

EPIC 5 YEAR STRATEGIC PLAN 2024 TO 2028

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COMPANY BACKGROUND

Epic Cargo is a professional and reputable Logistics, Freight Forwarding and Customs Clearing company in Tanzania. The company is duly registered in Tanzania under the Company's Ordinance Act (Cap 212). The company has visionary and focused leadership and has highly competent and innovative staff compliment that operates in all Ports of Entry within Tanzania.

The company has a rich background in transport, forwarding, Logistics, handling of import, export cargo and provision of supply chain solutions within the EAC, SADC regions and beyond.

We endeavor to satisfy our customer needs through engaging in partnerships with a network of reputable global forwarders in all the major markets. We ensure you focus on your competency while we take care of your cargo in strict compliance with regulatory requirements.



OUR VISION

- To be the logistics company of choice in connecting people and businesses.



OUR MISSION

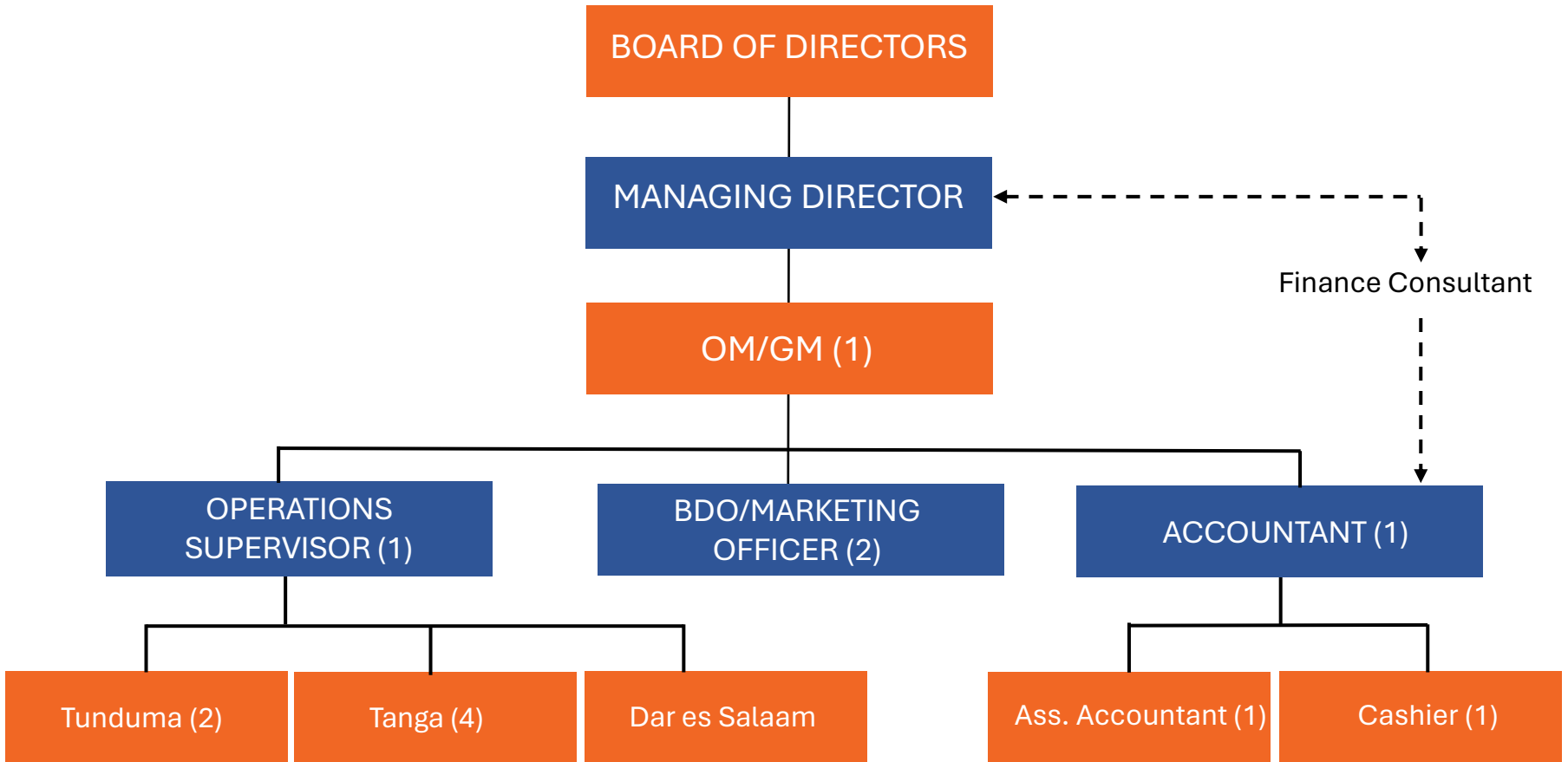
- To become the region's preferred timely logistics service provider of reliable and quality customer service through our highly skilled, dedicated, motivated and innovative team.



OUR VALUES

- E** Excellence
- P** People
- I** Integrity
- C** Continuous Improvement

ORGANIZATIONAL CHART



OUR MILESTONES

2017

Registration

- ❖ Our company Registered.

01

2020

Agriculture Commodities

- ❖ Handling over 5000 MT of Agriculture Commodities per Month.

03

2023

Opening of Tanga office

- ❖ Opening of Tanga Office
- ❖ Handling of Bulk Vessels of fuel at Tanga Port.

05

DEVELOPMENT OF STRATEGIC PLAN OF 5 YEARS, 2024 TO 2028

2019

Operations

- ❖ Started Operations in September 2019.
- ❖ First Projects for clearing and transportation of 10,000 MT of steel coils to Burundi per month.
- ❖ Started clearing a minimum of 100 motor vehicles for local and for transit to Zambia and Zimbabwe.

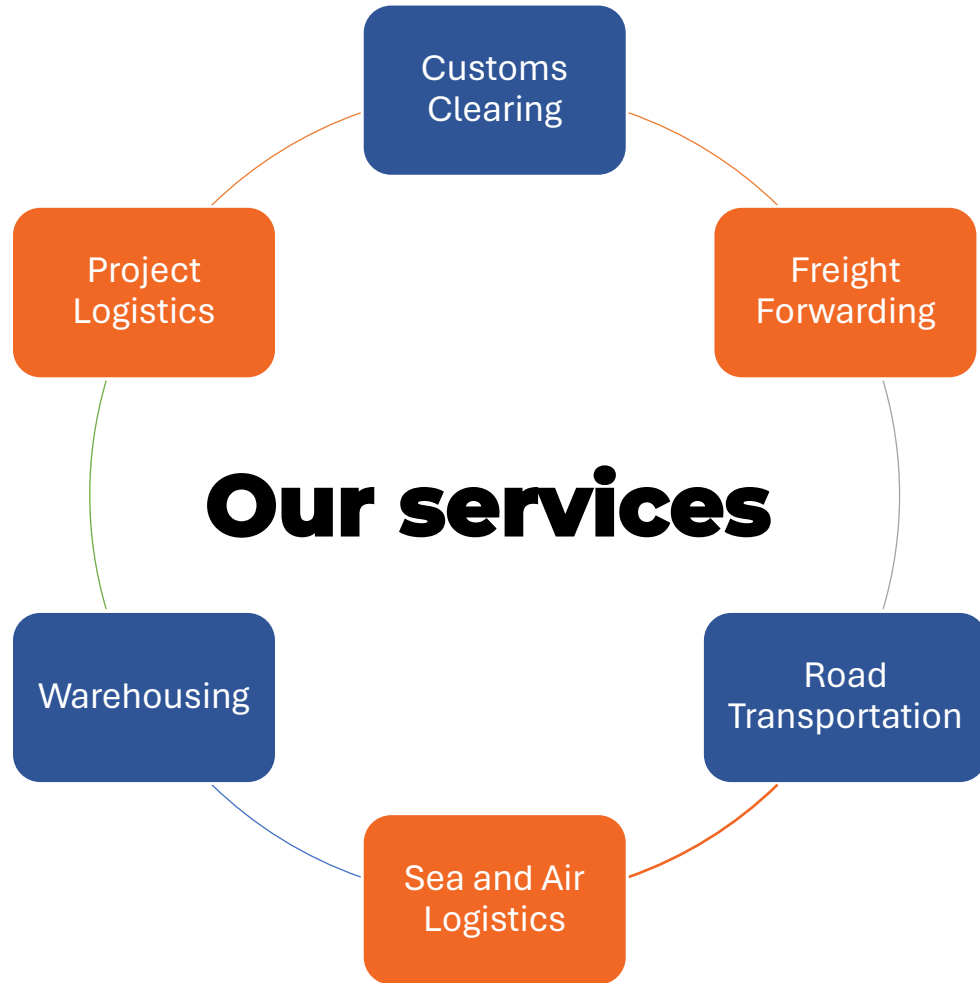
2021

Opening of Tunduma office

- ❖ Opened Tunduma Office.
- ❖ Handling of over 40,000 MT Bulk vessels of Sulphur per Month.

We Move The World





We Move The World



Strategic Objectives



SO1: Investment in assets

Reason: Ownership, control of service delivery and increase the balance sheet.

- Investment in trucks (125) over 5 years
- Increase profits
- Diversify to spread the risk
- Invest in equipment for the workshop for the best maintenance of the fleet

SO2: Diversification of service delivery

Reason: To increase the revenue and spread the risk.

New services	<ul style="list-style-type: none">• Forwarding to develop services• Transport investment
New customers	<ul style="list-style-type: none">• Increase customer base• New industries like agriculture commodities• Open new offices (Mutukula, Kigoma and Namanga)
Existing	<ul style="list-style-type: none">• Provision of transport services• Provision of clearing services for other cargo for DCG and Nemexon• Closer working relations with existing clients

SO3: Strategic Partnerships

Reason: Growth and profit sustainability.

- To join two strategic logistics networks in order to generate constant inquiries
- Increase strategic partners in the source markets
- To join DP World sea rates
- Increase revenue through alliances with transporters like Bravo

SO4: Financial growth

Reason: To increase shareholders value.

- To achieve a 30% year to year financial growth
- Increase profits
- Diversify to spread the risk
- Invest in equipment for the workshop for the best maintenance of the fleet

SO5: Attract and retain the best human capital

Reason: To increase productivity and service delivery.

- Attract the best talents
- Retain the best who understand our business model
- Train and upskill current staffs by coaching and mentoring
- Conduct regular skills audit to ensure required skills at any given time

SO6: Operational efficiency

Reason: To achieve excellence and competitive edge.

- To develop SOPs for all departments to standardize operations
- Develop an effective key account management system
- Restructure the company as per current and future needs

Scanning the Environment



PESTEL ANALYSIS

POLITICAL

- Governmental regulations & policies
- Political stability in the country
- Trade agreements
- Consistency in taxation laws

P

E

ECONOMICAL

- Yearly GDP increase by approximately 7%
- Employment Rate
- Inflation
- Income Level

SOCIAL

- Cultural diversity
- Labor force
- Religious tolerance
- Outbreak of pandemic diseases

S

T

TECHNOLOGICAL

- Information technology
- Infrastructure
- Research

ENVIRONMENTAL

- Unclear environmental laws that affects the usage of fossil fuels Recycling
- Effects of climate change

E

L

LEGAL

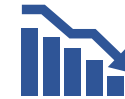
- Transportation laws
- Lack of harmonization of transportation laws & regulations in the region
- Axle load regulations

S.W.O.T ANALYSIS



STRENGTHS

- Quality service.
- Expertise & committed human resources.
- Fast growing company.
- Customer service.
- Strong financial muscle.



WEAKNESSES

- High dependency of few customers like DCG.
- Weak internal control Systems.
- Lack of experience in the team.
- Limited service scope offered.
- Lack of SOPs.
- Limited business development efforts.
- Lack of management focus into the strategic direction of the company.



OPPORTUNITIES

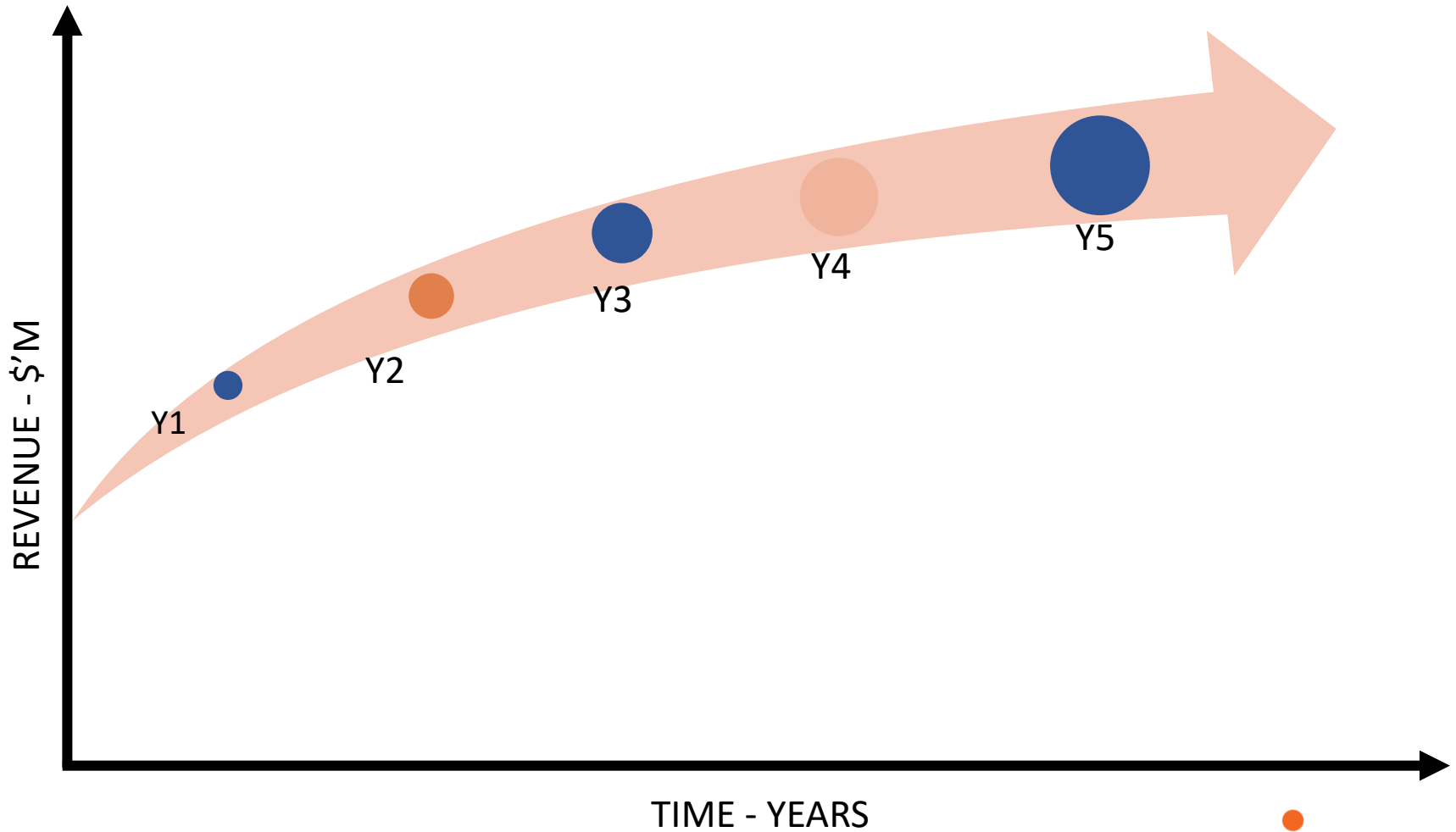
- Expansion of network across neighboring countries.
- Logistics networks like GAA, GFA and DP World sea rates.
- Focusing on forwarding services.
- Invest in trucks.
- Increase our market share by use of subcontractors.
- Emerging technologies.
- Geographic location of Tanzania.
- Growth of potential sectors like agriculture.
- Increase of bulk imports like Sulphur and fertilizer.
- Upcoming new projects like graphite and coal exports.



THREATS

- Emerging competition.
- Currency fluctuations.
- Fluctuations in fuel prices can significantly impact operational expenses.
- Port congestion.
- Competitor activity from neighboring ports like Beira and Mombasa.
- Uncertainty of new port operator changes.

5 year development goals



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CAPEX Budget

TRUCKS & TRAILERS	Item	Unit total	2024	2025	2026	2027	2028	Total
	Trucks	100	20	20	20	20	20	\$6,000,000
	Semi Trailers	75	20	20	10	15	10	\$1,875,000
	Tanker Trailers	25			10	5	10	\$875,000
	Tipper trucks	25				25		\$1,500,000
	Forklifts	5			5			\$1,000,000
	Weighbridge	2			2			
	Generator sets	2			2			
	Side Loaders	5			5			
	Recovery Trucks	2			2			
WORKSHOP EQUIPMENT	Tool Boxes	4		4				\$700,000
	Air Compressor	2		2				
	Heavyduty Welding Machine	3		3				
	Heavyduty Jacks	3		3				
	Wheel Aligners	2		2				
	Wheel Balancers	2		2				
	Tyer Changers	2		2				
BREAKDOWN	Total Trucks							\$6,000,000
	Tipper trucks							\$1,500,000
	Total Trailers							\$2,750,000
	Totals Workshop							\$700,000
	Other Machinery							\$1,000,000
	TOTAL budgeted amount							\$11,195,000
	Working Capital							\$1,195,000

ADMIN EXPENSES ANALYSIS

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WHY EPIC – VALUE PROPOSITION

FLEXIBILITY

We save costs for our customers by providing a faster turnaround times.

ACCESSIBILITY

Partnerships with other forwarders locally and worldwide offers us an opportunity to provide a solution to our customers.

AGILITY

Our medium size and pro-activity help us to make quick decisions and provide solutions.

TAILORED SERVICES

Every shipment is unique, so are clients. We deliver service as per requirements

ACCOUNT MANAGEMENT

We focus to each client and treat them as though they are the only customer we have.

PEOPLE

We have some of the brilliant talent in the industry




Thank You!

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