

TANZANIA INVESTMENT CENTRE
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

Intimate Places Ltd. is a Tanzania registered Hotel Management company which was incorporated in March 2004. On the 1st April 2004, the company entered into a lease agreement for the property known as Mount Meru Game Lodge in Usa River with its owners, which property the company managed until the 31st December 2015.

In 2008, Intimate Place Limited took the decision to invest in luxury mobile camps and the first two accommodation tents, mess tent, kitchen tent, crew accommodation tents and a lorry were purchased. The cost of this initial investment was met through a loan secured from an overseas source.

2. Achievements made on the project implementation to date:

(i.e. from the date the project was approved to the date of writing the report)

Describe the status of activities that have already been undertaken e.g. construction of buildings, acquisition of supplies, installation of equipment, etc.

Since taking the decision to invest in the luxury mobile camps sector and making the initial investment in 2008, the company has grown the operation to include four separate camps with twenty two accommodation tents, four mess tents, four fully equipped kitchens and crew accommodation for up to forty four crew members. It has also expanded the its fleet of operational vehicles to include two lorries, two pick-up trucks and a guest 4 x 4 vehicle.

The company has won many accolades for the quality of the services which it provides to visitors to Tanzania including a recent award from the Tanzania National Parks (TANAPA) for "Best Seasonal / Special Camp."

During the period in question, Intimate Places Ltd has also hosted a number of VIP visitors to Tanzania to include Prince Charles, Bill Gates and, very recently, the actor Will Smith.

3. Provide updated information on the following aspects;

S/No	Information	Description	Current Project Status
1.	Shareholder's Information	Current Shareholders names, nationality and percentage of ownership	Marc Robert Lawson-British-50% Carl Gary Salisbury-British-40% Maria Charlotta Lawson-10%
2.	Company Communication Information	Email address	reservations@intimate-places.com
		Mobile Number	+255684080002
		Land Line Telephone Number	N/A
		Physical Address (Plot No., Block No, Street, District and Region)	181/3/2 Burka Estate, Matevesi, Arusha Region
3.	Contact Person	Name	Marc Lawson
		Position	Managing Director
		Communication Details (Email, Mobile and telephone)	Marc@intimate-places.com 0784-751555
4.	Incorporation	Certificate of Incorporation No.	48366
5.	TIN information	TIN Certificate No.	102-508-696
6.	Project Objective	Project Core Activity	Tourism/Hotelier
7.	Capacity	Project Capacity per Year	16,060 Bednights
8.	Direct Employment	Foreign-Men	Nil
		Foreign-Women	Nil
		Local-Men	8
		Local-Women	3
9.	Indirect employment	Estimated Total No.	15
		Type/areas of Indirect Employment	Casual Temporary Camp Crew

4. Project Financial Expenditure to date (USD):

	Foreign (USD)	Local (USD)	Total (USD)
Land and Buildings		\$244,006	\$244'006
Plant and machinery		\$26,741	\$26,741
Vehicles/Aircrafts		\$122,864	\$122,864
Furniture		\$27,818	\$27,818
Office equipment		\$54,139	\$54,139
Insurance Cover		\$97,632	\$97,632
Pre-operational expenses		\$100,000	\$100,000
Working sub-total capital			
GRAND TOTAL		\$673,200	\$673,200

4. Project Financing

Explain how the project is being financed e.g. equity, loans, sources of loans, conditions, etc. See table below.

	Amount (USD)	Source Country
Local Equity	\$673,200	Tanzania
Local Loans		Tanzania
Foreign Equity		
Foreign Loans		
Total Investment		

5. Problems and Solution

Explain problems, which the management is encountering in executing the project and the steps being taken to solve them.

The company has faced a number of challenges in the years since 2008 to include the recession in the United States in the same year, the terrorist attack on the Westgate Shopping Mall in Nairobi and the outbreak of the Ebola virus in some neighbouring countries to name but a few. In such cases, Intimate Places Ltd. responded by increasing its marketing activities both locally as well as overseas to very good effect.

During the fourth quarter of 2019 and first quarter of 2020, the company accumulated more bookings than ever before for the following summer season as a result of which it planned further aggressive expansion of its operations in order to be able to meet the additional expected demand. Unfortunately, we along with all other players in our industry, fell victim to the current Covid-19 pandemic afflicting all of our source markets and, over the course of the ensuing months, witnessed all of the company's bookings being either cancelled or postponed until 2021. All of the company's plans were therefore necessarily put on hold until such time as the pandemic in Europe, Asia, Australia and the United States is brought under control.

6. Future Plans

Explain future plans for the next coming six months and planned financial Commitments



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Intimate Places Ltd. has had in place a program to replace its operating equipment each year since 2008, normally at the beginning of every season. In 2018, an important renovation to all of its fixtures and fittings was carried out under the guidance of a local interior designer.

The company is ready, willing and able to resume its planned program of aggressive expansion just as soon as tourists return to mainland Tanzania in numbers which are sufficient to warrant the additional capital expenditure. However, it is the opinion of the majority of private sector leaders in the industry that such numbers are unlikely to materialise until June 2021 or even 2022.

7. Recommendations and any other comments

Intimate Places Ltd. is unable to fault the handling of the worldwide Covid-19 pandemic by the Government of Tanzania. Unlike in many other parts of the world, incidences of illness within our borders have almost disappeared and life has returned to normal.

The same cannot be said however for Governments in other parts of the world. In most, if not all of our source markets, the numbers of new infections are on the increase and the rate of deaths unacceptably high. This has created concerns of a "second wave" of the virus, particularly as the winter months approach. In Europe, the Far East, Australia and the United States, the majority of people who would normally travel to Tanzania in order to experience all that our country has to offer are actively discouraged from doing so or are simply too afraid to travel so far from home.

Unfortunately, it is well beyond the ability of our industry as a whole or our company as a part of that industry to do anything to combat the fear that is being felt overseas. All we can do is to continue to promote Tanzania as a destination and to hope that tourists will return to our shores sooner rather than later.



MARIA LAWSON
13-08-2020

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