

THE RICKSHAW TRAVELS

LTD

DAR ES SALAAM

PROGRESS REPORT

(Information required for the project's progress report after every six months or for amendment of Certificate of Incentives)

1. Planned Activities for the period: -

The Board of Directors of The Rickshaw Travels had resolved to rehabilitate and expand the company's operations to meet the new challenges in this competitive arena.

Project development Objectives:

The rehabilitation and expansion program to broaden the company's tour operations to enhance performance and quality. In the past years, the Company has increased its efficiency and boosted earnings with the promotion of inbound tourism. Foreign exchange and domestic earnings such as local shops, local tourism stakeholders, hotels and lodges and other stakeholders within the industry have all increased with the Company. We align ourselves within the economic and industry policies of the Country and this has helped guide us through our strategies.

Our involvement in various aspects of the tourism industry keeps growing and we hope to increase awareness of all the activities as well as the growing products that we have within the Country.

Since 2020 and post COVID 19 virus pandemic which has hit our industry globally we have been forced to temporarily close down our Serena and Hyatt branches in Dar es Salaam. But we plan over the next 5 years to increase our fleet of safari vehicles in Arusha and promote inbound tourism aggressively, being one of the few countries that is open for tourism. We are promoting through social media platforms and do liaise with TTB and TATO/TASOTA regularly

2. Achievements made on the project implementation to date:

The project has undergone various rehabilitation and expansion processes to broaden and modernize the company's tourism and tour operations over the last few years. However, with recent changes to our industry it has been a challenge, financially and operationally. We do hope that this will gain momentum in our industry as we support the ongoing promotion of Tanzania to the world. The Company has increased its product line and strategies have changed to be in line with the Country's changing policies and post pandemic global strategies. With these objectives at hand the company went through:

- Purchasing and outfitting new cars with appropriate model to suit the tourist demands;
- Opening of offices in United Kingdom and Denmark has helped increase awareness and sales inbound pre pandemic

- Arranging of individual and group safaris, island holidays and conferences accordingly.
- Promoting within the external tour operator community.
- Specialised group travel – cross selling air travel with our tours inbound and also outbound.
- We have new strategies to use social media platforms to create, brand and promote Tanzania as an ultimate tourism destination. We are very passionate about bringing awareness to the global communities about what this amazing Country has to offer.

The major benefits from the project were:

- Qualitative improvement in the tourism and tour operation sector with respect to effectiveness and efficiency.
- Increase in foreign currency earnings hence a positive fiscal impact before the pandemic
- Measurable improvements in boosting the travel and tour operation since the target population is the tourists.
Employment generation

S/No.	Information	Description	Current Project Status
I.	Shareholder's Information	Current Shareholders names, Nationality and percentage of ownership	Pyarali K Lalj - Tanzanian – 26.2501% Pooja P Lalji -Tanzanian – 3.7500% Prema Zacharaia -British - 19.9999% Andrea Bardino – Italian - 0.0003% Thankamani A.V Nair - Indian- 0.0003% Anil B.T Asokan - Indian - 0.0003% Deepak Kumar - Indian - 0.0003% Dhaneesh Dharmajan -Indian - 0.0003%
2.	Company Communication Information	Email address	pooja@rickshawtravels.com
		Mobile Number	+255685082501
		Land Line Telephone Number	+255 22 2602 303
		Physical Address (Plot No., Block No, Street, District and Region	Plot no: 1006, Buzwagi street, Msasani Peninsula, Kinondoni (District) Dar Es Salaam, Tanzania
3.	Contact Person	Name	Pooja Lalji
		Position	Director
		Communication Details (Email, Mobile and telephone)	pooja@rickshawtravels.com +255685082501
4.	Incorporation	Certificate of Incorporation No.	15396
5.	TIN information	TIN Certificate No.	100-153-572
6.	Project Objective	Project Core Activity	Travel and tourism activities, to increase marketing and awareness of local activities
7.	Capacity	Project Capacity per Year	In light of the current situation the capacity may change but the forecasted capacity currently is between 450 – 500 passengers and in the past it has been 4000 – 5000 annually.
8.	Direct Employment	Foreign-Men	06
		Foreign-Women	01
		Local-Men	17
		Local-Women	10

9.	Indirect employment	Estimated Total No.	-
		Type/areas of Indirect Employment	-

3. Information

4. Project Financial Expenditure to date (USD):

	Foreign (USD)	Local (USD)	Total (USD)
Land and Buildings	--	73,000	73,000
Plant and machinery	--	--	--
Vehicles/Aircrafts	--	332,600	332,600
Furniture	--	--	--
Office equipment	--	20,500	20,500
Insurance Cover	--	24,875	24,875
Pre-operational expenses	--		
Working sub-total capital	---	65,000	65,000
GRAND TOTAL			

5. Project Financing

The Rickshaw Travels Ltd has taken an overdraft facility with our main bank and have used our equity to raise Capital accordingly. Since the pandemic we have had to streamline and re position our strategies and Company generally for 2020/21. We are looking forward to a growth over the next few years and are positive that with the investment input we will gain.

	Amount (USD)	Source Country
Local Equity	372,940	Tanzania
Local Loans	600,000	Tanzania
Foreign Equity	---	----
Foreign Loans	---	----
Total Investment		

6. Problems and Solution

2020 has been one of the most challenging years in the history of the industry we are in.

Through this pandemic we have been forced to temporarily close down 2 branch offices in Dar es Salaam and streamline our staff and operations accordingly. With NIL income for more than 6 months, it was not a choice when we had to minimize our investment accordingly for 18 months.

- However, we do keep positive and have made new strategies to concentrate on domestic tourism, use more of our social media platforms and work more closely

with local suppliers to personalize tours and educate the local market about Tanzania.

- Towards the end 2020 we did start to receive new bookings inbound but with the 2nd wave of the pandemic it is very challenging to forecast the future business.
- **Some encouragement and hope were raised when TPSF contacted all the tourism bodies i.e. HAT, TASOTA, TATO for some suggestions on how we can get assistance and support. It was requested that some tax reformation be granted to enable businesses to sustain themselves through the new pandemic struggles.**

7. Future Plans

We would like to continue to expand our current fleet of safari vehicles and work more closely with tourism bodies to co-promote Tanzania and support domestic tourism more on various platforms. Hope to partner with partners in other countries to co-promote Tanzania. Raise domestic awareness with regions that are still unknown to our industry.