



KASULU LOGISTICS COMPANY LIMITED

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BUSINESS PLAN FOR CARGO TRANSPORTATION PROJECT

1. EXECUTIVE SUMMARY

Kasulu Logistics aims to establish a reliable and efficient road freight transport service within Tanzania. With a focus on enhancing logistics solutions, we seek to meet the growing demand for transportation services across various sectors, including agriculture, mining, and manufacturing.

2. INVESTMENT OBJECTIVE

To provide professional cargo transportation services for goods across Tanzania and to neighboring countries, promoting regional trade and logistics efficiency.

3. INVESTMENT COST AND SOURCES OF FINANCE

DESCRIPTION	AMOUNT (USD)
Total investment cost	679,500
SOURCE OF FINANCE	
Local equity	400,000
Local loan	279,500

4. JOB CREATION

The project will create employment opportunities for 20 Tanzanians, contributing to national employment objectives.

CATEGORY	NUMBER OF JOBS
Men	15
Women	5
TOTAL	20

5. INVESTMENT FUND EXPENDITURE BREAKDOWN

ITEMS	COST (USD)
Land and Buildings	80,000
Plant	0
Vehicles	400,000
Furniture and Fittings	1,000
Pre operations Expenses	10,000
Others	0
Working Capital	197,500
TOTAL	679,500

6. SOURCE OF SUPPLY OF INPUTS

- Imported: All transport vehicles and major operational inputs will be sourced internationally due to unavailability of required specifications locally.

7. PROJECT CAPACITY

The cargo transportation project has a designed capacity to handle 10,000 tons of goods per year, scalable based on demand.

8. MARKET ANALYSIS

- Target Market: Manufacturers, wholesalers, importers/exporters, government institutions, NGOs, and regional traders.

- Geographical Scope: Within Tanzania and cross-border transport to East African countries (e.g., Kenya, Uganda, Rwanda, DRC).
- Growth Opportunity: The demand for logistics services is rising due to increased trade volumes in East Africa under the AfCFTA and EAC integration.

9. OPERATIONAL PLAN

- Head Office: Dar es Salaam
- Fleet: Will consist of trucks with GPS and fleet management systems
- Staffing: Drivers, logistics officers, customer care agents, admin, and support staff

10. FINANCIAL PROJECTIONS (USD)

Expectations: 70% fleet utilization, average revenue of \$150 per tons, increasing 5% annually. Costs include salaries, maintenance, fuel, insurance, loan servicing, etc.

YEAR	REVENUE	OPERATIONS COSTS	NET PROFIT
Year 1	1,050,000	850,000	200,000
Year 2	1,102,500	870,000	232,500
Year 3	1,157,625	890,000	267,625
Year 4	1,215,506	910,000	305,506
Year 5	1,276,282	930,000	346,282

11. ECONOMIC AND SOCIAL BENEFITS

- Creation of employment
- Improved cargo delivery reliability and efficiency
- Enhanced trade facilitation across the region
- Tax revenue to the government
- Capacity building in logistics sector

CONCLUSION

This cargo transportation project is economically viable, socially impactful, and aligns with Tanzania's industrialization and trade facilitation goals. The investor seeks a Certificate of Incentives to enhance operational competitiveness and maximize impact.