



INVITATION FOR EXPRESSION OF INTEREST

STRATEGIC EQUITY PARTNERSHIP WITH THE INDUSTRIAL DEVELOPMENT CORPORATION FOR THE DEVELOPMENT OF FIG TREE FRUIT PROCESSING LIMITED

1.0 BACKGROUND

- 1.1 Fig Tree Fruit Processing Limited (FTFP), is a tomato and fruit processing company that is 10% owned by the Industrial Development Corporation (IDC) and 90% owned by Zambia Fruit Company Limited ("ZFC"), a holding company for IDC's interests in the agri processing sector. The Company is located in Chisamba District, Central Province, Zambia, providing easy access to raw materials, labour, and distribution of produce.
- 1.2 The company is in the process of establishing a tomato processing plant that will adopt a hybrid technology that allows a single processing line to switch and process a variety of fruits all year round as opposed to the traditional processing lines that are fruit specific, which are in turn constrained to seasonality. The plant operations, however, will be focussed on tomato processing as the primary line. The finished products from the hybrid processing plant will include tomato paste, tomato sauce, tomato chutney and tomato puree with the capability to produce fruit juices, pulp, and jams.
- 1.3 This request for expressions of interest is therefore aimed at inviting prospective partners (herein after referred to as "Bidders") to show interest in investing in the Fig Tree Fruit Processing Limited alongside the IDC to establish a greenfield operation in Chisamba District.

2.0 SUBMISSION REQUIREMENTS

- 2.1 Bidders that wish to express their interest in this investment opportunity should submit the following:
 - 2.1.1 A letter, on the Bidder's headed paper, expressing interest in partnering with IDC on the development of Fig Tree Fruit Processing Limited.
 - 2.1.2 Documents showing Bidder's experience, financial, and technical capabilities in having operated or invested in the agro-processing industry in the last five (5) years.

2.1.3 A minimum of three references related to similar previous and/or current projects the Bidder has been involved in. Contact details of such references to enable IDC carry out a verification should be included.

2.1.4 Detailed Company Profile.

Completed Expression of Interest (EOI) should be sent to the undersigned on email **mainga.mukango@idc.co.zm** and copy to **thomas.lwenje@idc.co.zm** not later than 08th May 2024 at 10:00 hours Zambian local time. **Shortlisted Bidders shall then be issued with a Request for Proposal document with detailed Terms of Reference (ToR) and invited to submit proposals.**

Chief Investments Officer

For/Chief Executive Officer

INDUSTRIAL DEVELOPMENT CORPORATION LIMITED