

PROGRESS REPORT

Project Name

Matoborwa Co.Ltd.

Date

15- Oct, 2025

Planned Activities for the Period

During the reporting period, Matoborwa Co. Ltd. focused on strengthening its agro-processing operations in Dodoma. Key planned activities included:

- Expanding production of dried fruits (mango, pineapple, banana) and dried sweet potatoes.
- Developing and introducing new high-protein products such as roasted soybean flour (kinako) and puffed soybeans.
- Scaling up contract farming with local farmers for soybeans and adzuki beans.
- Improving factory efficiency and quality standards to meet both domestic and export market requirements.
- Strengthening partnerships with Japanese companies (e.g., Kikkoman) for equipment procurement, product development, and export opportunities.

Achievements Made to Date

- Successfully continued production and local sales of dried fruits, dried sweet potatoes, and Kashata snack bars.
- Launched pilot contract farming of soybeans and adzuki beans with farmers in Dodoma and Iringa regions.
- Conducted product development trials for roasted soybean flour and puffed soybeans, with test marketing planned for late 2025.
- Exported Tanzanian dried fruits and sweet potatoes to Japan.
- Created 20% profit-sharing allocation plan for school feeding programs, aligned with nutrition improvement goals.

Updated Project Information

1. Shareholders' Information

Previous Shareholders:

- Chrispin Benzeth Sukwa (Tanzania) - 0.9%
- Tatsuo Hasegawa (Japan) - 39.1%
- Organic Solutions Japan Ltd (Japan) - 30.0%
- Terunuma Co.Ltd. (Japan) - 30.0%

Current Shareholders:

- Same as above

2. Company Communication Information

Email: hasegawa@matoborwa.com

Mobile: +255 615 914 576

Physical Address: Plot No. 257, Miyuji Proper, Dodoma, Tanzania

3. Contact Person

Name: Tatsuo Hasegawa

Position: Managing Director

Email: tatsuo.hasegawa@matoborwa.com

Mobile: +255 620 643785

4. Incorporation

Certificate of Incorporation Number: 113053

5. TIN Information

TIN Certificate Number: 20226800

6. Project Objective / Core Activity

Agro Processing:

To add value to Tanzanian agricultural products by producing natural, healthy processed foods (dried fruits, dried sweet potatoes, soybean flour, nut bars) for both domestic and export markets.

7. Capacity

Current processing capacity: approx. 20 MT/year of dried fruits and sweet potatoes.

Soybean flour (Kinako) target capacity: 1,500 kg/month by March 2026.

8. Direct Employment

Foreign Men: 1

Foreign Women: 0

Local Men: 4

Local Women: 17

9. Indirect Employment

Contract farming with over 200 smallholder farmers, transport and logistics providers, local packaging and distribution services.

Project Financing Expenditure to Date (USD)

Category	Foreign (USD)	Local (USD)	Total (USD)
Land & Buildings	0	0	0
Plant & Machinery	40,400	26,000	66,400
Vehicles	4,000	0	4,000
Furniture	0	5,000	5,000
Office Equipment	0	4,000	4,000
Insurance	0	0	0
Pre-operational expenses	10,000	0	10,000
Working Capital	15,500	0	15,500
Grand Total	69,900	35,000	104,900

Project Financing Sources

Source	Amount (USD)	Country
Local Loans	4,880	Tanzania
Foreign Loans	100,020	Japan
Total Investment	104,900	

Problems and Solutions

- High logistics costs and customs delays for imported equipment → Mitigated through strengthened local partnerships and TIC support.
- Low awareness of soy products in Tanzania → Addressed through tasting events and nutrition education.
- Competition for raw material procurement → Expanded contracted farms, selected reliable farmers, and enhanced support for farmers.

Future Plans (Next 6 Months)

- Official launch of roasted soybean flour (KINAKO) in Tanzania.
- Scale contract farming for soybeans and adzuki beans.
- Expand supermarket and school sales channels.
- Increase exports of dried fruits to Japan.
- Strengthen quality certifications.
- Explore financing partnerships for new processing equipment.

Recommendations / Other Comments

We request continued support from TIC regarding the following two points:

- Extension of the Certificate of Incentive
- Facilitation of import duty exemptions for agricultural processing machinery

Matoborwa Co. Ltd. will continue to strive to collaborate with Japanese companies capable of investing in Tanzania's agricultural processing industry, strengthen farmers' capabilities, and contribute to nutritional improvement goals.

Picture of the Project for the first 3 years

2022



Installation of Second Drying Machine (2022)



Constructing Storage Facility for Sweet Potatoes (2022)

2023



Harvest of contract-grown sweet potatoes (2023)



Improving Hygiene Standards in the Factory (2023)



Dried sweet potatoes for the Japanese market (2023)



Dried fruits for the Japanese market (2023)

2024



Contract farming of adzuki at Iringa (2024)



Harvest of adzuki at Iringa (2024)



Meeting with farmers to discuss items for improvement in the next cultivation season (2024)



Tasting event for Soy products developed jointly with Japanese Kikkoman Corporation (2024)

2025



Dried fruits for the Tanzanian market (2025)



Expanding Sales Channels at Supermarkets in Dar es Salaam (2025)