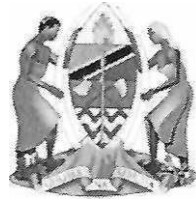


**THE UNITED REPUBLIC OF TANZANIA
MINISTRY OF INDUSTRY AND TRADE**



NATIONAL DEVELOPMENT CORPORATION



LEASING OF KIHUHWI RUBBER PLANTATION

Tender Number: TR.185/2025/2026/INV/02



April, 2026

1. **Background of the project**

The National Development Corporation (NDC) was established in 1962 as Tanganyika Development Corporation (TDC) to succeed Tanganyika Agricultural Corporation through amalgamation of the activities of Colonial Development Corporation (CDC) and Mwananchi Development Corporation (MDC). NDC is responsible for developing and managing basic industries and developing and implementing strategic projects that serve as catalyst of economic and industrial development. In so doing, NDC is committed to developing domestic production capacity and enabling citizens to own and drive the Tanzania economy. NDC's mandate are as stipulated in her Establishment Order No.90 of 1969, Public Corporations Act 1992, and Several Government Directives.

Further, in executing her mandates, NDC implements Value Addition Industries through which the two rubber plantations namely, Kalunga and Kihuhwi Rubber Plantations. Currently, both Kihuhwi and Kalunga Plantations produce Smoked rubber sheets and Cup lump. Smoked rubber sheets and Cup lump serve as raw materials for production of various products, including car tires, latex gloves, conveyor belts, rubber pipes, shoes, automotive parts and other rubber products.

It is on this basis, NDC invites strategic investors to develop Kihuhwi Rubber Plantations on leasing basis in order to enhance the capacity of Kihuhwi rubber plantation for sustainable production of basic industrial raw materials.

2. **Project Location**

Project location Kihuhwi Rubber Plantation is situated in Muheza District, Tanga Region, 27 km from Muheza bus stand along Amani Road. The plantation borders Kwaisaka, Msowelo and Maskati villages,

3. **Overview of Rubber Plantation at Kihuhwi**

Kihuhwi Rubber Plantation was established between 1978 and 1985. The plantation size is 668.68 Hectares of which 318 Hectares are planted with trees leady for harvesting.

4.0 Scope of rubber plantation Investment

4.1 Lease Duration and Rental Terms: Duration of the lease shall be 6 years, renewable with review in the third year.

The lessee shall pay the lessor the agreed rent, exclusive of Value Added Tax (VAT). The lessee must pay leasing fees and prepare a comprehensive plan for the management and development of the area for sustainable production. The Lessee shall make the maintenance and enhancement of plantation infrastructure, including Factory, Smokehouse and Rubber sheeting machines.

4.2 The Lessee shall make the maintenance and enhancement of plantation infrastructure, including Factory, Smokehouse and Rubber sheeting machines. The Lessee shall make the maintenance and enhancement of plantation infrastructure, including Factory, Smokehouse and Rubber sheeting machines.

4.3 The lessee is responsible for planning, management and executing farm operations. The lessee shall pay all expenses, including payment of labor wages and ensure good working conditions for employees, to protect employees' health and safety as required by Occupational Safety and Health Authority (OSHA).

4.4 The lessee is responsible for planning, management and executing farm operations. The lessee shall pay all expenses, including payment of labor wages and ensure good working conditions for employees, to protect employees' health and safety as required by Occupational Safety and Health Authority (OSHA). The lessee is encouraged to prioritize the domestic market for value addition by selling either fresh Latex or Dry rubber including Cup lumps. The lessee is required to utilize the plantation with appropriate care, strictly adhering to its intended use.

4.5 The lessee is prohibited from engaging in any production activities other than rubber production within the leased plantation premises. Furthermore, the lessee will assume responsibility for any loss or damage to the existing infrastructures of the plantation. The investor will be obliged to meet all required operational

expenses to attain optimal productivity of the plantation. The development and expansion of the farm in open areas shall remain to the lessee.

5. Eligibility

The bidder must be a business entity (Individual or Company) with experience in managing and operating any agricultural project commercially, possesses adequate capital access to relevant technology and maintains an established market. For bidders with experience, knowledge / skills in operating and managing rubber plantations /rubber processing and or manufacturing rubber products will be an added advantage.

Site visit and Pre-bid Meeting

- a) Prospective bidders are encouraged to visit and examine the project site and its surrounding environment. NDC will organize the visit to allow prospective bidders to obtain necessary information that may assist them in preparing their proposals. The site visit to Kihuhwi Rubber Plantation will take place on **06thMay, 2026 11.30 AM.** in which the prospective bidders will cover their own cost.

6. Clarifications of the request for proposal

Prospective bidder shall inquire any clarification within 7 days of the advertisement date and or during the site visit or pre-Bid meetings pursuant to **Section 5.0 (a)** of this document. Prospective bidders shall contact NDC in writing at the NDC's address shown below.

7. Regulatory compliance in Rubber plantation and Environmental Issues

The lessee shall abide by the Environment Management Act, Cap 191 and support sustainable land use practices.

- 8.** The lessee shall examine the condition of the plantation upon acceptance. If visible defects are present, the lessee must report such defects to the lessor. The lessee should conduct thorough risk assessment before making the investment.

9. The Lessor has the right to monitor the lessee's contract implementation, technical conditions of the plantation for increasing yields quality and quantity of the products, and decide on delaying, the suspension, and termination of the contract.

10. Technology upgrades

The Lessee will install updated technology in the entire operations and bear all costs for acquiring, installing, and maintaining technology Standards. The equipment used must meet industry standards.

11. Operations

Operate efficiently, implement the best practices for tapping and processing to maximize output.

12. Local content and social welfare

The Lessee shall adhere to Tanzanian labor laws and local content regulations.

13. Project Monitoring

NDC will have the right to visit and inspect the plantation at any time through official communication.

14. Price Setting

Local Industry Pricing: Lessee to ensure fair competitive pricing for local buyers.

15. Correction of Arithmetical Errors

(a) If there is an error in a total corresponding to the addition or subtraction of subtotals the subtotals shall prevail and the total shall be corrected; and

(b) If there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail subject to (a) above.

16. Evaluation scores

The scores have been aggregated to enable the screening and evaluation process. The Lessee with the highest combined score (Technical and Financial) will be recommended for the award and will be invited for contract negotiation.

17. Commitment fees

The Lessee who scores the highest bid shall pay NDC a non-refundable commitment fee amounted to **TZS 15,000,000.00** or equivalent to United States Dollar (depending on prevailing exchange rate) upon signing of leasing agreement.

18. Qualification Criteria

The following qualification criteria listed in the tables below will be used for evaluation.

A. Preliminary Evaluation

Key Components	Requirements	Action
Application Information	The applicants must submit certified copies of the following:	
	<ul style="list-style-type: none">❖ Proof of Application fee payment TZS 250,000.00 or (USD equivalent)❖ Valid Business License❖ TIN,❖ Tax Clearance❖ VAT Certificate❖ Certificate of Incorporation❖ MEMART (for Companies)❖ Bidders' profile and physical address.❖ Special Power of Attorney.	Outright disqualification criteria

	<ul style="list-style-type: none">❖ Statement of historical Contract for non-performance pending and litigation history.❖ Declare if you have any conflict of Interest in your operation against NDC.	
--	--	--

B. Technical Evaluation (proposed 70% to be distributed in the criteria)

Criteria	Maximum Score (%)
Firm's Experience in similar projects/assignments	25
Operating or managing agricultural projects commercially including but not limited to rubber plantation or related projects	15
Implementing any commercial agricultural project	10
Market accessibility	20
The investor should provide a plan for improvements in the value chain especially the use of packaging and product branding	7
The investor should provide a plan for local markets to facilitate access to raw materials for local industries and foreign markets objectives if any	7
Indicate potential market support with evidence like consumption level (if a Lessee is a consumer) / MOU with potential buyers / forward sales agreement	6
Technical approach and methodology to develop Rubber Plantation	40
The investor should show what type of technology he/she will use in the value chain especially the equipment for harvesting latex, machinery and drying rubber sheets.	10
The number of professionals to be hired, Laborers who will work on units of the value chain	10
Submission of projection tonnage production capacity per month/year	5
Proposed harvesting and processing technologies include the quality of latex and other raw rubber materials.	5
Understanding the scope of work and project description	5
Project organization chart and staffing schedule for achieving compulsory obligations.	5
Proposed project implementation schedule	15

To submit the work plan schedule of farm periodic cleanness and cleaning phases	5
The number of infrastructures to be developed, including action plan and accomplishment schedule	5
To submit the schedule of harvesting latex as per recommended tapping practices.	5
Total	100

C. Financial Evaluation (proposed 30% to be distributed in the criteria)

Criteria	Maximum Score %
Interested bidders shall submit evidence of financial capacity to operate the plantation including but not limited to latest audited financial statements (including interim management accounts) and/or bank statements for the current previous consecutive three-years (3) . These documents are required to demonstrate financial capability and ascertain the Lessee's liquidity and profitability ratios.	60
Interested bidders shall submit lease fee proposal	40
Total	100

N.B: The consideration will be on the bidder with highest lease offer.

20. Address for Submission.

The window for bids submission will be open starting 29thApril, 2026 and will be closed on 14thMay, 2026 14.00 hours EAT. The hard copy of the proposal should be submitted and addressed to:

National Development Corporation (NDC),
Development House,
6th Floor, Room No. 605, E-mail: pmu@ndc.go.tz
Kivukoni Front/ Ohio Street,
P.O. Box 2669,
Dar es Salaam

21. Further enquiries should be communicated by **E-mail at pmu@ndc.go.tz or Phone numbers 0755 327 856 and 0784 380 708.**

Please, note that late submissions will not be accepted. The bid document must be marked: **“Tender Number: TR.185/2024/2025/INV/02 . “PROPOSAL FOR LEASING OF KIHUHWI RUBBER PLANTATION AT MUHEZA DISTRICT”.**