

**BUSINESS PLAN FOR THE
IMPLEMENTATION PROGRAMME
OF
M/S TAIFA TRANSPORTATION AND LOGISTIC LIMITED
IN
ESTABLISHING AND OPERATING TRANSPORT SERVICES**

**PREPARED BY
M/S TAIFA TRANSPORT AND LOGISTIC LIMITED
P. O. BOX 40954
DAR ES SALAAM**

TABLE OF CONTENTS

	Page
1. Company's Background.....	2
2. The Company's Objectives	2
3. Shareholders (Promoters	2
4. Location.....	3
5. Project Description	3
6. Potential Markets.....	4
7. Financial Plan (Source of Funds)	4
8. Business Strategy.....	4
9. Promotion/ Advertisement.....	5
10. Competition.....	5
11.Economic Growth.....	5
12. Environmental Issue.....	6
13. Project Management.....	6
14. Project's implementation schedule.....	7
15.Manpower and Transfer of Technology	8
16.Advantages of the Project.....	8
17.Prospects/ Future Plan	9
18.Conclusion and Recommendations.....	9
19. Financial Projections.....	10

TAIFA TRANSPORT AND LOGISTIC LIMITED ESTABLISHING OF TRANSPORTATION SERVICE.

1 COMPANY'S BACKGROUND

TAIFA TRANSPORT AND LOGISTIC LIMITED is a private owned company incorporated in Tanzania by Registrar of Companies under company's ordinance Cap 212, on 4th of November 2020 with Certificate of Incorporation No: 143357317

The company was incorporated with a prime objective of to establish a project for transportation of dry and liquid cargos. High quality, technology and goodwill will make the Project to dominate the existing local market and the growing international demand.

The Project is estimated to cost USD: 16.5 million on new and modern Trucks & Machinery and equipment's etc to provide quality service.

2 THE COMPANY'S OBJECTIVES

TAIFA TRANSPORT AND LOGISTIC LIMITED is company which was establish with an objective to establish a project for transportation of dry and liquid cargo

3 SHAREHOLDERS (PROMOTERS)

The following are the owners/shareholders and promoters of the intended Project.

No	Name of Shareholders	No. of shares	Nationality	% Shareholding structure
1.	JEHANGIR AZIZ ABDULRASOOL	990	Tanzanian	99%
2.	AKRAM AZIZ ABDULRASOOL	10	Tanzanian	1%
	TOTAL			100%

The authorized capital of the company is Tshs. 30,000,000/= divided into 1,000 ordinary shares of Tshs. 3000/. = each.

4 **LOCATION**

The Project is located at PLOT 76 KIPAWA, KIWALANI, ILALA, DAR ES SALAAM REGION

5 **PROJECT DESCRIPTION**

TAIFA TRANSPORT AND LOGISTIC LIMITED was established with a main objective of Transport Dry and liquid cargo to different area in Tanzania and outside country. The Business plan for this project was prepared to give an analysis of the financial, human, technical and other resources required for the implementation of the

Proposed Project.

The Plan also assess the economic and commercial viability to invest heavily in terms of trucks, working capital, management, and workforce training.

6 **POTENTIAL MARKET**

The market research conducted by the consultant in collaboration with the promoters/shareholders of the company has revealed that there is potential market for transporting Dry and liquid cargo. Our

local customers will include individual Mining companies, construction firms etc. The Company will also supply to the external market especially in the neighboring countries.

7. FINANCIAL PLAN (SOURCE OF FUNDS)

The Shareholders/ Promoters of TAIFA TRANSPORT AND LOGISTIC LIMITED have allocated funds for the Proposed Project by its **own local fund and local loan: -**

Local fund (equity)	USD \$ 2mil
Bank OD	USD \$ 1mil
Local loan	USD \$ 13.5mil
TOTAL	USD \$ 16.5mil

INVESTMENT BREAK DOWN

Land/Building	USD \$ 2mil
Vehicles/Horse trucks	USD \$ 12mil
Furniture and Fittings	USD \$ 500k
Working Capital	<u>USD \$ 2mil</u>
TOTAL CAPITAL	<u>USD \$ 16.5mil</u>

8. BUSINESS STRATEGY

TAIFA TRANSPORT AND LOGISTIC LIMITED has also gone further in setting up some business strategies to meet the current demand, high productivity of service, and capture the local markets. Therefore, the management of the Company has developed and implemented the following business strategies which are Technology/Quality, Advertisement/promotion, employing qualified and experienced personnel, On the job training and business Discipline.

9. PROMOTION/ ADVERTISEMENT

TAIFA TRANSPORT AND LOGISTIC LIMITED has set up some strategies to promote its well packed high-quality transport service which will be for local market. The Major strategy is advertisement which forms part of the marketing strategy; this will be embarked upon in the newspapers, website and in the televisions and a strong marketing team.

10. COMPETITION/MARKET

There are several transporters in Tanzania; however, few can compete with our high-quality transport service. The Company has set some business strategies to compete with other transporter of these transport service.

Though there is extensive market for high quality transport service is not enough compared to the level of the market. As the demand/ Market size is increasing day by day due to usage in different places

TAIFA TRANSPORT AND LOGISTIC LIMITED will employ staff with experiences and specialized in transportation sector. therefore, they had been in that field for many years. The company anticipates dominating the local and export market because the Company has set up business and marketing strategies and determined to provide high quality transport service.

11. ECONOMIC GROWTH

Positive economic growth which had been registered in Tanzania, have attracted more investments in the Tanzania such as the proposed project.

The economic growth resulted by various economic activities has influenced the demand of the high-quality transport service which are going to be provided by TAIFA TRANSPORT AND LOGISTIC LIMITED. This service will be sold to individual customer, firms, institutions, construction Projects etc.

In facts the demand is growing day by day for both local and foreign markets.

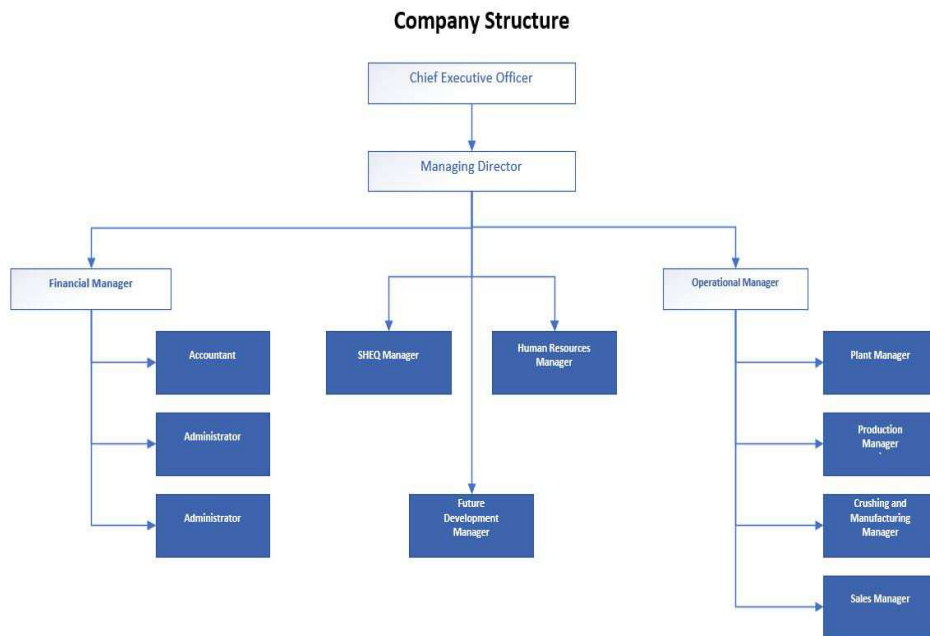
12. ENVIRONMENTAL ISSUE

All operations of transportation activities of mineral, chemicals, and various goods the whole process of services will be on environmentally friendly. Transportation services will be conducted according to the rules and regulation set by Government.

13. PROJECT MANAGEMENT

TAIFA TRANSPORT AND LOGISTIC LIMITED is professionally managed and headed by the Managing Director and supporting managers. Mr. Akram Aziz is the Managing Director of the Company; He is well versed in logistic industry. The other Director is Mr. Bikash Subba who is also assisted by managers.

THE COMPANY'S ORGANIZATION CHART



14. PROJECT'S IMPLEMENTATION SCHEDULE

14.1 November 25th,2022

- Preparing the Business Plan and all other documentation for establishing and operating a transportation Services.
- Registration of the Proposed Project with Tanzania Investment Centre.
- Getting Certificate of Incentives.
- Application for Import Duty exemption on Deemed Capital Goods.
- Ordering/Importing the new and modern Trucks, Machinery, Equipment etc.

14.2 December 5th, 2022

- Recruiting new staffs and training them on new technology skills (new Trucks).

14.3 **December 16th, 2022**

- Fully commencement of transport services

15. **MANPOWER AND TRANSFER OF TECHNOLOGY**

M/S TAIFA TRANSPORT AND LOGISTIC LIMITED in transportation service will usher in the Country new technology (Transfer of knowledge/technology). The advantages to the Country are quite significant and will get the advantage of value addition due to such incoming transport technology.

The Project will cause more people to be employed in the Company about 200 local people and 10 Foreign people, local people will be trained how to operate the trucks equipment's (Transfer of knowledge/ skills)–New technology. Their employment will raise their income and improve their social welfare and pay taxes; it is poverty alleviation programmed to them.

Local employees will get on job training and in a long run will improve the technical competence of transport services.

16. **ADVANTAGES OF THE PROJECT**

The proposed project will have a great advantage to the United Republic of Tanzania which are; -

- **PAYING TAXES– TAIFA TRANSPORTATION AND LOGISTIC LIMITED** will contribute to the government revenue through taxes and other levies.

- **JOB CREATION/ EMPLOYMENT - TAIFA TRANSPORTATION AND LOGISTIC LIMITED** will create more employment (more job opportunities from unskilled to professionals/technicians etc.)
- **TECHNOLOGY/ SKILL DEVELOPMENTS-** (human resources development) through on job training and use of new and modern machinery as well as application of new technology application.
- **INCOME GENERATION** - alleviation of poverty and improve their social welfare.
- will foster the growth of the Industrial sector in Tanzania.
- Will solve the insufficient supply, substandard quality of service
- To promote growth and expansion of private sector.

17 PROSPECTS/ FUTURE PLAN

- To import new and sophisticated modern machinery
- To introduce new technology.
- To increase quality and production performance.
- To increase the volume of transport capacity.

18. CONCLUSION AND RECOMMENDATION

The financial evaluation of the proposed project done so far indicates that the project will be profitable both economically and financially viable venture. There are also many other benefits direct to this project like taxes, employment, technology etc.

The management being experienced businessmen possesses ample managerial capabilities in various business disciplines. Based on the above factors, it is recommended that the company should be granted the certificate of incentives to commence the proposed project by importing Trucks and installing Plant & Machinery and increase its service capacity.

FINANCIAL PROJECTION

PROJECTED FINANCIAL STATEMENTS

FOR THE PERIOD 2022/23-2026/27

M/S TAIFA TRANSPORT AND LOGISTIC LIMITED

PROJECTED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

FOR THE PERIOD 2022/23-27

		2026/27	2025/26	2024/25	2023/24	2022/23
	NOTE	USD	USD	USD	USD	USD
TURNOVER		19,908,901	17,312,088	15,053,989	13,090,426	11,382,979
Direct Costs	3	<u>13,505,176</u>	<u>12,105,820</u>	<u>8,405,470</u>	<u>6,914,219</u>	<u>5,692,904</u>
GROSS PROFIT		6,403,725	5,206,268	6,648,519	6,176,206	5,690,075
Less EXPENSES						
Employment Benefit Costs	4	1,636,323	1,422,890	1,299,160	1,129,705	982,352
Administrative Expenses	5	268,735	233,682	203,202	176,698	153,650
Finance Costs		245,900	666,897	1,044,229	1,382,426	1,685,546
Depreciation	6	<u>962,570</u>	<u>1,092,680</u>	<u>1,240,970</u>	<u>1,410,030</u>	<u>1,602,810</u>
Total Expenses		3,113,528	3,416,149	3,787,562	4,098,858	4,424,358
NET PROFIT BEFORE TAXATION		4,767,402	3,783,378	2,860,958	2,077,348	1,265,717
TAXATION		<u>1,430,221</u>	<u>1,135,013</u>	<u>858,287</u>	<u>623,204</u>	<u>379,715</u>
NET PROFITS AFTER TAX		<u>3,337,181</u>	<u>2,648,365</u>	<u>2,002,671</u>	<u>1,454,144</u>	<u>886,002</u>

M/S TAIFA TRANSPORT AND LOGISTIC
LIMITED
PROJECTED STATEMENT OF
FINANCIAL POSITION

AS AT 31ST DECEMBER

2022/23-27

	NOTE	2026/27 USD	2025/26 USD	2024/25 USD	2023/24 USD
NON CURRENT ASSETS	6	7,719,070	8,681,640	9,774,320	11,015,290
CURRENT ASSETS					
Trade and Other Receivables	7	3,195,564	3,009,575	2,949,184	3,013,065
Cash & Cash Equivalent		<u>438,081</u>	<u>380,940</u>	<u>331,252</u>	<u>288,045</u>
TOTAL CURRENT ASSETS		<u>4</u>	<u>5</u>	<u>6</u>	<u>3,301,110</u>
TOTAL ASSETS		<u>11,352,714</u>	<u>12,072,155</u>	<u>13,054,756</u>	<u>14,316,400</u>
EQUITY AND LIABILITIES					
EQUITY					
Share Capital		1,000,000	1,000,000	1,000,000	1,000,000
Retained Earnings		<u>10,328,363</u>	<u>6,991,182</u>	<u>4,342,817</u>	<u>2,340,146</u>
TOTAL		<u>63</u>	<u>2</u>	<u>7</u>	<u>3,340,146</u>
CURRENT LIABILITIES					
Loan		-	4,059,100	7,697,203	10,957,973
Trade and Other Payables	8	17,912	15,654	13,530	15,362
Taxation	9	<u>6,440</u>	<u>6,219</u>	<u>1,206</u>	<u>2,919</u>
TOTAL CURRENT LIABILITIES		<u>24,352</u>	<u>4,080,973</u>	<u>7,711,939</u>	<u>10,976,254</u>
TOTAL EQUITY AND LIABILITIES		<u>14</u>	<u>55</u>	<u>56</u>	<u>14,316,400</u>

M/S TAIFA TRANSPORT AND LOGISTIC LIMITED
PROJECTED STATEMENT OF CASH FLOWS

FOR THE PERIOD 2022/23-27

	2026/27 USD	2025/26 USD	2024/25 USD	2023/24 USD	2022/23 USD
OPERATING ACTIVITIES					
Net Income	4,767,402	3,783,378	2,860,958	2,077,348	1,265,717
Adjustments for non-cash items					
Depreciation	962,570	1,092,680	1,240,970	1,410,030	1,602,810
Change in Working Capital					

Debtors and Prepayments	-	-60,391	63,881	102,715	-3,115,781
Creditors and Accrued Charges	<u>2,258</u>	<u>2,124</u>	<u>-1,832</u>	<u>51</u>	<u>15,311</u>
Total Cash Inflow from Operating Activities	5,546,241	4,817,791	4,163,977	3,590,145	-231,943
Less Tax Paid	<u>1,430,000</u>	<u>-</u>	<u>-860,000</u>	<u>-630,000</u>	<u>-370,000</u>
Net Cash Inflow From Operating Activities	4,116,241	3,687,791	3,303,977	2,960,145	-601,943
INVESTING ACTIVITIES					
Acquisition of Fixed Assets	-	-	-	-	-14,028,130
Disposals of Assets	-	-	-	-	-
Net Cash Outflow From Investing Activities	-	-	-	-	-14,028,130
FINANCING ACTIVITIES					
Share Capital	-	-	-	-	1,000,000
Dividend	-	-	-	-	-
Loan Repayment	<u>4,059,100</u>	<u>3,638,103</u>	<u>3,260,770</u>	<u>2,922,574</u>	<u>13,880,547</u>
Net Cash Inflow (Outflow) From Financing Activities	4,059,100	3,638,103	3,260,770	2,922,574	14,880,547
CASH AND CASH EQUIVALENTS					
Increase / (Decrease) In Cash And Cash Equivalents	57,141	49,688	43,207	37,571	250,474
Cash and Cash Equivalents at the Beginning of Year	<u>380,940</u>	<u>331,252</u>	<u>288,045</u>	<u>250,474</u>	-
Cash and Cash Equivalents at the End of Year	<u>438,081</u>	<u>380,940</u>	<u>331,252</u>	<u>288,045</u>	<u>250,474</u>

M

N

	2026/27 USD	2025/26 USD	2024/25 USD	2023/24 USD	2022/23 USD
3					
F	10,140,723	9,078,890	6,590,339	5,469,860	4,756,400
R	2,563,379	2,330,344	1,209,404	917,640	652,400
O	<u>801,074</u>	<u>696,586</u>	<u>605,727</u>	<u>526,719</u>	<u>284,104</u>
T	<u>13,505,176</u>	<u>12,105,820</u>	<u>8,405,470</u>	<u>6,914,219</u>	<u>5,692,904</u>
4					
S	1,422,890	1,237,295	1,124,814	978,099	850,521
N	142,289	123,730	112,481	97,810	85,052

W	14,229	12,373	11,248	9,781	8,505
S	<u>56,916</u>	<u>49,492</u>	<u>50,617</u>	<u>44,014</u>	<u>38,273</u>
T	<u>1,636,323</u>	<u>1,422,890</u>	<u>1,299,160</u>	<u>1,129,705</u>	<u>982,352</u>
6					
C	70,380	61,200	53,217	46,276	40,240
A	34,980	30,418	26,450	23,000	20,000
L	31,482	27,376	23,805	20,700	18,000
T	19,869	17,277	15,024	13,064	11,360
O	14,342	12,471	10,845	9,430	8,200
P	5,597	4,867	4,232	3,680	3,200
P	5,947	5,171	4,497	3,910	3,400
O	36,729	31,938	27,773	24,150	21,000
E	27,284	23,726	20,631	17,940	15,600
O	<u>22,125</u>	<u>19,239</u>	<u>16,730</u>	<u>14,548</u>	<u>12,650</u>
T	<u>268,735</u>	<u>233,682</u>	<u>203,202</u>	<u>176,698</u>	<u>153,650</u>

M/S TAIFA TRANSPORT AND LOGISTIC LIMITED
NOTES TO THE FINANCIAL STATEMENTS (continued)

6. PROPERTY, PLANT & EQUIPMENT					
	COMPUTER	FURNITUR E & FITTINGS	BUILDINGS	MOTOR VEHICLES	TOTAL
COST 01.01.18	9,000	19,130	2,000,000	12,000,000	14,028,130
ADDITIONS	-	-	-	-	-
TOTAL	9,000	19,130	2,000,000	12,000,000	14,028,130
DEPRECIATION B/F	3,100	6,580	370,990	4,965,820	5,346,490
DEPRECIATION	590	1,260	81,450	879,270	962,570
ACC. DEPRECIATION	3,690	7,840	452,440	5,845,090	6,309,060
VALUE					
31.10.2026/27	<u>5,310</u>	<u>11,290</u>	<u>1,547,560</u>	<u>6,154,910</u>	<u>7,719,070</u>
VALUE					
31.10.2025/26	<u>5,900</u>	<u>12,550</u>	<u>1,629,010</u>	<u>7,034,180</u>	<u>8,681,640</u>
VALUE					
31.10.2024/25	<u>6,560</u>	<u>13,950</u>	<u>1,714,750</u>	<u>8,039,060</u>	<u>9,774,320</u>
VALUE					
31.10.2023/24	<u>7,290</u>	<u>15,500</u>	<u>1,805,000</u>	<u>9,187,500</u>	<u>11,015,290</u>
VALUE					
31.10.2022/23	<u>8,100</u>	<u>17,220</u>	<u>1,900,000</u>	<u>10,500,000</u>	<u>12,425,320</u>

M/S TAIFA TRANSPORT AND LOGISTIC LIMITED
NOTES TO THE FINANCIAL STATEMENTS (continued)

	2026/27	2025/26	2024/25	2023/24	2022/23
	USD	USD	USD	USD	USD
7. TRADE AND OTHER RECEIVABLES					
Trade Debtors	3,092,491	2,915,873	2,864,000	2,935,625	3,045,381
Other Receivables	<u>103,073</u>	<u>93,702</u>	<u>85,184</u>	<u>77,440</u>	<u>70,400</u>
TOTAL	<u>3,195,564</u>	<u>3,009,575</u>	<u>2,949,184</u>	<u>3,013,065</u>	<u>3,115,781</u>
8. TRADE AND OTHER PAYABLES					
Trade Payables	14,934	13,576	12,342	11,220	10,200
Other Payables	<u>2,978</u>	<u>2,078</u>	<u>1,188</u>	<u>4,142</u>	<u>5,111</u>
TOTAL	<u>17,912</u>	<u>15,654</u>	<u>13,530</u>	<u>15,362</u>	<u>15,311</u>
9. TAXATION					
Balance B/F	6,219	1,206	2,919	9,715	-
Tax for the Period	1,430,221	1,135,013	858,287	623,204	379,715
Tax Paid	<u>-1,430,000</u>	<u>-1,130,000</u>	<u>-860,000</u>	<u>-630,000</u>	<u>-370,000</u>
Balance C/F	<u>6,440</u>	<u>6,219</u>	<u>1,206</u>	<u>2,919</u>	<u>9,715</u>

