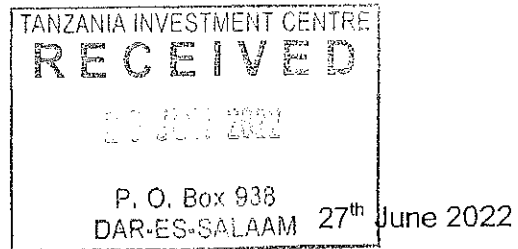




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The Executive Director  
Tanzania Investment Center  
PO Box 938  
Dar-es Salaam  
Tanzania



Dear Sir/Madam,

**RE: REQUEST FOR EXTENSION OF TIC CERTIFICATE: 022335 DUE TO GLOBAL FORCE MAJEURE; YOUR REFERENCE TICC/TOU/OF001/022335/6; TICC/TOU/OF001/022335/8**

Further to our original letter to you dated 9<sup>th</sup> June 2021 requesting for an extension of our TIC certificate due to the impact of the global pandemic COVID 19 the tourism industry. In light of the devastation to the hospitality and tourism industry, we requested an extension of time to **April 2026** to implement our plan.

Below follows the sequence of events thereafter:

1. In your response to our letter 9<sup>th</sup> June 2021, you responded on 14<sup>th</sup> June 2021 REF: TICC/TOU/OF001/022335/6 with a letter to us requesting us to submit a progress report, project photos and application letter amongst others.
2. The above were submitted via a letter from us dated 23<sup>rd</sup> June 2021;
3. We there after received you letter dated 8<sup>th</sup> July 2021 with REF: TICC/TOU/OF001/022335/8 requesting us to resubmit our application request one month prior to the expiration of our certificate i.e. April 2022.
4. We took note of the same and resubmitted our request letter via a letter dated 9<sup>th</sup> March 2022.
5. After extensive follow up with your offices via emails and phone calls, we were issued with a Government Bill with control number 995360032831 for TZS2.3m however this was only for a one year extension to April 2023.

We feel a one year extension does not adequately consider the devastating impact of the pandemic to our sector. Most companies have been struggling to recover and reaching back to the 2019 operational levels will take longer than one year. We kindly request that you take this into consideration and grant us our original request for an implementation period until 2026. Our business plan implementation effectively took a three year hiatus due to the ensuing economic hardship.

As you are aware, the travel and tourism industry has been very negatively affected by the COVID-19 pandemic, with hardly any visitors coming into the country for almost 24 months. During this time, several international airports in the tourism generating/source countries had closed down, and so had our international airport in Dar-es-salaam and several airlines stop functioning or visiting Tanzania.

We sent you proofs that safaris were cancelled, that our industry was very much negatively affected and the prospect of a full recovery as forecast by UNWTO (United Nations world Tourism Organization) was rather distant, with growth of only 4% compared to 2020-the year of complete stagnation. According to the UNWTO Panel of Experts "42% see to a potential rebound only in 2023, 64% expect international arrivals to return to 2019 levels only in 2024."



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Closer to home, the editorial in the Daily News of 4 January 2022 reported that "Earnings from tourism in Tanzania plunged to an 11-year low in the past two years due to travel restrictions imposed by countries to avoid the spread of viral Covid-19 pandemic. "All the documents quoted above have been submitted to TIC. Under the circumstances after we had invested over USD Dollars 150,000 in the purchase and fabrication of 2 vehicles into a safari-ready vehicles in 2018/19, and the sudden start of Covid-19 with attendant lockdown of potential tourists, we have had to wait for the situation to improve before we can inject more funds into the industry. Unfortunately we are not able to make any investment into further purchase of vehicles as the demand has not yet picked up and we have sufficient number of vehicles to cater for the current level. We do, however, hope that with anticipated increase in tourist inflow, we will be able to make a capital investment in further purchase of safari-ready vehicles.

As you are aware, the nature of the tour operations sub-sector of the travel and tourism industry requires a regular capital investment of safari-ready vehicles in order to maintain very new or recent model vehicles to satisfy the demand of the tourists for recent, well-maintained vehicles to be able to withstand the rough and rugged roads of our National Parks and the interior conveniences with the latest amenities available at the time.

We trust you will consider our situation understanding and empathy and grant us the extension of implementation to April 2026. We remain available for any further clarification as may be required.

Yours Sincerely,

Mohamed Nathani  
Director



akims Holidays Tours & Safaris Ltd.

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Samuel Salama