



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

MTWARA REGION INVESTMENT GUIDE



2019



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ABBREVIATIONS AND ACRONYMS

AGOA	Africa Growth Opportunity Act
ASDP	Agriculture Sector Development Programme
BMGF	Bill and Melinda Gates Foundation
BMU	Beach Management Units
BRELA	Business Registration and Licensing Agency
CCET	Community Common External Tariff
CNSL	Cashew Nut Shell Liquid
COET	College Of Engineering and Technology
COMESA	Common Market for Eastern and Southern Africa
CSO	Civil Society Organisation
DC	District Council
DIDF	District Irrigation Development Fund
DP	Development Partners
DRC	Democratic Republic of Congo
EAC	East African Community
EBA	Everything But Arms
EPZ	Export Processing Zone
ESRF	Economic and Social Research Foundation
EU	European Union
FAO	Food and Agriculture Organization
FCC	Fair Competition Commission
FOE	Faculty of Engineering
FYDP	Five-Year Development Plan
GAFFSP	Global Agriculture and Food Security Programme
GDP	Gross Domestic Product
GoT	Government of Tanzania
ICSID	International Centre for Settlement of Investment Disputes
IFC	International Finance Cooperation
IIDS	Integrated Industrial Development Strategy
IMF	International Monetary Fund
IPI	Institute of Product Innovation
ISO	Industrialisation Support Organisation
ITC	International Trade Centre

LGAs	Local Government Authorities
M&E	Monitoring and Evaluation
MC	Municipal Council
MIGA	Multilateral Investment Guarantee Agency
MITI	Ministry of Industry, Trade and Investment
MLF	Ministry of Livestock and Fisheries
MoA	Ministry of Agriculture
MWI	Ministry of Water and Irrigation
NARCO	National Ranching Company
NBS	National Bureau of Statistics
NEEC	National Economic Empowerment Council
NGO	Non-Government Organisation
NIDF	National Irrigation Development Fund
PO-PRALG	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 Administration Secretary
REC	Regional Economic Communities
RS	Regional Secretariat
SACCOS	Savings and Credit Co-operative Society
SADC	Southern Africa Development Community
SDL	Skills and Development Levy
SEZ	Special Economic Zone
SIDA	Swedish International Development Agency
SIDO	Small Industry Development Organisation
SIDP	Sustainable Industrial Development Policy
SOE	State Owned Enterprise
TAFIRI	Tanzania Fisheries Research Institute
TAFMA	Tanzania Animal Feeds Manufacturers Association
TANESCO	Tanzania Electric Supply Company
TANTRADE	Tanzania Trade Development Authority
TBS	Tanzania Bureau of Standards
TC	Town Council
TCCIA	Tanzania Chamber of Commerce, Industries and Agriculture

TDU	Textiles Development Unit
TMDA	Tanzania Medicines and Medical Devices Authority
THDR	Tanzania Human Development Report
TIC	Tanzania Investment Centre
TIN	Taxpayer Identification Number
TMEA	TradeMark East Africa
TNBC	Tanzania National Business Council
TPSF	Tanzania Private Sector Foundation
TRA	Tanzania Revenue Authority
TRIMs	Trade-related Investment Measures
TVETDP	Technical and Vocational Education and Training Development Programme
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
WB	World Bank
WTO	World Trade Organisation



"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 invest in Mtwara Region, which consists of Mtwara Mikindani Municipal Council, Mtwara District Council, Tandahimba District Council, Newala Town Council, Masasi District Council, Masasi Town Council, Nanyumbu District Council, Newala District Council, and Nanyamba Town Council. This investment guide presents investment opportunities available in all local government authorities (LGAs) of the region. This guide is in line with the overall investment policy

of Tanzania and is aligned with national development frameworks such as the Tanzania Development Vision 2025 and National Five-Year Development Plan 2016-2021 (FYDP II).

The guide is also meant to assist in the execution of the development pathway of the region as outlined by the Regional Commissioner's office, and as indicated in Mtwara Regional and Local Government Authorities (LGAs) Development Plans. The guide provides essential regional information to prospective local and foreign firms and individuals, and is meant to attract them to make investment decisions in favour of any of the nine local government authorities in order to stimulate both business and enterprise growth. The investment guide is also intended to enhance Mtwara's competitiveness in areas of comparative strengths as well as emerging economic areas. Other objectives of the guide are to foster productive capacities in key primary sectors and industries, and to sustainably augment GDP and inclusive and resilient economic growth needed to accelerate societal development and well being of the people of not only Mtwara Region but also of Tanzania at large.

Mtwara regional authorities and the nine local government authorities have resolved to prioritise all investment initiatives and provide political support, attractive incentives and support services for investors who set

up investments in the region. Additionally, the authorities will coordinate efforts to provide a satisfactory policy, as well as a conducive regulatory and business environment. They are readily available to provide further details on the selected strategic and viable opportunities to interested investors. The ESRF team that assisted in preparing this guide received full cooperation from the regional team under the former Regional Administrative Secretary (RAS), Dr. Jilly Elibariki Maleko, and the current RAS, Mr. Alphayo J. Kidata, as well as from district teams under district executive directors, town and municipal directors and district commissioners. I am grateful for the commitment to the task.

On behalf of Mtwara regional authorities, I would like to express my sincere gratitude to the United Nations Development Programme (UNDP) for the financial support and to the Economic and Social Research Foundation (ESRF) for developing this Guide. I would like to specifically acknowledge Prof. Haidari Amani, Mr. Mussa M. Martine, Mrs. Margareth Nzuki and Mr. James Kasindi for their commitment and technical support that collectively resulted in the completion of this guide.

I take this opportunity to welcome you to invest in Mtwara Region, and I assure you of our continued support to make your investments productive and grow for our mutual benefit. Investors may establish industries, invest in crop farming, livestock keeping, fishing, building infrastructure, construction of modern markets, farming technologies, tourism related investments, education sector, and the health sector.



Hon. Gelasius Gasper Byakanwa
Regional Commissioner
Mtwara Region, Tanzania

EXECUTIVE SUMMARY

Mtwara Region is one of the 26 regions of Tanzania Mainland located in the southern part of Tanzania with a surface area of about 1,672,000 hectares and a population of 1,451,078 in 2019. Administratively, the region is sub-divided into 5 districts namely Mtwara, Masasi, Newala, Nanyumbu, and Tandahimba. The region has nine (9) local government authorities, which are Mtwara Mikindani Municipal Council, Masasi District Council, Mtwara District Council, Newala District Council, Tandahimba District Council, Nanyumbu District Council, Newala Town Council, Masasi Town Council and Nanyamba Town Council.

As part of Tanzania, Mtwara Region benefits from investment policy and climate, including political stability and development frameworks that strategise the overall socio-economic and cultural development in the country. Tanzania, with its large and growing domestic population (about 55 million people and an annual population growth rate of 2.7%), strategic location, abundance of natural resources and internal political stability, presents a uniquely attractive investment opportunity. The richness in natural resources constitutes a major asset for growth and economic development.

Mtwara Region has a mixed economy dominated by the agriculture sector, which employs about 90 percent of the economically active population and it is the leading producer of cashew nut crop in the country – about 70 percent of cashew nuts produced in the country comes from Mtwara. The livestock sector, including poultry, plays a significant role in the economy of households in the region. It is the second most important economic activity after crop production.

The region has a large volume of natural gas with a network of gas pipeline that can be accessed by heavy users of energy. The region is well connected with three transport networks: air through Mtwara Airport, good roads and port. The region's strategic location provides an advantage of large markets of COMESA, EAC and SADC member countries, including Comoros and Madagascar. Mtwara Region is rich in resources including gas, gold, forestry,

fisheries, etc., has adequate arable land for agriculture, and it has set aside land for investments in all its local government authorities. The region has also a scenic coastline with beautiful sandy beaches suitable for investments in hotels and beach sports.

Investors are welcome to invest in the following suggested priority investment areas: cassava processing; territorial fishing and fish processing; specialised vocational training institute; production of packaging materials for both primary and secondary processing industries; animal feeds processing; production of intravenous drips and related medical instruments; cashew nuts value addition; beach tourism; building irrigation infrastructure, mainly for paddy and horticultural crops; irrigation farming for paddy/sugarcane; construction of modern bus terminals; fish farming, hatcheries and fish technologies; establishment of private schools; establishment of ranches; water bottling; tourism-related investments like hotels, campsites etc.; provision of health care facilities; cashew nuts farming; small green grams (*choroko*) processing; construction of modern markets; construction of aircraft maintenance hangars at Mtwara Airport; and coconut processing.

DISCLAIMER

This guidebook was published to provide potential investors with access to essential information regarding investments and investing in Mtwara Region. It does not, in any way, give exhaustive information or detailed practical instructions, but it points out sources of other information in both the 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. Materials in this guidebook should therefore be used only for the intended purposes and not for defence in a legal dispute or any matter of that nature.



REASONS FOR INVESTING IN MTWARA REGION

1.1 Mtwara Region in the Broader Tanzanian Context

Mtwara Region is part of Tanzania, and it benefits from, and depends on 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. The country has a population of about 55 million people and a population growth rate of 2.7 percent.

Tanzania has abundant natural resources, including agriculture land, water bodies such as lakes and rivers, springs, mineral resources, tourism 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, landlocked countries. Several measures have been taken to create a business environment conducive to encouraging local and foreign investment. The country has created a stable and attractive macro- and micro-economic climate with single-digit inflation. There are on-going reforms in fiscal and monetary policy, and improvements in the business climate through legal and regulatory reform 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 has removed 118 nuisance taxes in 2018/19 and 54 in 2019/20; reviewing the National Investment Promotion Policy (1996) and Tanzania Investment Act, 1997; merged some of the functions from the former Tanzania Food and Drugs Authority to the Tanzania Bureau of Standards, 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 investment. Trade development instruments that Tanzania has adopted include the 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 agri-business, 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 special economic zones (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, work 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 impliedly 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 more than 55 million people, growing at a rate of 2.7 percent per annum, and a growing middle class. Both EAC and SADC are growing stronger, and so investors in Tanzania will have the advantage to access 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.

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

- There is a high degree of investment security because of unparalleled political stability that is strife-free without ethnic division, democratic rule that respects diversity of opinion and a strong tradition of constitution and rule of law.
- 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

-
- 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
 - 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
 - There is a well-balanced package of incentives to investors with additional negotiated benefits to strategic investors
 - The economy is rapidly emerging as the most effective entry point and gateway for trade into eastern, southern and central Africa
 - There are lucrative investment opportunities in infrastructure, and value-adding facilities that are among the fastest growing segments of the economy
 - The Government is committed to ensuring investment guarantees and settlement of disputes. Investments in Tanzania are guaranteed against political risks, nationalisation and expropriation
 - 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 Mtwara Region are CRDB Bank, NBC Limited, National Microfinance Bank Limited, TPB Bank, and several other banks.

1.3 Why One Should Invest in Mtwara Region

Mtwara Region is strategically located, bordering the Indian Ocean and Mozambique, which makes it potential for cross-border investment and

trade. The region has the minimum pre-requisites for establishing industries and successful businesses based on its geographical location and established infrastructural facilities that are important for enabling industrial development as summarised below:

a) Strategic Geographical Location

Mtwara Region is located in the southern part of Tanzania and borders the Indian Ocean and Mozambique, which makes it potential for cross-border investment and trade to SADC countries (such as Comoros, Madagascar, Seychelles and Mauritius) and the rest of the world. The



region has a scenic coastline and beautiful sandy beach coast area measuring 125 kilometres suitable for tourist attractions and investments in hotels and beach sports. The region also borders with Ruvuma River in the south, which is a suitable source of water for irrigation.

b) Population and Markets

Mtwara Region has a population of about 1,451,078 people (according to year 2019 estimates). When it comes to market access, the region also benefits from the population of Tanzania, EAC, and SADC. This strategic location of Mtwara and the total population in the regional blocks present a huge market for goods and services produced in the eastern, central and southern African region.

c) Economic Strength

Mtwara Region has a mixed economy dominated by the agriculture sector, which employs about ninety percent (90%) of the economically active population. Both commercial and peasantry farming are practised.

Agriculture contributes most of the region's cash income that comes mainly from cashew nuts, cassava, sesame, small green grams, coconuts, sunflower, groundnuts, and fruits. The livestock sector, including poultry, is the second most important economic activity after crop production. This creates an opportunity for agro-processing industries.

d) Infrastructure Services

The region's economic infrastructure has been tremendously improved and strategic investments are being made to further improve the infrastructure.



Roads: Mtwara Region is well served with road network linking even remote areas in southern Tanzania. The regional road network covers 6149.8 kilometres. Roads are normally passable throughout the year. The region has also a good road infrastructure connecting through the Mtwara corridor road to bigger markets in the country, including Dar es

Salaam, which is one of the big markets in the country.

Marine transport: Mtwara is served by marine transport through the Indian Ocean. Mtwara Port is one of best natural harbours in the world, and the deepest port on the Eastern seaboard of Africa from Durban to Djibouti (Horn of Africa). The port has a quay wall of 385 metres with a natural draught of 9.8 metres at Chart Datum (CD). Mtwara Port is uniquely and strategically located to serve as a gateway for international trade for the neighbouring southern regions and countries. Mtwara Region has good international cargo connections to EU, Asia and the Middle East as well as good connections into the eastern and southern Africa region. There is an on-going expansion to accommodate increasing cargo through Mtwara Port as shown in Table 1.1 below.



Table 1.1: Freight and Passengers Transported through Mtwara Port

Type of Transport	2010	2011	2012	2013	2014	2015	2016	2017
Ships (number)	58	16	30	62	41	65	113	105
Cargo ('000' DWT)	93	171	159	277	365	248	375	378

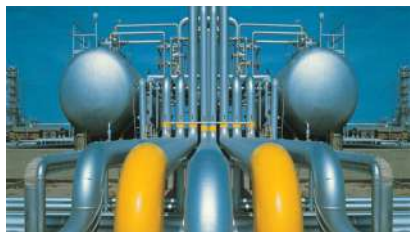
Source: Extracted from NBS (2019), Tanzania in Figures 2018

Air transport: Mtwara Region is served with air transport through Mtwara Airport. The capacity of Mtwara Airport is at present well utilised, and there is high demand for air transport particularly among the business community. There is an on-going airport expansion to meet the increasing demand for air transport.



Telecommunication services: Mtwara Region enjoys Internet, telephone services (both cellular phone and land line telephone services), radios and postal services.

Electricity: all the five (5) district councils, three (3) town councils and one (1) municipal council are well served with “natural gas fired power plant”. The region also has a large volume of natural gas with a network of gas pipelines that can be accessed by large energy users at affordable price. Tanzania Electric Supply Company Limited (TANESCO) will increase natural gas fired power plant from 22MW installed capacity to 30.6MW installed capacity by adding two generator sets (each with 4.3 MW capacity) in 2019/2020. Construction of a 300MW power station is under way; this will connect Lindi



and Mtwara regions to the National Grid via a 400kV line. In addition, connection of all villages of Mtwara Region under the Rural Energy Agency (REA) projects will be completed by year 2021. Investors are assured of reliable and surplus electricity.

e) Natural Resources

Mtwara Region is rich in natural resources, including agriculture land, forests and minerals such as gold, natural gas etc. More details on natural resources are presented in Part Two.

f) Land for Investments

Mtwara Region has adequate arable land in her district councils that are viable for agriculture. The region has set aside land for various investments in all her nine (9) local government authorities. The region is also ready to allocate more land for investments if and when needed.

g) Good Climatic Conditions

The region experiences a tropical climate, which is favourable for crops cultivation and livestock keeping. Temperature is also moderate, allowing for smooth economic activities.

h) Commitments by Mtwara Regional Secretariat and local government authorities

The Regional Secretariat and local government authorities are positioned to facilitate investors in the region, particularly in collaboration with key partners. This includes the establishment of facilitation desks at the Regional Secretariat and local government authorities for providing correct information to potential investors.

The region, in collaboration with the Central Government will continue to improve provision of basic enablers of investments such as land, utilities, and infrastructure, developed using sector and district budgets, as well as financial and technical support from development partners. The Government will further support the private sector by enacting enabling policies and laws so that they do not hesitate nor face hitches while investing in production, transportation, storage, processing and marketing of the products, and in the development of various commodity value chains.

1.4 Suggested Priority Investment Areas in Mtwara Region

Investors are welcome to invest in the following suggested priority investment areas; more details are given in Part Three of this guide.

1.4.1 Regional Level Priority Investment Opportunities

- i. Cassava processing
- ii. Territorial fishing
- iii. Fish processing
- iv. Specialised vocational training institute
- v. Production of packaging materials for both primary and secondary processing industries
- vi. Animal feeds processing
- vii. Construction of aircraft maintenance hangars at Mtwara Airport
- viii. Coconut processing
- ix. Production of intravenous drips and related medical instruments.

1.4.2 Council Level Priority Investment Opportunities

- i. Cashew nuts value addition
- ii. Building irrigation infrastructure mainly for paddy and horticultural crops
- iii. Irrigation farming for paddy/sugarcane
- iv. Construction of modern bus terminals
- v. Fish farming, fish hatcheries and fish technologies
- vi. Establishment of private schools
- vii. Establishment of ranches
- viii. Water bottling
- ix. Beach and tourism related Investments
- x. Tourism related investments like hotels, campsites etc.
- xi. Establishment of health care facilities
- xii. Cashew nuts farming
- xiii. Small green grams (*choroko*) processing
- xiv. Salt industry (processing, grading, packaging and branding)
- xv. Construction of a sports centre
- xvi. Construction of modern markets.

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 are therefore national and international prospective investors interested in starting new businesses or acquiring existing ones in various sectors; investors resident within the region with businesses and 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, agricultural crop estates and medium-to-large farms and value adding and marketing entities intending to invest in Mtwara designated industry and business areas
- Ministry of Industry and Trade (MIT)
- Prime Minister's Office (Investment)
- Primary stakeholders across value chains, including individual entrepreneurs, importers and exporters of input and output factors, and agriculture crops and livestock keepers and fisher folks
- Government ministries, agencies, local government authorities, EPZA, and state-owned enterprises (SOEs), for example those responsible for agriculture, industries, trade, finance, and international cooperation
- Academia/researchers in the Southern Zone and in Tanzania
- 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

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- 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) and non-government organisations (NGOs), and development partners, 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), etc.

SOCIO-ECONOMIC PROFILE OF MTWARA REGION

This part highlights 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 Mtwara Region.

2.1 Geographical Location

Mtwara Region is one of the 26 regions of Tanzania Mainland. It is located in the southern part of Tanzania, between longitudes 38° and 40°, 30" East of Greenwich and latitudes 10°, 05" and 11°, 25" south of the Equator. It borders with Lindi Region to the north, the Indian Ocean to the east and separated by Ruvuma River from Mozambique in the south. To the west, it borders with Ruvuma Region.

2.2 Land Area and Administrative Units

The region has a surface area of about 1,672,000 hectares or 1.9 percent of Tanzania Mainland land area (88,598,700 hectares). About 1,421,200 hectares, equivalent to 85 percent of the region's land area, are suitable for human settlement, livestock keeping as well as agriculture production. The smallest surface area of the local government authorities in the region is Mtwara Mikindani Municipal Council, which has 16,300 hectares and the largest council is Nanyumbu District Council (507,100 hectares).

Administratively, the region is subdivided into five (5) districts, namely Mtwara, Masasi, Newala, Nanyumbu, and Tandahimba. There are nine (9) local government authorities, which are Mtwara Mikindani Municipal Council, Masasi District Council, Mtwara District Council, Newala District Council, Tandahimba District Council, Nanyumbu District Council, Newala

Town Council, Masasi Town Council and Nanyamba Town Council. Mtwara Region has 31 divisions, 191 wards, 189 *mitaa*, 785 villages and 3427 hamlets (*vitongoji*).

Figure 2.1: Map Showing the Location of Councils in Mtwara Region



Note: Nanyamba Town Council is not shown in the current map

2.3 Population

The population of Mtwara Region has experienced significant growth during the period between 1988 and 2012. It increased from 888,882 (1988 census) to 1,124,481 in 2002 and reached 1,270,854 in 2012. The 1988 and 2002 censuses recorded inter-censal growth rate of 1.7 percent, and the 2002-2012 inter-censal population growth rate was 1.2 percent.

The population growth rate of rural areas was 0.9 percent and that of urban areas was 2.4 percent between 2002 and 2012. The region accounts for 2.9 percent of the total population of Tanzania Mainland (2012 Census). Population projection for year 2019 shows that Mtwara Region's population increased to 1,451,078.

Table 2.1: Population Projection for Year 2019

Council	Actual Population - 2012 Population Census			Population Projections for Year 2019		
	Male	Female	Total	Male	Female	Total
Mtwara District Council	58,480	64,517	122,997	65,620	71,237	136,857
Newala District Council	54,001	62,240	116,241	61,817	70,403	132,220
Masasi District Council	125,151	135,703	260,854	145,878	155,562	301,440
Tandahimba District Council	105,322	122,192	227,514	120,097	137,260	257,357
Mtwara Mikindani Municipal Council	51,062	57,237	108,299	59,929	65,380	125,309
Nanyumbu District Council	72,237	78,620	150,857	83,548	89,655	173,203
Masasi Town Council	42,936	46,899	89,835	50,404	53,735	104,139
Newala Town Council	41,017	48,234	89,251	46,962	54,409	101,371
Nanyamba Town Council	49,442	55,564	105,006	56,505	62,677	119,182
Total	599,648	671,206	1,270,854	690,760	760,318	1,451,078

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

2.4 Population Density

Between years 2002 and 2012, Mtwara Region has experienced an increase of population density from 76 to 79 persons per square kilometre, which is above the national average of 49 persons per square kilometre for Tanzania Mainland.

2.5 Climate, Soil, Vegetation and Topography

2.5.1 Climate

Prevailing winds are critical in determining climate for Mtwara Region, which borders with the Indian Ocean. During the November – February period, dominant winds blow from North, and for the March – May period they blow from South, which bring hot humid rainy weather and dry cooler weather between June and October. The mean annual rainfall ranges between 900mm to 1300mm. However, the amount of total annual precipitation tends to vary with altitude. Likewise, temperatures vary from 32°C as the highest monthly

mean along coastal areas in December to 18°C in July. Relative humidity drops from eighty-five percent (85%) in March to seventy-two percent (72%) in October, while temperatures and humidity are lower further inland.

2.5.2 Soil

Geologically, Mtwara Region is divided into two parts: the eastern coastal part is characterised by quaternary tertiary sediments and Mesozoic cretaceous rocks; and the western part, which comprises a Paleozoic basement complex of highly metamorphosed rocks. The region can be divided into three different geographic vegetation belts, namely (i) the grassland and bushes in the east; (ii) woodlands covering the north eastern side; and (iii) wooden grassland in the Ruvuma Valley.

Geology determines soils; the region has two geological zones and hence two geologically determined soils types. The first geological zone is the coastal sedimentary formation extending some 125 kilometres from the Indian Ocean to the edge of the Makonde Plateau of Newala. This zone produces deep, well-drained, sandy soils of low fertility and low moisture-holding capacity. The soils are produced from sandstones. Some areas give rise to marine, heavy clay soils or vertisol; and coastal limestone produce red, well-drained, heavy textured soils.

The second geological zone extends west of the coastal sediments. It is a zone of pre-Cambrian basement rocks consisting of gneisses and granulites. Soils from this basement are variable. They are deep, well-drained, red clays to the north of Masasi Town and along the Ruvuma River valley that consists of alluvial soil with peal type humus soil called "*Ngapa*". These are the best soils in the region, since they suit best the upland crops of the region and are extremely fertile and easily cultivable even during the rainy season. South of Masasi course grained sandy soils occur frequently.

2.5.3 Vegetation

The region is divided into three different geographic vegetation belts, namely (i) the grassland and bushes in the east; (ii) woodlands covering the north

eastern side; and (iii) wooden grassland in the Ruvuma Valley. The region has vast forest reserves and game reserves/parks. There are two game reserves: Msanjesi (44,425 ha) and Lukwika/Lumesule (21,025 ha) both of which are in Nanyumbu District. A large part of forest composition in these forest areas is occupied with various valuable tree species such as *Mpingo* (*Dalbergia melanoxylon*), *Mninga* (*Pterocarpus angolensis*) and *Mvule* (*Mellicia excelsa*).

2.5.4 Topography

Topographically, Mtwara Region is divided into two halves; the coastal plain with its complexity landform and basement plain dominated by Makonde Plateau. It is generally low level with isolated rocky hills and steep riversides. The western half, lying beyond the Makonde Plateau, drains to the south through the tributaries of the Ruvuma River. The Maombi and Mbuo rivers drain most of the Makonde Plateau.

2.6 Agro-Ecological Zones

Climatic conditions as well as geological features have been the base of identifying various agro-ecological zones in Mtwara Region. Basically, the region has been ecologically divided into four distinctive agro-ecological zones depending on climate, landform, agriculture and soil/vegetation characteristics.

a) South half of Mtwara rural and South-East of Newala

The area is characterised by mono-modal rainfall with annual precipitation exceeding 1000mm and 6 months of growing season (November – April), low attitude, isohyperthermic temperatures, and low fertility soil.

b) North half of Mtwara

The area is characterised with rural mono-modal rainfall averaging 600mm-1000mm in six months (November-April), mid altitude, isohyperthermic temperatures, and low fertility soil with medium moisture retaining capacity.

c) The South East of Mtwara Rural

The southern east of Mtwara Rural District had bi-modal rainfall pattern with annual precipitation of over 600mm, and the growing season lasts seven months (November-May). The soil has high fertility, of alluvial origin and low altitude.

d) The whole of Masasi (except northern part) North and West Part of Newala

Mono-modal rainfall averaging 600mm to 1000mm in five months of growing seasons (December-April) and low altitude isohyperthermic temperatures, and has low fertility soil.

2.7 Regional Economy

Mtwara Region has agriculture as its main economic activity, which employs about ninety percent (90%) of the economically active population. It is famous for producing both food and cash crops. The main food crops produced in Mtwara Region include maize, paddy, cassava and sorghum. The main cash crop is cashew nut. Livestock keeping is also an important economic activity in the region. The region has a variety of tourism attractions, which include virgin beaches on a 125-kilometre coastline, scenic Msimbati Bay, the Mikindani historical old town and monuments. There are also two game reserves, namely Msanjesi and Lukwika/Lumesule, which are rich in a variety of wildlife species.

The National Accounts of Tanzania revised series data shows that Mtwara Region's GDP (at current market prices) has been increasing steadily from about TZS 1.65 trillion in 2012 to about TZS 3.55 trillion in 2018. The regional GDP per capita (at market prices) increased from TZS 1,298,007 in 2012 to TZS 2,471,341 in 2018.

2.8 Productive Sectors

The main productive sectors include agriculture, livestock, natural resources, mining and the industrial development sector.

2.8.1 Agriculture

Agriculture is the mainstay of Mtwara Region. A total of 257,833 out of 342,165 households in the region (equivalent to approximately 75%) were engaged in agricultural activities (2012 National Population Census). Masasi District Council had the highest number of private households (56,285 households) engaged in agriculture. Agriculture is also an economic activity in urban areas, whereby 16.4 percent of households (42,225 households) were involved in agricultural activities in the 2011/12 farming season.

i). Food Crops

Cassava, maize, paddy, sweet potatoes, sorghum, yams, Bambara nuts, cowpeas, small green grams (*choroko*), pigeon peas and finger millet are major food crops grown in Mtwara Region. Maize is the dominant food crop grown in the region, utilising an average of 41.0 percent of arable land followed by cassava (34.4%) and sorghum (10.3%). Finger millet, yams and banana are grown in small acreage (0.1% each) followed by beans (0.2%) and sweet potatoes (0.3%).

Maize: In terms of area under major food crops cultivation, maize outweighs other food crops by occupying 41.0 percent of the total arable land area under main food crops. At council level, Nanyumbu District Council, with cumulative annual average of 44,967.0 hectares (37.7%), has the largest area under maize; it is followed by Masasi District Council (29.9%), Tandahimba District Council (11.3%), Newala District Council (9.6%), Mtwara District Council (8.4%), Masasi Town Council (2.9%) and Mtwara Mikindani Municipal Council (0.2%).



Production of maize has recently gained popularity as the leading food crop in Mtwara Region, as it accounts for about 58.6 percent of total tonnage of all

major food crops produced in the region. Maize is grown in all district councils but at different production levels. Nanyumbu District Council has an average annual production of 26,980.20 tonnes, and is the leading council in maize production in the region. It accounts for 29.9 percent of the region's annual average maize production of 90,218.7 tonnes. Mtwara Mikindani Municipal Council produces the least tonnage, that is, 534.62 per annum (0.6%).

Cassava is the second major food crop in terms of the area under main food crops cultivation. It covers 34.4 percent of the regional total land area under major food crops cultivation. Newala District Council, with cumulative annual average area of 41,693.6 hectares (42.7%) under cassava



cultivation, leads other councils in the region. Next in line is Tandahimba District Council with cumulated annual average area of 25,227.7 hectares (25.8%), followed by Nanyumbu District Council (16,599.6 ha, 17.0%), Masasi District Council (6,045.0 ha, 6.2%), Mtwara District Council (3,918.0 ha, 4.0%) and Mtwara Mikindani Municipal Council (3,667.4 ha, 3.8%). Masasi Town Council (594.5 ha, 0.6%) had insignificant arable land used for growing cassava over the period of specified time.

Over the farming seasons of 2010/11 and 2014/15 Mtwara Region harvested an average of 293,741.5 tonnes per annum. More than half (54.5%) of the harvested cassava was produced in Newala District Council, followed by Nanyumbu District Council (16.1%) and Tandahimba District Council (10.8%). Masasi Town Council harvested the least cassava output (0.7%). Newala Town Council harvested an average of 144,830 tonnes for farming years 2015/2016 and 2017/2018.

Sorghum, like cassava, covers an annual average area of 23,064 hectares or 10.3 percent of arable land under cultivation in the region. Mtwara District Council with an annual average area of 2,343.0 hectares (45.2%) under

sorghum led other councils in the region. The second council is Nanyumbu with cumulative annual average area of 1,712.0 hectares (32.6%) followed by Newala District Council with 590.0 hectares (12.1%).

Paddy covers an annual average area of 21,770 hectares in terms of area under cultivation of major food crops. The crop has a percentage share of 9.7 of total arable land in the region. Mtwara District Council, with an annual average area of 8,138.0 hectares (37.3%) under paddy cultivation leads



other councils in the region. The second is Masasi District Council with an annual average area of 5,773.2 hectares (26.4%). Mtwara Mikindani Municipal Council was the least producer, with only 90.6 hectares, equivalent to 0.4 percent.

ii). Cash Crops

Cashew nut is the major cash crop in Mtwara Region followed by maize, sesame, pigeon peas, sorghum, groundnuts, paddy and sunflower. On average, a total of 205,454.1 hectares are planted with these crops annually with cashew nut being the dominant crop.



Cashew nuts: In terms of area under major cash crop cultivation, cashew nut outweighs other cash crops by occupying 70.5 percent of the total arable land area. At council level, Tandahimba District Council, with annual average of 53,540.9 hectares (36.7%) has the largest area under cashew nut cultivation followed,

by Newala District Council (24.3%), Masasi District Council (18.9%), Mtwara District Council (12.7%), Mtwara Mikindani Municipal Council (3.7%), Masasi Town Council (3.0 %) and Nanyumbu District Council (0.6%).



Sesame covers an annual average area of 11,550.2 hectares among the major cash crops in terms of area under cultivation. The crop has a percentage share of 5.6 of total arable land in the region. In 2015 the crop was largely produced in Mtwara District Council with annual average area of 5,612.7 hectares (48.6%); Masasi District Council, which cultivated an annual average area of 4,721.9 hectares (40.9%) and Tandahimba District Council with

518.4 hectares (4.5%).

iii). Irrigated Agriculture

Mtwara Region is endowed with potential areas for irrigation of about 19,430 hectares due to its geographical location, topography and ecological conditions. However, the region has managed to utilise only 3,459.5 hectares, equivalent to 17.8 percent of the estimated irrigation area. The largest irrigated area (40.5%) is in Masasi District Council, followed by Newala District Council (40.1%). Newala Town Council has 1,390 hectares for irrigation farming. The smallest area (19.4 per cent) was cultivated in Mtwara Mikindani Municipal Council. Major crops irrigated were paddy and vegetables (tomatoes, cabbage, Chinese cabbage, amaranths, egg plant, onion and watermelon).

2.8.2 Livestock

The livestock sector, including poultry, plays a significant role in the economy of households in Mtwara Region. It is the second most important economic activity after crop production. Livestock generates a considerable amount of income and determines the household economic and social status in many communities. There are ample investment opportunities in the livestock

sector, including construction of livestock infrastructure such as dips, veterinary centres, water points, abattoirs, dairy farming and the like.

In 2015, the district with the largest proportion of households involved in livestock keeping was Masasi District Council with 30,565 households, which constituted 45.1 percent of the district's total households, and the council with the smallest proportion was Mtwara Mikindani Municipal Council, with 5,034 households. Goats (298,013) out-number other types of large and medium size livestock followed by cattle (32,684) and sheep (15,274). Donkeys (131) are not commonly kept in the region. There is a large population of poultry especially indigenous chicken (1,311,495) and a significant number of improved chickens – both broilers and layers (92,044).

i). Cattle

Indigenous cattle accounts for eighty-four percent (84%) of the region's total cattle population, while improved dairy cattle contributes sixteen percent (16%).



At council level, Masasi District Council has the largest proportion (28.8%) of the region's total indigenous cattle population followed by Nanyumbu District Council (24.5%), Tandahimba District Council (15.8%), Mtwara District Council (11.6%), Newala District Council (7.6%) and Masasi Town Council (7.2%). Mtwara Mikindani Municipal Council has the least proportion (4.4%) of cattle population in Mtwara Region.

In the case of improved dairy cattle, most of them are raised in Mtwara Mikindani Municipal (35.9%), followed by Mtwara District Council (15.4%), Tandahimba District Council (12.9%), Nanyumbu District Council (12.7%), Masasi Town Council (8.6%), Newala District Council (7.8%) and lastly Masasi District Council (6.7%).

ii). Goats

Indigenous goats (96.6%) are the dominant type of goats, while dairy goats are not common in the region, as they are accounted for only 3.3 percent in 2015. At council level, Newala District Council had the largest proportion (50.2%) of goats' population in the region followed by Tandahimba District Council (20.0%), Mtwara District Council (17.8%), Masasi District Council (8.0%), Nanyumbu District Council (3.5%) and Masasi Town Council (0.5%). Newala Town Council had 49,200 indigenous goats from 2015-2018.

iii). Poultry

Poultry keeping plays a significant role in rural and urban people's livelihoods, and contributes significantly to poverty alleviation and improvement of food security. The number of chickens in the region averages about 1,311,495 indigenous chickens and 92,044 broiler and layers chickens. Newala



District Council has the largest number (438,436 indigenous, 10,600 broilers) followed by Tandahimba District Council (237,108 indigenous; 26,782 broilers), Masasi District Council (212,982 indigenous), Mtwara District Council (185,171 indigenous; 32,605 broilers), Nanyumbu District Council (117,706 indigenous), Mtwara Mikindani Municipal Council (70,133 indigenous, 17,757 broilers), Newala Town Council recorded 217,880 indigenous and 21,000 broilers, and Masasi Town Council recorded the smallest number of chickens (49,959 indigenous; 4,300 broilers).

iv). Grazing Land

Grazing land is defined as the land that is available for the grazing needs of livestock. It excludes all tsetse fly areas, all wildlife and forest reserves (including tree plantations), and game controlled areas. Estimated land fit for grazing area in the region is 6,188 hectares. The land used for grazing is about

1,200 hectares (19.2%), which implies that there is no shortage of grazing area in Mtwara Region.

v). Milk Production

Milk production in Mtwara Region increased from 2,818,137 litres in 2013/2014 to 3,386,895 litres in 2014/2015. For specific councils such as Nanyumbu District Council, milk production increased from 12,992 litres in 2016/2017 to 14,291 litres in 2017/2018, and Masasi District Council increased its milk production from 33,554 litres in 2016/17 to 101,312 litres in 2017/18.

2.8.3 Natural Resources

Natural resources sector is comprised of various sub-sectors including forestry, bee keeping, fishery and wildlife. The sector plays an important role in promoting climate stability, conserving water sources and soil fertility, controlling land erosion, and providing source of wood fuel, and industrial materials.

i). Forestry

Mtwara Region has a total of 43,227 hectares of natural forest reserves, which is equivalent to 8.0 percent of the regional land area. Nanyumbu District Council has the largest area (29,623 ha) of natural forest reserves followed by Masasi District Council (7,211 ha). Newala District Council possesses the smallest area (3,183 ha) under forest reserves. The region also enjoys huge mangrove forests, with the second largest mangrove forest in Tanzania having a total of nine (9) species.

The region has taken necessary initiatives of tree planting in order to prevent critical de-forestation that may happen in the near



future. Nanyumbu District Council has planted 4,537,500 seedlings; it is closely followed by Newala District Council (2,106,850 seedlings, 31.7%). Other councils that have planted seedlings are Masasi Town Council (733,000 seedlings), Masasi District Council (5,013 seedlings, 0.1%) and Tandahimba District Council (372 seedlings).

ii). Beekeeping

Production of honey and wax is another sector that has not been fully utilised by residents of Mtwara Region. Besides having an environment conducive for modern bee keeping the region had only 16,819 cumulative traditional beehives in the period 2011/12 to 2014/15. Nanyumbu District



Council had the highest proportion (63.3%) of traditional beehives followed by Tandahimba District Council (18.7%) and Newala District Council (18.0%). There is a need for the council management to raise awareness of this opportunity for Mtwara residents in order to alleviate poverty levels.

Implementation of modern bee keeping is yet to be achieved in Mtwara Region due to shortages of modern beehives. This is evidenced by the number of modern beehives found in the last five years. Table 3.50 shows that Mtwara Region had a cumulative total of 8,417 beehives for the specified years. In 2011, the region had only 1,371 modern beehives; it was increased to 1,808 in 2013 and reached 1,731 in 2015. Newala District Council had the largest percentage (64.6%) of beehives in the region followed by Mtwara Mikindani Municipal (19.1%) and Tandahimba District Council (8.7 %). Again, Nanyumbu District Council had the lowest percentage, with only 7.6 percent of modern beehives in the region, although it has a good environment for bee keeping. One general observation from these data is that there is high expectation on the improvement of bee keeping in future due to a significant increase on the use of modern beehives in recent years.

iii). Fishery

Tanzania is one of the largest fishing countries in Africa, according to the UN Food and Agriculture Organisation (FAO). It is ranked among the top ten countries in terms of total capture of fish. The Indian Ocean is the major source for fishing in Mtwara Region. By 2015 the region had 857 fishing licences, 6,429 fishermen and 456 registered fishing vessels. It also shows that a total of 20.6 million tonnes of fish were caught in 2015 valued at TZS 765.7 million. The region has more than 400 fish species; this makes the area a potential site for commercial and subsistence fishing.

iv). Natural Gas

The natural gas and electricity available (currently producing 12.5 MW) at Mtwara Region greatly assist in providing the base for industrial development of Mtwara Development Corridor anchored by the commercial water port.

2.8.4 Tourism

On tourism industry, Mtwara Region boasts of having wildlife tourism, beautiful beaches, historic sites, cultural tourism, marine parks and diving areas.

i). Wildlife Tourism

About 3.91 percent of regional land area (or 65,450 ha) is covered by two game reserves. These are Msanjesi with a size of 44,425 hectares and Lukwika/Lumesule with a size of 21,025 hectares, both of which are in Nanyumbu District Council.

ii). Beach Tourism

Mtwara Region offers tourists the opportunity to diversify the tourism sector away from wildlife tourism and promote cultural and coastal, or beach, tourism. The relatively untapped potential for coastal tourism development is the focus of this document. The coast can be used for larger-volume but well-planned

tourism. Hotel development planning is critical in this regard to safeguard the beaches and surrounding environment on which tourism depends. The region has 125 kilometres of coastline where sandy beaches abound; one of the most important areas in terms of economic opportunity and natural and cultural resources is the region's extensive coastline. The region is blessed with beautiful beaches that have pristine, attractive clean water and sand such as Msimbati, which is one of the finest unspoilt beaches in East Africa.

Mnazi Bay is the headland of Ras Msangamkuu: Apart from investing in beach hotels, other areas that should attract significant tourism investment include beach sports, deep sea diving within the Mnazi Bay Ruvuma Estuary, pristine and unique beaches with pure white sands, scenic and unspoilt beaches at Msimbati, Msangamkuu and Shangani. To the north around Shangani are some good beaches. Msimbati Bay offers a unique and ideal topography for tourist attraction. A man-powered ferry runs between Msangamkuu Peninsula and the dock in Mtwara Bay, where fish is bought and sold, cooked or freshly caught at a shanty style bustling market on the beach. The sunsets from here are superb.

The peninsula is rural and sandy, and sheltered areas can be found along its northern beaches for walking or swimming, whereas the view facing back to Mtwara Port is frequently adorned with the bulky mass of vast cargo ships. Then there are the marine national parks (Mnazi Bay-Ruvula Estuary Marine Park). The Mnazi Bay Marine Reserve is a safeguarded area of the coast that offers one of the best diving experiences on the east coast of Africa. Mtwara's proximity to Mnazi Bay-Ruvuma Estuary Marine Park means that visitors can experience some of the most isolated diving sites on the coast. The area contains good representative examples of all the marine habitats found along the shores of Eastern Africa. The park also contains the Ruvuma River delta, and mangrove forest with various species.

iii). Historical Sites

There are a number of historical sites in Mtwara Region, namely Mikindani Ruins, Newala Old Boma, Makonde Arts, carvings and dances among others. The region is the major Makonde carvings centre in the world. Its

uniqueness is the presences of sand dune, the highest in eastern Africa with unique vegetation and coastal forests that have a variety of species with different status (rare, endemic, etc.). The giant Ruvuma River estuary, home to crocodiles, hippos, terrapins, and fish, is another attractive place to visit. The river and riverine ecosystem is a potential site for eco – tourism.

On marine mammals, the region is home to whales and dolphins, where visits to the area are done seasonally (August to November). Tourists have the opportunity for whale sightings during October-November breeding time as well as sightings of dolphins in the marine park.

Mtwara Region is one of the unique destinations in Tanzania that has not yet been discovered by many. It is a land of much wonders holding an unparalleled diversity of fauna, flora and many natural features. The wonders of the scenery, topography and very friendly people, harbour, the growth of excellent cultural tourism beach holidays, game hunting, infrastructure ventures, historical and archaeological ventures and certainly the best wildlife photographic safaris on the continent.

Table 2.2: Tourism Attractions in Mtwara

Council	Attractions
Masasi District Council	Msanjesi Game Reserve
Mtwara Mikindani Municipal Council	Mikindani
Nanyumbu District Council	<ul style="list-style-type: none"> ▪ Majeja Hills ▪ Mahinyo Hills ▪ Lukwika/Lumesule Game Reserve ▪ Msanjesi Game Reserve ▪ Ruvuma River ▪ Umoja Bridge (45km)
Newala District Council	<ul style="list-style-type: none"> ▪ <i>Shimo la Chilolelo</i> at Miyuyu Village ▪ Nadululu Caves at Chilangala Village
Mtwara District Council	<ul style="list-style-type: none"> ▪ Old Court at Nanguruwe ▪ Old houses used by Arabs at Mgau and Naumbu
Newala Town Council	<ul style="list-style-type: none"> ▪ <i>Shimo la Mungu</i> ▪ Old Boma House

Source: Mtwara Region, Compiled Data from Councils (Trade Departments), 2015

iv). Eco Tourism

Availability of good infrastructure such as accommodation facilities, telecommunication services, roads, banking/*bureau de change* services and tour operators are essential tools in the development of competitive tourism industry. The Dar es Salaam to Mtwara road plays a key role in the eco-tourism development of the region. The road provides easy communication between the region and other big commercial cities in Tanzania, like Dar es Salaam, which encourage more people to come in search of business opportunities, mining activities as well as those who come for tourism purposes.

Available accommodation facilities ranging from hotels to guest houses are, to a large extent, located at the centre of the region (Mtwara Mikindani Municipal Council). In this regard, the construction of new accommodation facilities becomes a pressing issue. There is also a need for increasing the number of financial services, such as banks and *bureau de change*, so as to meet the higher demand for these services in the near future. By the end of 2015 the region had 319 guest houses and 44 hotels. Most of the guest houses (36.1%) and hotels (100 percent) were concentrated in Mtwara Mikindani Municipal Council, which is the headquarters of the region. Masasi Town Council had 96 guest houses but no hotels. Other councils had guest houses but no hotels.

v). Cultural Tourism

As mentioned earlier, Mtwara Region is the major Makonde carvings centre in the world. It is also unique due to the presence of, the highest sand dune in eastern Africa, unique vegetation and coastal forests with a variety of species of different status (rare, endemic, etc.). The giant Ruvuma River estuary, home to crocodiles, hippos, terrapins, and fish is another attractive place to visit. The river and riverine ecosystem is a potential site for eco-tourism

2.8.5 Mining Sector

Although mining is an important economic activity in Mtwara Region, it is not well implemented. Many surveys and research activities are going on

in search of mineral deposits in terms of quantity and quality. These surveys and research activities are done largely by foreign companies, while local companies are involved only in small scale. However, there are small-scale extractions of minerals such as salt in Mtwara, Newala and Masasi councils, which are mostly extracting minerals, quarrying and sand.

2.8.6 Industrial Sector

Mtwara Region is well endowed with small and medium-scale industries ranging from agro-processing, fishing and manufacturing of various products. Among the 2,844 industries that were present in the region in 2015, 1,194 (42.0% of the total industries) were maize mills; 1,122 industries (39.5%) were doing carpentry; 275 (9.7%) were service industries; 195 (6.9%) were doing welding, 20 (0.7%) were engaged in timber processing; 16 (0.6%) were into food processing; 6 were carrying out cashew nut and cassava processing; 5 were sunflower oil processing industries; 4 were doing carving; and the remaining one industry was engaged in bottling fresh water.

By 2015 the distribution of medium-scale industries by council was as follows: Newala District Council (1 industry) and Masasi District Council (3 industries). By 2015 the distribution of large-scale industries by council was as follows: Mtwara District Council (2 industries), Newala Town Council (1 industry) and Masasi District Council (1 industry).

2.8.7 Energy Sector

Mtwara Region has various sources of energy for domestic and commercial purposes. These include thermal electricity, solar electricity, firewood and charcoal. Electricity is available in almost every council that has urban and semi-urban characteristics. Electric energy is more important in the development of the region,



especially for industrial sector. The region hinges on electricity from Mtwara Thermal Power Plant Station owned by TANESCO. The station has a capacity of 18 megawatts (24,000 hp) and uses natural gas from the Mnazi Bay gas wells in Mtwara to generate electric power.

The station is not connected to the national grid but is instead connected to Mtwara mini-grid. In 2011, the number of domestic customers was 10,795 then it increased to 25,301 (57%) in 2015. The number of commercial customers increased from 264 customers in 2011 to 580 customers (54%) in 2015. Likewise, the number of corporate customers increased from 112 institutions in 2011 to 433 institutions (74%) in 2015.

The region is also rich in extractive resources, mainly gas and potentials in oil mining. The gas production is done at Mnazi Bay and Msimbati gas wells south of Mtwara Town, where there are 5 wells. One (1) well (MB1), capable to producing 2 million cubic feet of gas per day, has been commissioned, whose gas is transported on a 59.55-kilometre pipeline to Mtwara Town power plant to generate electricity. This power plant has an extension to supply electricity to settlements of Mtwara and Lindi regions. Giant companies such as BG, Equinor, and Orphir drill and later produce oil and transport natural gas from Msimbati and Mnazi Bay fields to Dar es Salaam.

2.9 Economic Infrastructure

i). Roads

Roads are a major means of transportation for people and goods within and outside the region. A high quality road network is essential not only for connecting key urban centres, but also for improving connectivity of more isolated local



communities for whom many public transport options are limited or not available. The roads that are maintained by the Central Government are classified as trunk or regional roads, while those maintained by district councils are called district or feeder roads; the rest of the roads are called peripheral roads or feeder roads and are mostly maintained by village/*mitaa* communities.

The regional road network in Mtwara Region covers 6064.66 kilometres. Mtwara is linked by paved roads with Lindi to the north and Masasi further inland, and by partially paved roads to Newala in-land to the west. Beyond Masasi the road is paved for some 60 kilometres towards Tunduru and Unity Bridge, which provides a crossing point to Mozambique and links it with Mbamba Bay on Lake Malawi in the west. The future plan is to construct a Mtwara-Tandahimba-Newala-Masasi road (209km), Mtwara-Mingoyo-Masasi road (200km), and other roads. The road network within the region is summarised in the table below.

Table 2.3: Road Network within Mtwara Region

SN	COUNCIL	COLLECTOR ROADS (KM)	FEEDER ROADS (KM)	COMMUNITY ROADS (KM)	TOTAL (KM)	GOOD & FAIR	% GOOD & FAIR
1.	Masasi District Council	229.8	818.59	30.74	1079.13	858.94	80%
2.	Masasi Town Council	178.16	156.09	0.71	334.96	158.12	47%
3.	Mtwara Municipal Council	103.72	241.52	0	345.24	302.39	88%
4.	Mtwara District Council	320.02	280.9	13.16	614.08	315.02	51%
5.	Nanyamba Town Council	383.37	22.03	118.34	523.74	445.84	85%
6.	Nanyumbu District Council	266.64	424.24	141.42	832.3	417.5	50%
7.	Newala District Council	540.61	286.63	132.8	960.04	672.14	70%
8.	Newala Town Council	236.59	164.03	0	400.62	244.02	61%
9.	Tandahimba District Council	384.31	505.95	84.29	974.55	847.67	87%
TOTAL		2643.22	2899.98	521.46	6064.66	4261.64	70%

Source: TARURA, Mtwara Region 2019

ii). Mtwara Port

Mtwara is served by marine transport through the Indian Ocean. Mtwara Port is one of the best natural harbours in the world, and the deepest port on the Eastern seaboard of Africa from Durban to Djibouti (Horn of Africa). The port has a quay wall of 385 meters with a natural draught of 9.8 meters at Chart Datum (CD).



Mtwara Port is uniquely and strategically located to serve as the gateway for international trade for the neighbouring southern regions and countries. The region has good International cargo connections to EU, Asia and Middle East as well as good connections into the East and Southern Africa Region.

A new port at Mgao Village has been completed in order to cater for business enterprises, especially shipping cement and other products from Dangote Cement Company. The port is being expanded to accommodate more cargo; the expansion would in effect increase the number of berths to five (5). In 2017, the Government started construction of one additional berth measuring 300 metres long and 13 metres deep; Chart Datum and yard area measuring 79,000 square metres for cargo storage. Upon completion, the new berth will be able to accommodate ships with 65,000 DWT and shall be equipped with modern cargo handling equipment to handle over 1,000,000 tonnes per annum of general and containerised cargo. The increase in the capacity of Mtwara Port will cater for the expected increase in traffic following the development of Mtwara Corridor and the on-going exploration activities for gas and oil in the Indian Ocean. Traffic is projected to increase to 28 million tonnes by 2030.

Tanzania Ports Authority in Mtwara is also establishing a first free port zone (FPZ) in Tanzania to support activities of oil and gas explorations. The establishment of a free port zone in Mtwara is aimed to compliment the

efforts that have so far been made in supporting oil and gas exploration and export of liquefied natural gas (LNG). It is envisaged that various companies will continue to use the existing port area being developed to facilitate establish an oil field supply hub.

iii). Air Transport

The airport of Mtwara is situated 8 kilometres by road in Naliendele Ward southern part of Mtwara Municipality. The capacity of Mtwara Airport is at present well utilised and there is a high demand for air transport, particularly among the business community. The demand sometimes exceeds the supply. Air Tanzania, a public airline, has resumed services on its routes to meet the demand of passengers at an affordable price.

There is an on-going expansion to accommodate the rising demand for air transport in the region. The on-going rehabilitation and upgrading of Mtwara Airport from Code 3C to Code 4E includes the extension of the runway length and width as well as other related infrastructures, including taxiways and aprons etc. After rehabilitation and upgrading of the airport to Code 4E, Mtwara Airport will be able to accommodate a large wide-body aircraft (B777, B A 280 or similar). The upgrading of the airport runway from 2258 metres to 2800 metres long and 45 metres wide will be done in accordance with the safety standards of the International Civil Aviation Organisation (ICAO) for Code 4E aircraft.



The rehabilitation and upgrading is not only to bring personnel and materials directly into Mtwara, but to also ensure that the industrial needs are transported through Mtwara Airport. The development of the airport could also stimulate and support other economic activities in this region, as well as creating the potential for a link between Tanzania and neighbouring countries of Mozambique, Comoros and Madagascar from this southern location.

iv). Telecommunications Services

Mtwara Region enjoys Internet connectivity, telephone services (both cellular phone and land line telephone services) and postal services. In 2015 the region already had 1,629 telephone lines or landlines. It also had 6 radio stations situated at Newala District Council (1 station), Masasi District Council (1 station) and in Mtwara Mikindani Municipal Council (4 stations). The region is fortunate for having one television cable station (Mtwara Cable TV) at Mtwara Mikindani Municipality.

Also, it had 9 Internet centres, mostly at Mtwara Mikindani Municipal Council (5), Tandahimba District Council (2) and Masasi Town Council (2). Four post offices are located in four councils, each with one post office (Newala District Council, Tandahimba District Council, Masasi Town Council and Mtwara Mikindani Municipal Council). To that extent, there is a need to promote effective application and use of information and communication technologies (ICTs) in business and in enhancing community participation in development activities.

PRIORITY INVESTMENT OPPORTUNITIES IN MTWARA REGION

This part presents priority investment opportunities identified by the region. The opportunities are grouped into regional level and council level as follows:

3.1 Summary of Priority Investment Opportunities by Sector

Potential areas for investment in Mtwara Region include industry, agriculture (crops, livestock, and fishery), construction, tourism, education, and health sectors.

i). Agriculture

Mtwara Region covers a surface area of about 1,672,000 hectares out of which 85 percent is potentially arable. However, the actual utilised area for farming is estimated to be only 33 percent, suggesting that there is under-utilisation of the potentially arable land. Potential areas for investment in agriculture include:

- **Crop production:** potential food crops calling for strategic investment include maize, sorghum, sweet potatoes, cassava and legumes. Cash crops include cashew nuts, sesame, pigeon peas, and paddy, groundnuts, sunflower and green grams. Irrigation schemes in the production of horticulture crops such as tomato are also of vital importance. Irrigation farming is possible through construction of irrigation infrastructures by utilising Ruvuma and other seasonal rivers and drilling of borehole wells for irrigation.
- **Livestock:** the area for livestock activities in Mtwara Region is estimated to be 9 percent. Livestock sector is still developing; investment could be on livestock multiplication with a view to improving the indigenous

herd, improving breeds of cattle and dairy farming. Establishment of commercial ranches facilities coupled cattle fattening, and animal clinic are feasible projects in the region.

- **Fishery:** Mtwara Region borders the Indian Ocean, which supports a variety of fishes suitable for territorial water fishing. There are fishing potentials such as cage fishing, dams, and ponds and at household level through the use tanks. Also, investors can venture into fish hatcheries and supplying fishing technologies.

Table 3.1: Priority Investment Opportunities in Agriculture

SN	Sector	Investment Opportunities	Land Allocated and Location
1.	Agriculture (crops)	Modern cashew nut farming	12,000 hectares in Masasi District Council
		Irrigation farming for paddy or sugarcane	1,470 hectares at Kirambo in Mtwara District Council
		Building irrigation infrastructure mainly for paddy and horticulture crops	More than 200 hectares in Nanyamba Town Council; 190 hectares in Newala District Council; 1,390 hectares in Newala Town Council; 50 hectares in Masasi District Council; 5,000 hectares in Nanyumbu District Council; 8,100 hectares in Mtwara District Council; and 3,213 hectares in Tandahimba District Council
2.	Livestock	Investing in ranches and cattle fattening	Twenty (20) hectares at Namayanda area in Nanyamba Town Council; 3,000 hectares at Geuza Village in Masasi District Council; and 4,046.86 hectares in Mtwara District Council
3.	Fishery	Territorial fishing	Territorial water fishing area, which is 3 kilometres wide and 125 kilometres long, rich with a variety fish in Mtwara Mikindani Municipal Council and Mtwara District Council
		Fish farming, fish hatcheries and fishing technologies	Nanyamba Town Council and Mtwara Mikindani Municipal Council

ii). Industrial Sector

Mtwara Region has all the needed conditions for industrial development. Investors can establish small, medium and large-scale industries. The establishment of processing factories for cashew nut, cassava, coconut, fish, animal feeds and cereal-milling in the region is a potential area for investment. The region has set aside land for establishment of industries in all its local government authorities. The table below summarises the priority investment opportunities in industrial sector.

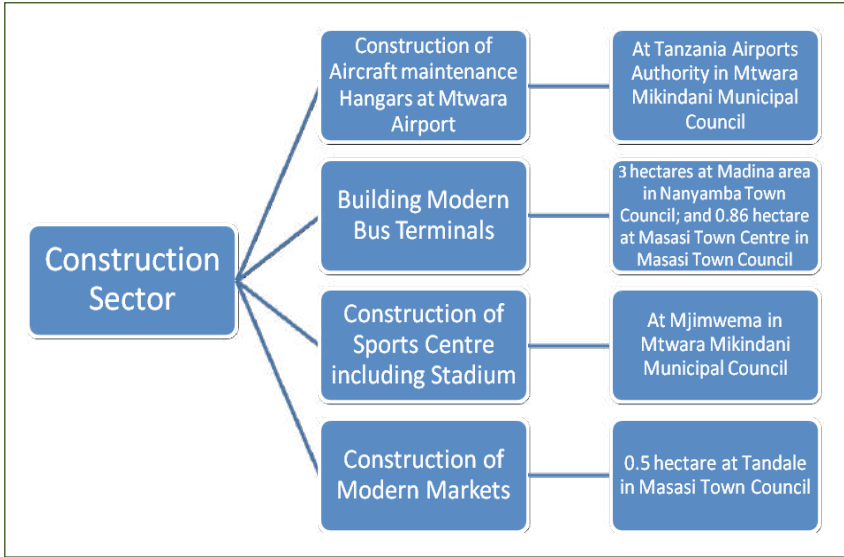
Table 3.2: Priority Investment Opportunities in the Industrial Sector

SN	Sector	Investment Opportunities	Land Allocated and Location
1.	Agro-processing industries	Cashew nuts value addition	Part of 202 hectares at Likombe and Mtawanya wards Mtwara Mikindani Municipal Council; part of 499 hectares at Ziwani, 897 hectares at Nanguruwe and 6,423 hectares at Naumbu Ward in Mtwara District Council; 15.4 hectares at Nitekela Ward in Nanyamba Town Council; 150 hectares at Malopokelo in Tandahimba District Council; 70 hectares at Maputi Ward in Newala District Council; 5.59 hectares at Tulindane, Namatutwe, Chiwale and Sindano wards in Newala Town Council; 1.5 hectares in Masasi Town Council; 14.21 hectares at Masuguru and Kilimanihewa wards in Nanyumbu District Council; and Namatutwe, Chiwale and Sindano wards in Masasi District Council
		Cassava processing factory	Six (6) hectares at Mmovo in Newala District Council
		Packaging materials for both primary and secondary processing industries	1.6 hectares at Liputu, Ndanda in Masasi District Council
		Animal feeds processing industry	One (1) hectare in Masasi Town Council
		Coconut processing	Within 202 hectares allocated at Likombe and Mtawanya wards in Mtwara Mikindani Municipal Council
		Fish processing industry	About 5 hectares at Maghalani in Mtwara Mikindani Municipal Council
2.	Other industries	Small green grams (Choroko) processing industry	Four (4) hectares at Mangaka in Nanyumbu District Council
		Salt industry (processing, grading, packaging and branding)	Mtawanya - 5 hectares; Ufukoni - 12 hectares; and Mitengo - 3 hectares in Mtwara Mikindani Municipal Council
		Water bottling plant	Three (3) hectares in Newala District Council

iii). Construction

Priority investment opportunities in construction sector include construction of aircraft maintenance hangars at Mtwara Airport, modern bus terminals, sports centre including a stadium, and modern markets.

Figure 3.1: Priority Investment Opportunities in Construction Sector



iv). Tourism Sector

Mtwara Region is endowed with various tourist attractions, making it possible for investors to benefit from tourism-related investments. Opportunities include construction of hotels, recreational centres, facilities for water sports, snorkelling, sport fishing facilities, cultural tourism (dances, carvings etc.), campsites, development of historical sites etc.

Table 3.3: Priority Investment Opportunities in Tourism

SN	Sector	Investment Opportunities	Land Allocated and Location
1.	Tourism	Beach tourism related investments (building hotels, recreational centres, water sports, snorkelling, sport fishing facilities, cultural tourism - dances, carvings etc.)	706 hectares at Ziwani; 1520 hectares at Nanguruwe; 45 hectares at Msimbati; 97 hectares at Msangamkuu in Mtwara District Council 91 hectares at Chuno; Shangani, Kiyanga, Kilimahewa, Ufukoni and Mikindani in Mtwara Mikindani Municipal Council
		Tourism related Investments (hotels, campsites, development of historical sites etc.)	Tanzania Airport Authority in Mtwara Mikindani Municipal Council; 9.71 hectares around Shimo la Mungu Area in Newala Town Council; within 22,000 hectares in Chidya and Msenjesi in Masasi District Council; 3 hectares at Mangaka in Nanyumbu District Council

v). Education

Tanzania’s education policy recognises the need for private sector participation in providing education to Tanzanian children and youth. Consequently, individuals, non-government organisations and religious institutions are invited to invest in provision of primary and secondary education in Mtwara Region. There are also potentials for establishing skills training institutions.

Table 3.4: Priority Investment Opportunities in Education Sector

SN	Sector	Investment Opportunities	Land Allocated and Location
1.	Education	Specialised vocational training institute	Ten (10) hectares at Likonde and 6,423 hectares at Naumbu in Mtwara District Council; 4.04 hectares in Masasi Town Council; 12.94 hectares in Nanyumbu District Council; 12 hectares at Lukuledi in Masasi District Council; 15.4 hectares at Nitekela in Nanyamba Town Council; and 10 hectares in Tandahimba District Council
		Private schools (English-medium instruction school for nursery, primary and secondary education)	Four (4) hectares at Kilimanjaro area in Nanyamba Town Council; 20 hectares at Malopokelo in Tandahimba District Council; and 2 hectares at Mtandi in Masasi Town Council

vi). Health Sector

The region is inviting investors to establish health care facilities and health related services, including the production of intravenous drips and related medical instruments.

Table 3.5: Priority Investment Opportunities in Health Sector

SN	Sector	Investment Opportunities	Land Allocated and Location
1.	Health	Production of intravenous drips and related instruments	Investors will utilise part of 202 hectares available at Likombe and Mtawanya wards in Mtwara Mikindani Municipal Council
		Health care facilities (modern hospital and health centres)	Six (6) hectares for this investment at Mjimwema and Mitengo in Mtwara Mikindani Municipal Council, and 0.29 hectare at Amkeni area in Newala Town Council

3.2 Regional Level Priority Investment Opportunities

Based on the available raw materials and/or availability of required infrastructure for some of the investment opportunities, Mtwara Region has identified nine (9) key investment opportunities to be recognised and implemented at the region level.

These include cassava processing; fish processing; territorial fishing; specialised vocational training institute; manufacturing of packaging materials for both primary and secondary processing industries; animal feeds processing; construction of aircraft maintenance hangars at Mtwara Airport; coconut processing; and production of intravenous drips and related instruments. 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 the opportunities are large enough to serve all local government authorities. Specific details for each opportunity are given below.

A. Industrial Sector

1. Cassava Processing

Overview of the Opportunity

Key features



- An investor is welcome to invest one large factory that will process cassava, pack and brand products from processed cassava
- The factory will get raw materials from the whole region
- Cassava products have a wide range of industrial uses, of which the main are cassava pellet, dry cassava chips, and cassava starch. Cassava pellets could be used as animal feeding
- About 6 hectares are available at Mmovo in Newala District Council for this investment
- An estimate of annual marketed output of cassava is about 641,481 tonnes.

<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ Cassava is the most produced food crop supporting the livelihoods of most farmers in the region; it is also a cash crop as most farmers produce surplus for markets. Cassava flour is most commonly consumed as stiff porridge (<i>ugali</i>) through a blend with maize flour for desirable texture. Cassava flour could play a significant role in food security, given the periodic shortage of maize and reliance on wheat imports.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ National Agriculture Policy 2013 ▪ Industrialisation Policy and Second Five-Year Development Plan have prioritised cassava agribusiness in the country ▪ Agriculture Sector Development Programme II ▪ The National Root Crops Improvement Programme.

2. Fish Processing

<p>Overview of the Opportunity</p>	
<p>Key features</p> 	<ul style="list-style-type: none"> ▪ Establishing a fish processing plant to support further fishing and investment in cage fishing, territorial fishing etc. ▪ About 5 hectares have been allocated for this industry at Maghalani in Mtwara Mikindani Municipal Council ▪ Fish processing is currently mostly done by small-scale processors using traditional drying, smoking and salting technologies
<p>Key investment rationale</p>	<ul style="list-style-type: none"> ▪ Mtwara Mikindani Municipal Council has the highest number of fishing licences, fishermen as well as the number of registered fishing vessels ▪ Fish farmers are incentivised to produce when their needs and the needs of processors, traders, and transporters are linked to consumers. This is likely to happen when the policy environment enables public-private partnership to operate in the fish farming sub-sector.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ One of the prioritised investments in the second Five-Year Development Plan (FYDP II).

3. Packaging Materials for both Primary and Secondary Processing Industries

Overview of the Opportunity

Key features





- Investing in the production of packaging materials for various products
- All councils recognise that lack of packaging materials has constrained not only industrialists but also agricultural producers, particularly those who are in the horticulture sub-sector. In view of these, the regional secretariat will champion this kind of investment and determine its location in one of the councils to serve the whole region
- About 1.6 hectares are available at Liputu, Ndanda in Masasi District Council for this investment.

Key investment rationale

- High demand of packaging materials by current industries and future industries
- Proper packaging materials will reduce post-harvest losses and elongate shelf life of some delicate produces, especially horticultural crops
- Appropriate packaging materials provide basic functions, namely simplified and easy to handle transportation; protection against external wear and tear; the necessary legal information on usage and content etc.
- A substantial percentage of Mtwara's food loss and waste is due simply to poor packaging and care. Thus, packaging is more than an economically viable investment opportunity – it is also imperative for food security and poverty alleviation
- It is the Government policy to prevent use of plastic packing materials and, therefore, there is a need to establish appropriate packaging materials
- The region is inviting more investments in putting up industries, markets, and shopping malls, all of which will require packaging materials
- The industry will meet demand for packaging materials emanating from expected investments in primary and secondary processing as well as establishment of modern markets and shopping malls. In this way the Government policy to ban the use of plastic packaging materials will easily be abided to

	<ul style="list-style-type: none"> ▪ The Government, through the Tanzania Bureau of Standards, has been calling for the private sector to invest in the production of packaging materials ▪ Packaging materials currently in use do not meet quality standards required by various products ▪ Consumers use and preservation of the environment ▪ Packaging provides an opportunity to put a brand name onto a product; this will help to separate the branded product from the 'faceless' and 'unbranded' competition and hence help to attract more customers through the contact information on the labels.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ Land is available for constructing a factory for producing packaging materials ▪ Good infrastructure, which includes roads networks, communication, electricity and markets ▪ This investment is in line with Government industrialisation policy, which among other things promotes value addition at both primary and secondary levels ▪ Political support at national, regional and local government levels ▪ Seventy-five percent (75%) import duty relief on deemed capital goods including equipment, utility vehicles and some building materials through Tanzania Investment Centre (TIC).

4. Animal feeds processing industry

<p>Overview of the Opportunity</p>	
<p>Key features</p> 	<ul style="list-style-type: none"> ▪ An investor is invited to put up a plant for producing animal feeds in Masasi Town Council, mainly for poultry farming ▪ The industry will serve the existing demand for animal feeds in the whole region ▪ About one (1) hectare is available at Masasi Town Council for this investment.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> ▪ The districts have identified the demand for animal feeds to cater for local chicken, as many small households have started to raise such chicken ▪ Mtwara Region produces some, if not most, of the raw materials (i.e. cashew nuts, maize, cassava etc.) needed for production of animal feeds


	<ul style="list-style-type: none"> ▪ Establishment of animal feeds processing factory is expected to promote further production of maize and related products ▪ An increased supply of animal feeds will increase the productivity of poultry industry ▪ Animal feeds industry (like all other industries) will generate employment to the region's residents
Available support	<ul style="list-style-type: none"> ▪ Livestock Development Programme ▪ Agriculture Sector Development Programme Phase Two (ASDP II) ▪ Political support at national, regional and local government levels for animal feeds ▪ As per the 2017/18 agriculture budget, livestock keepers enjoy exemption on VAT on locally produced animal feeds. This an effort to encourage livestock production and promote the production of fertilised eggs used for incubation ▪ Raw materials for feeding into such an industry are available.

5. Coconut Processing

Overview of the Opportunity	
Key features 	Mtwara Mikindani Municipal Council <ul style="list-style-type: none"> ▪ Investors can process coconuts to make coco peat, edible oil and other coconut related products ▪ The processing plant can be built within 202 hectares of land allocated at Likombe and Mtawanya wards.
Key investment rationale	<ul style="list-style-type: none"> ▪ The industry will generate employment and become a source of market for farmers ▪ Raw materials are available.
Available support	<ul style="list-style-type: none"> ▪ Support by the: <ul style="list-style-type: none"> ✓ Agriculture Sector Development Programme II (2017/2018 – 2027/2028) ✓ Five-Year Development Plan Phase Two (FYDP II 2011/2012- 2020/2021) ✓ National Public-Private Partnership (PPP) Policy, 2009.


B. Agriculture Sector

6. Territorial Fishing

Overview of the Opportunity	
Key features 	<ul style="list-style-type: none">Investing in territorial water fishing and fish processingThere is a large territorial water fishing area measuring 3 kilometres wide and 125 kilometres long, rich with a variety of fish.
Key investment rationale	<ul style="list-style-type: none">Artisanal fishers cannot fish on deep water because their vessels cannot go to the deep waterDemand for fish is increasing everyday due to increasing human population and expansion of tourismThis investment will trigger employment opportunities, increase revenue collection and other socio-economic benefits.
Available support	<ul style="list-style-type: none">National Fisheries Policy, 2015Tanzania Fisheries Research Institute (TAFIRI) with the overall objective of carrying out research and providing scientific information and advice on management, conservation and utilisation of fisheries resources in the countryLand will be allocated to investors by respective local government authoritiesGovernment support in formation and formalisation of beach management units (BMU) networks and strategies to combat dynamite fishing. In this regard eighty (80) BMU leaders and village government leaders have been trained in fisheries governance in Mtwara District, and a total of eight (8) fisheries management plans and by-laws have been developed.

C. Construction Sector

7. Construction of Aircraft Maintenance Hangars at Mtwara Airport

Overview of the Opportunity	
Key features 	Mtwara Mikindani Municipal Council <ul style="list-style-type: none">The investment shall consist of a main hangar, annex building to include workshops, laboratories, storehouses and offices, provisions for undercarriage and wheels site, washing and cleaning section, aircraft engines maintenance site, and machine filter's shop.
Key investment rationale	<ul style="list-style-type: none">Gas exploration activities and agricultural potentials, especially cashew nuts, are a strong incentive for many airlines (both scheduled and unscheduled) to establish air transport services to Mtwara, hence landing at this airportThis will create employment to many TanzaniansThe hangar will also be used to maintain any aircraft arriving at and departing from the airport in case it requires servicing or maintenance, thus contributing to income generationThe hangar will also contribute to economic growth through payment of various taxes to the Government.
Available support	<ul style="list-style-type: none">Tanzania Airports Authority.

D. Education Sector

8. Specialised Vocational Training Institute



Overview of the Opportunity	
Key features 	<ul style="list-style-type: none">The investment will target skills needed to support the region's economic transformation agenda; this calls for skills development in a number of areas that would support productivity and quality of outputs in the following sectors: value addition (primary processing) for agricultural crops, milk, fish; leather industry and leather-related value addition, technicians of various fields; fishing; various fields in arts including theatre; leadership in sports; production and marketing entrepreneurship; sorting, grading, packaging and branding of products; hospitality industry etc.

	<ul style="list-style-type: none"> ▪ More specifically, investors are welcome to build specialised vocational education training institute for developing skills mentioned above and others to be identified by stakeholders ▪ The institute will, among other things, provide skills on primary processing of agricultural produce found in Mtwara, such as fruits (mangoes and tangerines), tomatoes and other vegetables, cashew nuts and honey ▪ The length of the training programme will vary from very short time (one month to twelve months) depending on the needed skills ▪ About 10 hectares are available at Likonde and 6,423 hectares at Naumbu in Mtwara District Council for this investment ▪ Other councils that have set aside land for this purpose include Masasi Town Council (4.04 ha); Nanyumbu District Council (12.94 ha); Masasi District Council (12 ha) at Lukuledi; Nanyamba Town Council (15.4 ha) at Nitekela; and in Tandahimba District Council (10 ha).
<p>Key investment rationale</p>	<ul style="list-style-type: none"> ▪ FYDP II categorically recognises the important role of skills development as a major catalyst for transforming economies at national and sub-national levels. It is because of this recognition that Mtwara Region and its sub-national level governments call for investment in constructing a skills development training institute. To support the establishment of such an institution, the Government has created a fund whose sources include skills development levy paid by all employers. ▪ Demand for skills development has been identified in all councils as critical for promoting value addition to agricultural commodities and other non-agricultural small-scale manufacturing industries
<p>Available support</p>	<ul style="list-style-type: none"> ▪ Technical and Vocational Education and Training Development Programme (TVETDP) ▪ Supportive institutions: College of Engineering and Technology (CoET) founded in 2001 through the transformation and integration of the Institute of Production Innovation (IPI) and the existing Faculty of Engineering (FoE) at CoET

Available support	<ul style="list-style-type: none"> Small Industries Development Organisation (SIDO) provides business development services (technical training courses, and business management and entrepreneurship training, among others), technology development services (product and technology development, including the development and support of design skills, and the application of new technologies), among others.
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E. Health Sector

9. Production of Intravenous Drips and related Instruments

Overview of the Opportunity	
<p>Key features</p> 	<ul style="list-style-type: none"> Individuals/companies are invited to invest in the production of intravenous drips to supply the whole region and, perhaps, even the neighbouring country of Mozambique where there is an apparent shortage Investors will utilise part of 202 hectares available at Likombe and Mtawanya wards in Mtwara Mikindani Municipal Council for this investment.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> There is an inadequate supply of intravenous (IV) drips in all health care facilities in Mtwara Region.
Available support	<ul style="list-style-type: none"> Tanzania's Health Policy allows private sector investments in the health sector FYDP II has identified manufacturing of medicines and medical supplies as one of the country's priorities.

3.3 Council Level Priority Investment Opportunities

At council level, investors are welcome to invest in the following industries: cashew nuts value addition; beach tourism related investments; construction of irrigation infrastructure, mainly for paddy and horticulture crops; irrigation

farming for paddy/sugarcane; construction of modern bus terminals; fish farming, fish hatcheries and fish technologies; establishment of private schools; cattle ranches; water bottling; tourism related ventures like hotels, campsites etc.; health care facilities; cashew nuts farming; small green grams (*choroko*) processing; salt processing, grading, packaging and branding; construction of sports centre; and construction of a modern market. Detailed information about council level investment opportunities is given below.

A. Industrial Sector

1. Cashew nuts Value Addition

Overview of the Opportunity	
<p>Key features</p> 	<p>All councils</p> <ul style="list-style-type: none"> ▪ Investors are welcome to invest in cashew nuts value addition in all the nine (9) local government authorities of Mtwara Region ▪ An investor may decide to invest in one or more of the following: <ul style="list-style-type: none"> ✓ Processing raw cashew nuts ✓ Producing edible cooking oil from cashew ✓ Making cashew nut shell liquid essential for friction linings, paints, laminating resins, rubber compounding resins, cashew cement, polyurethane-based polymers, surfactants, epoxy resins, foundry chemicals, and intermediates for chemical industry ✓ Processing used cashew nut shell as biomass fuel ✓ Processing cashew apple into wine, juice, preserves, chutneys, and jams ✓ Processing animal feeds from cashew etc. ▪ Some products like cashew wine, juice, milk and other products are being produced at small scale at Naliendele Research Institute and therefore there is a need to upscale to industrial scale some of the products ▪ More than 154,000 tonnes of cashew nuts are produced in the region per year, while the current processing capacity of existing factories is only 30,000 tonnes per year



- About 2,805 people are currently employed in cashew nuts processing industries in the region
- Local government authorities have set aside land for establishing cashewnut processing facilities as follows:
 - ✓ Mtwara Mikindani Municipal Council: 202 hectares at Likombe and Mtawanya wards
 - ✓ Mtwara District Council: 499 hectares at Ziwani, 897 hectares at Nanguruwe, and 6423 hectares at Naumbu Ward
 - ✓ Nanyamba Town Council: 15.4 hectares at Nitekela Ward
 - ✓ Tandahimba District Council: 150 hectares at Malopokelo
 - ✓ Newala District Council: 70 hectares at Maputi Ward
 - ✓ Newala Town Council: 5.59 hectares at Tulindane, Namatutwe, Chiwale and Sindano wards
 - ✓ Masasi District Council: at Namatutwe, Chiwale and Sindano wards
 - ✓ Masasi Town Council: 1.5 hectares
 - ✓ Nanyumbu District Council: 14.21 hectares at Masuguru and Kilimanihewa wards.

Key investment rationale



- Cashew nuts are also important to the national economy, providing 18 percent of Tanzania's merchandise export earnings. Cashews are well suited to Mtwara Region and to production by poor farmers. Its ability to grow on poor soils and to be intercropped with food crops makes it an ideal product for small-scale farmers
- Cashew nuts production is the main cash crop in all councils of Mtwara Region, therefore the investor will get adequate raw materials
- The industry will generate employment and become a source of markets for farmers
- Mtwara Region has all the factors necessary for the development of a processing industry in terms of quality product, scale, location, seasonality, tradition and history of processing
- Substantial potentials exist in improving the profitability of processing through diversification of the product range, including commercial utilisation of the readily available waste and of other by-products



such as cashew nut shells liquid and cashew apples for juice, jam, syrup, candy, wine, brandy and biogas generation for the ones that are unfit for food production.

Available support

- Government has clearly shown interest in developing the cashew sector both in value addition and in production, and in enhancing earnings at all levels of the sector. Policy moves have been consistent with these objectives
- Cashewnut Industry Strategy (2013/14 to 2023/24)
- ASDP II (2017/2018 – 2027/2028, which has identified cashew nut industry as one the main Tanzania’s agriculture sub-sector
- FYDP II 2011/2012- 2020/2021
- National Public-Private Partnership (PPP) Policy, 2009.

2. Water Bottling

Overview of the Opportunity

Key features



Newala District Council

- Investors are invited to establish water bottling plants
- Sources of water are available at Mambi Valley, Mitema - Kitangali area
- Suitability of water - drinking water projects already exist in that area
- The Council has set aside 3 hectares of surveyed land for this investment


Key investment rationale

- Water bottling ensures bacteriological quality of drinking water.

Available support

- National Water Policy, 2002
- Districts 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.

3. Small Green Grams (*Choroko*) Processing Industry

Overview of the Opportunity	
Key features 	Nanyumbu District Council <ul style="list-style-type: none"> Investors are invited to process small green grams to produce various products The district council produces 4,900 tonnes of small green grams per year, most of which is marketed The council has set aside 4 hectares of land at Mangaka for this industry.
Key investment rationale	<ul style="list-style-type: none"> Nanyumbu District council produces substantial amounts of cowpea, enough to meet a bigger portion of the industry demand; supply gap can be imported from neighbouring districts.
Available support	<ul style="list-style-type: none"> National Agriculture Policy, 2013 encourages production of pulses including small green grams.

4. Salt Processing, Grading, Packaging and Branding


Overview of the Opportunity	
Key features 	Mtwara Mikindani Municipal Council <ul style="list-style-type: none"> Investors are welcome to establish a modern salt processing plant in Mtwara Mikindani Municipal Council that will process, grade and pack salt About 206 tonnes of salt are mined annually in Mtwara Mikindani Municipal Council There are 7 salt farms and 2 small salt industries in Mtwara Mikindani Municipal Council The council has set aside land for this investment at Mtawanya - 5 hectares; Ufukoni - 12 hectares; and Mitengo - 3 hectares.
Key investment rationale	<ul style="list-style-type: none"> Salt industry, like all other industries, will generate employment to the region's residents Salt harvesting from the ocean is being done by many firms and individuals but it is not processed.
Available support	<ul style="list-style-type: none"> There is national, regional and local government support for this type of industry Good infrastructure, which includes roads networks, communication services, electricity supply, and markets There is demand for processed salt in the district, region and outside the region.

B. Agriculture Sector

5. Cashew nut farming

Overview of the Opportunity	
Key features 	Masasi District Council <ul style="list-style-type: none"> Investors are welcome to invest in modern cashew nut farming About 12,000 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, and the investor can also build a processing plant Benefits to the council include not only creation of jobs but also of 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).

6. Building Irrigation Infrastructure mainly for Paddy and Horticulture Crops

Overview of the Opportunity	
Key features 	<p>For sustainability of this undertaking, an investor should not only build irrigation infrastructure and provide water to producers on the area but also engage in farming, value addition and possibility of contract farming with smallholder farmers.</p>
	Nanyamba Town Council <ul style="list-style-type: none"> Investing in building irrigation infrastructure at Arusha Chini and other areas About 50 hectares are available at Arusha chini and more than 150 hectares in other areas along side Ruvuma River.
	Newala District Council <ul style="list-style-type: none"> Construction of irrigation infrastructure for paddy and horticulture farming, mainly vegetables at Chikalule Village About 190 hectares of land are available at Chikalule Village for this investment



- Source of water for irrigation is Lukuledi River, whose availability is throughout the year.

Newala Town Council

- Investors are welcome invest in paddy and horticulture cultivation under irrigation farming
- Irrigation infrastructure has been constructed and farmers are needed to utilise this infrastructure
- The Council has earmarked 1,390 hectares of land at Chikwedu and Chihanga villages for this investment.

Masasi District Council

- Building irrigation infrastructure for paddy and horticulture crops, including tomatoes
- Investors will benefit from natural sources of water from Lukuledi and Ruvuma rivers
- About 50 hectares of land are available at Ruvuma River for this investment.

Nanyumbu District Council


- Irrigation infrastructure using water from Ruvuma River for paddy and maize farming at Lukula Village
- Currently rainfall ranges between 500 mm and 1000 mm, which is not enough for farming
- About 5,000 hectares of land have been surveyed at Lukula and Masuguru villages for this purpose, and feasibility study for irrigation scheme has been done.

Mtwara District Council

- An investor is invited to build irrigation infrastructure for paddy farming at Kitere
- An investor may also consider entering into contract farming with small-scale farmers
- There is a permanent dam to be utilised as a source of water
- About 8,100 hectares of land are available at Kilambo, Mahurunga, Kitere and Mpapura villages for this investment.

Tandahimba District Council

- Building irrigation infrastructure for paddy and horticulture crops, including tomatoes

	<ul style="list-style-type: none"> Investors will benefit from natural sources of water, including Ruvuma River, which flows throughout the year About 3,213 hectares of land are available at Chiumo area along Ruvuma River for this investment.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> Irrigation can improve incomes and food security if farmers can access markets for inputs and produce, food pricing systems reflect real costs of production, and farmers diversify beyond staple cereals Crop management practices emphasise yield increase, but more attention is required to adapting irrigation to both climatic variability and climate change through optimising water use efficiency. Drip irrigation technology, which uses very little water to irrigate several acres of land, is available Unreliable rainfall pattern that limits agricultural production of various commodities Increasing the number of farming seasons will increase the supply of agriculture produce for both direct consumption and for processing Water harvest technologies are available, thus making it easier to collect and distribute water for irrigation purposes.
<p>Available support</p>	<ul style="list-style-type: none"> National Agriculture Policy, 2013 Agriculture Sector Development Strategy II Sugar Industry ACT, 2001 Through the National Irrigation Policy of 2009, the Government recognises that irrigation development in Tanzania is critically important in ensuring that the nation attains reliable and sustainable crop production and productivity as a move towards food security and poverty reduction Land is available for irrigation schemes There are rivers that flow throughout the year The National Irrigation Policy, 2009 seeks to expand land under agriculture and improve agricultural productivity and profitability for food security and poverty alleviation through irrigation Government has set up a District Irrigation Development Fund (DIDF) and a National Irrigation Development Fund (NIDF) through which irrigation financing of needed services is done Markets for rice and horticulture crops are available within the region and in neighbouring regions.

7. Irrigation Farming for Paddy or Sugarcane

Overview of the Opportunity

Key features



Mtwara District Council

- Individuals and companies are welcome to invest in paddy or sugarcane farming at Kirambo
- About 1,470 hectares of land have been earmarked under the current land use plan.

Key investment rationale

- Increasing the number of farming seasons will increase the supply of agriculture produce for both direct consumption and for processing
- Unreliable rainfall pattern that limits agriculture production of various commodities
- There are modern irrigation technologies (such as drip irrigation) that do not require a lot of water allows even areas with little water to irrigate
- Government support for reducing policy barriers in the sector is evident through the promotion of investments in the rice sub-sector. There are on-going efforts to strengthen the Tanzania Rice Partnership to represent private sector stakeholders
- Water harvest technologies are available, thus making it easier to collect and distribute water for irrigation purposes
- Paddy is an important crop for both subsistence and commercial farming in Tanzania, and rice consumption has been increasing in recent years
- According to a Bill and Melinda Gates Foundation (BMGF) 2012 commissioned study on rice markets, Tanzanian consumers are willing to pay a 21-percent premium for Tanzanian rice over cheaper imported rice, because of their inherent preference for its flavour, aroma and freshness; cross-border trade for rice is also growing fast
- The size and continued growth of the sub-sector should open it up for investment opportunities that could be considered by Global Agriculture and Food Security Programme (GAFSP), a private sector window, and International Finance Corporation (IFC)



- Irrigation can improve incomes and food security if farmers can access markets for inputs and produce, food pricing systems reflect real costs of production, and farmers diversify beyond staple cereals
- Crop management practices emphasise yield increase, but more attention is required to adapt irrigation to both climatic variability and climate change through optimising water use efficiency. Drip irrigation technology, which uses very little water to irrigate several acres, is available
- Sugarcane is one of important food and commercial crops in Tanzania
- Tanzania is importing over 300,000 tonnes of sugar annually (approximately 50% of sugar consumed). Furthermore, the consumption is anticipated to more than double within the next 15 years due to rapid population growth and increased consumption per capita
- The sugar industry in the United Republic of Tanzania has an important socio-economic impact in terms of employment and economic activity.

Available support

- The National Irrigation Policy, 2009 seeks to expand land under agriculture and improve agricultural productivity and profitability for food security and poverty alleviation through irrigation farming
- Through this Policy, the Government recognises that irrigation development in Tanzania is critically important in ensuring that the nation attains reliable and sustainable crop production and productivity as a move towards attaining food security and poverty reduction
- Government has set up a District Irrigation Development Fund (DIDF) and a National Irrigation Development Fund (NIDF) through which irrigation financing of needed services is done
- National Agriculture Policy, 2013
- Land is available for irrigation schemes
- Good infrastructure, which includes roads networks, communication services, electricity supply and markets.

8. Fish Farming, Hatcheries and Technologies

Overview of the Opportunity

Key features



Nanyamba Town Council

- Investment opportunities include fish hatcheries and supply of technologies for fish farming at household level in Kiromba, Mnongodi, Kitaya and Chawi wards
- Investors can also improve the existing dams for fish farming
- Investors will benefit from Ruvuma River and existing natural dams plus underground water.

Key investment rationale



- Nanyamba Town Council has considerable potential for increasing the contribution of aquaculture, given the existing dams of Chipalapata, Chidya, Ulongwe and Tandandia
- Aquaculture plays a vital role as an alternative source of income for fishery communities, as it contributes to reducing the pressure on marine natural resources and recently is considered as an important sector for supporting rural economic development
- It will also increase the supply of fish for fish processing industries along with increasing employment
- Tanzania would earn more foreign exchange from exports of processed fish.

Available support

- 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, and skills training at Mbegani Fisheries Development Centre and by Fisheries Education and Training Agency (FETA)
- Tanzania will be one of the beneficiaries (along with Uganda and Kenya) of a major EU-funded project Support to Promoting Aquaculture in the East African Community, launched in 2017, with funding up to EUR10 million
- Tanzania Fisheries Research Institute (TAFIRI).

9. Investing in Ranches

Overview of the Opportunity



Nanyamba Town Council

- Investing in cattle ranch and related services, such as artificial insemination and animal clinic
- Twenty (20) hectares of land are available for cattle ranch at Namayanda area.

Masasi District Council

- Investing in cattle ranch and related services
- The Council has set aside 3,000 hectares of land at Geuza Village in Mnavila Ward for this investment.

Mtwara District Council

- Investing in cattle ranch (cattle fattening)
- About 4,046.86 hectares of land have been set aside for establishment of a cattle ranch
- Important infrastructures (e.g. cattle dips etc. are already in place at Rudipe Village in Mbawala Ward.

Key investment rationale


- The council has outstanding natural resources for livestock development, including resilient livestock breeds, extensive rangelands and diverse natural vegetation
- Transforming the traditional livestock sub-sector into a modern, responsive, sustainable and environmentally friendly engine for rural development and improved national health and nutritional standards.

Available support

- Tanzania Livestock Modernisation Initiative, 2015
- Responsive veterinary services are available
- Availability of livestock research and extension services through modern information systems.

C. Construction Sector

10. Building Modern Bus Terminals

Overview of the Opportunity	
<p>Key features</p> 	<p>Nanyamba Town Council</p> <ul style="list-style-type: none"> ▪ Building a multi-purpose modern bus terminal, including small businesses facilities such as shops, restaurants etc. ▪ The Council has set aside 3 hectares of land at Madina area for this investment. <p>Masasi Town Council</p> <ul style="list-style-type: none"> ▪ Building a modern bus terminal and related services, like restaurants etc. ▪ The Council has set aside 0.86 hectare of land at Masasi Town Centre for this investment.
<p>Key investment rationale</p>	<ul style="list-style-type: none"> ▪ A modern bus station with good management and environment will spur further economic activities in and around the station ▪ Bus terminal is aligned with the Government's second phase Five-Year Development Plan – II (FYDP – II), which promotes transportation, an important ingredient for industrialisation and trade.
<p>Available support</p>	<ul style="list-style-type: none"> ▪ Second phase of Five-Year Development Plan (FYDP II), which aims to enhance human development and provisioning of quality services ▪ The Council has allocated land for the construction of the bus terminal ▪ Seventy-five percentage (75%) import duty relief on project deemed capital goods, including equipment, utility vehicles and building materials through TIC.

Overview of the Opportunity

Key features



Mtwara Mikindani Municipal Council

- An investor is invited to establish a sports centre, including a stadium at Mjimwema.

Key investment rationale

- Sports is an area of human interaction where respect for rules, teamwork and fair play are the norm. Teamwork, cooperation, abiding by rules, respect for opponents and similar concepts all feature in the principles of the Charter of the United Nations
- The Council needs a modern stadium for residents and regional competition
- Sporting activities have a wide range of benefits, from improved personal health, job creation and income-generation to the promotion of cultural values and national identity

Available support

- Sports are an important aspect of human development and supported by the Second Five-Year Plan as an important attribute of human development.

12. Construction of Modern Market

Overview of the Opportunity

Key features



Masasi Town Council

- Investors are invited to construct a modern market at Tandale
- About 0.5 hectare of land have been set aside for this investment at Tandale.

Key investment rationale



- Modern market will directly and indirectly generate employment to the region's residents
- Value addition, especially for horticulture products will be promoted
- Over time, this process will tend to diversify production as a reflection of the changing demand to be signalled from this market
- It will also be an avenue for promoting production of quality goods that meet required grades/standards: in the case of agricultural produce (crops, fishers, and livestock keepers) farmers will most likely add value and earn higher returns.

Available support

- Good infrastructure, including roads networks, communication services, and electricity supply
- The current industrialisation focus of Tanzania supports and encourages such investments.

D. Tourism Sector

13. Beach tourism related investments

Overview of the Opportunity

Key features



Investing in beach development by building hotels and other related man-made tourist attractions like water sports, cultural tourism (dances, carvings etc.), sport fishing, snorkelling, and marine parks and diving areas.

Mtwara District Council

- Building tourist hotels along Msimbati, Mgao, Msanga Mkuu and other beaches, water sports and sport fishing facilities, snorkelling, among others
- Investments will benefit from the existing tourist circuit, including man-made tourist attractions to be established by the investor, Ruvuma Delta, slave market, old Mosques etc.
- The Council has set aside land for investment in hotels as follows: 706 hectares at Ziwani; 1520 hectares at Nanguruwe; 45 hectares at Msimbati; and 97 hectares at Msangamkuu.

Mtwara Mikindani Municipal Council

- Investing in beach tourism by building hotels, recreational centres, water sports, snorkelling, and sport fishing facilities, among others
- Investors will benefit from existing natural tourist attractions, including historical sites, cultural tourism, carvings etc., and they may also establish man-made tourist attractions, including beach sports
- The Council has set aside a total of 91 hectares for investment in hotels at Chuno, Shangani, Kiyanga, Kilimahewa, Ufukoni and Mikindani.

Key investment rationale



- One of the most important areas in terms of economic opportunity and natural and cultural resources is the region's extensive coast line
- Mnazi Bay is the headland of Ras Msangamkuu: apart from investing in beach hotels, other areas that should attract significant tourism investment include beach sports, deep sea diving within the Mnazi Bay Ruvuma Estuary, pristine and unique beaches with pure white sands, and scenic and unspoilt beaches
- Mtwara's proximity to the Mnazi Bay-Ruvuma Estuary Marine Park means that visitors can experience some of the most isolated dive sites on the coast
- Marine National Park (Mnazi Bay-Ruvula Estuary Marine Park): Mnazi Bay Marine Reserve is a safeguarded area of the coast that offers one of the best diving experiences on the east coast of Africa. The park also contains the Ruvuma River Delta and mangrove forest with various animal and bird species.
- Mtwara Region is home to whales and dolphins; visits to the area harbouring these creatures are done seasonally (August to November). Tourists have the opportunity for whale sightings during the October-November breeding time, as well as sightings of dolphins in the marine park
- Msimbati Bay offers a unique topography that is ideal as a tourist attraction
- Almost every coastal town and hamlet fronts tropical turquoise waters and crystal-white sands, and in-between are hundreds of other beaches known only to the passing fishermen
- Famous beaches are Msangamkuu and Shangani, and to the north of Shangani are some good untouched beaches
- Mtwara has the potential of becoming a mini-hub for tourists wishing to explore the Southern Highlands and even venture over into northern Mozambique
- Investments along the shoreline provide tourists with quick and easy access to the beach, water-related activities and scenic views of the sea (the primary reasons tourists flocking to coasts around the world).

Available support

- United Republic of Tanzania Guidelines for Coastal Tourism Development in Tanzania, 2014
- National Integrated Coastal Management Strategy provides detailed steps that need to be taken to ensure that coastal natural and cultural resources are utilised in a sustainable manner. One of the priorities of this Strategy is to facilitate appropriate investment in emerging economic opportunities of the coast. Potential areas of investment include prawn and seaweed farming, fishing and, of course, coastal tourism.

14. Tourism related Investments

Overview of the Opportunity

Key features



Tourism related investments outlined under each council should be considered as tourism facilities that enhance the tourism circuit in the whole region. Tourists will be able to visit multiple tourist attractions in the region, including man-made tourist attractions such as cultural tourism (dances, carvings etc.). Thus each investment is a building block to supportive tourism infrastructure.

There are number of historical sites in Mtwara Region: Mikindani Ruins, Newala Old Boma, Makonde arts, carvings and dances among others. Mtwara Region is the major Makonde carvings centre in the world.


The giant Ruvuma River Estuary, home to crocodiles, hippos, terrapins, and fish is another attractive place to visit. The river and riverine ecosystem is a potential site for eco-tourism.

Mtwara Mikindani Municipal Council

- Construction of a three-star hotel at Mtwara Airport
- Public-private partnership (PPP) model of investment with Tanzania Airport Authority is expected.



Newala Town Council

- Investors are invited to invest in hotels, campsites and development of historical sites such as *Shimo la Mungu* and Old Boma
- The Council has set aside 9.71 hectares of land around *Shimo la Mungu* area for these investments.

	<p>Masasi District Council</p> <ul style="list-style-type: none"> Investors are invited to develop historical sites at Chidya, and campsites at Msenjesi, which has about 22,000 hectares. <p>Nanyumbu District Council</p> <ul style="list-style-type: none"> Investors are invited to engage in the construction of hotels Council has set aside 3 hectares of land at Mangaka for this investment.
<p>Key investment rationale</p> 	<ul style="list-style-type: none"> Mtwara Region is one of the unique destinations in Tanzania that has not yet been discovered by many. It is a land of many wonders, holding an unparalleled diversity of fauna, flora and many natural features: beautiful scenery and topography; very friendly people; beautiful harbour; excellent cultural tourism beach holidays; game hunting; historical sites and archaeological ventures, and certainly the best wildlife photographic safaris on the continent Hotels at the airport will facilitate efficient operations of airport and airlines by way of accommodating passengers These investments will employ many Tanzanians, thus improving their income and contributing to income generation and poverty eradication.
<p>Available support</p>	<ul style="list-style-type: none"> The second Five-Year Development Plan (FYDP II) puts emphasis on all investments in accommodation and hospitality services, which enhance human development Councils have good infrastructure, including roads and communication networks, electricity supply, and markets.

E. Education Sector

15. Private Schools

Overview of the Opportunity	
Key features  	Nanyamba Town Council <ul style="list-style-type: none">Investing in private English-medium instruction schools catering for nursery, primary and secondary education needsThe Council has set aside 4 hectares of land at Kilimanjaro area for this investment. Tandahimba District Council <ul style="list-style-type: none">Investors are welcome to establish private English-medium instruction schools for pre-primary, primary and secondary education.The Council has set aside 20 hectares of land at Malopkelo for this investment. Masasi Town Council <ul style="list-style-type: none">Building a private English-medium instruction school for secondary educationThe Council has set aside 2 hectares of land at Mtandi for this investment.
Key investment rationale	<ul style="list-style-type: none">There is high demand for basic English-medium instruction education. Some parents are currently sending their children to other areas to get such education
Available support	<ul style="list-style-type: none">The education policy in Tanzania allows and encourages private sector participation in providing education at all levels.

F. Health Sector

16. Health Care Facilities

Overview of the Opportunity	
Key features 	Newala Town Council <ul style="list-style-type: none">Investors are invited to construct and run private health care centres in the councilThe Council has set aside 0.29 hectare of land at Amkeni area for this investment. Mtwara Mikindani Municipal Council <ul style="list-style-type: none">An investor is invited to construct and run a modern hospitalThere are only 2 health care centres in the council with limited facilitiesThe Council has set aside 6 hectares of land for this investment at Mjimwema and Mitengo.
Key investment rationale	<ul style="list-style-type: none">There are inadequate/shortage of health care facilities in the district council
Available support	<ul style="list-style-type: none">Tanzania's Health Policy allows and encourages private sector investments in the health sector.

PART FOUR

FACILITATION, PROCESSES, REQUIREMENTS AND INCENTIVES

Most of the policies and laws, unless specified, are applicable nationally for specific sectors. Local government authorities, through the blessings of city, town or district full councils, are mandated to enact by-laws and notices that must also be endorsed by the Minister responsible for Regional Administration and Local Government (RALG). Below is a summary of issues related to facilitation, processes, requirements, and incentives for investment in Tanzania in general and in Mtwara Region more specifically.

4.1 Supportive Policies and Legal Environment

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

4.1.1 Policies, Legal, Institutional and Regulatory Considerations

a) Key policies

Policies to guide investment promotion and interventions in Mtwara Region's relevant areas are: National Investment Promotion Policy (1996); National Agriculture Policy (2013); National Livestock Policy (2006); Sustainable Industrial Development Policy (SIDP) (1996-2020); National Trade Policy for Competitive Economy and Export-led Growth (2003); National Microfinance Policy (2000); National Forest Policy (1998); Bee Keeping Policy (1998); Small and Medium Enterprises Development Policy (2003); National Land Policy (1995); National Environment Policy (2017); The Mineral Policy of Tanzania (2009); Tanzania Mining Industry Investor's Guide (2015); and Mtwara Region Authority Development Plans, as well as the region's political will to attract investors.

b) Key laws

Major laws and regulations that guide investment promotion and activities in Mtwara 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); Environmental Impact Assessment (EIA) and Audit Regulations (Amendment), 2018 gives power to the Minister responsible for environment to issue provisional permits for industries, agro-processing industries and strategic investment of national interest to start mobilisation activities, while the environmental impact assessment process continues, and other sector Acts and relevant Mtwara Region by-laws.

4.1.2 Strategies, Plans, and Programmes

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

The above policies, regulatory frameworks, strategies and plans support the investment climate in Mtwara Region by sound frameworks that offer an appropriate environment, which 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 the regional and local levels. The leadership of Mtwara Region is determined to be doing that and to ensuring speedy implementation of the prioritised investment opportunities, and putting in place a climate that is conducive to investing in the region.

4.1.3 Investment Options: Private, PPP, PPCP, and Joint Ventures

Investment options available in Tanzania include individual private sector investments, public-private partnerships, public-private community partnerships and joint ventures.

a) Public-Private Partnerships

The Government recognises the role of the private sector in bringing about socio-economic development through investments. Public-private partnership (PPP) frameworks provide an important instrument for attracting investments. Indeed, public-private partnerships (PPPs) have been identified as 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. The approach is a way to amalgamate public and private capital and expertise for public projects in which the private sector has an interest in sharing ownership. The PPP Act (2010) and PPP Regulations (2011) give areas of collaboration, which comprise of investment capital, managerial skills and technology. Additionally, PPPs can enable the Government to fulfil its responsibilities in efficient delivery of socio-economic goods and services by ensuring efficiency, effectiveness, accountability, quality and 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 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 concessional 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 public-private partnership 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 the private sectors are interested in investing.

c) Joint Ventures

The Tanzanian Government encourages joint ventures between domestic firms or individuals and foreign investors. Many foreign firms have recently partnered with the National Development Corporation (energy), Tanzania Petroleum Development Corporation (bio-fuels), and the National Housing Corporation (real estate ventures).

4.2 Facilitation: Processes and Requirements

Mtwara Region and Central Government have set and are striving to improve the investment climate to entice and facilitate investment in the region, and ensure speedy decision making.

The region has the obligation of interpreting and adapting these processes, requirements and incentives for investment to fit the region's investment profile and priorities. 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. It is mandated to promote, co-ordinate and facilitate investment in Tanzania. The Centre is a focal point for all investors and performs all liaison work for the investor from enquires right up to project start up and project operation in the form of after-care services. The minimum investment capital threshold for an enterprise to qualify for registration under the Centre is not less than US\$ 500,000 if foreign or joint venture owned, and US\$ 100,000 for domestic investors. This one-stop facilitation agency assists all investors to obtain permits, licences, approvals, and authorisation etc., required by other laws to set up and operate investment ventures in Tanzania.

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

4.2.2 Main Institutions Dealing with Investment in Tanzania and Mtwara Region

The main institutions dealing with investment issues in Mtwara Region and Tanzania at large are: 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); Tanzania Medicines and Medical Devices Authority (TMDA); Prime Minister's Office (Investment), water supply companies/authorities in respective regions, LGAs in respective districts (on land issues), Ministry of Water (MW), Ministry of Agriculture (MoA) and Ministry of Livestock and Fisheries (MLF).

4.2.3 Registration

Registration of an investment can be undertaken at district, regional or national BRELA and TIC 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 Central Government Taxes

Taxes involved in investment projects in Mtwara Region are various, and include the following:

a) Corporate Tax

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

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

b) Personal Income Taxes

Residents are subjected to personal income tax where total annual income exceeds Tsh. 2,040,000. Income of a non-resident employee of a resident employer is subject to withholding tax of 15 percent. The total income of a

non-resident individual is chargeable at the rate of 20 percent (the monthly income includes basic salary, overtime, bonus commission and other allowances).

The skills and development levy is payable by any employer who has four or more employees; the rate is 4.5 percent of the gross wage. Exempted employers from this levy include diplomatic missions, registered education institutions, charitable organisations, farm employment, and foreign institutions dealing with technical assistance and the United Nation Organisation and its agencies.

c) Withholding Taxes

Withholding taxes on dividends from corporations listed at the Dar es Salaam Stock Exchange are 5 percent for both resident and non-resident persons. The rate of dividend from other corporations is 10 percent. The rate withheld on interest is 10 percent, and on royalties is 15 percent for resident and non-resident persons. Furthermore, the rates withheld on management and technical services fees [mining, oil and gas] are 5 percent for residents and 15 percent for non-residents.

d) Value Added Tax (VAT)

Value-added tax (VAT) is a consumption tax charged at a single rate of 18 percent. 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 for businesses entities dealing with professional services, as they are required to be registered 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.

Under VAT, incentives include zero rate for all exports, VAT deferment on plant and machinery, VAT exemption of imported plant and machinery by local manufactures and processors of vegetable oils, textiles, pharmaceutical 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 Saturday, Sunday or public holiday, VAT return shall be lodged on the first working day following a Saturday, Sunday or public holiday. For imports, VAT is payable at the time the import duty is due and payable in accordance with East African Community Customs Management Act, 2004.

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

4.3 General Investment Incentives

Investors registered by Tanzania Investment Centre pursuant to Tanzania Investment Act, 1997 (TIA, 1997) are accorded various investment fiscal and non-fiscal incentives as stipulated in various applicable tax and other laws. Investment projects registered by TIC, pursuant to the Tanzania Investment Act, 1997 (TIA, 1997), are accorded various fiscal and non-fiscal incentives as stipulated in various applicable laws.

Fiscal incentives under TIC include 100 percent import duty exemption on capital goods and 75 percent on deemed capital goods (regarding deemed capital goods, investor shall pay 25 percent of import duty due). Deemed capital goods that are eligible for exemption are specified according to the project sector. Additional fiscal incentives may be granted to investments that meet strategic investor status provided for under Section 20 of TIA, 1997. Non-fiscal incentives include five automatic immigrant quotas granted to the project during its implementation period, whereby additional quota may be granted based on project size, technology or any other agreements with the Government. EPZA also provides incentive packages according to Export Processing Zones Act No. 11 of 2002.

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 changes as the Government keeps on improving investment climate 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 unto the public, and citizens own land under leasehold tenure.

Section 20 of the Land Act No. 4 of 1999 specifically provides for a procedure to allocate/grant of land to non-citizens for investment purpose under the Tanzania investment Act, 1997. Land for investment purpose shall be identified, gazetted and allocated to Tanzania Investment Centre, which will issue a Derivative Right of Occupancy to the investor. More information on acquisition of land for investment is available on www.ardhi.go.tz

4.4.2 Land for Investment in Mtwara Region

Several parcels of land of various sizes have been earmarked by each district council in Mtwara Region and set aside for specific targeted investment. Such land parcels have been listed in detail under Part Three of this Investment Guide.

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, *bureau de change*, insurance companies, a stock exchange and related financial units

have entered the financial market. There are four categories of banks operating in Tanzania, which are oriented towards various markets and *clientèle*: local private banks, regional banks, international banks and multi-national 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 growth of this middle class is expanding national demand for financial services from established providers and could represent a new opportunity for financial services companies looking for growth.

There is a positive trend in lending to small and medium enterprises (SMEs) that is producing greater confidence in the growth potential of 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

Mtwara Region has surplus labour due to low employment. While some of the labour is unskilled, there are efforts to build a skilled labour force especially through vocational training institutions. The region has 5 vocational training centres (including one VETA-accredited centre in Mtwara), and investors are welcome to build skills development institutions in every council.

4.5 Inclusion and Participation of the Private Sector

The 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 such as agriculture, as well as manufacturing, to strengthen competitiveness and to raise its GDP. The regional government and district authorities are ready and

committed to providing a series of further support services and incentives to drive industrial development and growth in 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 and constructed using district, regional 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 the products.

For the private sector to play its role effectively, Mtwara Region authorities will create an enabling environment through provision of pre-requisite infrastructure, incentives, formulation/review and enforcement of investment friendly policies, regulations, and procedures. Regional authorities will promote public-private partnerships (PPPs) and public-private-community partnerships (PPCPs), and facilitate joint ventures between potential investors and local private investors.

Such partnerships and joint ventures are critical for the achievement of objectives of capital and technology intensive investments including build, operate and transfer approach. In addition, the private sector will be assisted in improving delivery, and enabled to thrive and be competitive by facilitating access to affordable input and output factors nationally and internationally.

PART FIVE

KEY CONTACTS IN MTWARA REGION

This part provides important contacts in Mtwara Region that will help potential investors in making follow up for opportunities in which they want to invest.

5.1 Key Websites

Office	Website
Mtwara Regional Secretariat	http://www.mtwara.go.tz
Mtwara Mikindani Municipal Council	http://www.mtwaramikindanimc.go.tz
Mtwara District Council	http://www.mtwaradc.go.tz
Masasi Town Council	http://www.masasitc.go.tz
Nanyamba Town Council	http://www.nanyambatc.go.tz
Newala Town Council	http://www.newalatc.go.tz
Masasi District Council	http://www.masasidc.go.tz
Tandahimba District Council	http://www.tandahimbadc.go.tz
Newala District Council	http://www.newaladc.go.tz
Nanyumbu District Council	http://www.nanyumbudc.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)	544 Mtwara	+255 23 2333014	rc@mtwara.go.tz
Regional Administrative Secretary (RAS)	544 Mtwara	+255 23 2333194 +255 23 2333217	ras@mtwara.go.tz
Tanzania Investment Centre, Southern Zone	1408 Mtwara	+255 23 2333414	

5.2.2 Mtwara Mikindani Municipal Council

Office	City Director		E-mail
	Post Office Box	Telephone/Mobile Phone	
Mayor	92 Mtwara	+255 23 2333102	md@mtwaramikindanimc.go.tz
City Director	92 Mtwara	+255 23 2333102	md@mtwaramikindanimc.go.tz

5.2.4 Town Councils

LGA	Town Director		E-mail
	Post Office Box	Telephone/Mobile Phone	
Nanyamba Town Council	1490 Nanyamba MTWARA		td@nanyambac.go.tz
Masasi Town Council	447 Masasi MTWARA	+255 23 2510685	info@masasitc.go.tz
Newala Town Council	39 Newala MTWARA	+255 23 2410673	info@newalatc.go.tz

5.2.6 District Councils

LGA	District Executive Director		E-mail
	Post Office Box	Telephone/Mobile Phone	
Mtwara District Council	528 Mtwara	+255 23 2333928	mtwaradc@mtwara.go.tz
Masasi District Council	60 Masasi MTWARA	+255 23 2510031	ded@masasidc.go.tz
Tandahimba District Council	03 Tandahimba MTWARA	+255 23 2410030	ded@tandahimba.go.tz
Newala District Council	16 Newala MTWARA	+255 23 2410251	ded@newaladc.go.tz
Nanyumbu District Council	246, Masasi MTWARA	+255 23 2934112 +255 23 2934113	info@nanyumbu.go.tz







The United Republic of Tanzania
President's Office Regional Administration and Local Government

Mtwara Regional Commissioner's Office
P.O. Box 544, Mtwara.
www.mtwara.go.tz