

November 23, 2020

The Executive Director,
TANZANIA INVESTMENT CENTRE
Shabani Robert Street,Road.
P.O.Box 938,
Dar es Salaam,
Tanzania.



RE: Application of Additional Information in Certificate

Dear Sir/Madam,
The above matters refer,

Sai Office Supplies (Tz) Ltd, is a subsidiary of Sai Office Supplies Ltd., Nairobi, Kenya. Sai group has over 15yrs of experience in manufacturing and maintenance of Computers, Laptops, Printers and UPS Products in East Africa region. Started the operations in 2007, Sai Tz gained the market presence very quickly due to its consistent efforts in providing timely availability of products and services to our Resellers.

Earlier we have attached the other activities which also being done by us. However, to rectify and as project report attached, we have plans to increase by 40% manufacturing capacity for Computers, Laptops, Printers and UPS.

We are here by requesting your kind authority to revise shareholders and Capital Investment in our Certificate of Incentives.

We request to change below information in your records:

- Remove PAOLO MIGLIETTA who as share of 9.9995 and
- Add Mr. HARIT SANJAYBHAI GANDHI who has 2% shares and
- Earlier project Financing was USD 400,000 and now Increased by USD 580,000/-

We request your kind authority to issue revised certificate with above changes.

We thank you for your cooperation.
Kindly acknowledge the letter.

Thanking you,
Yours faithfully,
For, SAI OFFICE SUPPLIES TZ LIITED


Harit Gandhi
Director (+255 687 448 498)

SAI OFFICE SUPPLIES (TZ) LTD.
P.O. Box 38360

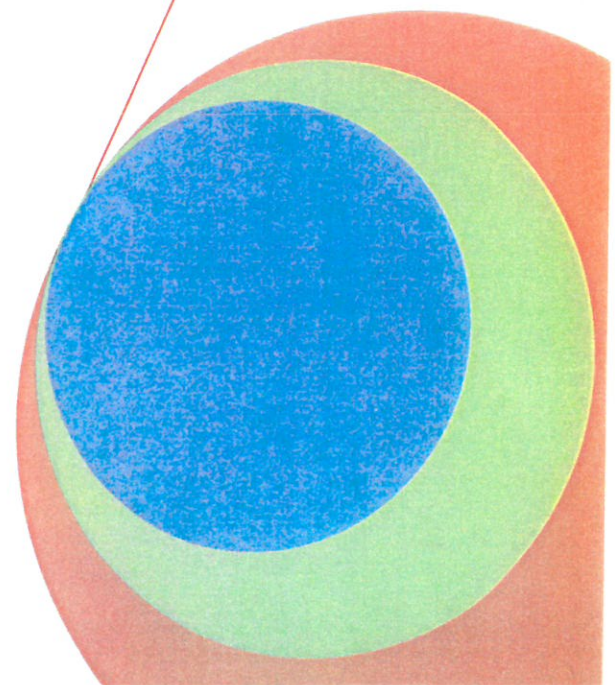
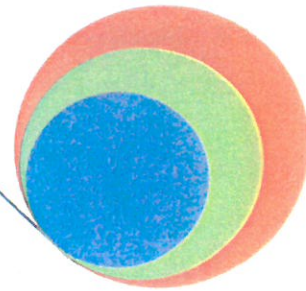
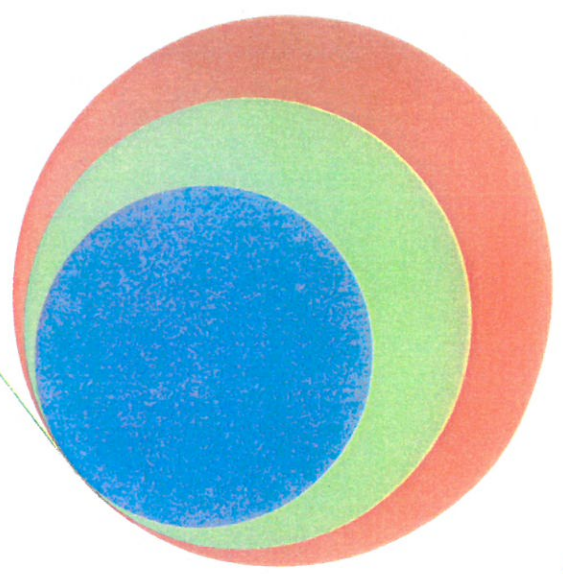
PROJECT REPORT

 *Sai Office* SUPPLIES TZ LIMITED
KATA KANDA TANZANIA KANDA

TANZANIA



RAMCO GROUP



Our Vision, Mission & Core Values

Our Vision

To be a World Class Conglomerate.

Our Mission Statement

To excel in every sector we operate in.

Our Philosophy

“Every Relationship is Family, and Family Comes First”

Our Purpose

“We enjoy building valuable relationships and creating opportunities for people to grow.”

Our Core Values

Honesty & Integrity

Commitment

Innovation

Vision from the Top

“As the leaders of the Ramco Group, both my brother and I feel that the coming years offer a very positive outlook for both the Group and the region as a whole.

We feel that this is Africa’s decade.

The opening of the East African Community provides us with the opportunity to expand our regional reach and use our collective strength to penetrate these new markets. We intend to continue investing in our technology, our people and our distribution to reap the rewards of this positive future for the region.”

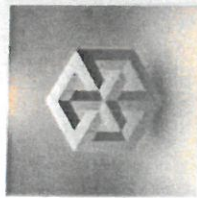
Kirit Patel

Group Chairman

Our Family



RAMCO INC



RAMCO PLEXUS

PRINT

- RAMCO PRINTING WORKS LTD.
- POLYTHENE INDUSTRIES LTD.
- PLATINUM PACKAGING LTD.
- ASL PACKAGING LTD.
- THE PRINT STORE LTD.
- MARKETPOWER INTERNATIONAL LTD.
- FLEXOWORLD LTD.
- BROEKHOF AFRICA LTD.
- ECOPALLETS LTD.
- OVIDIAN UGANDA LTD.
- RAMCO PLEXUS LTD.



RAMCO EKON

HARDWARE

- ASL LTD - TRADING DIVISION
- JUMA HARDWARE STORE LTD.
- ASL HARDWARE LTD. (UGANDA)
- CROWN CLASSICS LTD.
- RAMCO HARDWARE LTD.
- ASL TZ LTD.
- ASL LTD - CHEMICALS DIVISION



RAMCO ALTUS

MANUFACTURING

- KENTAINERS LTD.
- ASL LTD - HEAVY FABRICATION DIVISION
- ASL LTD - STEEL DIVISION
- ASL LTD - WIRE & CABLE DIVISION
- ASTRAL PIPES LTD.
- RAMCO CHEMICALS LTD.
- OVIDIAN ADVERTISING & DESIGN LTD.



RAMCO KORA

OFFICE

- SAI OFFICE SUPPLIES LTD.
- (KENYA, UGANDA, TANZANIA, RWANDA)
- OFFICE TECHNOLOGIES LTD.
- OFFICE MART LTD. (KENYA, TANZANIA)
- SEAL MONEY LTD.
- LINO STATIONERS (AFRICA) LTD.



RAMCO ORITSU

SERVICES

- ASL CREDIT LTD.
- TRAVELSHOPPE COMPANY LTD.
- ICT AFRICA CONSULTING SERVICES LTD.
- SERENITY INTERIORS LTD.
- ASL SERVICES LTD.
- RAMCO GROUP LTD.



RAMCO DOMUS

PROPERTY

- RAMCO PROPERTIES LTD.
- AARPEE LTD.
- SAH INVESTMENTS LTD.
- ROOR INVESTMENTS LTD.
- OJUJO CLOSE LTD.
- AUBIN PROPERTIES LTD.
- ARIAN PROPERTIES LTD.
- RAMCO INVESTMENTS UGANDA LTD.
- SEA LEVEL DEVELOPMENT LTD.



KENYA UGANDA TANZANIA RWANDA

Introduction

1.1 Confidential Information

This information retains the copyright of Sai Office Supplies (Tz) Ltd, and should not be used for any other purpose other than for evaluation. It should not be reproduced in whole or in part without the written acceptance of Sai Office Supplies (Tz) Ltd.

1.2 Contact Person and Address

Should you require any further information, please contact:

Managing Director
Sai Office Supplies (Tz) Ltd.
Kamata, Next to Mkuki Mall,
Nyerere Road,
P O Box 38360,
Dar es Salaam,
Tanzania

Tel : +255 22 2183211
Mob : +255 774 030777
E-mail ceo@saioffice.co.tz
info@saioffice.co.tz

Company Information

Year Incorporated	:	2007
Postal Address	:	P O Box 38360, Dar es Salaam
Admin Office	:	Kamata, Next to Mkuki House, Nyerere Road, Dar es Salaam
Warehouse	:	Calico Complex, Nyerere Road, Dar es Salaam
TIN No.	:	105-332-823
VAT Reg. No.	:	40-000266-P
Subsidiary of Group	:	Sai Office Supplies Ltd., Nairobi, Kenya RAMCO Group, Nairobi, Kenya
Bankers	:	Diamond Trust Bank (T) Ltd
Office Space	:	Office & Showroom - 420 Sq Mtrs. Warehouse: 3080 Sq Mtrs
Products & Services	:	Attached
Total Employees	:	70+

Our Vision & Planned Activates for the period

To be a World-Class Distribution Company in IT Products & Services

To be world class is to benchmark our activities with those of companies around the globe and constantly work towards narrowing the gap. These benchmarks will include every aspect of the concerned business be it product, quality, personnel as well as service and practices.

To compare ourselves to world class companies will significantly raise the bar and ensure market dominance in every sector and will build trust and consumer loyalty in our group of companies.

To become world class companies without compromising our social, moral and ethical values.

To strive to attain our vision as we realize that it requires perseverance, determination and focus, and we are committed to make this happen.

This is our vision and by thinking and acting 'as one' (TEAM) and ONE FAMILY we will achieve it.

Our Objectives

To be a leading Distribution Company in Tanzania, with World-Class attributes that would put us 'above all'

To establish a strong network of dealers, who can partner with us for mutual growth.

To create a strong & prospective long term relationship with our suppliers that would allow us to induct World-Class Global standards with right products & services in our market.

To service, repairs and distribute the leading brands and their product line that best fits our distribution model.

To recruit the best available personnel that would enable us World-Class performance in all the areas

To consistently work in providing best possible Technical Service for all the brands & products that we represent.

True MANUFACTURING Company by all means.

To continuously imbibe the culture of learning the global trends and developments that would take us to lead in our business.

To ensure right Corporate & Social Responsibility

Our Strengths

- Sai Office Supplies (Tz) Ltd, is a **subsidiary of Sai Office Supplies Ltd., Nairobi, Kenya**. Sai Kenya has over 15yrs of experience in IT & Office Products manufacture and distribution in Kenya. The impeccable success story of Sai Kenya is the key strength of Sai Tz.
- Sai Tz is the part of the reputed **Ramco Group** from Kenya (also referred as ASL group), a Diversified Group of Companies that have been operational for over seven decades, since its first initiative.
- **Proven track record** of the Ramco Group of Companies, undisputable credibility, extensive commitment of its partners makes Sai Tz financially stronger. It makes Sai Tz easily accessible to extensive financial facilities that provide a large room to grow.
- Started the operations in 2007, Sai Tz gained the **market presence** very quickly due to its consistent efforts in providing timely availability of products and services to our Resellers.
- **Transparent and friendly model of Channel Partners** – the ideal way of handling modern distribution process. A very clear distribution model that finds a place for every partner in the business helps in navigating its products and services properly.
- Sai Tz is the first in the country to introduce **Product Lounge** that would allow Resellers to bring their Customers to a place where they can show the product, access product information and utilize high class board room facilities for negotiating their deals.
- Sai Tz is located at a very **prime location** on the Nyerere Road Dar es Salaam. The Administrative Office consists of ultra modern offices and state of art showroom with live display of its products. Large and computerized warehousing is the greatest advantage in ensuring on time delivery of products and services.
- Growth enhanced by **Professional Management**. The extra ordinary and diversified exposure of the group adds the expertise of professional management for Sai Tz
- Advanced and fully computerized Finance & Accounting practices attains more transparency and hands on **clear cut approach** to its operations.
- A centralized approach of **procurement and logistics** is one of the key strengths in providing the products in time at an ideal price.
- Financially Secured & Stable enables Sai Tz to provide **continuous availability** of the products through an efficient order and stock management.
- **Popular & promising brands** & wider range of product lines

The TEAM

Directors

Mr Anand Dave

Mr Amit Patel

Mr. Harit Gandhi

The Lead Team

Mr Amit Patel – CEO, Ramco Group

Mr Anand Dave – Managing Director, Sai Office Supplies Ltd., Kenya

Mr Kartik Patel – CFO, Ramco Group, Kenya

Mr. Harit Gandhi – Managing Director, Sai Office Supplies (Tz) Ltd., Tanzania

Mr Jeeten Rajani – Managing Director, Sai Office Supplies (Ug) Ltd., Uganda

Mr Pradeep Shetty – Director, Lino Stationers Ltd., Kenya

The TEAM

Mr. Harit Gandhi – Director/CEO

Mr Bhavrsh Tulsi – Product Manager

Mr Mujeeb Kanji – Accounts & Finance Head

Mr R. Greeson – Technical Manager

Mr Sameer Khan – Store Manager

Ms Hadija Manoti – HR / Public Relations

Mr Harivadan Patel – Lead Quality Assurance Manager

Our Products & Services

power solutions



UPS
Data Centre Solutions
Single Phase & 3-Phase
High Power Partner
Authorised Service Centre



Digital Voltage Stabilisers
Power Factor Correction (PFC)
Power Transformers
Authorised Service Centre



UPS
Industrial UPS
Long Run Time Back Up Solutions
Authorised Service Centre



Batteries
(Sealed Maintenance Free)
Solar Panels
Solar Inverters
Warranty Centre

printers scanners



projectors photocopiers

CISS Printers
Dot Matrix Printers
Receipt Printers
Bank Teller Printers
Black & Colour Laser Printers
Label Printers
Projectors
Scanners
Large Format Printers
Authorised Service Centre



CISS Printers
Black & Colour Laser Printers
Multi Function Printers / Copiers
Label Printers
Sewing Machines
Other Products
Authorised Service Centre

solar products



Solar Home Lighting
Solar Panels
Inverters
Torches
Other Products

networking



Networking
Products

office automation



Shredders
Laminators
Binders
Office Stationery
Life Style Products
Warranty Centre



Shredders
Laminators
Binders
Warranty Centre

stationery



Wide Range of
School Stationery
Office Stationery
Colouring Products

authorised



service & warranty centres



1. Planned Activates for the period

To be world class in manufacturing and servicing for various Laptops, UPS and office supplies. To benchmark our activities with those of companies around the globe and constantly work towards narrowing the gap. These benchmarks will include every aspect of the concerned business be it product, quality, personnel as well as service and practices.

To compare ourselves to world class companies will significantly raise the bar and ensure market dominance in every sector and will build trust and consumer loyalty in our group of companies.

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2. Achievements made on the project implementation date:

We have already started IT and stationery manufacturer. With the new investment, we will start the UPS an service and produce inhouse. This will benefit to our people to send less on the products. We have managed to manufacture and repair world class brand like APC, Eposon, Koncia Minolta locally which helps the corporate and government agencies to work at thin cost structure.

3. Updated information on the following aspects:

S/No	Information	Description	Current Project Status
1	Shareholder's Information		Sai Office Supplies Ltd – Kenya – 97.98%
			Harit Gandhi – Indian – 2%
			Anand Dave – Kenyan – 0.01%
			Amit Patel – Kenyan – 0.01%
2	Company Communication Information	Email address	info@saioffice.co.tz
		Mobile Number	0687 448 498 / 0774 030 777
		Land Line Telephone	0679 991 221
		Physical Address	PO Box: 38360, Kamata, Next to Mkuki Mall, Nerere Road, Dar Es Salaam, Tanzania
3	Contact Person	Name	Harit Gandhi
		Position	Director / CEO
		Communication details	ceo@saioffice.co.tz / Mobile: 0687 448 498
4	Incorporation	Certificate of Incorporation No:	58737
5	TIN Information	TIN Certificate No:	105-332-823
6	Project Objective	Project Core Objective	Distribution of Computer, IT, Stationery and Office Supplies
7	Capacity	Project Capacity per year	Annual Turnover of USD 12million
8	Direct Employment	Foreign – Men	3

7. Future Plans:

We have future plans to increase another 40% manufacturing capacity for Computers, Laptops, Printers and UPS.

Feedback or Explanations:

Kindly reach out on below:

Managing Director
Sai Office Supplies (Tz) Ltd.
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Nyerere Road,
P O Box 38360,
Dar es Salaam,
Tanzania

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