



INVESTMENT GUIDE FOR

POULTRY

IN TANZANIA



Prepared by the Agricultural Department
of the Embassy of the Kingdom of the
Netherlands in Tanzania

July 2021



Tanzania is endowed with abundant natural resources, which includes land, forage and livestock resources base. The poultry subsector is comprised of a large proportion of indigenous chickens, dual-purpose chickens and exotic (layers and broilers) chicken. The sector has great potential for investment considering the country boasts 38.5 million local chicken, 40.6 million layers and broilers and a growing population of dual-purpose chickens. This sector value chain offers a lot of investment opportunities.

The Agriculture Department of the Embassy of the Kingdom of the Netherlands, in collaboration with the Government of Tanzania and the private sector, has prepared this poultry investment guide to bring about informed decisions to the investors interested to venture into poultry.

The investment guide serves as a living document to be updated from time to time with regard to change in sector policies, regulations and guidelines. It can be used as an informative tool for both local and foreign investors in arriving at logical investment decisions.

The investment guides were prepared in July 2020 however, due to unforeseen challenges we were not able to publish in time. It should be noted that provided figures and costs are in the form of estimates. The actual costs may vary due to a number of factors including type and source of materials used, climatic conditions, infrastructure and technology, number and size of chicken houses, etc. For this reason, it is important for any investor to start with a thoroughly researched business plan before investing.

The Agricultural Counsellor of the Embassy of Kingdom of the Netherlands is grateful for the continued support and collaboration provided by the Ministry of Livestock and Fisheries Development. The guide is one of the milestones for the implementation of Memorandum of Understanding (MoU) signed between the Governments of Tanzania and the Netherlands on 10 July 2019 on developing a robust, vibrant, inclusive, and sustainable aquaculture and poultry value chains, and associated services in Tanzania to significantly contribute to prosperity and well-being of the society.

I am confident that this investment guide will be useful to the business sector and all poultry stakeholders in Tanzania. Wishing you all the success!

Ingrid Korving
Agricultural Counsellor for Kenya and Tanzania
Embassy of the Kingdom of the Netherlands
July 2021


The Memorandum of Understanding is available at <https://www.agroberichtenbuiteland.nl/actueel/nieuws/2019/08/07/mou-for-poultry-and-aquaculture-tanzania>



POULTRY FARM

• OUTLOOK •

current situation and areas of potential growth

 Broiler and Layer farms are lucrative from 5,000 birds (*considered a small farm*)

 Parent stock farms are lucrative from 4,750 birds (*considered a small farm*)

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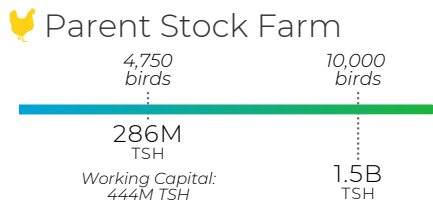
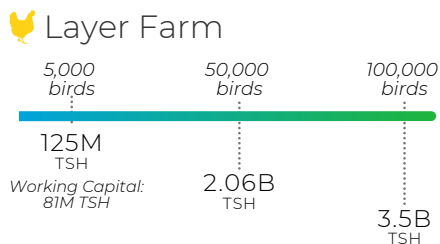
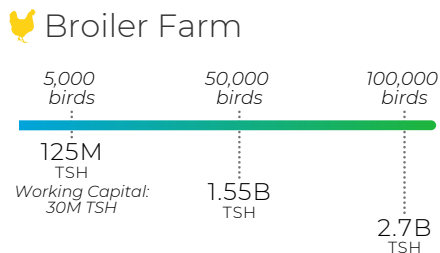
The biggest challenge for many farmers, myself included, is the quality of day-old chicks. Devising means to ensure quality-control would go a long way in growing our poultry farms.



Dr. Kelemani Alphonse
Shamba Africa Limited

• CAPITAL CONSIDERATIONS •

estimated initial investment by farm size and type



Note: Figures are given as a guide only. Investors are advised to conduct feasibility studies to ascertain exact costs.

• PROCEDURE & REGULATIONS •

policies and requirements for investment*




Development of a Business Plan
 Registration with BRELA
 Taxpayer Identification Number (TIN) from TRA
 Land Acquisition
 NEMC: EIA for Land Use
 Registration with the Ministry of Livestock & Fisheries *breeder farms only*
 Registration with Tanzania Meat Board *commercial broiler & layer farms only*
 Local Government License (Permit)- Business License
 Certificate of Compliance from OSHA
 Fire Certificate from Ministry of Home Affairs

Foreign investors must also obtain:
 Work Permit from the Ministry of Labor Resident Permit from the Immigration Department, Ministry of Home Affairs

HATCHERY

• OUTLOOK •

current situation and areas of potential growth

-  Strong need for genetic improvement programs and optimization of hatchery management practices
-  Need for standardization, especially in the area of chick sorting
-  Need for skilled labour with specific attention to hatcheries

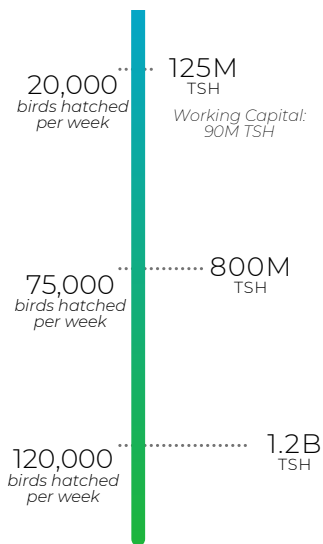


**Ms. Aurelia
G. Mmbaga**
Tusumuke Group

”
Hatcheries represent a fundamental link in the poultry value chain. Any investment in this area that addresses the availability of reliable parent eggs will be a game changer.

• CAPITAL CONSIDERATIONS •

estimated initial investment by hatchery size



Includes: setters, hatchers, generators, land and building

Note: Figures are given as a guide only, investors are advised to conduct feasibility studies to ascertain exact costs.

• PROCEDURE & REGULATIONS •

policies and requirements for investment*

- Development of a Business Plan
- Registration with BRELA
- Taxpayer Identification Number (TIN) from TRA
- Land Acquisition
- NEMC: EIA for Land Use
- Registration with Directorate of Veterinary Services *hatcheries only*
- Local Government License (Permit)- Business License
- Certificate of Compliance from OSHA
- Fire Certificate from Ministry of Home Affairs

Foreign investors must also obtain:
Work Permit from the Ministry of Labor
Resident Permit from the Immigration Department,
Ministry of Home Affairs

Hatchery-Specific:

- Inspection by an Officer from the Municipal Government
- Importation Permit required to import parent stock (through TBS)

*see Procedure & Policy chart for detailed information

FEED MILL

• OUTLOOK •

current situation and areas of potential growth

- 🐔 Feed shortage remains a hindrance to industry growth with a demand of 2 million tonnes/year and production of 800,000 tonnes /year
- 🐔 Small-scale local farmers make their own feed using locally available materials, and jeopardizing quality as many lack knowledge of needed nutrient combinations
- 🐔 Investment in feed storage and processing of affordable quality feeds could substantially improve the industry
- 🐔 Feed concentrates are VAT exempt



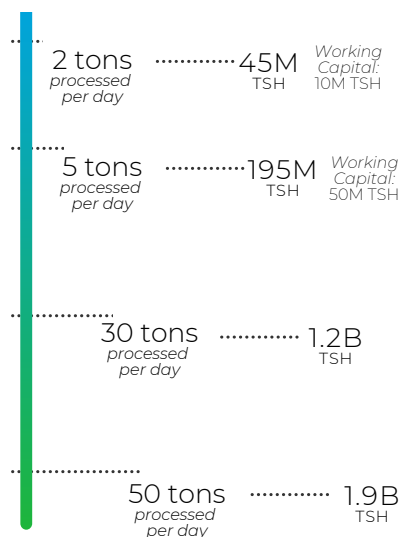
**Prof. Faustin
P. Lekule**
Professor at SUA /
Director, Tanfeeds

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The animal feed industry can be driven by a friendly tax regime and relaxed export laws.

• CAPITAL CONSIDERATIONS •

estimated initial investment by feed mill size



Note: Figures are given as a guide only. Investors are advised to conduct feasibility studies to ascertain exact costs.

• PROCEDURE & REGULATIONS •

policies and requirements for investment*

- Development of a Business Plan
- Registration with BRELA
- Taxpayer Identification Number (TIN) from TRA
- Land Acquisition
- NEMC: EIA for Land Use
- Local Government License (Permit)- Business License
- Certificate of Compliance from OSHA
- Fire Certificate from Ministry of Home Affairs

Foreign investors must also obtain:
Work Permit from the Ministry of Labor
Resident Permit from the Immigration Department,
Ministry of Home Affairs

Feed Mill-Specific:


- Regulated by Animal Feed Act
- TBS Certification required
- Registration of Premises with the Ministry of Livestock & Fisheries

*see Procedure & Policy chart for detailed information


LOGISTICS

• OUTLOOK •

current situation and areas of potential growth

 Cold chain, a key component of logistics, enables farmers to prolong the shelf life of their harvest and control the timing of their sales

 Holds the potential to open domestic and international markets as access is limited by the absence of cold store infrastructure, forcing farmers to sell quickly to local markets for sub-optimal prices

 Need for behavior change campaign for the market to adopt frozen chicken

• CAPITAL CONSIDERATIONS •

estimated initial investment for a mid-size operation

80 ton cold room 175M TSH
fully installed

Blast Freezer 35M TSH

Generator 35M TSH

Refrigerated Trucks 50M TSH
Three 4-ton trucks


295M TSH

A mid-size business operation example; items are imported

Note: Figures are given as a guide only. Investors are advised to conduct feasibility studies to ascertain exact costs.



Mr. Manase Mrindwa,
*Secretary,
Poultry Association of Tanzania*


There is a bright future, provided all components of the poultry subsector work in collaboration with one another.

• PROCEDURE & REGULATIONS •

policies and requirements for investment*

Development of a Business Plan
Registration with BRELA
Taxpayer Identification Number (TIN) from TRA
Land Acquisition
NEMC: EIA for Land Use
Local Government License (Permit)- Business License
Certificate of Compliance from OSHA
Fire Certificate from Ministry of Home Affairs

Foreign investors must also obtain:
Work Permit from the Ministry of Labor Resident Permit from the Immigration Department, Ministry of Home Affairs

Logistics-Specific:

Vehicle Registration required for all transport vehicles
All delivery vehicles must carry Electronic Fiscal Device (EFD) machines

*see Procedure & Policy chart for detailed information

PROCEDURE & POLICY

TIME COST

1 Development of Business Plan

Note that any financial information shared in this guide should be used as a tool only. Investors are responsible for the development of their own business plans which should include capital and working financial requirements applicable to their specific situations.

**Foreign investors must begin the registration process with the Tanzania Investment Centre (TIC)*

2 BRELA Registration

Company name search and incorporation

7 days

167,200- 512,200 TSH
(exclusive of any legal fees
and/or document
preparation costs)

3 Taxpayer Identification Number (TIN) from TRA

Fill two forms:

- Application for the company
- Application for each shareholder/director

2 days

no charge

4 Land Acquisition

In Tanzania, many areas of land do not yet have title deeds. For such land, the governing authority for the initial stage of land acquisition will vary: TIC for foreign investors; Ministry of Lands for 500+ acres; District Council for 50-500 acres; Village Council for <50 acres. For land with title deeds, the following steps apply:

- 1) Obtain an official search at the Land Registry
- 2) Submit application letter to obtain evaluation (Ministry of Lands/local authority)
- 3) Obtain land rent clearance from the Ministry of Lands showing payment of rents
- 4) Notarization and execution of the sale agreement; preparation of the transfer deed
- 5) Obtain approval for transfer
- 6) Pay Capital Gains Tax
- 7) Deliver Transfer Deed to Registrar of Titles

2-3 months

- 1) 40,000 TSH
- 2) Fee depends on property value
- 3) No charge
- 4) Lawyer charges, approx. 3% of value
- 5) 5,000 TSH
- 6) Approx. 10%
- 7) Approx. 1% of value

5 Environmental Impact Assessment (EIA) for Land Use from NEMC

- 1) Submit feasibility study or B-plan
- 2) Fill out and submit form # 1 for project registration (along with project brief or scope report)
- 3) Investors must give timely and adequate information
- 4) Review report (EIA)
- 5) Database of Licensed/Registered Assessors is listed on nemc.or.tz

3 months
or more

- 1) 200,000 TSH
- 2) no charge
- 3) no charge
- 4) no charge
- 5) consultant fees: EIA costs from 4 to 10M TSH



	TIME	COST
*6 Registration with the Ministry of Livestock & Fisheries		
<i>* Breeder Farms only</i> Registration under the Disease Control Act 17 of 2003	2 weeks	no charge
*6 Registration with Tanzania Meat Board		
<i>* Commercial Broiler & Layer Farms only</i> Tanzania Meat Board is a department of the Ministry of Livestock and Fisheries 1) Clearance certificate for meat/meat products 2) Application form for meat/meat products 3) Registration certificate of meat industry stakeholders (simple copy) 4) Commercial invoice (simple copy) 5) Packing list (simple copy)	1 day	0-1% of goods value of FOB
*6 Registration with Directorate of Veterinary Services		
<i>* Hatcheries only</i> Directorate of Veterinary Services is a department of the Ministry of Livestock and Fisheries	14 days	
7 Local Government License (Permit)- Business License		
Must provide proof of: <ul style="list-style-type: none"> • Certificate of incorporation • Memorandum and Articles of Association • Proof of Tanzanian citizenship or legal right of residency & work • Proof of a suitable company premises • Taxpayer Identification Number (TIN) 	6 days	200,000 – 1,000,000 TSH
8 Certificate of Compliance from OSHA		
Application requirements: <ul style="list-style-type: none"> • Fill out form 1(b) (original) • Factory or workplace drawings (simple copy) • Certificate of incorporation (authentic copy) or Certificate of compliance (BRELA) (simple copy) or Certificate of registration (BRELA) (simple copy) • Certified TIN certificate (authentic copy) • Business license (BRELA) (authentic copy) 	15 days	50,000 - 360,000 TSH (depending on company size)
9 Fire Certificate from Ministry of Home Affairs		
Fire certification application form	1 month	60,000- 700,000 TSH

KEY ORGANIZATIONS

GOVERNMENT ORGANIZATIONS

Ministry of Livestock and Fisheries (MLF)

🌐 www.mifugouvuvu.go.tz

✉️ ps@mifugo.go.tz

Business Registrations and Licensing Agency (BRELA)

🌐 www.brela.go.tz

✉️ usajili@brela.go.tz

Ministry of Home Affairs

🌐 www.moha.go.tz - Kiswahili

✉️ ps@moha.go.tz

Ministry of Lands

🌐 www.lands.go.tz

✉️ ps@lands.go.tz

National Environment Management Council (NEMC)

🌐 www.nemc.or.tz

✉️ dg@nemc.or.tz

Occupational Safety and Health Authority (OSHA)

🌐 www.osha.go.tz

✉️ info@osha.go.tz

President's Office-Regional Administration and Local Government (PO-RALG/TAMISEMI)

🌐 www.tamisemi.go.tz

✉️ ps@tamisemi.go.tz

Tanzania Bureau of Standards (TBS)

🌐 www.tbs.go.tz

✉️ info@tbs.go.tz

Tanzania Meat Board

🌐 www.tmb.go.tz

✉️ info@tmb.go.tz

Tanzania Investment Centre (TIC)

🌐 www.tic.go.tz

✉️ information@tic.go.tz

Tanzania Revenue Authority (TRA)

🌐 www.tra.go.tz

✉️ services@tra.go.tz

ASSOCIATIONS

Poultry Association of Tanzania (PAT)

🌐 www.pat.or.tz

✉️ info@tpba.or.tz

IMPACT CLUSTER

'Kukua na Kuku' Impact Cluster

🌐 www.dutchpoultrytanzania.com

✉️ info@nabc.nl

PARTNERS

Embassy of the Netherlands in Tanzania

🌐 www.www.netherlandsworldwide.nl/countries/tanzania/doing-business/agriculture-in-tanzania

✉️ dar-lnv@minbuza.nl

Private Agricultural Sector Support Trust (PASS)

🌐 www.pass.or.tz

✉️ pass@pass.or.tz

LEARNING INSTITUTIONS

Kilacha Agriculture Training Institute (KALTI)

🌐 www.kilacha.co.tz

✉️ admin@kilacha.co.tz

Sokoine University of Agriculture (SUA)

🌐 www.sua.ac.tz

✉️ sua@sua.ac.tz

Tanzania Fisheries Research Institute (TAFIRI)

🌐 www.tafiri.go.tz

✉️ tafirihq@tafiri.go.tz

University of Dar es Salaam (UDSM) – College of Agricultural Sciences and Fisheries Technology (COAF)

🌐 coaf.udsm.ac.tz

✉️ coaf@udsm.ac.tz

University of Dodoma (UDOM)

🌐 www.udom.ac.tz

✉️ info@udom.ac.tz

Tanzania Agricultural Development Bank (TADB)

🌐 www.tadb.co.tz

✉️ info@tadb.co.tz

NMB Bank

🌐 www.nmbbank.co.tz

✉️ agribusiness@nmbtz.com

Financial Sector Deepening Trust (FSDT)

🌐 www.fsdt.or.tz

✉️ info@fsdt.or.tz



As a cluster of Dutch companies, the 'Kukua na Kuku' (Growing with Chicken) partnership promises farmers to increase their efficiency, productivity, and quality of their product by learning from the cluster's agricultural expertise and experience. The cluster aims to improve farm management, animal health, and marketing, and ensure the availability of quality feed and suitable equipment.





INVESTMENT GUIDE FOR POULTRY IN TANZANIA JULY 2021

Disclaimer: All prices and costs are indicative only. Any financial information shared in this guide must be used solely as a tool. It is recommended to develop a business plan. Investors are responsible for the development of their own business plans which should include capital and working financial requirements applicable to their specific situations.