



坦桑尼亚国家工业园概念规划

Tanzania National Industrial Park Conceptual Plan

SINO TAN KIBAHA INDUSTRIAL PARK LTD-2021.6

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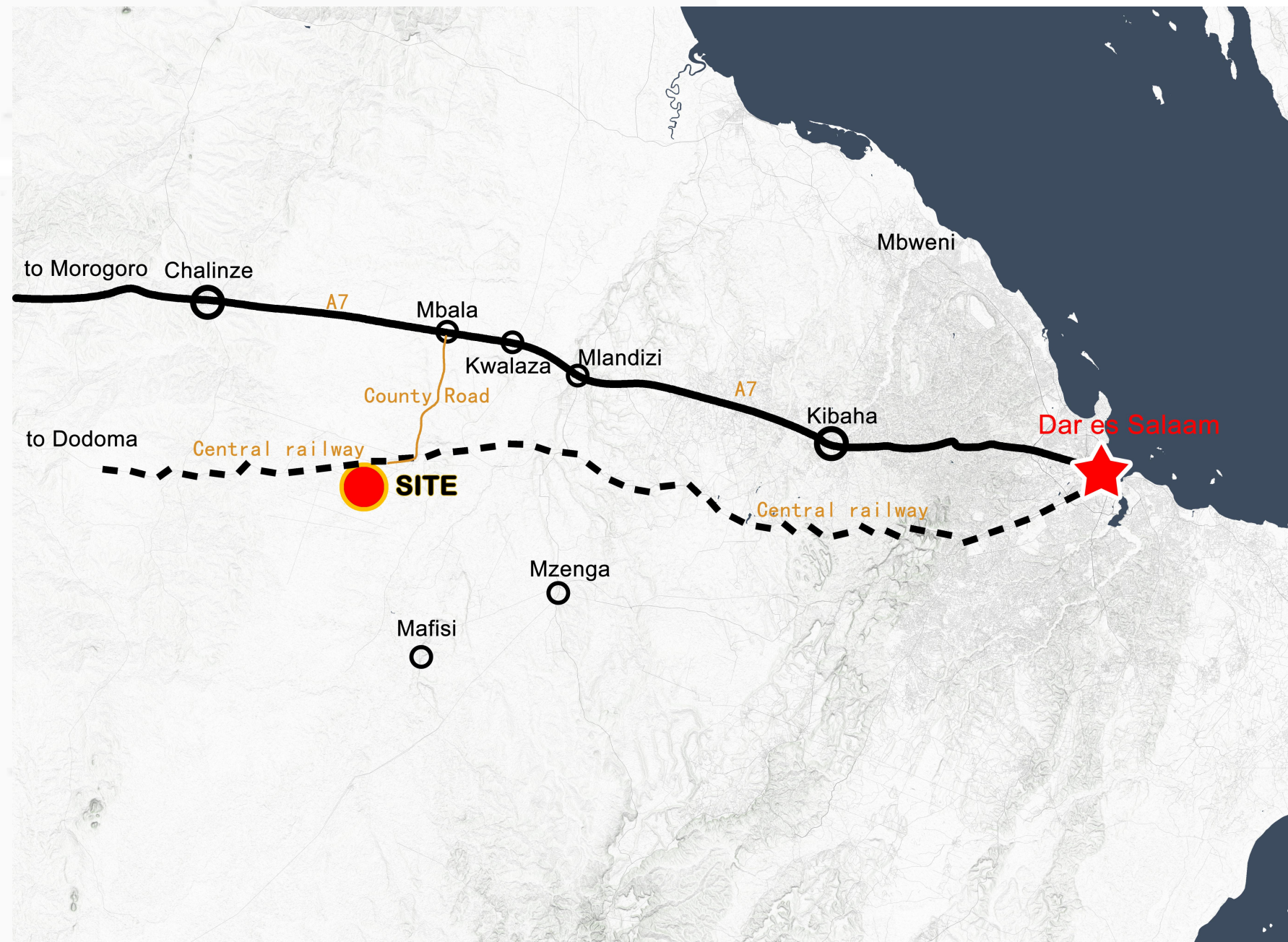
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- **Chapter 1: Background**

- **SINO TAN KIBAHA INDUSTRIAL PARK LTD** (hereinafter referred to as “**SINO**”) is funded by **GROUP SIX INTERNATIONAL LIMITED** and **WJA INVESTMENT HOLDINGS LTD**, and the company is responsible for the investment, development and operation of the Kibaha Industrial Park project. **GROUP SIX INTERNATIONAL LIMITED**, a limited liability company incorporated under the laws of the United Republic of Tanzania, for the purposes hereof of Post Office Box Number **10848** Dar es Salaam (hereinafter referred to as “**GSI**”). GSI is a recognized investor with the Tanzania Investment Centre and is in the real estate and trading of building materials and a class one contractor.

Pursuant to the meeting between President Samia Suluhu Hassan with Mr. Janosn Huang at 21st of April, 2021, President is glad to have a real scale industrial park to improve the Tanzania economic. Through the cooperation and investigation with relevant government departments, we finally selected kwala plot for the development of the industrial park. Hereby SINO apply for the registration of the land as the site selection for industrial park.

• Chapter 2-SITE PROFILE



The project is located in the economic center of Dar Es Salaam (referred to as "Dar"). It is the starting point of the Tanzania Zambia railway and the central railway, and also the import and export port of Zambia, Congo (Jin), Burundi, Uganda and Malawi.

The project has convenient traffic conditions, which is close to the central railway line, about 5km away from the land port, about 15km away from Mbala, and about 90km away from Dar City.

• Chapter 3-DESIGN PROSPECTS

■ Planning Objective

Fully implement the "one belt, one road" development initiative, strive to build an open and cooperative manufacturing industrial park between China and Tanzania, a successful model and friendly bridges of China's overseas parks. Became **an national demonstration park, a special economic zone, and an international regional economic cooperation zone** which has high openness, strong radiation ability, harmonious society and good ecology to promote Tanzania's development.

■ Function Features

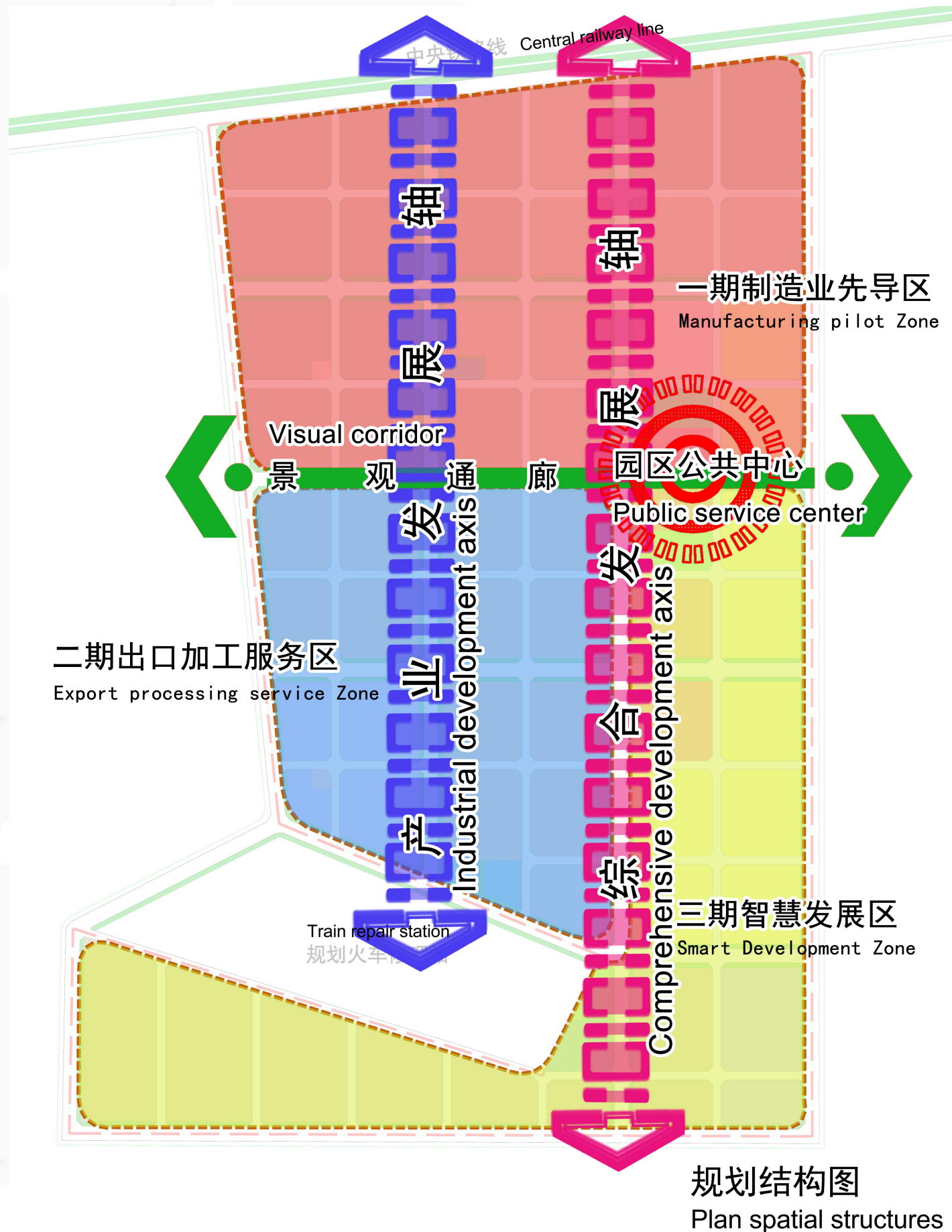
Industrial Community= Industrial Park+ Community+ Ecological Park
Nature Of The Park: Compound park with high integration of production and life
Core Functions: R & D, Production, Life and Ecology
Core Carrier: A new urban community integrating production, work, life and leisure(City Complex)
Main Features: Deep integration of industry and city life, facilities sharing and ecological harmony

■ Development Orientation

The planning and development orientation of Tanzania National Industrial Park :
Dar es Salaam 's Manufacturing Cluster
Export Processing Demonstration Zone
New industrial Community

Chapter 4-PROJECT DESIGN

PROJECT DESIGN—Plan Spatial Structures



Plan Spatial Structures

One Center, One Corridor, Two Axes and Three Zone

One Center,

Public service center

Two Axes

Comprehensive Development Axis

Industrial development axis

One Corridor

Visual corridor

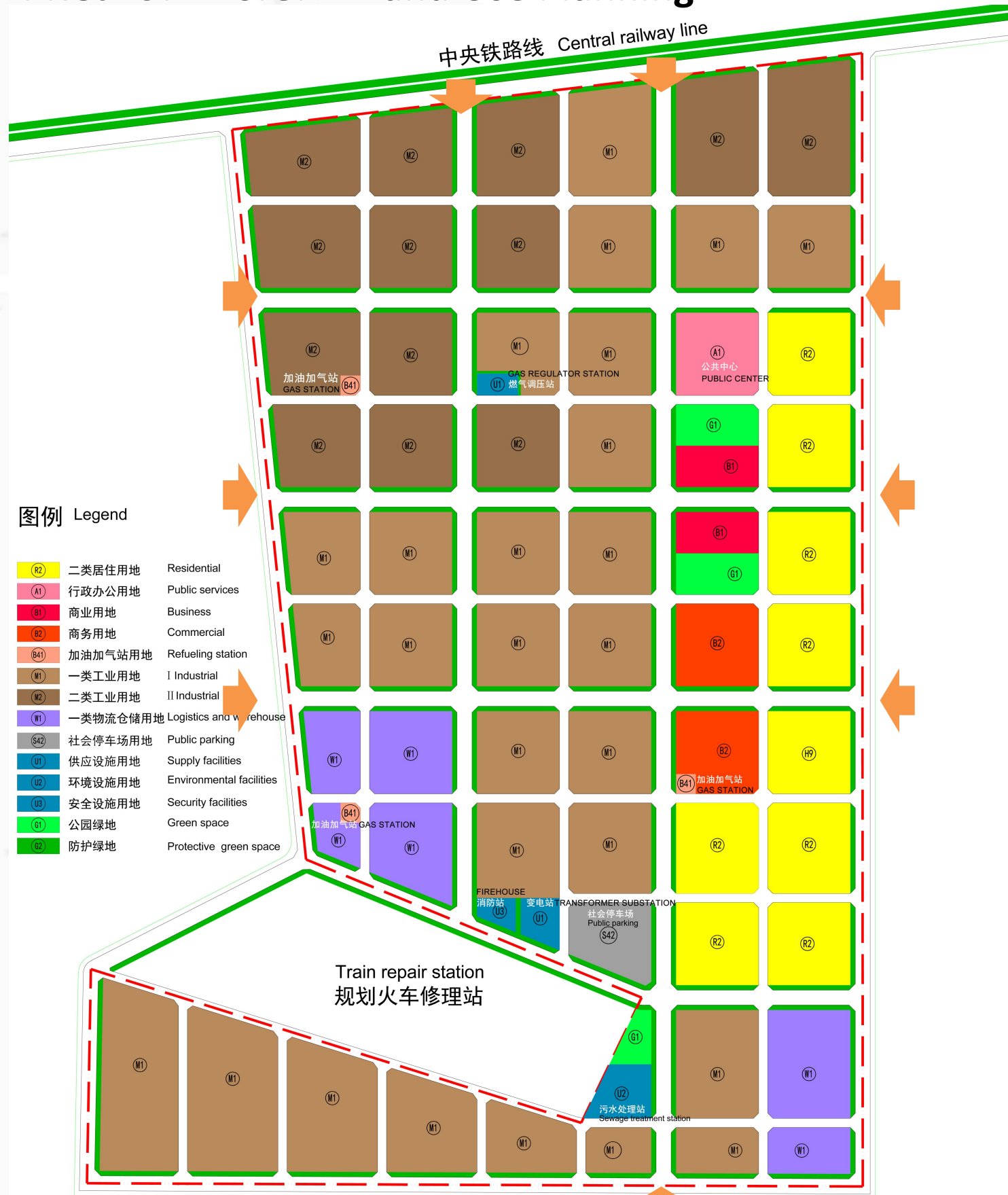
Three Zone

Phase I Manufacturing Pilot Zone

Phase II Export processing service zone

Phase III Smart Development Zone

PROJECT DESIGN—Land Use Planning



图例 Legend

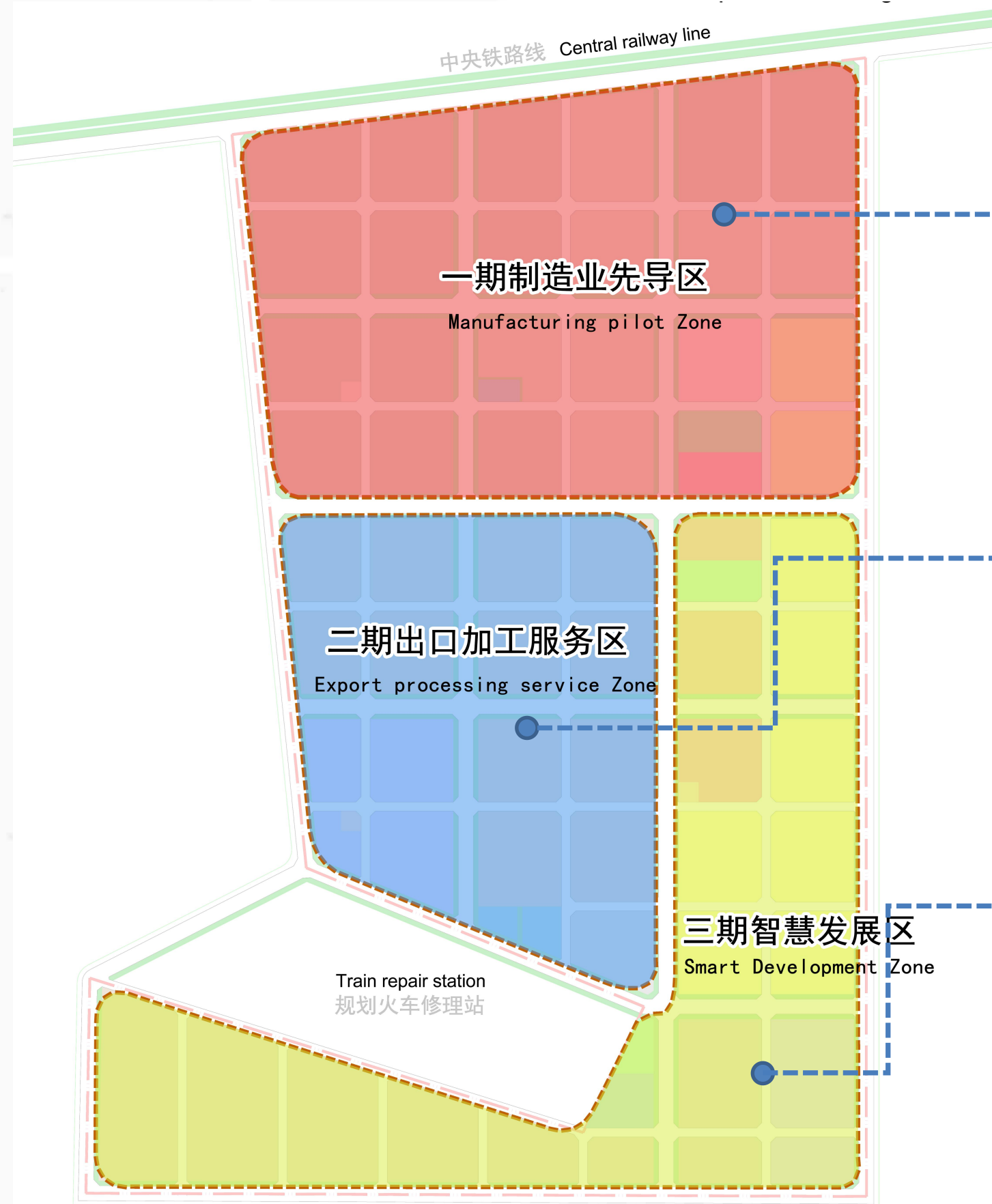
- R2 二类居住用地 Residential
- A1 行政办公用地 Public services
- B1 商业用地 Business
- B2 商务用地 Commercial
- B41 加油加气站用地 Refueling station
- M1 一类工业用地 I Industrial
- M2 二类工业用地 II Industrial
- W1 一类物流仓储用地 Logistics and warehouse
- S42 社会停车场用地 Public parking
- U1 供应设施用地 Supply facilities
- U2 环境设施用地 Environmental facilities
- U3 安全设施用地 Security facilities
- G1 公园绿地 Green space
- G2 防护绿地 Protective green space

Land use planning
土地使用规划图

城市建设用地平衡表

大类	用地代码		用地名称	用地面积 (hm ²)	占城市建设用地比例 (%)
	中类	小类			
			居住用地	101.08	9.97
		R2	二类居住用地	101.08	9.97
A			公共管理与公共服务设施用地	11.00	1.09
		A1	行政办公用地	11.00	1.09
B			商业服务业设施用地	34.26	3.38
		B1	商业用地	11.02	1.09
		B2	商务用地	21.36	2.11
		B4	公用设施营业网点用地	1.88	0.19
		B41	加油加气站用地	1.88	0.19
M			工业用地	481.69	47.53
		M1	一类工业用地	319.71	31.54
		M2	二类工业用地	161.98	15.98
W			物流仓储用地	53.56	5.28
		W1	一类物流仓储用地	53.56	5.28
S			道路与交通设施用地	230.23	22.72
		S1	城市道路用地	221.14	21.82
		S4	交通场站用地	9.09	0.90
		S42	社会停车场用地	9.09	0.90
U			公用设施用地	10.68	1.05
		U1	供应设施用地	4.24	0.42
		U12	供电用地	2.78	0.27
		U13	供燃气用地	1.46	0.14
		U2	环境设施用地	4.79	0.47
		U21	排水用地	4.79	0.47
		U3	安全设施用地	1.65	0.16
		U31	消防用地	1.65	0.16
			绿地与广场用地	91.02	8.98
G		G1	公园绿地	13.49	1.33
		G2	防护绿地	77.53	7.65
	H11		城市建设用地	1013.52	100.00

PROJECT DESIGN—Development Sequence



Phase I : Manufacturing Pilot Zone (4.04km²)

Focus on light manufacturing industry, construct appropriate living service facilities. Industry to be introduced: Electronic equipment manufacturing, Agricultural machinery manufacturing, Food processing and manufacturing, Daily chemical production, Shoes and clothing processing, Building materials processing etc.

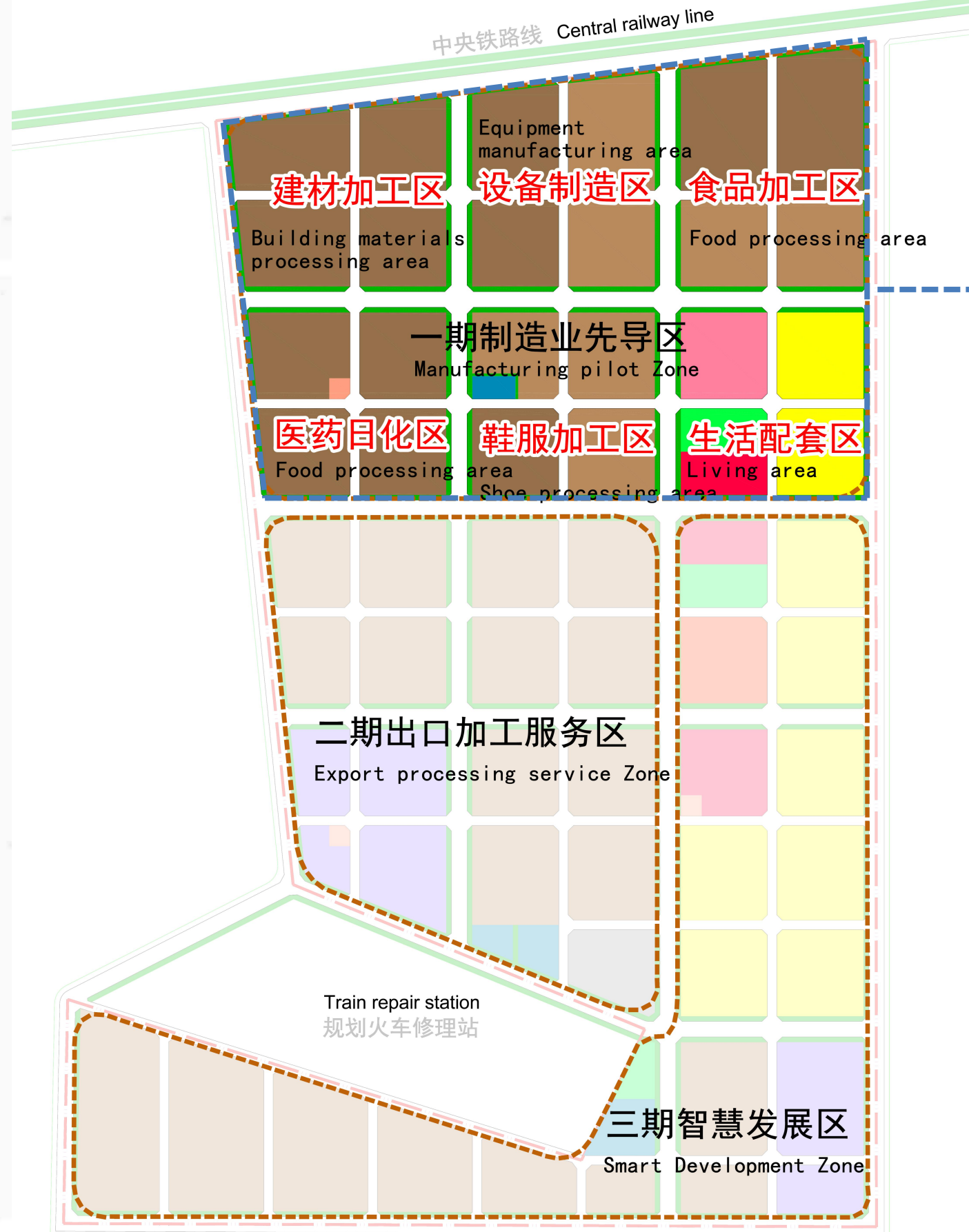
Phase II: Export Processing Service Zone (2.06km²)

Based on export orientation, plan to build an export processing and logistics storage center. Export oriented, to provide fast customs clearance and other services.

Phase III: Smart Development Zone (3.49km²)

Create a new community of "Intelligent Production and Smart Life", to improve the overall service level of the park. Proposed to introduce scale commerce and residence, and build a community-based industrial park integrating production, life and ecology. Introduce high-tech, artificial intelligence and other new industries to promote the development of the whole industry chain from R & D to production.

PROJECT DESIGN—Phase I Development strategy (4.04km²)



Six groups separated by the main road:
 Living Supporting Area
 Food Processing Zone
 Shoes and Clothing Processing Zone
 Equipment Manufacturing Area
 Pharmaceutical Daily Chemical District
 Building Materials Processing Zone
 The actual industry investment can be flexibly incorporated into the group according to the approximate pollution degree



The layout of the land can be divided or combined. The branch roads are not arranged in the land of each group, and can be set flexibly according to the situation of the enterprises.

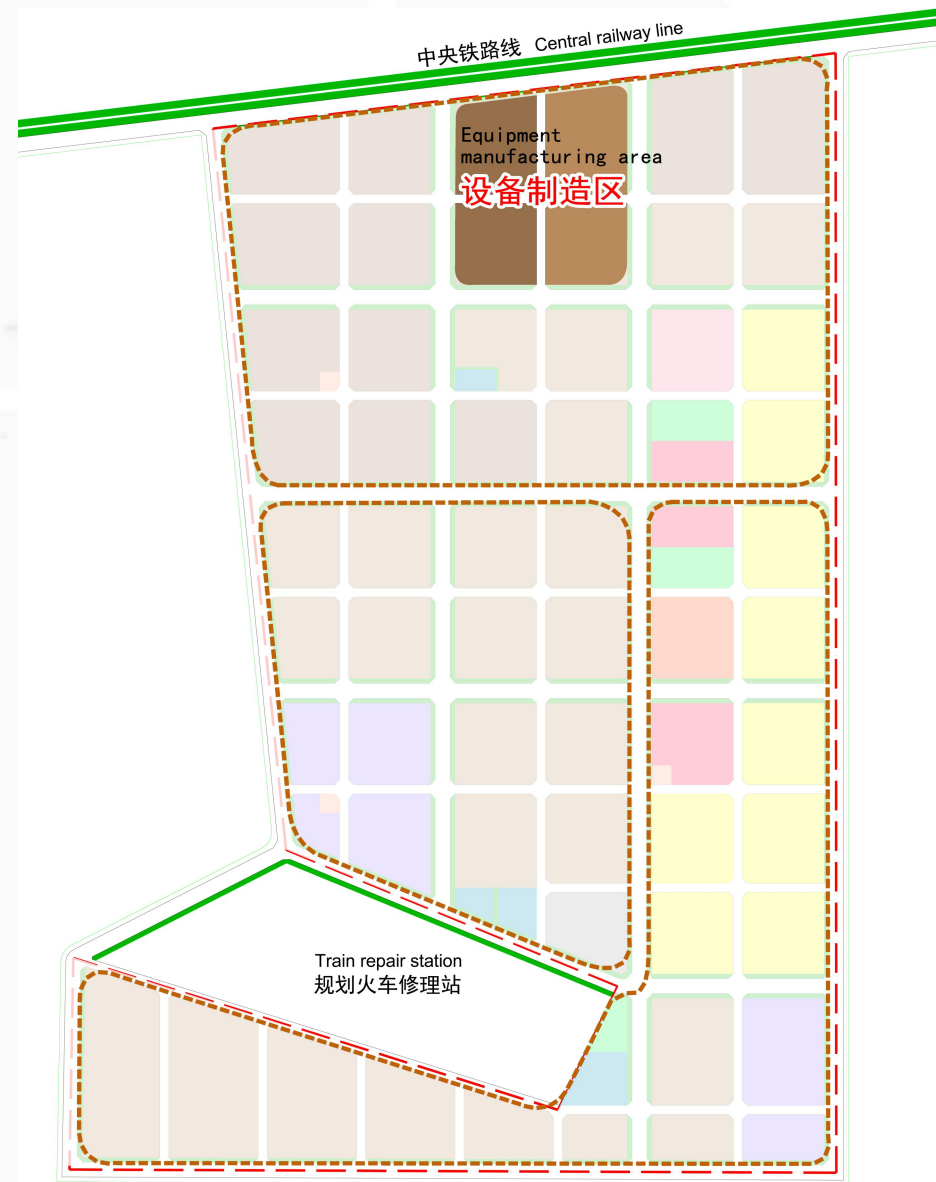
Industrial Development Guidance



Building materials factory
Area: 66.91hm²

hardware

Industrial Development Guidance



Electronic manufacturing Industrial Park
Area: 34.86hm²



Mobile phone Monitor Centre



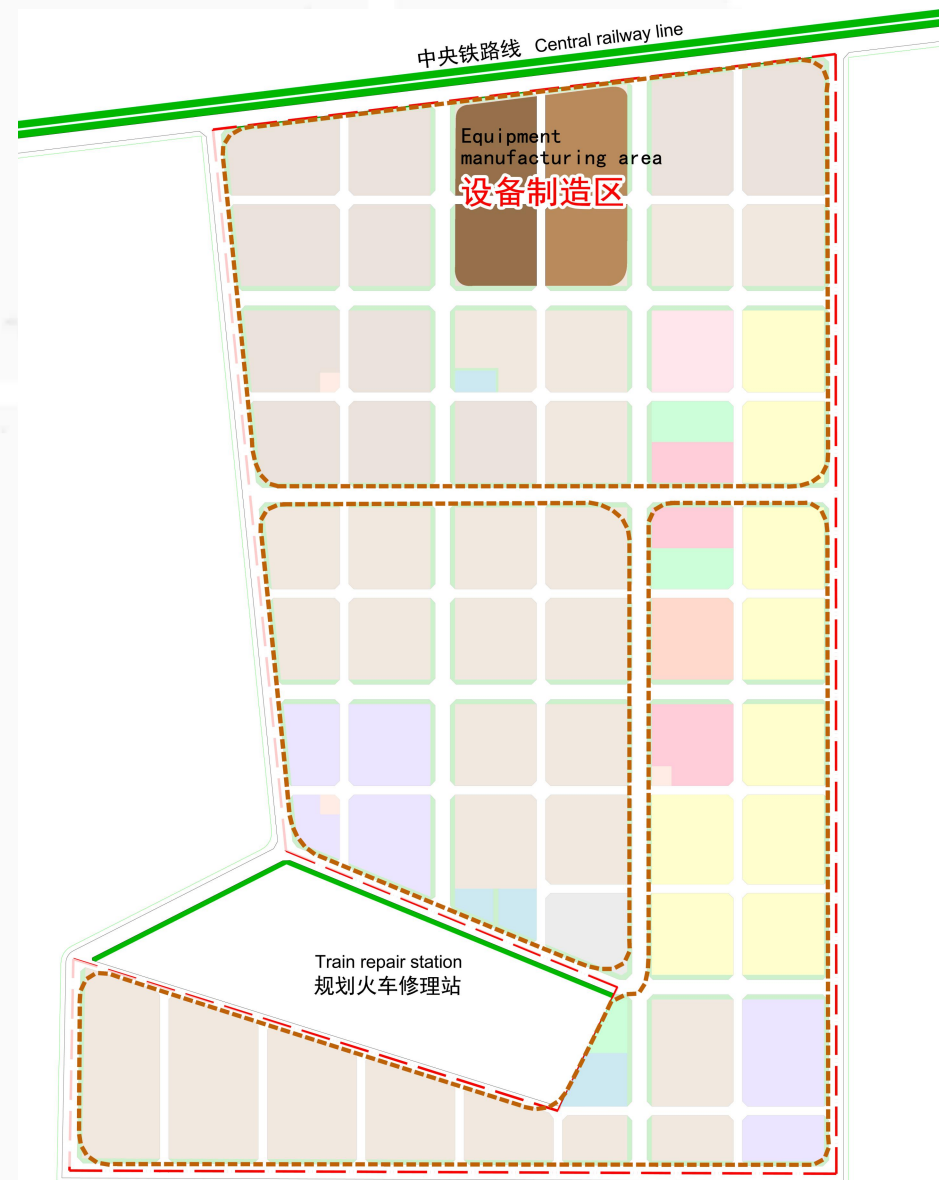
Mobile phone Factory



Mobile Phone parts

Parts of Assembling

Industrial Development Guidance



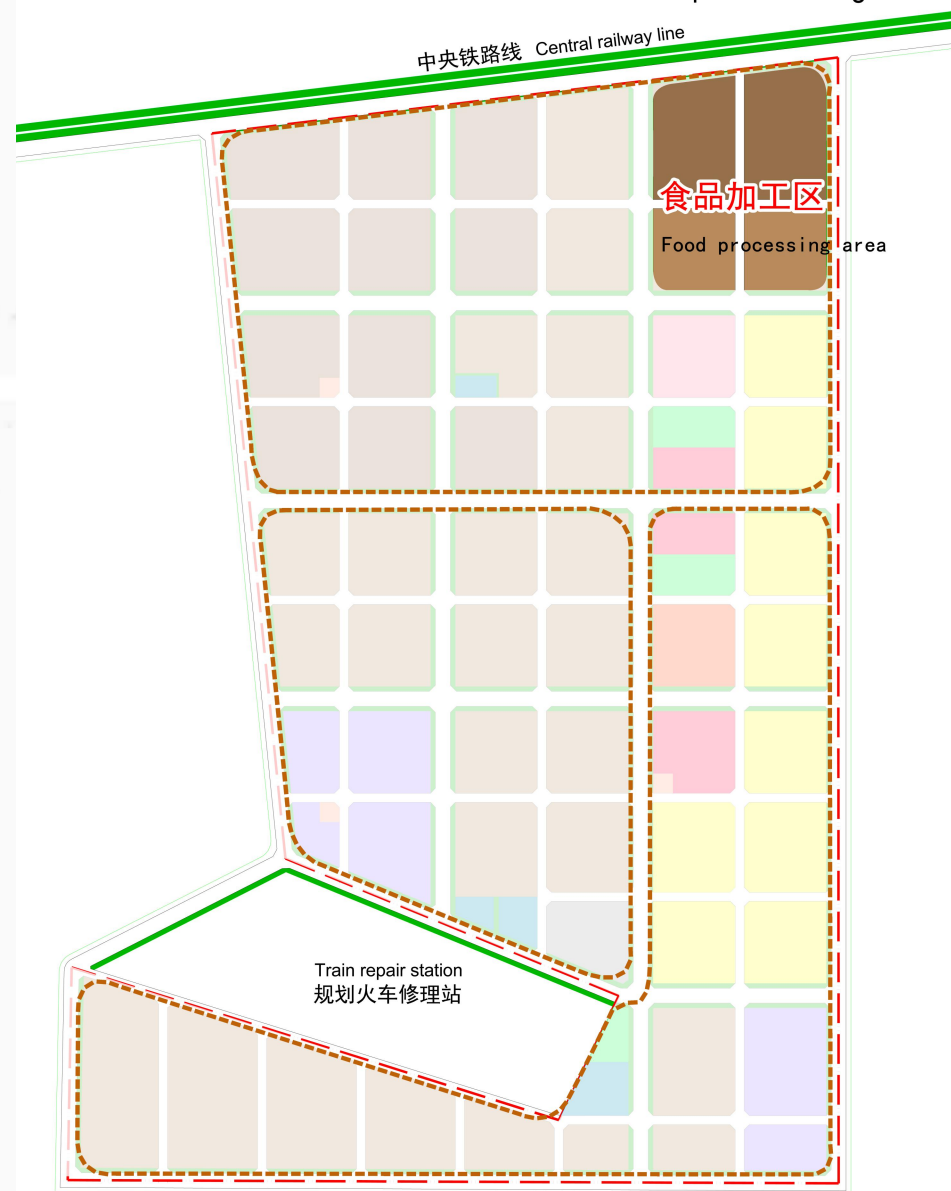
Agricultural Machinery manufacturing base



Workshop of Agricultural Machinery

Agricultural Machinery Factory
Area: 32.93hm²

Industrial Development Guidance



Beverage factory
Area: 75.31hm²

Industrial Development Guidance



Daily chemical plant
Area: 33.88h^m²



化工园区



workshop



生产车间

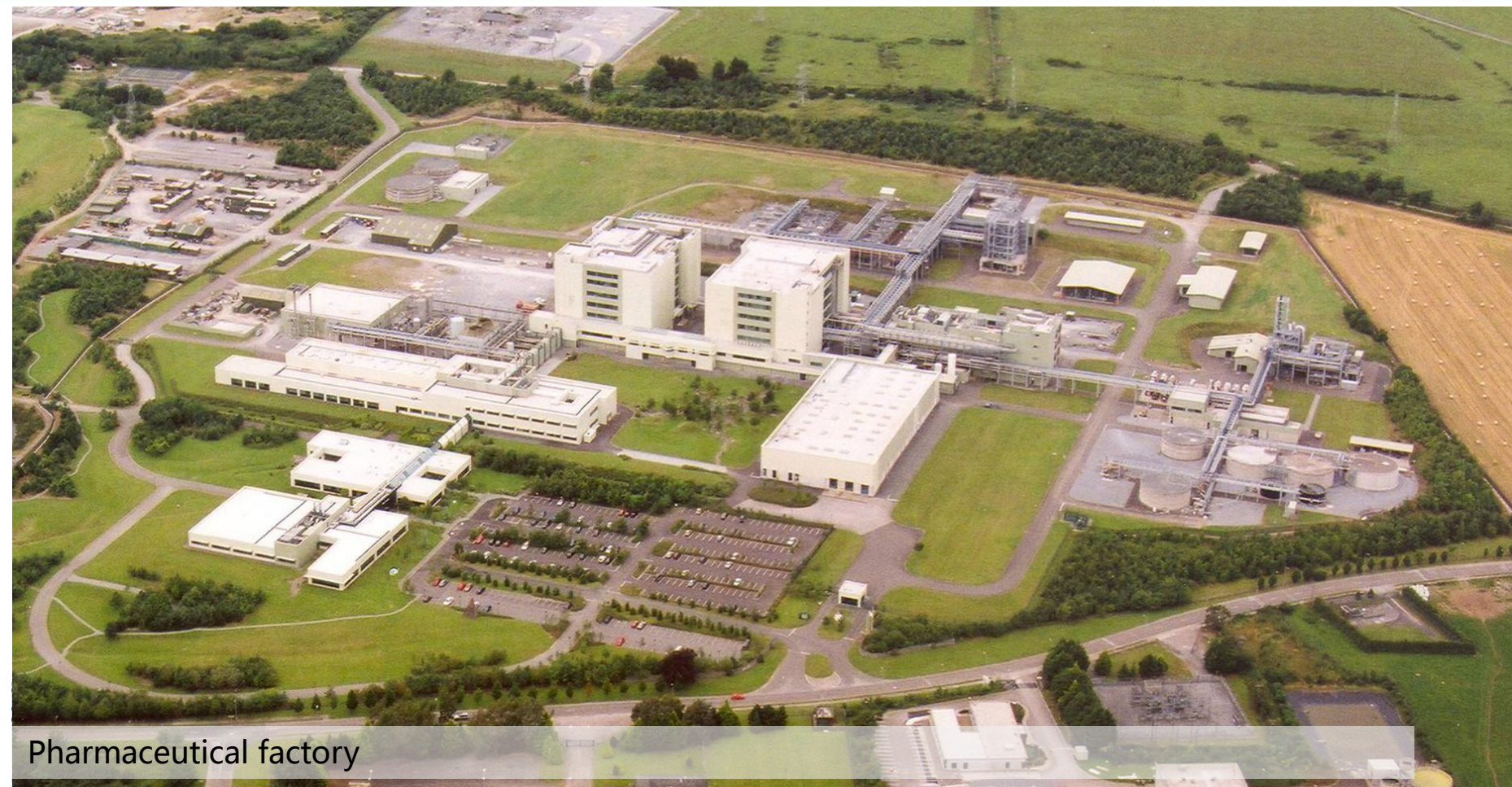


Laundry detergent



Best Detergent Powders in India

Industrial Development Guidance



Pharmaceutical factory
Area: 32.00hm²

Industrial Development Guidance



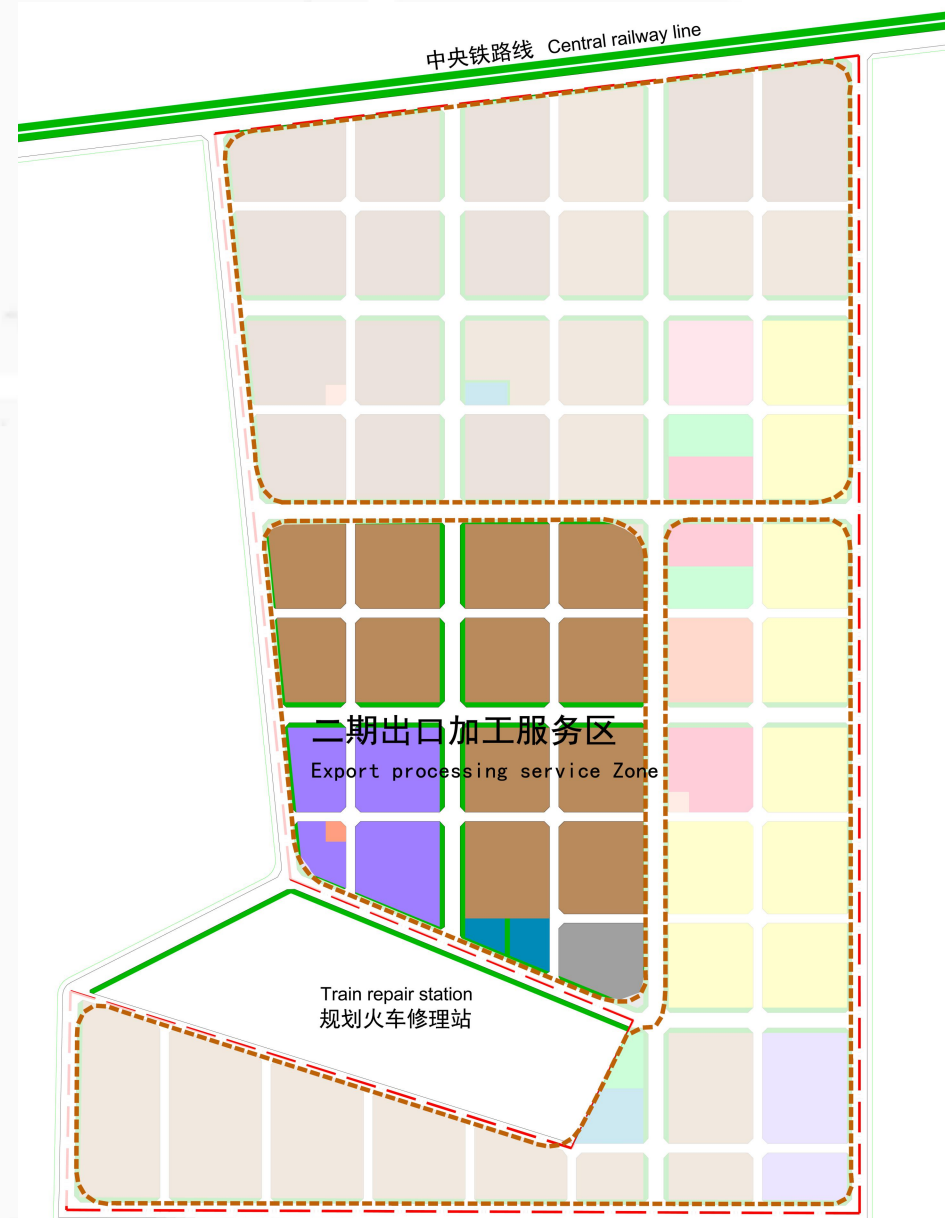
factory



shoes of workshop

Shoes and clothing factory
Area: 64.00h^m²

Industrial Development Guidance



Export processing Industrial Park
Area: 260.69hm²



Industrial Development Guidance



Smart Industrial Park
Area: 349.09hm²



- **Chapter 5: Market Analysis**

- **Economic Analysis**

- Although Dar es Salaam is not the 'official' capital of Tanzania, it is the economic capital and, like many rapidly developing African cities, has been undergoing great changes in all its property sectors, specifically in the aspect of location, design, availability and pricing. The land values have traditionally been extremely high, significantly greater than Nairobi, Kampala, Kigali and Bujumbura, the other East African Capital cities and a substantial readjustment is taking place.
- The industrial sector in Dar es Salaam is principally located along Nyerere Road, ranging from the CBD to the airport, and along Nelson Mandela Road, ranging from the port, via the TAZARA railway station to areas around the city. There are two industrial districts in Mikocheni and Chang'ombe. Typically, the industrial units cover a vast area of plots, with old dilapidated warehouses, offices, canteens and other facilities that are no longer relevant to today's market. A large percentage of these units are either vacant or occupied by owners or tenants who would rather locate their offices to a relatively smaller and more efficient place. This problem is alleviated slightly by better industrial sites within the Millennium Business Park and the planned redevelopment of some of the older large industrial sites. But still, Occupier demand remains strong for good quality premises, of which there is a limited supply.
- The government policy is to create and maintain healthy and strong partnership with the private sector in order to accelerate economic growth. In line with this strategy, President encourage more and more foreign investors to come to Tanzania. Thus, more and more anchor tenants will come for investing, thus requiring a dramatically increasing demand of land accordingly.

- Chapter 6: Financial Analysis
- 6.1 Cost Analysis

ITEM	WORK DESCRIPTION	ESTIMATE COST(US\$)
1	PRELIMINARY COST	5,000,000
2	FENCE	2,000,000
3	CONCRETE ROAD ,DRAINAGE SYSTEM AND LANDSCAPING,PARKING AREA WITH LIGHTING SYSTEM	30,000,000
4	INFRASTRUCTURE(PETROL STATION,SEWAGE TREATMENT,TRANSFORMER SUBSTATION etc)	30,000,000
5	INTERIOR WATER AND ELECTRICAL SYSTEM	20,000,000
6	COMMERCIAL&OFFICE &RESIDENTIAL BUILDING	53,000,000
7	OTHERS(CONTINGENCY)	10,000,000
	TOTAL AMOUNT	150,000,000

• **6.2 Planed Income**

Period	2024	2025	2026	After 2026	TOTAL
Ratio	30%	40%	30%		100%
Aare(m2)	750,000	1,000,000	750,000		2,500,000
PRICE For Sale (USD/m2)	80	85	90	90	
PRICE For Lease(USD/m2)	0.8	0.9	0.95	0.95	
Sales Revenue(USD)	24,000,000	34,000,000	27,000,000	Various	85,000,000
Rent Revenue(USD)		5,000,000	10,000,000	Continued Income	

Chapter 7: SWOT Analysis

7.1 Strength

- GSI as a shareholder of TAN, is a recognized investor with Tanzania Investment Center and the business covers the Real Estate (like Palm Village Complex), Sales of Building materials, and Class one contractor. The company has been widely recognized in Tanzania.

The plot is located in Kibaha of Kwala area. Close to Dry port and SGR railway

The industrial park will have direct employment of around 50,000 people, indirect employment of more than 100,000 people.

7.2 Weaknesses

The plot is far from the Dar es Salaam City, and no gas pipeline passes through.

7.3 Opportunities

The Park is close to the Dry port and railway is easily connecting to park, that's the advantage for the transport cost and time cost.

- **7.2 Threats**

The exchange rate is unsteady.

- **Chapter 8: The Marketing Proposal**

- **8.1 Time Frame**

- The development is expected to take Two (2) years from commence to completion of the development.

- **8.2 The marketing proposal**

- The marketing strategies that shall be put in place for the proposed park will aim at attaining maximum exposure and onward sales at the optimal price so as to maximize on the return on investment. The marketing shall commence right from the conceptual stage of the development. The approach is hereunder broken down into two main parts, Pre and Post Design Marketing.

- (i) Pre-design marketing:**

Marketing of a development should commence even before the conceptual design of the park is agreed upon, so as to impact upon what is needed within the design and smoothing the marketing process that you provide what the market requires in the first place.

- (ii) Identification of the Target Market**

Identifying and listing the target market, followed by onward design to cater for the identified group.

- (iii) Achieving high aesthetic value in the design of the park**

Achieving a high aesthetic value in the design of the park is a key factor in attracting prospective clients to a building. The proposed industrial park shall be a modern and attractive concept.

- **(iv) Putting in place competitive rental pricing and other sales terms**
The results of the comparative analysis shall be embodied in the sale prices to ensure that the sale prices offered to the prospective buyers are competitive in view of the units they shall be acquiring.
- **(v) E-Marketing**
Various forms of Print media and visual imagery will be used to create awareness of the industrial park to the prospective tenants. The advertising will call for public attention through paid messages in newspapers, magazines, billboards, signboards and display areas. Wide exposure of the development is expected and this will serve to create awareness and interest in the development.
Display Advertising in select media as well as direct mailing to target markets shall also be employed.
- **(vi) Marketing in china**
- Except to sales in Tanzania, the promotion to Chinese investors is our sales focus, including: promotion to local Chinese businessmen through endorsement from Chinese Government , and personal presentation and demonstration of development projects to customers, which we believe many investors will interesting to invest in tanzania

- **Chapter 9: Submission**

- We believe that the project is feasible and the proposed marketing strategy will achieve maximum exposure and provide best service in running the park. Our considerations for the project are as follows:
 - The planned land is close to the port and railway, and it is planned to enjoy the most favorable tax policies, which will attract more and more anchor customers.
 - With the continuous development of infrastructure, more and more investors will come to Tanzania, especially in the industrial sector.

APPENDIX 1												
Project Cashflow in USD												
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Con.....
Cash in flow	120,000,000	0	24,000,000	34,000,000	34,000,000	22,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	15,000,000
Equity	120,000,000											
Revenue	0	0	24,000,000	34,000,000	34,000,000	22,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000
Total cash in flow	120,000,000	0	24,000,000	34,000,000	34,000,000	22,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000
Depreciation	0	0										
Total Cash out flow	30,000,000	40,000,000	30,000,000	20,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Net Cash flow	5,000,000	-40,000,000	-6,000,000	14,000,000	29,000,000	17,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
CumDeficit/ Excess	5,000,000	-35,000,000	-41,000,000	-27,000,000	2,000,000	19,000,000	24,000,000	29,000,000	34,000,000	39,000,000	44,000,000	49,000,000

APPENDIX 2											
Project Income Statement											
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Con.....
Revenue	0	24,000,000	34,000,000	34,000,000	22,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000
Raw Material Costs	20,000,000	28,000,000	20,000,000	12,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
Production Costs											
Administrative Costs	5,900,000	6,100,000	6,100,000	6,100,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Equipment Costs	4,100,000	5,900,000	3,900,000	1,900,000							
Profit Before tax	-30,000,000	-16,000,000	4,000,000	14,000,000	17,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Taxation			1,200,000	4,200,000	5,100,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Profit after tax			2,800,000	9,800,000	11,900,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000
Accumulated Earning			2,800,000	12,600,000	24,500,000	28,000,000	31,500,000	35,000,000	38,500,000	42,000,000	45,500,000