



**Call for Expressions  
of Interest**

# **NURSERY INVESTOR/ OPERATOR**

to establish a nursery  
with modernised systems  
and practices to service  
the Southern Highlands  
of Tanzania.



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# ABOUT GATSBY AFRICA

Gatsby Africa is a private philanthropic foundation that works to build stronger, more inclusive economies in East Africa (Rwanda, Kenya, Tanzania, Uganda) through the transformation of sectors. Our aim is to support stakeholders to transform high-potential sectors so that they are competitive, inclusive, and resilient, generating significant gains in jobs and incomes. Gatsby Africa currently has a portfolio of five high-potential sectors: Aquaculture, Commercial Forestry, Livestock, Textiles & Apparel, and Water.

## OUR WORK IN COMMERCIAL FORESTRY

Gatsby Africa's Commercial Forestry Programme is dedicated to strengthening and transforming the East African commercial forestry sector. Efforts are directed towards promoting sustainable growth, improving plantation productivity, and competitiveness.

Regionally, East Africa hosts more than 750,000 hectares of eucalyptus and pine plantations, supplying the growing demand for roundwood in timber processing industries. With this demand projected to increase in the medium to long term, the need for high-quality seedlings is at an all-time high, particularly for genetically improved varieties that have been proven through trials to enhance plantation productivity and improve the quality of roundwood.

As part of our engagement in the Commercial Forestry sector, Gatsby Africa collaborates with key stakeholders through strategic partnerships to:

- Support research and development efforts in tree improvement and sustainable forestry practices.
- Improve access for the Intellectual Property (IP) rights of highly improved germplasm suited to the sites and market conditions of the region.
- Promote the development of modern and efficient nursery systems to ensure widespread access to quality planting material.



Tanzania's roundwood demand is set to **double** by 2035—driving increased demand for high-quality seedlings.



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## THE OPPORTUNITY IN TANZANIA

Tanzania's commercial forestry sector is experiencing rapid growth, driven by increasing demand for processed wood products. 80% of Tanzania's commercial forests/wood lots are concentrated around Mafinga, Iringa, and Njombe areas located in the Southern Highlands of Tanzania. With over 500,000 ha of predominantly eucalyptus and pine plantations, this equates to approximately 40 million seedlings planted annually.

Tanzania's roundwood demand is expected to double by 2035 which will further increase the demand for tree seedlings. In response to this, plantation owners are expanding and seeking to improve productivity by 30-50% through planting high-quality seedlings or cuttings from improved germplasm. This presents a significant market opportunity for nursery investors/operators.

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# CALL FOR APPLICATIONS

Gatsby Africa invites expressions of interest from experienced nursery investors/operators interested in establishing and operating a high-quality tree seedling nursery that can service Tanzanian markets at scale. The nursery will support Tanzania's growing demand for improved germplasm and quality tree seedlings, including eucalyptus and pine varieties.

## Interested applicants are required to have:

- An existing nursery business with at least five years of experience in nursery operations and plant propagation. Experience in operating modernised nurseries is preferred.
- Proven experience in nursery management, including modern nursery technologies (e.g., clonal propagation, soilless systems, greenhouse management, and irrigation systems).
- The ability to introduce innovative nursery techniques for increased seedling survival and adaptability in the nursery, and once planted in the field.
- Ability to establish local and international market networks for seedling distribution.
- The ability to raise finance for infrastructure and business development.
- Experience working with breeding programmes, clonal hybrid production, or genetic improvement initiatives.



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# WHAT GATSBY AFRICA WILL DO

Successful nursery investor/operator applicants will be provided with information and market insights to better understand the opportunity. This will include insights into regional markets, available technologies, and the modalities through which businesses can secure IP rights for the deployment of quality germplasm that has been tested through trials and is now ready for scaled commercial production.

## HOW TO APPLY

Interested parties are encouraged to submit an Expression of Interest detailing their experience in operating a nursery with modernised systems and practices, as described in the **Call for Applications section**.

**The submission should include specific details on their:**

- Nursery business profile
- Expertise in plant propagation
- Market networks
- Capacity for expansion

It should also highlight any relevant experience in dealing with improved plant genetic material and the application of innovative nursery technologies.

**EOIs should be sent to:**

Elizabeth Mungai, Manager - Commercial Forestry, Gatsby Africa  
via [elizabeth.mungai@gatsbyafrica.org.uk](mailto:elizabeth.mungai@gatsbyafrica.org.uk)

We will be accepting applications on a rolling basis and invite interested applicants to reach out with any questions or queries. Shortlisting of applicants will begin on 30th April 2025, and we encourage submissions beforehand to allow for an extensive evaluation.

Shortlisted nursery investors/operators will be invited for further discussions.

Any questions can be addressed to Elizabeth Mungai, via the email address above.



[www.gatsbyafrica.org.uk](http://www.gatsbyafrica.org.uk)