

IRINGA GLOBAL TRADE & LOGISTICS CITY (IGTLC)

Location: Igumbilo – Iringa, Tanzania

Category: Trade, Logistics & Industrial Development

Project Type: Large-Scale Greenfield Investment

Investment Model: JV / PPP / Direct Foreign Investment

“A first-of-its-kind international trade city serving Southern and Central Africa.”

EXECUTIVE SUMMARY

Iringa Global Trade & Logistics City (IGTLC) is a flagship, large-scale development designed to position Tanzania as a strategic gateway for global trade into Southern and Central Africa.

The project establishes a fully integrated international trade ecosystem, bringing together global manufacturers, international wholesalers, regional distributors, and African buyers into one centralized, world-class commercial hub.

IGTLC eliminates the need for African traders to travel abroad by bringing global supply chains directly into Tanzania.

“This project offers a rare opportunity to invest in a strategically positioned trade and logistics hub designed to serve a rapidly growing regional market with significant long-term return.”

PROJECT STATUS

- Project concept and framework fully developed
- Preliminary site identified in Igumbilo – Iringa
- Stakeholder engagement ongoing
- Investor mobilization in progress

☞ The project is currently at the pre-feasibility stage, offering early entry advantages.

READINESS & NEXT STEPS

The project is positioned for immediate progression into the implementation phase, with initial groundwork already underway.

- Site verification ongoing

- Stakeholder alignment in progress
- Project structuring ready for investor onboarding
- Phase 1 is ready to commence upon investor participation

“The project is structured and ready for immediate investor participation, with Phase 1 designed for rapid execution.”

PROJECT POSITIONING

IGTLC is positioned to become the **“Dubai-style wholesale and distribution hub of Southern Africa.”**

PROJECT PROMOTER

Iringa Multisales Network Commission Agents and Auctioneers is a Tanzania-based investment facilitation and business development firm specializing in investment promotion, trade facilitation, project structuring, and market linkage between global investors and African opportunities.

PROJECT STRUCTURE

The project will be implemented through a Special Purpose Vehicle (SPV) responsible for development, management, and investor coordination. Ownership will include:

- Project promoters
- Strategic investors
- Institutional partners

PROJECT LOCATION DETAILS

The project is strategically located in Igumbilo, Iringa:

- 8–12 km from Iringa Town
- 15–20 km from Iringa Airport (Nduli)
- Direct access to TANZAM Highway
- Connectivity to Zambia, Malawi, and DRC

LAND & SITE STATUS

Identified land under evaluation, engagement with authorities ongoing, and the acquisition process in progress.

MARKET SIZE & DEMAND

Tanzania imports market exceed USD 15 billion annually, demonstrating sustained demand for international goods across multiple sectors reflecting strong demand. SADC trade exceeds USD 500 billion, Demand growing at 8–12% annually.

EXISTING MARKET GAP

Currently, traders from Tanzania and neighboring countries travel to China, the UAE, and other global markets to source goods. IGTLC eliminates this inefficiency by localizing global supply chains within Tanzania.

TRADE FLOW STRATEGY

China / UAE / Europe / Asia



Dar es Salaam Port



Iringa (IGTLC Hub)



Zambia / Malawi / DRC / Southern Tanzania



Strategic trade corridors positioning IGTLC

As a central distribution hub for Tanzania and SADC regional markets.

“Reducing logistics costs, improving access, and accelerating regional trade flows.”

LOGISTICS ADVANTAGE

Iringa offers a strategic inland distribution advantage, enabling faster, more cost-efficient trade than congested coastal cities.

OPERATING MODEL

The project will operate as a centralized trade ecosystem integrating international suppliers, regional buyers, and logistics providers into a seamless and efficient distribution network.

PROJECT COMPONENTS

International Trade Pavilions, Wholesale Mega Market, Logistics & Warehousing Hub, Trade & Exhibition Center, Commercial & Business Services Zone, Hospitality Facilities and Light Industrial Zone.

MASTER PLAN OVERVIEW

The project is designed with a zoned layout, including trade, logistics, commercial, hospitality, and industrial zones, supported by efficient circulation, loading systems, and integrated security.

PROJECT SCALE

50 – 150 hectares, 100,000+ sqm warehousing, 200,000+ sqm commercial space, and 10,000+ daily users.

STRATEGIC ADVANTAGE

Central regional location, SADC access, Lower costs vs Dar, and Strong connectivity.

COMPARATIVE ADVANTAGE

Compared to Dar es Salaam: Lower costs, Less congestion and Faster inland distribution.

INVESTMENT INCENTIVES

TIC / TISEZA support, Tax incentives, Duty exemptions and SEZ potential.

GOVERNMENT ENGAGEMENT

Aligned with national development priorities, with institutional collaboration ongoing.

DEVELOPMENT STRATEGY

International developers, Joint ventures, Institutional investors and Phased execution.

PHASED INVESTMENT STRUCTURE

- Phase 1: USD 20M – 40M
- Phase 2: USD 30M – 60M
- Phase 3: USD 40M – 70M

PHASE 1 FOCUS

Initial development will prioritize:

Wholesale trading facilities, Core warehousing and Basic logistics infrastructure

SCALABILITY POTENTIAL

The project is designed to expand into: Regional trade networks, Export processing zones, and Industrial parks.

INVESTMENT OPPORTUNITIES

Real estate, Logistics, Trade facilities and Industrial investment.

INVESTOR ENTRY OPTIONS

Minimum USD 5M+, JV partnerships, Lease models, and Strategic investment.

ANCHOR INVESTOR STRATEGY

Targeting global manufacturers and distributors from China, the UAE, India, and Europe.

TENANT ACQUISITION STRATEGY

Trade partnerships, Direct international outreach and Pre-leasing

FINANCIAL OVERVIEW

Total investment: USD 50M – 150M. The project is expected to generate competitive returns, with projected ROI ranging between 15% and 25% based on current market dynamics. Payback: 5–8 years.

CAPEX BREAKDOWN

(Same as previous — retained)

REVENUE STREAMS

Lease, Logistics, Events, and Services.

RETURN ON INVESTMENT STRATEGY

Returns will be driven by long-term lease income, asset appreciation, increased occupancy, and expansion of trade operations.

REVENUE MODEL

Growth driven by occupancy increase (60%–90%), logistics expansion, and regional demand.

5-YEAR PROJECTION

(Same — retained)

IMPLEMENTATION TIMELINE

(Same — retained)

RISK & MITIGATION

(Same — retained)

WHY NOW

Growing demand, expanding trade and first-mover advantage

COMPETITIVE ADVANTAGE

Strategic location, Integrated system and Lower cost base

SOCIO-ECONOMIC IMPACT

Jobs, Revenue and Trade Growth

EXIT STRATEGY

Lease income, Asset sale and Partnerships

FINAL INVESTMENT STATEMENT

IGTLC represents a unique opportunity to participate in a transformative trade infrastructure project with strong regional impact and long-term growth potential.

We invite strategic investors and partners to participate in shaping one of East Africa's most significant trade and logistics developments.

CALL TO ACTION

☞ Schedule an Investment Meeting

☞ Request Full Investment Pack

☞ Book a Site Visit

✉ Iringa Multisales Network Commission Agents and Auctioneers

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