

**PRANCE INTERNATIONAL TRADE CO LTD**

December 2023

# PROJECT PROGRESS REPORT

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# 1. INTRODUCTION

## 1.1 Project overview/Summary

Project Name	PRANCE INTERNATIONAL TRADE CO. LTD	
Reporting period	DECEMBER 2023 TO NOVEMBER 2026	
Prime implementing Company	PRANCE INTERNATIONAL TRADE CO. LTD	
Geographic coverage	KIBAHA,PWANI REGION	
	<i>FOREIGN IN USD</i>	<i>LOCAL IN TZS</i>
CAPITAL INVESTMENT TO DATE	<b>USD 15Million</b>	35billion

## 1.2 Project Description/introduction

Prance International Trade Co. is registered to do wholesale of household goods, construction materials,hardware, plumbing,heating,supplies its also registered as retail sale of hardware,paints,glasses and other building equipment.

Currently the company main products are hardware and washing powders, the project place is situated at Kibaha,Pwani at Zogowoli village area. The company has employed 480 local staff and most of our staff are highly skilled staff and use modern technology and in terms of production capacity the company can produce 100 tonnes of wash powder per day and 50 tonnes of hardware products per day, Please note that when we last reported on the progress of the project, we did not have such a large production capacity. In the past three years, we have been developing and our production capacity has become larger and larger. As a result, the original factory can no longer meet our needs. Therefore, we will produce new hardware products. This is why we applied for the certificate of incentives of building material.

Prance International Trade Co.ltd sells its products locally both wholesale and retail , the company believes that due to high quality and durability of its products its products are then fast sold in the market. To ensure high quality the company is committed in getting the best out of the current modern technology and also in hiring best local staff ; in doing so the company is working to understanding the need of their customer in order to fill the gaps, the company does not only believe in treating the employee fairly but also value the relationship with various regulatory authority and the company seek to maintain healthy relationship with trust, integrity and respect with all Government authorities.

## **2. COMPANY BACKGROUND**

### **2.1 Legal Registration**

Prance International Trade Co. ltd, is a privately owned limited liability company which is legally registered in Dar es Salaam with BRELA certificate of registration number 130940 on 04th day of November 2016 and also registered with Tanzania Revenue Authority(TRA), Ilala Tax region as a taxpayer with Tax Identification Number(TIN) 132-056-617 on 22<sup>nd</sup> November 2016, the company is also registered with Tanzania Investment Center (TIC) . The company principal place of business is at District of Ilala, Kisutu ward, Plot number 578 Swami street,Block number 15, although the company have set up the project area at Kibaha Region at Zogowoli area. The principal activity of the company is to manufacture hardware and washing powder.

## 2.2 The current updated project information:

<i>S/NO.</i>	<i>INFORMATION</i>	<i>DESCRIPTION</i>	<i>CURRENT PROJECT STATUS</i>
1	Shareholder's information	Current shareholders names and Ownership	Shaohua Sun Long Zhang Bordar Group Limited
2	Company communication information	Email address Mobile Number Landline Telephone Number Physical address	Prance.int@gmail.com 0766224610  Zogowoli District,Kibaha
3	Contact person	Name Position Email Mobile Number	CHANGYONG LIU manager changyong.liu@bordargroup.com 0658105056
4	Incoporation	Certificate of Incoporation	130940
5	TIN information	TIN Certificate No.	132-056-617
6	Project Objective	Project core activity	Washing powder & Hardware
7	Capacity	Washing powder capacity per year Hardware capacity per year	36500 tons 18250 tons
8	Direct Employment	Foreign Men Foreign -Women Local-Men Local-Women	Sunshaohua zhanglong NONE NONE NONE
9	Indirect employment	Estimated total No. Types/areas of indirect employment	Foreigner 15 local 480  All over the Tanzania

The company continues to strengthen its core activities, production capacity and human resource skills to increase its market share with our products line and also continue to improve its reach in the country in order to increase the market share and adding value to our clients. The company have invested in the modern technology that enable staff to conduct their duties more efficiently. The board and management understand the intensive competition in the market but that are being addressed by our aggressive team of marketing department.

## **2.3 Key to success**

- High quality products with reasonable price
- Follow through on all commitments ,both vendors and customers
- Highly skilled Human resource
- Complementary relationships with retailers and wholesalers
- Strictly financial control

## **2.4 Mission**

Our mission is to be the centre of excellence for washing powder in Tanzania and East Africa.

## **2.5 Vision**

One Stop washing powder solution – To be the leading and established brand in the innovative washing powder business solution in Tanzania and East Africa.

## **2.6 Core Values**

- We do care for our environment well being, our team and suppliers will continuously work towards providing only the best, efficient and environmentally friendly products
- We offer integrity and professionalism in our partnership with our clients
- We are committed to provide the best to cater our clients' needs
- We understand that good service is vital to success and we are committed to exceed our clients' level of expectation
- We are an open community fostering cooperative culture, sharing knowledge towards our common purpose.
- We value diversity within all membership categories; welcoming and supporting qualified businesses of all sizes dedicated to our mission.
- As members, we are committed to clear and transparent communication within our association. As board members, we will provide transparent communication to our members regarding big decisions of the board and operations

### **3. ACTIVITY AND ACHIEVEMENT IMPLEMENTED TODATE:**

#### **3.1 Achievement made on the project implementation to date:**

The company has already constructed huge washing powder factories and heavy machine have been installed which have already started operations, the production capacity for these machines are estimated to be 100 tonnes of wash powder per day and 50 tonnes of hardware products per day, the company has already constructed both the raw materials and finished products warehouses and they are being in use , the company is also having the yard and various staff facilities like toilets, changing rooms and canteens, all of these facilities comply to the OSHA regulatory requirements.

#### **3.2 Project Financial Expenditure to date:**

The company has invested a total of Local currency equivalent to Tzs 33.2 billion in implementing the project, the money has been spent on land and building purchasing and importation of heavy duty machines, procurement of furnitures, purchasing of office equipments, vehicles, insurance and various pre-operating expenses including payments to staff before starting of production. Out of the total invested capital the owner have invested USD 3,200,000.00 and USD 8,600,000 was obtained from the loans at Standard Chartered Bank. Although we are committed in adding more investment but in current year management and the board are working towards break even before adding any huge investments in terms of machine in the project.

#### **3.3 Planned activities during the period under review:**

- To undertake completion of raw materials and finished goods in godown stage
- Aggressive marketing of our product in order to increase market share
- To continue mobilization of raw materials here locally

- To train local staff and prepare them for take over of some management work work
- To continue with compliance of all regulatory requirement
- To consolidate our efforts in increasing production and ultimately company sales revenue

### **3.4 Various Projects pictures showing Development:**

Picture No 1. Outside of the factory



Picture No.2 Outside the factory



Picture No.3 Administrative offices



Picture No.4 Hardware workshop



Picture No.5 Hardware workshop



Picture No.6 Hardware workshop



Picture No. 7 Hardware warehouse



Picture No. 8 Staff Canteen



### **3.5 IMPLEMENTATION CHALLENGES :**

- Unreliable electricity supplies- Sometimes its on and off and that cause production stoppage hours
- Infrastructure- The main road to the project which are being used is the rough one and during rain seasons our drivers face driving challenges
- Many charges for imported raw materials which cause high production costs of final products
- Custom duty also results in high production costs

### **3.6 POLICY AND GOVERNONCE SUPPORT:**

During the review period the company have been complying with all regulatory requirement including OSHA ,TRA and Municipal Authority, we have also been visited by many government officials for the purpose of inspecting and enforcing regulatory requirement compliance, Officials from Tanzania Investment Center also visited the project and the company encourage more visitation in order to streamline relationship which can assist to curb the challenges which the project is facing and resolve them once and for all, we believe that the government will give a high priority on frequently visitation in our project and many other industrial related projects since it's the government which has prioritize industrialization in order to reduce the youth mass unemployment problem in the country.

## **4. CONCLUSION REMARK**

It is management and the board hope that you will find this report useful and serve the required purpose and that as a company which approached Tanzania Investment Center for the Investment certificate During the period of review and we have made such a tremendous achievement for the short period which we invested and started operation in Tanzania. Other than few mentioned challenges we do appreciate a lot for the support we have so receive from various government offices and an enabling environment for investment in Tanzania