

NZOHE HUNTING SAFARIS LTD

TIN No: 152-038-410

P.O. Box 75955

DAR ES SALAAM

Tel: _____

**BUSINESS PLAN
FOR
TOURIST HUNTING SAFARIS COMPANY**

SUBMITTED TO:

**THE CONSERVATION COMMISSIONER
TANZANIA WILDLIFE MANAGEMENT AUTHORITY
P.O. Box 2658 MOROGORO**

NOVEMBER 2021


Certified True Copy of the Original
Sign:  Date: 13/01/2022
ANETH KEVIN CHARLES
Advocate, Notary Public & Commissioner
for Oaths

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EXECUTIVE SUMMARY

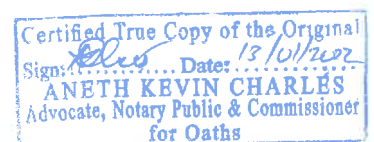
OBJECTIVES

Nzohe Hunting Safaris Limited is a private limited liability company formed and registered with BRELA on 25th May, 2021 under the Companies Act, 2002 with Certificate of Incorporation No. 152038410.

The company is applying for hunting blocks for a 10 year tenure starting from 2022/23 hunting season to 2031/32 hunting season, and to operate tourist hunting safaris in Rungwa river Game Controlled Area hunting block.

The objectives of the company in the proposed write up are as follows:

1. To be involved in the hunting business while striving to provide good services to tourist hunting clients in the applied hunting block.
2. Participate in wildlife resource conservation through effective hunting, anti-poaching exercise and infrastructure development in the hunting block.
3. Engage with regional and district government leaders together with the local communities for their support and involvement in wildlife conservation through education and engagement in social responsibilities on projects which will have an impact for the communities.
4. To create employment of fellow Tanzanians through sustainable utilization of our country's renewable wildlife resource.
5. Fully engage in the hunting safari business and become one of the main contributors toward foreign exchange generation through wildlife resource.



1.0 INTRODUCTION

Nzohe Hunting Safaris Ltd. is a private limited liability company registered under the Companies Act, 2002 with Certificate of Incorporation No. 152038410.

The company was formed in 2021 for the purposes of, amongst others, engage, organize, promote and get involved in tourist trophy hunting safaris and other tourism related businesses in Tanzania. Furthermore, to generate revenue for the shareholders, who are all Tanzanian nationals, with experience of a combined total of more than 50 years in different types of businesses.

The Company offices are located at Samora Avenue, Plot No. 2317, Block No. 108, Kisutu, Ilala District, Dar-Es-Salaam.

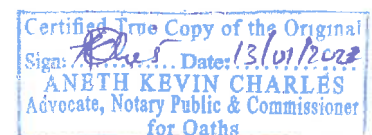
List of current directors:

- | | |
|--------------------------------|------|
| 1. MEHERDAD SHIRU KARAMBECK | 50 % |
| 2. SAADKHAN SHERMOHAMED ISMAIL | 50 % |

Meherdad Karambeck has been a professional hunter since 2004 and has been instrumental in the formation of the company. Through his experience accumulated over the years the company stands to survive the early years and eventually become established in the tourist hunting industry in Tanzania.

He is a well known professional hunter and has established contacts with booking agents and safari consultants around the world. Furthermore, he is well versed on the quality of standards required in such a service industry.

Saadkhan Shermohamed Ismail has been involved in local and international business for the past 20 years and his ventures include transportation, real estate, as well as construction business. He has a good understanding of the hunting industry and his involvement in the operations of the company will be instrumental to the growth of the business.



2.0 SERVICES

Nzohe Hunting Safaris Ltd. will provide to hunting clients all types of hunting safaris as per The Hunting Regulations 2017 and the target is for each season to conduct an average number of the following safaris in the block:

1. Four (4) Premium license safaris – for a total of 84 hunting days per season
2. Four (4) Major license safaris – for a total of 56 hunting days per season

Hunting safaris go hand in hand with good camp, with high standards in accommodation and services for the clients in the camps. The plan is to broaden our base of clients using our quality camps as an asset to be used for promotion.

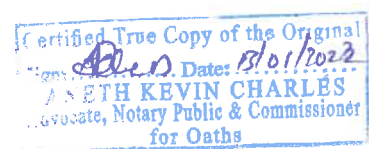
In addition to providing of quality camps and accommodation, the proper and top class hunting equipment is essential for a top safari operator. Hunting vehicles, furniture, generators, cutlery and crockery all form a big part in providing high quality services to the clients.

3.0 MARKETING

Nzohe Hunting Safaris Ltd. will present itself to the world hunting market besides those in USA and EU countries, undoubtedly the two sources that provide a bulk of hunting clients to Tanzania.

Eastern European countries, especially Hungary and Russia, will form the small market which needs to be tapped to broaden the base of clientele. This is a big market for the middle class hunting clients who prefer package deals rather than the normal marketing strategy applied and acceptable in the western countries.

The plan is to consolidate our relationship with established booking agents in USA and EU who have been sending clients to Tanzania for many years.



4.0 STRATEGY

Nzohe Hunting Safaris Ltd. intend to aggressively promote safaris to the clients of the middle class base, which is the bulk of hunters coming to Africa, while at the same time pursue the high class clients.

The objective is to attract a flow of clients for all types of safaris with emphasis to the type of safaris with very little impact on the wildlife. These types of safaris are for the clients who are looking for key animal species available in Tanzania.

The major license hunts will be promoted on package basis, whereby all costs related to these safaris are included to make it attractive. The safaris will be sold with hunting fees, transport, company daily rates and trophy fees for their major sought-after animals, especially buffalo, sable and eland.

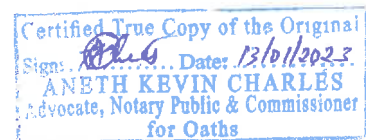
In addition to attractive price structure our company will promote extra tourism activities where clients would consider doing after finishing their hunting. In addition to fresh water fishing we will strive to offer visits to our famous National parks for photographic safaris as well as deep sea fishing.

5.0 MANAGEMENT

The company has a developed management structure whereby the Managing Director is solely devoted to oversee the daily affairs of the company.

The field management will be of paramount importance and effort will always be in place to make sure good care is taken to offer comfortable accommodation as well as smooth hunting operation during the clients' entire stay in camps.

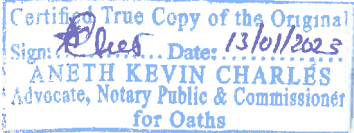
The company will always provide employment opportunities for Tanzanian professional hunters, especially to those who have been in the hunting industry for a long time and having the passion for hunting as well as for the conservation of wildlife and its' habitat.



The new professional hunters coming into the industry will also be encouraged to join our company as it is our intention to encourage the participation of fellow Tanzanians in all fields related to hunting safaris in our country.

Each of our camps will employ a minimum of 12 experienced Tanzanians under the supervision of a fellow citizen who will be responsible to oversee the staff perform to the expectation of the hunting clients coming to our country.

COMPANY MANAGEMENT CHART:



6.0 FINANCIAL ANALYSIS

The financial plan is split in two parts i.e. one is on the collection and payment of all tourist hunting related fees to the Government; and the second is from the income and expenditure of the company derived from hunting safaris sold.

PROJECTED GOVT FEES – RUNGWA RIVER GCA:

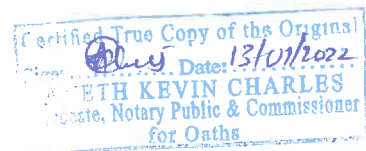
	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31	2031/32
Block Fees	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000
Hunting Fees	30,000	30,000	30,000	33,000	33,000	36,000	36,000	39,000	39,000	42,000
Trophy Fees	150,000	165,000	181,000	198,000	220,000	225,000	230,000	235,000	240,000	245,000
Observers	3,000	3,000	3,500	4,000	4,500	5,000	6,000	6,000	7,000	7,500
TOTAL	273,000	288,000	304,500	325,000	347,500	356,000	362,000	370,000	376,000	384,500

7.0 COMPANY PROJECTIONS:

The sales projections and revenue to the company from safaris sold show that the business will be profitable enough for the company to be operating in a sustainable environment. The capital layout will start to be recuperated at the end of Third year and will continue to be a profitable venture from then onward with projected increase in business.

COMPANY SALES PROJECTION – RUNGWA RIVER GCA BLOCK

Safaris	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31	2031/32
Premium	120,000	120,000	140,000	145,000	145,000	150,000	150,000	160,000	160,000	160,000
Major	60,000	70,000	80,000	85,000	90,000	100,000	100,000	100,000	120,000	120,000
Observer	15,000	15,000	17,500	20,000	22,500	25,000	30,000	30,000	35,000	37,500
Inter Comp.	15,000	18,000	20,000	22,500	22,500	25,000	22,500	22,500	22,500	22,500
TOTAL	210,000	223,000	257,500	272,500	280,000	300,000	302,500	312,000	337,500	340,000



8.0 PROFIT & LOSS ANALYSIS

The Profit & Loss Statements will balance leaving a profitable balance sheet to be produced by the company at the end of the Third year. The expenses will be showing an increase each year as business growth over the years, however, the profit is also projected to rise over the 5 years period as sales will be rising from the projected increase of number of hunting clients.

EXPENSES	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31	2031/32
Vehicles x3	90,000	4,500	4,500	4,500	20,000	40,000	40,000	25,000	40,000	25,000
Tents x6	24,000	1,000	1,000	1,000	6,000	6,000	4,000	4,000	4,000	6,000
Camp Equip.	15,000	1,000	1,000	1,000	4,000	2,000	2,000	2,000	4,000	2,000
Salaries & Tax	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000
Block fee	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000
Safari Exp.	20,000	20,000	20,000	20,000	25,000	25,000	25,000	25,000	25,000	25,000
Office Exp.	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Community	10,000	10,000	10,000	10,000	10,000	10,000	15,000	15,000	20,000	20,000
Anti-poaching	15,000	15,000	15,000	15,000	20,000	20,000	20,000	20,000	25,000	25,000
Block Dev.	7,500	5,000	10,000	10,000	5,000	7,500	5,000	10,000	5,000	7,500
Recoup-Inv.	-	-	50,000	50,000	30,000	-	-	-	-	-
Prof - Taxable	-	6,500	6,000	21,000	-	29,500	31,500	51,000	54,500	69,500
TOTAL	314,000	223,000	257,500	272,500	280,000	300,000	302,500	312,000	337,500	340,000

9.0 CONCLUSION

The company business plan hereby presented portrays the financial viability of the business and shows that, save for the first year, current expenditures will be borne out of the income generated from the sale of hunting safaris.

In addition to that, a good amount from the company revenue generated during the years will be enough for a good portion of it to be committed toward the vital anti-poaching and development of the hunting block, as well as being able to set aside funds toward the equally important community development projects for the villages surrounding the hunting block.

