

**THE EXECUTIVE DIRECTOR,  
TANZANIA INVESTMENT CENTRE,  
P.O. BOX 938,  
DAR ES SALAAM:**

02<sup>nd</sup> Jan 2023

Dear Sir,

**RE: APPLICATION FOR OBTAINING CERTIFICATE OF INCENTIVES FOR OUR  
PROJECT BASED IN SOUTH OF SERENGETI - MEATU SIMIYU REGION**

The heading above is concerned.

ABERCROMBIE AND KENT TANZANIA LIMITED was incorporated in Tanzania on 11<sup>th</sup> May 1985, as a limited liability company, Registration No 10908 with the authorized share capital of Tshs. 800,000,000/-

Its principal activities involve expedition safaris for game viewing and accommodation for the tourists visiting Tanzania National Parks that involve the following activities: -

- (i) Daily game drives in the National parks and organized leisure trips outside the park.
- (ii) Accommodation in high standard rooms.
- (iii) Special meals according to guests' preference.
- (iv) Transfers of guests from and to the Lodge.

The company has been involved in expedition safaris throughout the main attractions of the Northern Circuit that stretches from the plains of Serengeti, Lake Manyara, Tarangire National Park and the Ngorongoro Conservation Area, beach area such as Pangani Zanzibar and Kilwa.

The cost of implementing the proposed project is estimated to be **USD 1,613,000** of which **USD 1,538,000** is required for capital investment and the remaining balance of **USD 75,000** for working capital.

The cost for implementing the project is planned to be financed as indicated here below. M/S ABERCROMBIE AND KENT (T) LIMITED proposes to invest **USD 1,613,000** for developing this project. It is planned that some investment cost will be financed by loan from various local banks. Furthermore, the sister company's Self-Generated Funds shall be utilized at a later stage for working capital funds. The breakdown is as follows:

|              |                         |
|--------------|-------------------------|
| Equity       | USD                     |
| Loan         | 403,250                 |
| <b>Total</b> | <b>1,209,750</b>        |
|              | <b><u>1,613,000</u></b> |

The project sponsors are Abercrombie and Kent (T) Limited whose shareholder/ directors have vast experience in Tourism industry especially in administrating, finance, strategic planning and marketing. The overall governing body of ABERCROMBIE AND KENT (T) LIMITED is the Board of Directors, who are also the shareholders. The current shareholders of the company comprise of the following: -

| <b>Name</b>                           | <b>Nationality</b>     | <b>Percentage</b> |
|---------------------------------------|------------------------|-------------------|
| Abercrombie and Kent Inc              | British Virgin Islands | 2 %               |
| Abercrombie and Kent Group of Company | Luxembourg             | 98 %              |

The shareholders of ABERCROMBIE AND KENT (T) LIMITED own one of the largest Tourist project in Tanzania having its head office located at Arusha Region.

Please find herewith attached supporting documents to expedite this application;

- Feasibility Study
- TIN and VRN License
- Lease Agreement for South Serengeti (License from TANAPA)
- TALA License for the property and Company
- Trade License

We believe our application will be considered and we are looking forward to receive your favorable consideration and approval.

Yours truly



Mr. William Olotu  
Finance Director



Abercrombie & Kent (T) Ltd.  
P. O. Box 427, Arusha  
Tanzania

