

AFRICA'S HEALTH INDUSTRIAL REVOLUTION STARTS IN TANZANIA

PROJECT NAME:

Tanzania Pharmaceutical & Medical Innovation City (TPMIC)

FLAGSHIP FACTORY:

AfriCure Pharmaceuticals Ltd

PROJECT LOCATION:

Kilolo District – Iringa Region – Tanzania

PROJECT PROMOTER:

Iringa Multisales Network Commission Agents and Auctioneers (IMN)

1. EXECUTIVE SUMMARY

Tanzania Pharmaceutical & Medical Innovation City (TPMIC) is a large-scale, integrated industrial healthcare initiative designed to transform Africa's pharmaceutical and medical device manufacturing capacity.

Africa currently imports over 70% of its medicines and medical devices, creating a significant supply gap and strategic opportunity for localized production. TPMIC aims to establish a globally competitive, export-oriented manufacturing hub serving:

- Tanzania
- East African Community (EAC)
- Southern African Development Community (SADC)
- International markets (subject to regulatory approvals)

This project presents a **compelling investment opportunity** aligned with Africa's industrialization and health security agenda.

2. INVESTMENT HIGHLIGHTS

Strong and growing unmet demand across Africa, access to a regional market of over 400 million people (EAC + SADC), first-mover advantage in an integrated pharmaceutical and medical devices hub, Competitive production environment (labor, land, utilities), strategic positioning for regional and international exports, and alignment with government industrial and healthcare priorities.

3. PROJECT OBJECTIVES

- Reduce dependency on imported medicines and medical devices
- Strengthen local and regional pharmaceutical manufacturing capacity
- Position Tanzania as a regional healthcare manufacturing hub
- Enable export-led industrial growth
- Improve access to affordable, quality healthcare products

4. PROJECT DEVELOPMENT STRUCTURE

PHASE I (Years 1–2)

- Oral solid dosage forms (tablets, capsules)
- Liquid formulations (syrups)
- Basic medical consumables (gloves, syringes, masks)

PHASE II (Years 3–5)

- Sterile injectables
- Intravenous (IV) fluids
- Advanced packaging and distribution systems

PHASE III (Years 5–10)

- Active Pharmaceutical Ingredients (API) production
- Biotechnology and vaccine development
- Advanced medical devices manufacturing
- Research & Innovation Center

5. LOCATION ADVANTAGE – IRINGA (KILOLO)

- Temperature range: 18°C – 25°C (favorable for pharmaceutical production)

- Humidity levels: 40% – 60% (supports controlled manufacturing environments)
- Availability of large industrial land (50–200 acres)
- Clean and low-contamination environment
- Strategic access to national and regional transport corridors

6. MARKET OPPORTUNITY

Africa faces a substantial shortage of locally manufactured medicines and medical devices, with demand increasing due to population growth, expanding healthcare systems, and government procurement programs.

Regional trade frameworks (EAC and SADC) offer access to a combined population of more than 400 million. This creates a scalable and sustainable market for locally manufactured healthcare products.

7. BUSINESS MODEL

- Local manufacturing aligned with international quality standards (GMP)
- Regional distribution networks across Africa
- Export-oriented production subject to regulatory compliance
- Strategic collaboration with governments and health institutions

Revenue Streams

Pharmaceutical product sales, medical device sales, government procurement contracts, and export agreements.

8. INVESTMENT STRUCTURE

- Capital Requirement: USD 50M – 150M
- Land Requirement: 50 – 200 acres
- Investment Options
 - Joint Venture (JV)
 - Public-Private Partnership (PPP)
 - Equity participation

9. INVESTOR VALUE PROPOSITION

Early entry into a high-growth and underserved market, strong long-term demand fundamentals, competitive cost structure, scalable regional expansion potential, opportunity for attractive long-term returns, technology transfer, and industrial development impact.

10. GOVERNMENT SUPPORT (EXPECTED / NEGOTIABLE)

Industrial land allocation, tax incentives (SEZ/EPZ frameworks), import duty exemptions on equipment and raw materials, streamlined regulatory processes,

Alignment with national health and industrial policies.

11. REGULATORY & COMPLIANCE STRATEGY

The project will be developed in alignment with international pharmaceutical manufacturing standards.

Regulatory Roadmap

- Tanzania Medicines and Medical Devices Authority (TMDA) approvals
- WHO Good Manufacturing Practice (WHO-GMP) certification
- ISO 13485 certification for medical devices
- European Medicines Agency (EMA) compliance pathway for exports

Strategic Objective

Achieve WHO prequalification to enable participation in:

- Global Fund procurement
- United Nations supply programs
- International donor-funded healthcare initiatives

12. FINANCIAL OVERVIEW (INDICATIVE)

- Capital Allocation (CAPEX)
- Land & infrastructure: 10–15%
- Plant & machinery: 40–50%
- Utilities & clean systems: 15–20%
- Regulatory & certification: 5–10%
- Working capital: 10–15%
-

Revenue Projections

- Years 1–2: Development phase
- Year 3: USD 20M – 40M
- Year 5: USD 80M – 120M
- Year 7+: USD 150M+

Target Metrics

- IRR: 18% – 25%
- Payback period: 5–7 years
- EBITDA margin: 20% – 35%

13. OFFTAKE & MARKET SECURITY

- To enhance revenue certainty and reduce investment risk:
- Government supply agreements (public health systems)
- Regional procurement partnerships (EAC & SADC)
- Contracts with NGOs and global health organizations
- Private healthcare distribution networks

Target: Secure 30%–50% of production through long-term agreements.

14. TECHNOLOGY & STRATEGIC PARTNERSHIPS

The project will collaborate with established global partners for:

- Technology transfer
- Equipment supply
- Workforce training
- Quality systems implementation

Target Regions

- India (generic pharmaceutical manufacturing expertise)
- Europe (advanced quality and compliance systems)
- China (cost-efficient industrial equipment)

15. GOVERNANCE & MANAGEMENT STRUCTURE

Proposed Governance

- Board of Directors (Investors + Independent Experts)
- Executive Management Team
- Technical Advisory Board

Key Roles

- Chief Executive Officer (CEO)
- Chief Technical Officer (CTO – GMP Specialist)
- Regulatory Affairs Director
- Chief Financial Officer (CFO)

16. ESG & IMPACT INVESTMENT ALIGNMENT

Social Impact

Increased access to affordable medicines, creation of 500–2,000 direct jobs, skills, and technology transfer.

Economic Impact

Reduced import dependency, strengthened local manufacturing base, and export revenue generation.

Environmental Strategy

Sustainable waste management systems, energy-efficient operations, compliance with environmental standards.

17. SPECIAL ECONOMIC ZONE (SEZ) STRATEGY

The project will pursue SEZ designation to benefit from: Tax incentives, duty-free import of capital equipment, export facilitation, simplified regulatory processes.

18. AfCFTA STRATEGIC POSITIONING

Leveraging the African Continental Free Trade Area (AfCFTA), the project will:

- Expand access to African markets
- Reduce trade barriers
- Enable efficient regional distribution

19. ANCHOR INVESTOR STRATEGY

To enhance project credibility and execution capacity, the project will prioritize securing an Anchor Investor.

Target Profile

- Established pharmaceutical manufacturer
- Strong technical and operational expertise
- Existing regional or global distribution networks

Strategic Benefits

Accelerated implementation, technology transfer, enhanced investor confidence, and market access expansion.

20. RISK MANAGEMENT

Phased investment approach, product diversification, strategic partnerships, regulatory compliance planning, and market diversification.

21. EXIT STRATEGY

Initial Public Offering (IPO), strategic acquisition by global pharmaceutical companies, and expansion into a Pan-African industrial platform.

22. CONCLUSION

TPMIC represents a strategic industrial opportunity to transform Africa's healthcare manufacturing landscape. This initiative is positioned to deliver both strong financial returns and long-term developmental impact, aligning with global investment trends in healthcare resilience and supply chain localization.

The time is now. Tanzania is ready.

CONTACT DETAILS

Baraka Yohana Sanga,

Managing Director,

Iringa Multisales Network Commission Agents and Auctioneers.

✉ info@iringamultisalesnetwork.co.tz

☎ +255 747 397 111

🌐 www.iringamultisalesnetwork.co.tz