

THE UNITED REPUBLIC OF TANZANIA

MINISTRY OF HEALTH



CALL FOR EXPRESSION OF INTEREST (EOI)

Investment in Pharmaceutical Manufacturing in the United Republic of Tanzania

The Government of the United Republic of Tanzania invites qualified local and international investors, consortiums, and strategic partners to submit Expressions of Interest (EOIs) to establishing pharmaceutical manufacturing facilities across the country. This initiative presents a high-impact investment opportunity aimed at expanding domestic pharmaceutical production, securing a reliable supply of essential medicines, accelerating technology transfer and strengthening health care outcomes, fully aligned with Tanzania's national industrialization and health sector transformation agenda.

This EOI is issued under the Government's Green-Lane Approval System and will be implemented through the Pharmaceutical Investment Acceleration Programme (PIAP) a dedicated framework designed to attract, fast-track, and de-risk strategic pharmaceutical investment. Through the Green-Lane mechanism, selected investors will benefit from priority regulatory approvals, accelerated decision making, and coordinated support across government institutions, creating predictable, investor-friendly environment free from unnecessary administrative delays.

This EOI operates on tight timelines, clearly defined deliverables, and rapid turnaround of decision. Submission will be reviewed on a rolling and accelerated basis, with approval granted promptly to investors that demonstrate strong technical capacity, financial strength, and strategic alignment. Investors responding to this call will gain early-mover advantages in a rapidly growing pharmaceutical market with strong government backing and long-term demand fundamentals.

1. Objectives of the EOI

This call seeks to identify investors with the capacity to establish or expand pharmaceutical production in Tanzania in areas including:

- Essential medicines (as per national demand profiles)
- Vaccines and biologics

- Active Pharmaceutical Ingredients (APIs)
- Medical consumables and medical devices
- Medical equipment's
- Specialized formulations (oncology, biosimilars, sterile injectables, etc.)

2. Investment Opportunities

Qualified firms may express interest in one or more of the following opportunities:

- Development of greenfield pharmaceutical manufacturing plants
- Expansion or modernization of existing facilities
- Joint ventures with local industries
- Technology transfer and research collaboration
- Establishment of quality-control and testing laboratories
- Production of raw materials and APIs to reduce import dependency

3. Government Support

The Government offers a conducive environment for pharmaceutical investment, including:

- Fiscal and non-fiscal incentives under the Tanzania Investment Act
- Access to industrial zones and special economic zones
- Support for regulatory approvals through TMDA
- Facilitation of land acquisition for industrial development
- Opportunities for long-term procurement agreements where applicable

4. Eligibility Criteria

Interested parties should demonstrate:

- Technical expertise in pharmaceutical manufacturing
- Proven track record of regulatory compliance (e.g., WHO-GMP)
- Financial capacity to undertake the proposed investment
- Experience in large-scale industrial projects
- Commitment to quality assurance and technology transfer

5. Required Content of the EOI Submission

EOIs should include (but are not limited to):

- Company Profile
- Description of Relevant Experience
- Proposed Investment Area(s)

- Indicative Capital Outlay and Financing Plan
- Proposed Technology and Production Capacity
- Implementation Timeline
- Any Proposed Partnerships or Joint Ventures
- Legal and Regulatory Compliance Statements

6. Submission Procedure

Interested investors must submit their EOIs in English, electronically or in hard copy, addressed to:

Permanent Secretary,
Ministry of Health,
P.O. Box 743,
40478 DODOMA.
Telegrams: "AFYA", DODOMA
Telephone: +255 26 2323267
Email: PS@afya.go.tz

Submissions must be clearly marked: "Expression of Interest – Pharmaceutical Manufacturing in Tanzania."

7. Deadline for Submission

All EOIs must be submitted on or before: 2 March 2026, 16:00 EAT

8. Important Notes

- This EOI does not constitute a solicitation for financial proposals.
- Only pre-qualified firms will be invited to participate in the subsequent Request for Proposal (RFP) stage.
- The Government reserves the right to accept or reject any submission without obligation.