Afrophilic

SELECTED WORK

How we open Tanzania for our partners

Ten case studies from our work in Tanzania: market research, regulatory files, financial planning, government engagement, partnerships and our own fertilizer trade licence.

VBC مدينة اللقاحات والبيوتكنولوجي VACCINES AND BIOTECHNOLOGY CITY

EL NUBY

MANSOUR

ABOUT THIS DOCUMENT

Every engagement starts with the same question: what does it take to enter Tanzania properly? We answer it with field research, regulatory files and financial planning, then work with the authorities and stay on the ground until it is done. Commercial terms and client data stay confidential. This document shares only what helps a new partner see how we work.



CASE STUDIES

01 · VBC & MEVAC
The state of livestock health in Tanzania

02 · VBC & MEVAC
Poultry diseases and the vaccines Tanzania needs

03 · VBC & MEVAC
A roadmap to register animal vaccines with TMDA

04 · VBC & MEVAC
A five-year demand and revenue model

05 · VBC & MEVAC
A three-route plan to enter the market

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Working with Tanzania's Ministry of Livestock

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Linking Egyptian and Tanzanian institutions

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A legal and tax roadmap for setting up in Tanzania

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Private medical universities in Tanzania: a shortlist

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A licensed fertilizer wholesaler with TFRA until 2028

10	3	13	10+
Case studies	Companies supported	Studies, reports and files delivered	Animal diseases profiled

VBC & MEVAC

CLIENT	SECTOR	PERIOD	STATUS
Vaccines and Biotechnology City (VBC) and MEVAC, Egypt	**Veterinary vaccines**	**2025 – ongoing**	**Ongoing**

VBC, an Egyptian producer of veterinary vaccines, asked us to assess Tanzania as a market and build a practical route to supply it, starting with its Foot-and-Mouth Disease (FMD) vaccine. The work grew into seven connected pieces.

01 MARKET RESEARCH
The state of livestock health in Tanzania

02 MARKET RESEARCH
Poultry diseases and the vaccines Tanzania needs

03 REGULATORY
A roadmap to register animal vaccines with TMDA

04 FINANCIAL PLANNING
A five-year demand and revenue model

05 MARKET ENTRY
A three-route plan to enter the market

06 GOVERNMENT RELATIONS
Working with Tanzania's Ministry of Livestock

07 PARTNERSHIPS
Linking Egyptian and Tanzanian institutions

Market research

The state of livestock health in Tanzania

Before choosing a product, VBC needed to know which cattle, goat and sheep diseases drive vaccine demand in Tanzania and what is already used against them.

39.2M	cattle
28.6M	goats
26 of 26	regions report Lumpy Skin Disease



What we covered

- Foot-and-Mouth Disease: endemic, with serotypes O, A, SAT 1 and SAT 2; controlled with inactivated multivalent vaccines.
- Lumpy Skin Disease: present in every region; live Neethling-strain vaccine.
- PPR in sheep and goats: endemic since 2008; 17 million animals vaccinated by October 2025 (FAO).
- CBPP (lung sickness) and sheep and goat pox: vaccines in use and their limits.

RESULT

✓ FMD was chosen as the entry product: endemic, several serotypes, and part of the national vaccination plan. **Ongoing**

Market research

Poultry diseases and the vaccines Tanzania needs

Poultry is Tanzania's fastest-growing livestock sector. We mapped the viral diseases that cause the heaviest losses and the vaccines farmers use today.

108M	poultry
70–100%	Newcastle mortality in unvaccinated flocks
VII.2	dominant Newcastle sub-genotype



What we covered

- Newcastle disease: year-round outbreaks peaking July–November; thermostable I-2 and V4, La Sota and inactivated vaccines.
- Fowl pox and respiratory viral diseases in village and commercial flocks.
- Gumboro (IBD): very virulent strains dominate; vaccines are mostly imported.
- Bacterial vaccines on the market: coryza, mycoplasma, salmonella and E. coli.

✓ RESULT

Newcastle vaccine was added to the five-year demand model next to FMD.

Ongoing

Regulatory

A roadmap to register animal vaccines with TMDA

No vaccine can be sold in Tanzania without TMDA approval. We wrote the full registration file VBC needs, from the first meeting to the marketing authorisation.

9–12	months indicative approval time
5	dossier modules (CTD format)
8	registration steps



What we covered

- The dossier: quality, stability, safety and efficacy data, GMP certificate and site master file.
- Samples: batches, quantities, the temporary import permit and cold-chain shipping with data loggers.
- Factory inspection: who inspects, lead times, and the EAC mutual-recognition route.
- Official fees, a realistic budget and a ready-to-use submission cover letter.

✓ RESULT

VBC has a step-by-step registration plan and budget for its FMD vaccine.

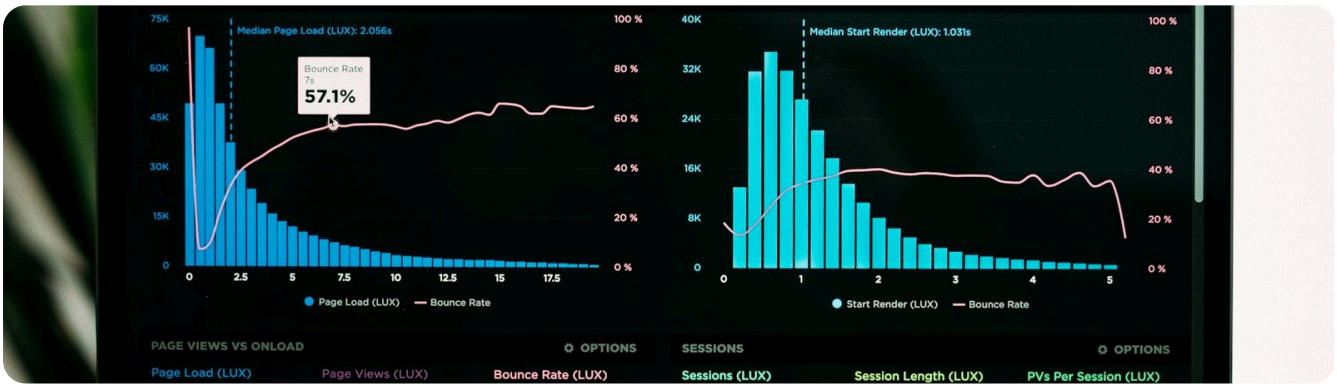
Ongoing

Financial planning

A five-year demand and revenue model

To plan production and prices, VBC needed numbers. We built a 2026–2030 model for the Tanzanian market from official data.

5	years forecast, 2026–2030
2	vaccines modelled: FMD and Newcastle
3	currencies: USD, TZS, EGP



What we covered

- Herd growth projected from Ministry of Livestock and Fisheries data.
- Vaccination coverage and doses per animal per year for each disease.
- A market share that grows step by step over five years.
- Buying and selling prices set against competitors, with gross margin per year.

RESULT

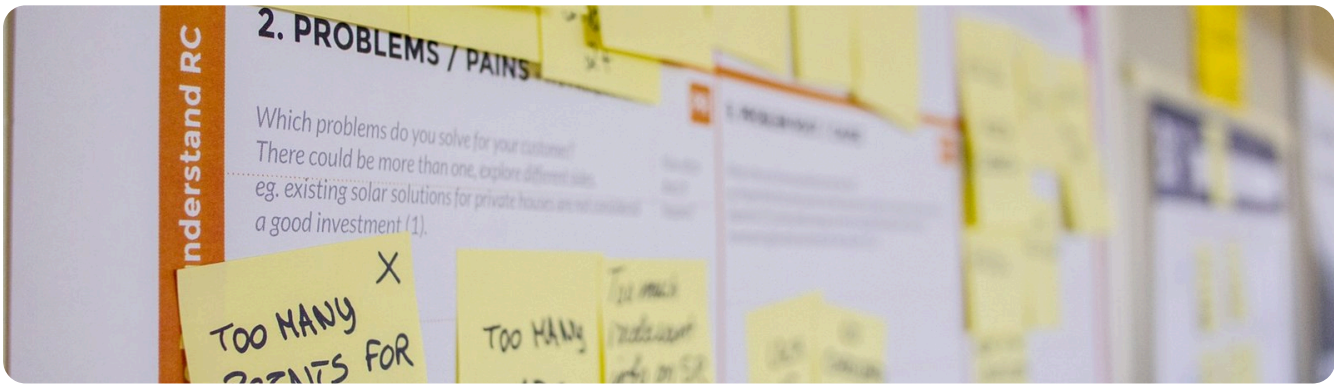
✓ A clear demand and revenue picture for planning production, pricing and shipments. **Ongoing**

Market entry

A three-route plan to enter the market

Tanzania buys vaccines through government campaigns and through private distributors. Our plan works on both, plus an academic track that builds long-term trust.

3	routes in parallel
76M	animals in the 2025–2030 national campaign
US$87M	campaign budget



What we covered

- Government: the national campaign, tender procedures and the authorities that decide.
- Private sector: a leading distributor with a nationwide cold chain and a first FMD sample shipment.
- Academic: an Egypt–Tanzania platform under VBC Academy.
- Visibility: Kiswahili brochures, the Nane Nane exhibition and official invitations.

✓ RESULT

Work is moving on all three routes at the same time.

Ongoing

Government relations

Working with Tanzania's Ministry of Livestock

We represent VBC with the Ministry of Livestock and Fisheries and follow every step, from field trials to the national plan.

Aug 2026	meeting at Nane Nane, Dodoma
2027/28	target year for the national FMD plan
7	vaccines produced locally by TVLA



What we covered

- Meeting with the Director of Veterinary Services at the Nane Nane exhibition.
- Programme priorities for 2026/27 and the place of FMD in 2027/28.
- Follow-up on the field evaluation of VBC's FMD vaccine.
- Technical cooperation between TVLA and VBC, and an Egypt–Tanzania memorandum of understanding.

RESULT

✓ The first batch of VBC's FMD vaccine is under field evaluation by the Ministry. **Ongoing**

Partnerships

Linking Egyptian and Tanzanian institutions

Lasting market access needs trust between scientists. We designed a cooperation framework between VBC Academy and research institutions in both countries.

5	Tanzanian institutions
3	Egyptian institutions
1	joint platform: VBC Academy



What we covered

- Tanzania: Sokoine University of Agriculture (SUA), DCoAST, TIRDO, TVLA and the Tanzania Meat Board.
- Egypt: Ain Shams University (Faculty of Agriculture), the Desert Research Center and NARSS.
- Joint training, scientific workshops and knowledge exchange in vaccines and animal health.
- Research linked to what the Tanzanian livestock market actually needs.

RESULT

✓ A memorandum of understanding between the institutions is being prepared. **Ongoing**

EL NUBY

Legal and tax advisory | Construction and healthcare supplies | March – April 2026

A legal and tax roadmap for setting up in Tanzania

El Nuby asked us two things: which legal structure to choose, and what it takes to compete in government tenders.

8–12	weeks to full set-up
7	contractor classes analysed (CRB)
3	years of follow-up offered

Branch or local company?

Factor	Foreign branch	Local company
Legal status	Extension of the parent	**Separate legal entity**
Liability	Parent fully liable	**Limited liability**
Tender access	Limited	**Strong**
Our recommendation	**Not preferred**	**Recommended**

What we covered

- A foreign branch versus a local company: documents, capital, fees, taxes and timelines.
- Step-by-step registration with BRELA, TRA and the Contractors Registration Board (CRB), plus work permits, OSHA and NEMC.
- Recommendation: a local company at CRB Class II, upgraded to Class I.
- Office options in Dar es Salaam and three years of compliance and tax follow-up.

✓ RESULT

The full report was delivered three weeks after the first meeting in Cairo.

Delivered

Market research | Medical education | 2026

Private medical universities in Tanzania: a shortlist

Mansour asked us which private medical universities in Tanzania are worth approaching. We profiled each candidate on ranking, location, age and research strength.

5	universities and colleges shortlisted
3	regions: Dar es Salaam, Morogoro, Dodoma
1997–2011	founding years



What we covered

- St. John's University of Tanzania (SJUT), Dodoma: founded 2007, ranked 3rd in Tanzania.
- St. Francis University College of Health and Allied Sciences (SFUCHAS), Ifakara: founded 2010, ranked 4th.
- St. Joseph University College of Health and Allied Sciences (SJCHAS), Dar es Salaam: founded 2011, ranked 6th.
- Hubert Kairuki Memorial University (HKMU), Dar es Salaam: founded 1997, ranked 7th. KAM College of Health Sciences (2010) is listed but not yet ranked.

✓ RESULT

Mansour has a side-by-side comparison of five candidate universities.

Delivered

Afrophilic

Licensing | Chemical fertilizers | May 2026 – May 2028

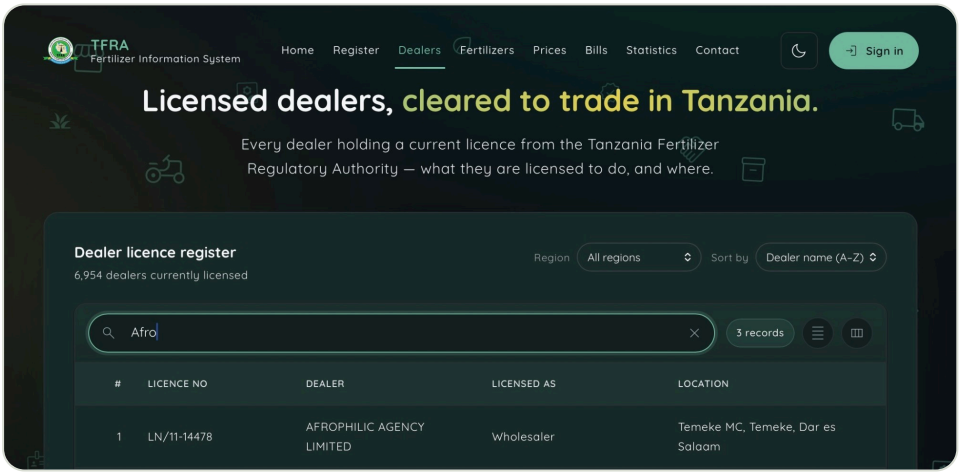
A licensed fertilizer wholesaler with TFRA until 2028

Afrophilic Agency Limited holds a Fertilizer Dealer Licence from the Tanzania Fertilizer Regulatory Authority (TFRA) as an approved wholesaler. Any partner can check it: the company is listed in TFRA's public register of licensed dealers.

LN/11-14478 TFRA licence number

Wholesaler licence class

2028 valid 8 May 2026 – 7 May 2028



Source: TFRA Fertilizer Information System, public register of licensed dealers.

What we covered

- Issued by the Tanzania Fertilizer Regulatory Authority under Regulation 13(2) of the fertilizer regulations.
- Licensed to trade fertilizers wholesale from a registered premise in Mbagala, Temeke, Dar es Salaam.
- Listed in TFRA's public dealer register (Fertilizer Information System), open for any partner to verify.
- Renewable at the end of its term, as the regulations provide.

RESULT

✓ Afrophilic trades chemical fertilizers in Tanzania as an approved TFRA wholesaler, licensed until May 2028. **Licensed**

AFROPHILIC

Planning your entry into Tanzania?

Tell us what you want to achieve. We will come back with a clear route, the authorities involved and a realistic timeline.

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