



NALA Incorporation Company Limited
P.O. Box 70029 Mbezi Beach, Dar es Salaam, Tanzania
December 15, 2020



Dear Members of the Tanzania Investment Centre,

I am pleased to present our application for the Certificate of Incentives for NALA Incorporation Company Limited. As you are likely aware, NALA Incorporation Company Limited was officially incorporated on the 17th of August, 2017. Over the past three years we have worked hard at our stated objective to provide innovative money management and transfer services to increase the flow of funds into Tanzania.

Our current undertaking of a cross-border payments service has been developed to enable migrants to send money home to family and friends in Tanzania, thereby increasing the country's wealth and expanding financial inclusion. NALA's endeavors will also entail significant investment in the country from a human capital perspective. NALA's expanding business will necessitate further hiring to ensure the business is well staffed, with a strong preference towards local recruiting. NALA is prepared not only to seek out local employees, but also to invest in local talent development where necessary.

Enabling the development of NALA's remittance platform will be extremely favorable to the country from a local investment perspective. By channeling global funds into Tanzania via previously neglected, expensive channels, individuals will be able to receive more money from abroad, and in turn, have more money to spend within the country. An investment in NALA will have an impact that will be felt for years to come.

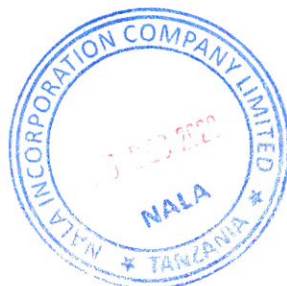
NALA looks forward to the opportunity to collaborate directly with the TIC and relevant government bodies. We are confident of NALA's ability to assume a position at the forefront of money transfer space both on the continent and globally, which in turn will bolster the economic prospects of all Tanzanians who utilize our services. To further this mission, we are prepared to make significant investments in the years to come. With support from the Tanzania Investment Centre and the resources awarded by the TIC One Stop Facilitation Centre, we believe NALA's reach and objectives will be advanced significantly.

Thank you for your time and consideration of our application. Please do not hesitate to reach out with any further questions.

Sincerely,

Benjamin Fernandes

Company Stamp:



13/1/2021



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