband penetration from 43% in 2020 to 80% in 2025 where ICT equipment and accessories are important fact in achieving this plan. The requirement for computers is very high since the country's vision is to provide laptops for every child in primary, secondary schools, Universities, and vocation training institutes. As the demand and usage for computers and mobile phones increase the need for good quality broadband connectivity with reliable infrastructure is required. Having optical fiber cable manufactured in Tanzania will guarantee the target is reached. The average total enrolment at primary, secondary schools, Vocation Training Institutes, and Universities is 4.5 million. In addition, there are 23,295 primary and secondary schools of which the plan is to provide the smart class for every school by 2025. Apart from the local market, the industry will address the shortage of low-cost devices that are affordable in the EAC, SADC, and COMESA market of 400million people.

The objective of the project:

To promote local manufacturing of ICT Equipment, accessories and gadgets (Desktop computers, laptops and mobile phones, optical fiber cable and related accessories), to support the Government's goal towards universal internet access and a more inclusive digital society.

Opportunities for Investor & Market Opportunity:

- The potential market of 400 million people in the region (EAC, SADC, COMESA)
- Tax-free for ICT Equipment
- No ICT equipment assembly industries

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[1] Delloitte (2017) - A Study on Factors Affecting Localization of ICT Equipment Manufacturing in Tanzania

- Increased student enrolment from primary schools to universities

- Low smartphone penetration

- Increasing broadband LTE coverage.

- Demand for High 3G/ 4G LTE enabled mobile phones

- Low penetration of PCs is the driver of the next phase of internet growth in the country.

- Affordability: Low Availability of low-priced, high-quality smartphones

- Demand for optical fiber cable within the region

- Evolving Consumer behavior; high product refresh rate

- Availability of Land

Expected Results of the Project:
- Job creation

- Increase telephone penetration from 89% in 2020 to 100% in 2025

- Increase Broadband penetration from 43% in 2020 to 80% in 2025

- Increase availability of affordable electronic gadgets

- Technology transfer

- Increased forex

- Increase in the tax base

- increase employment opportunity

- increased Manufacturing and export;

Project Location:
- Dar es Salaam

Project 2: Deployment of International Submarine Fibre Cable (OFC)

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Estimated Project Cost:	To be jointly established
Counterpart funding (if any):	Not available
Proposed financing instrument:	PPP
Program/Project Period:	Within two years
Responsible Sector ministry:	MICIT
Implementing Agencies:	MICIT

Project Overview:

Main development challenge/s the project will address:

Global society has become greatly more dependent on the internet especially during the COVID-19 pandemic, and consequently more dependent on submarine cables. As the government of URT continues investing in National Broadband ICT Backbone optical fiber infrastructure across the country and connecting neighbouring countries. The dependence on international submarine cables tied to those expenditures becomes more urgent. There is no longer question about the key importance of affordable broadband communication for the development of a country its public welfare and its economic growth. This has been the key driver for impressive growth rates witnessed in Tanzania and the EAC, SADC and COMESA blocs countries as well, and impressive growth rates are expected in this emerging market.

Tanzania is the only country in Africa that borders six landlocked countries, these are Burundi, Democratic Republic of Congo, Malawi, Rwanda, Uganda, and Zambia. This offers a strategic position for Broadband
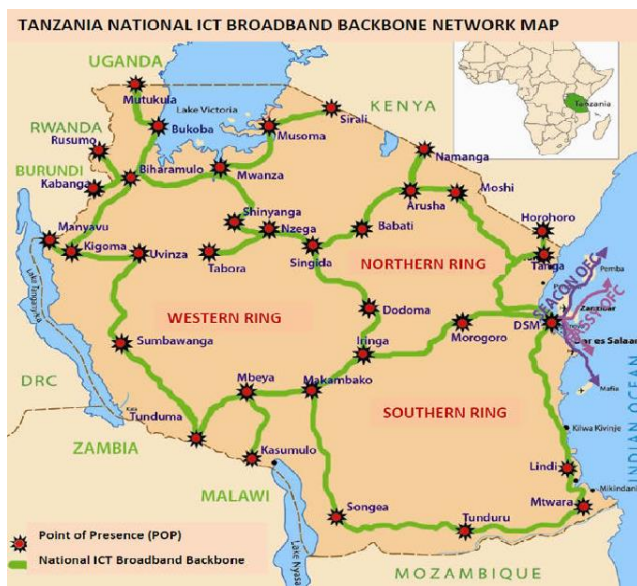
backbone services, internet Data centers, and international submarine connectivity. Currently, there is a seamless more than 12,000 km long; 4.8Tbps National ICT backbone (NICTBB) optical fiber connectivity throughout the country, and the infrastructure also connects to eight borders countries including Burundi, Democratic Republic of Congo, Kenya, Malawi, Mozambique, Rwanda, Uganda, and Zambia. This infrastructure guarantees Return on investment to any submarine investor willing to partner with the URT government for international submarine optical fiber cable investors to consider Tanzania

as one of the strategic landing stations. As of now, the NICTBB is connected to only two international submarines OFC landing station namely SEACOM and EASSy. The opportunity is called upon herewith is to invest in the international submarine cables to promote quality connections through competition, reliable and affordable services, and in due course URT become an ICT hub for the East and Central Africa Region.

Project Components:

Component 1:

Extending International Submarine optical fiber cable to Tanzania and construction of a landing Station/s to one of the Indian ocean coastal cities (Dar es salaam, Tanga or Mtwara).

Component 2:

Construction of 130km submarine optical fiber cable [Kigoma (TZ)← → Kaleme (DRC)] across Lake Tanganyika to connect the Democratic Republic of Congo.

The objective of the project:

Enabling the United Republic of Tanzania to become a Regional ICT hub through increasing International Submarine OFCs

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Opportunities for Investor & Market Opportunity:

- Tanzania is geographically a hub for EAC, SADC, and COMESA regions (Border with Kenya, Uganda, Rwanda, Burundi, DRC, Zambia, Malawi, and Mozambique) which gives access to these markets.
- Well-developed and seamless High capacity (4.8Tbps) National ICT Fiber Backbone NICTBB.
- Well established institution and legal framework
- Low broadband penetration (43%) especially fixed network
- Increase demand for international connectivity to provide data and internet services to 400 million people in the region
- Government support for Broadband initiative
- No barriers to broadband build-out and access to broadband networks
- Evolving Broadband Penetration
- No barriers to broadband build-out and access to broadband networks

Expected Results of the Project:
- Increase affordability to Broadband services
- Increase tax
- Increase employment
- Increased availability of internet services

Project Location:
- Dar Es salaam, Tanga or Mtwara and Kigoma

Project 3: Development of ICT Parks

Estimated Project Cost:	To be jointly established
Counterpart funding (if any):	Not available
Proposed financing instrument:	PPP
Program/Project Period:	Two years
Responsible Sector ministry:	MICIT
Implementing Agencies:	MICIT

Project Overview:

Main development challenge/s the project will address:

The present intervention relates to the Digital Technology Park Project. A minimum of 100 hectares is made available for the development of the ICT Technology Park by the private sector under PPP arrangement. By creating a sound IT foundation, the Government will attract multinationals and companies to relocate their activities to the park and the due course increase employment, stimulate innovation, and opportunities for entrepreneurship. The project will host an incubation center that will help start-ups to develop their business skills and management efficiencies and attract multinational companies to invest in promoting ICT Technologies and concepts. The indirect economic benefits of the ICT park include the improved status of Tanzania as an ICT investment destination, increased growth of the ICT sector that will have a spill over effect in the design of applications and services for the government and the citizens at large.

The objective of the project:

To provide an environment that will attract International technology-focused companies and research organizations to locate their operations in Tanzania and to contribute to economic diversification, modernization, private sector development, and inclusive growth in Tanzania through the development of the ICT sector. In achieving this objective, the ICT technology park project will:

- Establish a world-class infrastructure Digital Technology Park that will make Tanzania the hub for ICT investment and Business Process Outsourcing in the Sub-Sahara Africa
- Advance ICT innovation and applications that contribute to social and economic development in Tanzania and in the Region.

Opportunities for Investor & Market Opportunity:

- The potential market of 400 million people in the region (EAC, SADC, COMESA)
- Increased manufacturing and export;
- Opportunity to attract giant technology corporates

- Increased ICT entrepreneur and venture capital opportunities
- Business Growth in ICT related industry
- Increased ICT goods and services directly addressing specific community problems;
- Availability of Land

Expected Results of the Project:
- Job creation
- Technology transfer
- Increased forex
- Increase in the tax base
- Increased level of ICT skills and competence
- Increase employment opportunity
- Increased Manufacturing and export;
- Attract expert and skilled Labour to in Tanzania;

Project Location:
- Dar es Salaam
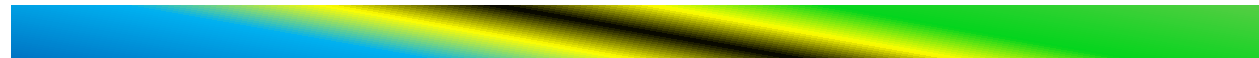
Project 4: Establishment of vocational education and training programs with tight quality controls and pre-arranged placements/apprenticeships in ICT and Multimedia.

Estimated Project Cost:	To be jointly established
Counterpart funding (if any):	Not available
Proposed financing instrument:	Not any
Program/Project Period:	Within five years
Responsible Sector ministry:	MICIT
Implementing Agencies:	TBC, TSN, ICTC, TTCL, & TPC

Project Overview:

Main development challenge/s the project will address:

Today's major challenge facing the Government of URT and other countries in EAC, SADC and COMESA blocs is the higher demand for learner-centered innovative and flexible approaches. Out 65% of more than of 400 million population in the blocs are the young population which is the potential market for the Specialized ICT and Multimedia skills. The Government recognizes that the formal TVET sector is required to be responsive to a continuously changing ICT labour market and new emerging business sectors that are technology-intensive. The project aims at meeting the regional demand for ICT skills as a critical component of a responsive, demand-driven, to compete in the international labour. Having in place vocational training programs in the country increases the country's strength in attracting local and international investors in the ICT sector.

The objective of the project:

To increase the number and quality of ICT skilled Human resource base in Tanzania

Opportunities for Investor & Market Opportunity:
- The potential market of 400 million people in the region (EAC, SADC, COMESA)
- Land available
- Tax-Free
- Well established Institutional and legal framework
- High demand for ICT professional

Expected Results of the Project:
- Increased level of ICT skills, competence, and Professional
- Increased Access to the international Labour market
- Increase Innovation and entrepreneurship
- Increased ICT Adaptation & Usage;

Project Location:
- Dodoma

Project 5: Deployment of Low Cost Solution for Mobile Communication in rural areas

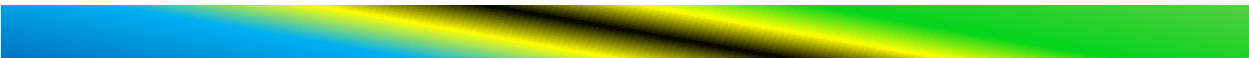|	
Estimated Project Cost:	**To be jointly established**
Counterpart funding (if any):	Not available
Proposed financing instrument:	PPP
Program/Project Period:	Two years
Responsible Sector ministry:	MICIT
Implementing Agencies:	MICIT

Project Overview:

Main development challenge/s the project will address:

Advances in networking technologies provide some unique opportunities for developing countries. Similarly, low-cost networked information technologies, such as the Internet, can be used to facilitate political and community participation. Equally important, social services - such as health care and education - can now be provided via satellite on a much more cost-effective basis. With a larger population of the EAC, SADC and COMESA blocs countries, mobile phones is the primary way to access the Internet. Mobile Internet brings a wide range of social and economic benefits by helping to promote digital inclusion and supporting the delivery of essential services, such as mobile money, mobile agricultural services as well as mobile-enabled health and education services. Additionally, there is evidence that the countries with high levels of mobile connectivity have made the most progress in meeting their commitments to the United Nations Sustainable Development Goals (SDGs).

By the end of 2019, mobile internet adoption stood at 26% in Sub-Saharan Africa[2]. This region accounts for almost half of the global population not covered by a mobile broadband network. The Telephone and Internet penetration in the URT stands at 80% and 43% respectively, the goal is to reach 100% and 80% respectively by 2025. Most of the areas in the which still do not have broadband coverage are remote and mainly in disadvantaged areas, especially rural areas. Despite the growth in mobile telephony, and the diversity of services, many populations especially those in rural areas do not yet enjoy the benefits of mobile services due to lack of mobile coverage. Using this opportunity of collaboration, having in place low-cost technologies for rural mobile coverage will enhance telephone and broadband coverage by using relatively lower costs to cover broadband more extensively in the country.

The objective of the project:

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[2] *GSMA- Mobile Internet Connectivity 2020 Sub-Saharan Africa Factsheet*

To Rise telephone penetration from 80 to 100 % and broadband penetration from 43% to 80% to enhance accessibility to ICT enables services (financial services, agricultural services, health, and education services).

Opportunities for Investor & Market Opportunity:
- The potential market of 400 million people in the region (EAC, SADC, COMESA)
- Well-developed and seamless High National ICT Fiber Backbone capacity (4.8Tpbs) NICTBB.
- Well established Universal Communications Access Fund
- Well established institution and legal framework
- Low broadband penetration in the region 26% and Tanzania 43%
- Government support for Broadband initiative
- No barriers to broadband build-out and access to broadband networks
- Evolving Broadband Penetration
- No barriers to broadband build-out and access to broadband networks
- Well established institution and legal framework
- One of the highest Population Access to electricity in Africa (78.4%)

Expected Results of the Project:
- Increase mobile telephone and Broadband penetration
- Increased access to e-Services (e-government, financial, health education services etc.)
- Bridge the gap "urban/rural" Digital Divide in terms of availability, Affordability, and broadband.
- Technology transfer
- Increase in the tax base

Project Location:
Rural and underserved area of the country

Project 6: Deployment of Fiber To The Home (FTTH) Solution and Fixed Wireless Network (4G) to All Municipals and Districts

Estimated Project Cost:	**USD 139,974,024**
Counterpart funding (if any):	Not Available
Proposed financing instrument:	PPP
Program/Project Period:	10/2 years
Responsible Sector ministry:	MICIT
Implementing Agencies:	TTCL

Project Overview:

Project Description:

Project aims at strengthening TTCL Corporation in delivering fixed data services to residential by using

FTTH solution as well as fixed mobile wireless solution as a complement to FTTH

Main development challenge/s the project will address:
- Digital divide
- Transparency and Efficiency to Government
- Quality of Data Service
- Online Business

Existing Core Competence:
- Leading fixed telecom operator
- Leading capacity and fixed data service operator to government and institution, local banks and telco operators (local & neighboring country)
- 80% all districts are connected to National fiber backbone (NICTBB)
- 100% all municipals are connected to National fiber backbone (NICTBB)
- All 6 major cities and 90% towns have metro fiber in CBD areas
- 4G sites have been deployed to 6 major cities
- Mobile Frequency resources

Frequency Band	Band Number	Uplink (Mhz)	Downlink (Mhz)	Bandwidth (Mhz)	Application
800	20	832-842	791-801	10 (Up) and 10 (Down)	LTE-FDD (Countrywide)
1800	3	1760-1770	1855-1865	10 (Up) and 10 (Down)	LTE-FDD (Countrywide) and GSM (Rural)
2100	1	1965-1970	2155-2160	5 (Up) and 5 (Down)	3G (UMTS) (Countrywide)
2300	40	TDD 2300-2330		30	LTE-FDD (Countrywide)

- Physical administration and service center offices and human resources to all district and municipals
- With roaming traffic areas for investment with enough traffic can be identified

Objective of the project:
- Increase Fixed Market Size
- Maintain Fixed Market Position
- Improve Digital Divide by Increasing usage of ICT Solutions
- Improve transparency and efficiency to Government operations and services to both public and internal functions
- Improve to high-speed data service to public and Government institutions
- Promote online business i.e., local-to-local and local-to-international business dealings

Opportunities for Investor:
- Fixed broadband penetration is less than 1% in Tanzania hence giving leverage to new investor in market
- There are less than 5,000 FTTH connections countrywide
- Already existing customers, not starting from scratch (TTCL already has more than 73,000 fixed customers across Tanzania)
- 3 Million mobile customers and 1 million FTTH customers
- Infrastructure development and regions expansion
- Deployment of fast mobile wireless broadband to challenging location

Expected Results of the Project:
- Increase customer base
- Increase Revenue
- Revenue Sharing with Investor
- Improve Quality of Service
- Improve Quality of Life
- Increase Efficiency and Transparency

Project Scope:
- All Municipals and Districts as well as all CBD areas countrywide

Project 7: Countrywide Deployment and Expansion of Mobile Network and Fixed Network

Estimated Project Cost:	USD 752,173,338
Counterpart funding (if any):	Not Available
Proposed financing instrument:	PPP
Program/Project Period:	15/5 years
Responsible Sector ministry:	MICIT
Implementing Agencies:	TTCL

Project Overview:

Project Description:

Project aims at strengthening TTCL Corporation in delivering seamlessly fixed-mobile convergence services to corporate, residential and individuals by combining FTTH and mobile wireless solution and packaging as a single product.

Main development challenge/s the project will address:
- Digital divide
- Financial Inclusion to Rural Community
- Transparency and Efficiency to Government
- Quality of Data Service
- Online Business

Existing Core Competence:
- Leading fixed telecom operator
- Leading capacity and fixed data service operator to government and institution, local banks and telco operators (local & neighboring country)
- 80% all districts are connected to National fiber backbone (NICTBB)
- 100% all municipals are connected to National fiber backbone (NICTBB)
- All 6 major cities and 90% towns have metro fiber in CBD areas
- 4G sites have been deployed to 6 major cities
- Mobile Frequency resources

Frequency Band	Band Number	Uplink (Mhz)	Downlink (Mhz)	Bandwidth (Mhz)	Application
800	20	832-842	791-801	10 (Up) and 10 (Down)	LTE-FDD (Countrywide)
1800	3	1760-1770	1855-1865	10 (Up) and 10 (Down)	LTE-FDD (Countrywide) and GSM (Rural)

2100	1	1965-1970	2155-2160	5 (Up) and 5 (Down)	3G (UMTS) (Countrywide)
2300	40	TDD 2300-2330		30	LTE-FDD (Countrywide)

- Physical administration and service center offices and human resources to all district and municipals
- With roaming traffic areas for investment with enough traffic can be identified

Objective of the project:
- Increase Fixed Market Size
- Maintain Fixed Market Position
- Improve Digital Divide by Increasing usage of ICT Solutions
- Improve broadband penetration from 40% to 80% by 2025
- Facilitate financial inclusion through Mobile Money solutions countrywide
- Improve transparency and efficiency to Government operations and services to both public and internal functions
- Improve to high-speed data service to public and Government institutions
- Promote e-commerce and online business i.e., local-to-local and local-to-international business

Opportunities for Investor:
- 4G penetration is less than 45% in Tanzania
- Geographical mobile coverage in Tanzania is only 66%
- Fixed broadband penetration is less than 1% in Tanzania hence giving leverage to new investor in market
- There are less than 5,000 FTTH connections countrywide
- Already existing customers, not starting from scratch (TTCL already has more than 73,000 fixed customers across Tanzania)
- 15 Million mobile customers and 3 million FTTH customers
- Infrastructure development and regions expansion
- Deployment of fast mobile wireless broadband to challenging location
- Out of 59 Million Tanzanian only 29 Million have access to internet (explore untapped market)
- Internet penetration is 49% (Mobile + Fixed)
- Infrastructure development and regions expansion
- Deployment of fast mobile wireless broadband to challenging location

Expected Results of the Project:
- Increase customer base
- Increase Revenue
- Revenue Sharing with Investor

- Improve Quality of Service
- Increase Efficiency and Transparency
- Improve Quality of Life

Project Scope:
- Countrywide

Project 8: Capacity Enhancement of Tanzania Safari Channel

Estimated Project Cost:	To be jointly established
Counterpart funding (if any):	Not Available
Proposed financing instrument:	PPP
Program/Project Period:	Two years
Responsible Sector ministry:	MICIT
Implementing Agencies:	Tanzania Broadcasting Corporation (TBC)

Project Overview:

Main development challenge/s the project will address:

The Tanzania Safari Channel (TSC) is a dedicated tourism channel operated by a public broadcaster Tanzania Broadcasting Corporation (TBC) and its partners (tourism stakeholders). The channel have potential access to travel and tourism content but it lack capacity to produce large number of quality programs due to inadequate equipment and professional studios.

The project, therefore, intend to enhance channel capacity by increasing number of production studios, transmission rooms, editing suites, theatre room and offices. The project will also involve acquiring of a complete set of production equipment, professional cameras, outside live production equipment, underwater production equipment and specialised vehicles.

The project is commercially viable as demand for quality travel and tourism content to feed foreign travel and tourism televisions all over the world is very high. Tanzania being a house of many attractive sites with varieties of natural and cultural resources provides a unique opportunity for channel to have abundant content saleable to those channels.

Furthermore, with professional studios and equipment, TSC will have capacity to produce abundant and quality programs/documentaries for local and international customers. Production equipment will be leased to foreign television channels, local producers and celebrities who will prefer to do their own production in Tanzania. The project end services will attract the following categories of customers, Documentaries production.

- Local tourist stakeholders (TANAPA, TTB, TFS, NCAA and TAWA)
- Tourists

Television programs/ generic travel and tourism content.

- Foreign television channels (National geographic, Discovery, etc

- Local advertisers such as Banks, Mobile companies and tour operators.

Studio and equipment hire

- Foreign television channels.
- Local program producers.
- Tour operators.
- Tourist (celebrities).
- Colleges for training purpose (Tanzania Tourism College).

Objective of the project:

The main objective is to increase number of quality travel and tourism programs for the channel and sell to foreign television channels. Other objectives include,

- To have full set of professional studio specialised for travel and tourism program for own use and hire to other users.
- To have full set of professional equipment and vehicles specialised for tourism programs for own use and hire to other users
- Capacity building to our staff though shared knowledge from partners.
- To generate revenue for the partners.

Opportunities for Investor:

- Tanzania is one of the most popular destinations for Tourists globally, and for decades has increasingly become a major sector in the economy[3].
- One of the top ten (10) World's Leading Tourist Attraction 2020[4]
- Tanzania is a land of Mountain Kilimanjaro and Island of Zanzibar and Pemba, it also has best Africa wonders such as Serengeti, Ngorongoro crater as well as several national parks, game reserves, attractive coastal areas, Lakes, museum and cultural heritages. Therefore, it is a great source of travel and tourism content suitable for foreign televisions.
- High flow of celebrities who will require hiring of production equipment to produce their own documentaries such as wedding and birthday parties. Remarkable celebrities visited Tanzania include, Yao Ming, Oprah Winfrey, Justin Timberlake, Jesca Biel, George Clooney, Tom Cruise, Bill Gates, Wayne Rooney, Will Smith and others. Tanzania is visited by 1.5 million tourists per year.
- Inadequate professional studio in East Africa to produce tourism content.
- Inadequate professional equipment in country to produce documentaries/films for tourism content.
- Inadequate travel and tourism channels in East African countries
- Marketing platform for East and Southern African countries.

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[3] The Tourism Potential of Tanzania - https://www.fikiriamag.com/index.php/industry/371-the-tourism-potential-of-tanzania
[4] https://www.worldtravelawards.com/award-worlds-leading-tourist-attraction-2020

- Shared revenue generated.

Expected Results of the Project:
- Improved program quality for the channel.

- Increased number of programs for the channel.

- Reduced program production cost.

- To bring the "world" to Tanzania by exposing the tourist attractions through television platforms.

- Increased number of advertisers (program sponsorship)

- Promote tourism sector.

- Reduce operations costs for the partners.

- Increase revenue to the partners.

Project Location:
Dar es Salaam/ Arusha

Project 9: Construction of warehouses for storage and distribution of mails, courier, cargo and commercial agricultural/manufactured products.

Estimated Project Cost:	**USD 12 million**
Counterpart funding (if any):	Not Available
Proposed financing instrument:	PPP
Program/Project Period:	Two years
Responsible Sector ministry:	MICIT
Implementing Agencies:	Tanzania Posts Corporation

Project Overview:

Main development challenge/s the project will address:

This project is in-line with the TPC 7th (5 years) Strategic Business Plan 2019/2020 to 2023/2024 of which one of its targets is to develop its undeveloped plots for commercial purposes.

The project will address the following:

1. Cold room storage in regions with large production of perishable products like Fish production in Mwanza, Mtwara, Tanga, Kigoma and Dar es salaam; avocado farming in Njombe and Moshi; fresh flowers in Arusha

2. Shortage of storage capacity for agricultural and manufactured goods, currently there are few warehouses with a very limited spaces for public rental.   Provisional production in the 2020 to some of the products were:

   - Agricultural products 60,651 tonnes of coffee, 28,715 tonnes of tea, 311,358 tonnes for sugar, 6,711 tonnes of maize, 232,681 tonnes of cashew nuts etc

   - Livestock products 701,679 tonnes of meat, 3,010 million litters of milk, 3,050 million of eggs etc

   - Fish production is 473,592 tonnes of fish

   - Manufacturing 396 million litters of beer, 53 million square meters of textiles etc

3. Storage and distribution of mails (small packets and parcels), cargo owing to the increase of e-commerce business in Tanzania and neighbour countries

4. Utilization of undeveloped plots owned by the Corporation spread all over the country, the undeveloped plots include:

The objective of the project:
to facilitate storage, distribution and delivery of mails, cargo and agricultural/manufactured goods to the market/citizen and for export

Opportunities for Investor:

To partner with TPC under the public-private partnership mode where the investor will construct the warehouses in the undeveloped plots, which most of them are in prime areas in all the regions and major towns and put required handling equipment with revenue sharing agreement.

Expected Results of the Project:
- Increase in revenue from renting the spaces in the warehouses
- storage of transit mails and cargo from post office awaiting forwarding and delivery
- Storage of commercial agricultural products for distribution to the internal market and export
- Storage of manufactured products from domestic industries and imports for distribution to the retailers
- Security of mails, courier items, cargo enhanced

Project Location:
- Large warehouses in Dar es salaam, Mwanza, Mbeya, Dodoma and Arusha;
- Medium warehouses in Zanzibar, Njombe, Kigoma, Tanga, Kagera, Kilimanjaro and Mtwara
- Small warehouses in Singida, Sumbawanga, Songea, Shinyanga and Musoma

Project 10: Commercial Printing

Estimated Project Cost:	**USD 20,000,000**
Counterpart funding (if any):	Not Available
Proposed financing instrument:	'PPP'
Program/Project Period:	10
Responsible Sector ministry:	MICIT
Implementing Agencies:	TSN
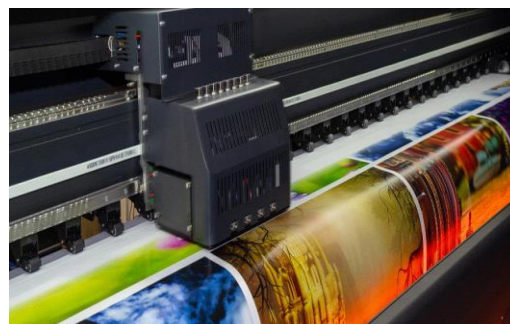
Project Overview:

Main development challenge/s the project will address:

To acquire modern multipurpose printing machinery to enhance printing services. The new printing facility is expected to maintain high levels of customer satisfaction and makes us stand as one of the best printing companies in Tanzania. A return on investment is highly guaranteed since it is a growing sector in which there is a demand gap for quality printing jobs in East and Central Africa. TSN has set aside a 18,210.9 square meters surveyed plot with title deed and fits well for industrial investment purposes.

The project **is** in line with the existence of free access for information and government education policy as well as public private partnership policy ; it is expected to address increased demand for quality printing at the highest speed in one stop centre. Quality newspapers, textbooks and exercise books for pupils and students.

- Increased demand for customized printable options like holograms, watermarks, embossed textures and designs, as well as security printing.
- Unemployment and underemployment
- Underinvestment in state of the art government related printing infrastructure.

Objective of the project:

- To fill the existing gap between the demand for full range quality printed materials at the highest technology and speed while maintaining high level of professionalism compared to the available printing service.
- To increase revenue , profit and strategic partners wealth by utilizing fully all the available opportunities.

Opportunities for Investor:

- Potential market of 400 million people (EAC, SADC, & COMESA)
- More than 45 financial and insurance institutions.
- Higher primary, secondary and higher education enrolment rate about 1.5milion every year. Higher requirement for exercise books, text books, annual reports, newsletters, diaries, calendars, brochures, fliers, posters and banners.

- TSN is a government owned company and hence a good will from Government and stakeholders .
- Billions of print works are procured every year by governements and MDAs.
- There are 257 registered newspapers and publications in Tanzania[5].
- Existence of Research and Development (R & D) department

Expected Results
- TSN will enhance quality of its products
- Project will enable production of product ranges and expand customer base.
- Be able to print various products including newspapers, exercise books, notebooks, note books, diaries, calendars, books, magazines, security and seal stickers, receipt books, delivery notes, posters, brochures, leaflets and hospital documents.
- To recycle, process waste papers, returned newspapers and other used papers for production of useful products like egg trays, fruits trays, tissues and environmentally friendly carrier bags.
- Yield faster output through production efficiencies and hence exceeding target market expectations.
- Job creation
- Contribute to the government coffers through various taxes.
- Shared revenue

Project Location:
Dodoma Business Park near Treasury Square at Dodoma Capital City

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[5] Number of registered newspapers in the Tanzania available at http://www.maelezo.go.tz/

Project 11: Development of IT Enabled Services (ITES) / Business Process Outsourcing (BPO) ventures

Estimated Project Cost:	To be jointly established
Counterpart funding (if any):	Not available
Proposed financing instrument:	PPP
Program/Project Period:	Two years
Responsible Sector ministry:	MICIT
Implementing Agencies:	MICIT

Project Overview:

Main development challenge/s the project will address

Because of its unique location in the EAC, SADC, and COMESA blocs, linking major economical regions, with a potential market of 400 million people, Political stability, and both transport and broadband infrastructure; Tanzania offers a compelling investment proposition a strategic hub for ICT enables services and Business processing outsourcing (ITE/BPO). Currently, the region has relatively low adoption of ICT services especially in automating and adding value to business processes of different sectors. Outsourcing is no longer solely seen as a cost-cutting measure, but rather an important and strategic tool for businesses looking to drive growth in a hyper-competitive environment. For that reason, ITES/BPO once well captured will enhance the IT service industry and provide an opportunity for more employment, entrepreneurship, and the chance to export our services across the globe hence economic growth. The project aims at empowering Tanzania to gain regional and globally competitive and consistent operations by offering reduced costs, allowing access to affordable industry experts, raising productivity.

The objective of the project

To promote a competitive ITES/BPO industry and development of Electronic Services in all aspects of ICT value chain activities.

Opportunities for Investors:

- The potential market of 400 million people in the region (EAC, SADC, COMESA)

- Increased manufacturing and export;

- Open and online Government Procurement System

- Favorable government policies

- Well established ICT infrastructure

- Low costs of Living

- the Government by outsourcing some of its services encouraged and supported local goods and services

- The vast pool of knowledge professionals and Low-cost manpower
- Large English speaking population
- Improvement required in infrastructure outside metros

Expected Results of the Project
- Job creation
- Technology transfer
- Increased forex
- Increase in the tax base
- increase employment opportunity
- Attract expert and skilled Labour to in Tanzania;

Project Location:
- Dar Es salaam

Final Word

Politically, Economically, Socially, Technologically, Environmentally and Legally Tanzania presents a favourite environment for investment in the communication sector for both local and foreign investment and hereby invites further investment in this regard.