



IRINGA MULTISALES NETWORK

“Commission Agents and Auctioneers”

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TANZANIA GLOBAL FOOD PROCESSING INDUSTRIAL PARK

Kibaigwa – Dodoma, Tanzania

SLOGAN

“From Tanzania’s Harvest to Global Food Markets”

EXECUTIVE SUMMARY

The Tanzania Global Food Processing Industrial Park is a flagship agro-industrial development designed to position Tanzania as a leading food processing hub for East and Central Africa.

Strategically located in Kibaigwa, Dodoma, the project leverages proximity to major grain-producing regions, including Dodoma, Singida, Manyara, Iringa, and Mbeya. The location also benefits from strong logistics infrastructure, with access to key highways and railway networks that link Tanzania to regional markets such as Zambia and the Democratic Republic of the Congo (DRC), as well as international export routes via Dar es Salaam port.

The industrial park will integrate grain processing, food manufacturing, storage, and export logistics into a single, scalable ecosystem. It is designed to serve both commercial markets and institutional buyers such as the World Food Programme (WFP), UNICEF, and the Red Cross.

This project presents a compelling risk-adjusted investment opportunity, supported by strong regional demand, reliable raw material supply, and significant long-term growth potential.

MARKET OPPORTUNITY

The project targets high-demand markets across East and Central Africa, including:

- Kenya
- Zambia
- Malawi

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- ✚ DRC
- ✚ Rwanda
- ✚ Burundi
- ✚ Zimbabwe

Key Demand Drivers

- ✚ Rapid population growth
- ✚ Increasing urbanization
- ✚ Rising demand for processed and fortified foods
- ✚ Ongoing humanitarian food needs

Institutional Market

- ✚ WFP
- ✚ UNICEF
- ✚ Red Cross
- ✚ Government food reserve agencies

Product Demand

- ✚ Maize flour
- ✚ Fortified flour
- ✚ Baby porridge (nutritional blends)
- ✚ Relief food products
- ✚ Animal feed

Tanzania consistently produces surplus grains, ensuring a stable and secure supply chain. For example, the country has exported over 650,000 tons of maize to regional markets during periods of shortage.

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COMPETITIVE ADVANTAGE

- ✚ Strategic aggregation hub at Kibaigwa (one of East Africa’s largest grain markets)
- ✚ Proximity to raw materials reduces input costs
- ✚ Strong logistics connectivity to landlocked markets
- ✚ Ability to serve both commercial and humanitarian sectors
- ✚ Scalable industrial ecosystem (processing + storage + export)

INDUSTRIAL PARK STRUCTURE

1. Grain Processing Zone

- Cleaning, grading, milling
- Capacity: 50,000 – 200,000 tons/year

2. Food Manufacturing Zone

- Fortified flour
- Baby porridge
- Blended cereals

3. Animal Feed Production Zone

- Poultry feed
- Livestock feed
- Dairy feed

4. Storage & Silos

- Capacity: 50,000 – 200,000 tons
- Modern quality-controlled systems

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5. Packaging & Export Hub

- Containerization
- Logistics and distribution center

Process Flow

Raw Grain → Processing → Food Products → Packaging → Regional & Institutional Markets

PHASED DEVELOPMENT PLAN

Phase 1

- Core milling operations
- Storage and silos

Phase 2

- Value-added food production
- Packaging systems

Phase 3

- Full-scale industrial expansion
- Export-focused operations

INVESTMENT STRUCTURE

The project is open to international investors under a flexible partnership model:

- Equity participation
- Strategic partnerships
- Joint venture arrangements

Iringa Multisales Network will retain a strategic role through:

- Equity participation and/or

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- Facilitation and operational partnerships
- Supply chain coordination

Detailed terms will be discussed with interested investors.

INVESTMENT PACKAGES

Bronze Package

- Core processing and packaging
- Investment: USD 50M – 100M

Silver Package

- Expanded processing + logistics
- Investment: USD 100M – 250M

Gold Package

- Full-scale industrial park
- Investment: USD 250M – 500M

INVESTMENT ASK

- Total capital required: USD 250M – 500M
- Minimum investor entry: USD 50M
- Investment type: Equity / Strategic Partnership
- Ownership structure: Negotiable

FINANCIAL PROJECTIONS

Project Assumptions

- Processing capacity: 150,000 tons/year
- Product mix: Flour, fortified foods, animal feed

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- Market: Regional + institutional

Revenue

- Price per ton: USD 350 – 500
- Low scenario: USD 52.5M annually
- High scenario: USD 75M annually

Operating Costs

- Estimated: 60% – 70% of revenue

Profitability

- Net margins: 30% – 40%
- Low profit: USD 15.75M/year
- High profit: USD 30M/year

ROI

- Estimated: 12% – 25% annually

Payback Period

- 4 – 7 years

SCALABILITY POTENTIAL

- Expansion to 300,000+ tons/year
- Entry into SADC and COMESA markets
- Development of branded consumer products
- Export growth to international markets

RISK MITIGATION

- Strong domestic grain supply base
- Diversified market access (regional + institutional)

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- Phased investment reduces capital exposure
- Alignment with national agricultural and industrial policies
- Multiple revenue streams (food, feed, exports)

ENVIRONMENTAL & SOCIAL IMPACT (ESG)

The project contributes to sustainable development through:

- Reduction of post-harvest losses
- Improved market access for smallholder farmers
- Job creation (1,000+ direct and indirect jobs)
- Strengthening regional food security
- Promotion of fortified and nutritious food products

EXIT STRATEGY

- Strategic acquisition by global food companies
- Long-term dividend-based returns
- Potential IPO (long-term)

PROJECT SPONSOR

Iringa Multisales Network serves as the local project sponsor and strategic partner, responsible for:

- Project development and coordination
- Supply chain facilitation
- Government and stakeholder engagement
- Investment support and local operations

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VISION

To build the largest food processing industrial park in East and Central Africa, transforming Tanzania’s agricultural output into high-quality products for global markets.

MISSION

- Develop a world-class food processing hub
- Create sustainable value for farmers and investors
- Deliver high-quality, nutritious food products
- Strengthen regional food systems

VALUE PROPOSITION

- Strategic central location
- Reliable raw material supply
- Strong regional and institutional demand
- Scalable investment model
- High-impact, sustainable development

POWER STATEMENT

“Investing in Kibaigwa places you at the center of Africa’s grain supply chain, unlocking direct access to high-growth regional and global food markets with strong, long-term returns.”

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