

BUSINESS PLAN

SORIC INVESTMENT LIMITED

Prepared: December 2024

Contact Information

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EXECUTIVE SUMMARY

Who We Are

SORIC Investment LTD was incorporated on the 18th of September 2023 as a company limited by share under the respective Company Ordinance Act, (Cap 212). It is headquartered in Kinondoni municipality, in Dar es Salaam, Tanzania. The company was found by Mr. **FREDRICK PHINIUS GIRENGA** who has several years of experience in the field of Mining and Logistic because it was always his dream to create a company that delivers the best service to the mines and firms in Tanzania by using the state-of-the-art technologies and methods.

Why Choose Us

We are a company of entrepreneurs who are hungry to prove ourselves, thus we are more in tune with the latest development in mining, transport and logistics industry we can serve the customer with the most modern technologies. We hire experienced staff to balance the passion with experience and we have available to you the customer necessary vehicles and machinery.

Vision Statement

To become a leading, sustainable, and innovative provider of high-quality coal, iron and transportation services in Tanzania and beyond, driving economic growth while prioritizing environmental stewardship and community well-being.

Mission Statement

To deliver reliable coal, iron mining and transportation solutions by leveraging advanced technology, fostering strong partnerships, and maintaining a commitment to safety, efficiency, and sustainability. We aim to create value for stakeholders, empower communities, and contribute to the nation's energy and industrial development.

Our Business Principles

The commitments to meeting its corporate and social responsibility is based on ethical principles and business practices. Our commitments are formally expressed in our code of conducts and based on support for and application of universal rules. Across our entire organization, in a variety of sensitive business environments, we uphold human rights and transparent and fair business practices, and we reject all forms of bribery and corruptions.

Company Principles

- i. **Sustainability and Environmental Stewardship:** Commit to environmentally responsible mining and transportation practices that minimize ecological impact and promote sustainable resource use.
- ii. **Safety and Integrity;** Prioritize safety in all operations and uphold the highest ethical standards in every aspect of the business.
- iii. **Innovation and Excellence;** Embrace technological advancements and continuously improve processes to ensure efficiency, reliability, and superior quality services.
- iv. **Community Empowerment;** Foster positive relationships with local communities by supporting economic development, employment opportunities, and social initiatives.
- v. **Customer-Centric Approach;** Deliver exceptional value to clients through tailored solutions, timely services, and a focus on exceeding expectations.
- vi. **Collaboration and Partnerships;** Build strong partnerships with stakeholders, including government, industry peers, and investors, to drive shared success.
- vii. **Accountability and Transparency;** Operate with honesty, transparency, and accountability to earn the trust of all stakeholders.
- viii. **Economic Development;** Contribute to national and regional growth by providing

essential resources and services that power industries and communities.

Our Ethics and Practices

Our company is built on a foundation of strong ethical principles and operational excellence. We are committed to conducting our business with integrity, accountability, and respect for all stakeholders. Below are the key aspects of our ethics and practices:

i. Integrity and Honesty

We prioritize honesty in all our dealings, ensuring that we communicate transparently and honor our commitments to clients, employees, and partners.

ii. Respect for People and Communities

We value the well-being of our employees and the communities we operate in, fostering an environment of mutual respect, inclusivity, and collaboration.

iii. Environmental Responsibility

Our practices are designed to minimize environmental impact by employing sustainable methods in coal mining and transportation. We actively comply with environmental regulations and invest in eco-friendly technologies.

iv. Compliance with Laws and Regulations

We adhere strictly to all national and international laws, standards, and regulations governing coal mining, transportation, and corporate governance.

v. Commitment to Safety

Safety is at the core of our operations. We implement rigorous safety protocols, provide ongoing training, and ensure a secure environment for our employees, contractors, and clients.

vi. Fairness and Equality

We promote equal opportunities and fair treatment for all employees, free from discrimination or bias, ensuring a diverse and inclusive workplace.

vii. Excellence in Service Delivery

Our practices are guided by a relentless focus on quality and efficiency. We aim to exceed customer expectations by delivering reliable, timely, and cost-effective solutions.

viii. Social Responsibility

We actively contribute to the social and economic development of the communities where we operate by creating jobs, supporting local businesses, and engaging in community initiatives.

ix. Anti-Corruption and Ethical Business Practices

We maintain a zero-tolerance policy for corruption and unethical behavior, fostering a culture of integrity and accountability throughout our organization.

x. Continuous Improvement

We strive for continuous improvement in all areas of our operations, encouraging innovation, learning, and adaptation to evolving industry standards.

Our Goals

- i. Towards customers and dealers: To provide prompt, courteous and efficient services and quality products at competitive prices
- ii. Towards suppliers: To ensure prompt dealings with integrity, impartiality and courtesy
- iii. Towards employees: To develop their capabilities and facilitate their developments through appropriate training and career planning
- iv. Towards community: To import and market technologically viable and environment friendly products

Our Core Values

- Safety, compliance, quality (priorities)
- We find the ways
- Trust every step on the way

COMPANY OVERVIEW

Company Ownership and Legal Entity

SORIC Investment LTD has been registered with Tanzania Revenue Authority and assigned the Taxpayer Identity Number (TIN) 168-637-373. It has also been registered with a certificate of incorporation of a company as a private business that is solely owned by two shareholders Mr. **FREDRICK PHINIUS GIRENGA** and Ms. **NEEMA ABEL SANGA**

Management

SORIC Investment. LTD has two directors Mr. **FREDRICK PHINIUS GIRENGA** and Ms. **NEEMA ABEL SANGA**. Both directors have robust experience, qualifications and skills in Mining and transport industry, that will help to grow the business to the profitability within the shortest time possible.

Job Creation

SORIC Investment LTD intends to grow big to compete favorably with leading coal miners and transport in Tanzania. We are aware of the importance of transport sector in building the economy of the nation. That is why we are committed to employ more qualified workers in each area including transport officers, managers, drivers, mechanicals and others. We intend to employ more than 15 drivers, 3 transport and logistic officers, 2 supervisors and 1 manager. We are intending to provide employment opportunities to Tanzania youth who are talented, hard workers, and creative

PRODUCTS AND SERVICES

At **SORIC Investment Limited**, we specialize in mining of coal and iron and the transportation of coal, iron ore, and other mining products across East, Central, and Southern Africa. With a robust fleet of trucks and trailers, we are committed to providing reliable and efficient logistics solutions to our customers.

Our services extend to all major cities and regional hubs, including Uganda, Kenya, the Democratic Republic of Congo (Kinshasa), and Malawi. We are equipped to handle a wide range of cargo transport needs, ensuring seamless delivery and customer satisfaction throughout the region.

- Cargo contained into 20' 40', Flat Rack and other types of carrier's containers



- Full truck load: curtain sides
- Break Bulk & Bagged Cargo (Rice, cement, maize, fertilizer, flour etc)
- Bulk cargo (steel bar, cement, steel coil, pipes etc)
- Fuel by tankers



- Abnormal sized cargo (for mining, gas, and construction industries)
- Groupage & less truckload (LCL, LTL)
- Heavy machine equipment's, motor vehicle

STRATEGY AND IMPLEMENTATION

Marketing Plan



SORIC Investment LTD intends to maintain a marketing campaign that will ensure maximum visibility for the business in its targeted market. Below is an overview of the marketing strategies and objectives of Giga Oil & Transport Co. LTD.

- i. Establish relationships with mining companies in need of transportation services within targeted market
- ii. Develop an online presence by developing a website and placing company's contact information
- iii. **Positioning:** the company strategy is to consolidate excellent customerservice with timely deliveries and a competitive pricing structure
- iv. **Pricing:** the company will seek to position itself not necessarily as the most inexpensive carrier, but as a carrier with best service and on-time record
- v. **Promotion:** Web presence, on-time reputation, target market, emphasis onservice and build a relationship -oriented business
- vi. **Distribution:** low distribution costs, fast delivery, optimal payload utilization, quick turnaround times, proper route planning and analysis, fuel efficiency

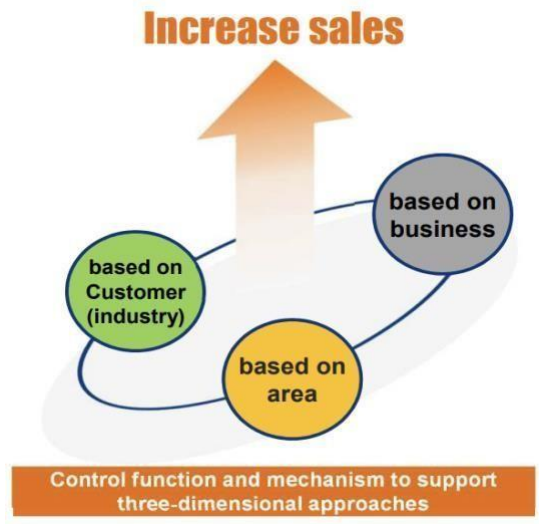
SWOT Analysis

<p>Strength</p> <ul style="list-style-type: none"> i. Extensive owner experience and knowledge in transport industry ii. Competitive pricing iii. Contracts with buyers iv. Premium quality services and on-time delivery 	<p>Weakness</p> <ul style="list-style-type: none"> i. Start-up funding needed ii. Currently limited to few trucks iii. Initially limited to independent contracting with larger coal buyers
<p>Opportunities</p> <ul style="list-style-type: none"> i. Increase sales opportunities beyond Tanzania ii. Ability to grow quickly because of increase in market demand 	<p>Threats</p> <ul style="list-style-type: none"> i. Likely entry potential new competitors ii. Possible new regulations iii. Rising costs of fuel, maintenance and repairs

GROWTH STRATEGY

The SORIC Investment Co. LTD pursues innovation to fundamentally change its approaches and philosophies to realize its long-term vision. Become a corporate group that creates new value through innovation, is the company of choice among customers around the world and has a strong presence in the global logistic market.

- i. **Business growth strategy** will involve promoting three-dimensional (customer, business and enhancement). Develop a current customer base in Tanzania and develop businesses in other East African countries that we believe to be our strengths into global level.



Priority Measures

Approach based on customer (industry)

- One-stop business promotion / account sales promotion, account management
- Responding to changes due to the rapidly expanding coal global market
- Expanding sales to global market

Approach based on business

- Transport and logistic business
- Clearing and forwarding
- Network transport business

Approach based on area

- East African countries

- ii. **Control functions and mechanisms to support the three sales approach** will involve establishing a system to support sales activities based on sales and operational data. Also, introducing Key Performance Indicators (KPIs) to the sale process and reinforcing group sales support base.
- iii. **Efforts to implement our long-term goals** will involve addressing innovation in our management base, including IT, research and development, human resources, branding, governance reforms as a global company. Also, try to resolve our social issues to help realize a sustainable society. Further, is to transform a company where employees from a variety of backgrounds play active role and employees feel satisfied and fulfilled through working -style reforms.

COAL AND IRON ORE MINING AND TRANSPORTATION

The Background Information - Tanzania Coal Reserves

Tanzania's coal reserves are estimated at 1.9 billion tones, 25% of which are proven. Tanzania's coal production reached 712,136 tones in 2019, compared to 257,321 tones in 2015 (+177%). The current exploited coal is used for industrial applications. Tanzania's industries use coal for thermal application, particularly in cement factories and agro-processing industries, while coal briquettes for cooking are being promoted instead of charcoal which is the main source of fuel for cooking in the country.

Tanzania currently generates less than 1% of its total installed capacity of 1,602 MW from coal-fired power plants, which are full supplied with imported coal. Coal projects are in south-western Tanzania and include the Ngaka coal mine, the Rukwa coalfield, and the Kiwira coal mine. The Ngaka project is the largest operational coal mine in Tanzania and East Africa. The coalfield is situated in the resource-rich western. Minerals province of Tanzania. The Ngaka basin comprises the Mbawala sub-basin in the south and Mbuyura -Mkapa sub-basin to the north. Total proven resources amount to 367 million tones. The Rukwa coalfields comprises. The Mkomolo, Namwele, and Muze deposits, hosting 173 million tons of measure and indicated coal, sufficient to support a 120 MW coal fired -power plant for 30 years. Kiwira coal mine is a stalled coal project within the Ivogo Ridge of the Songwe -Kiwira coalfield which. Is situated Southeast of Mbeya city within Ileje District. The project is targeting to produce 1.5 million tons of coal per annum.

The 2015 National Energy Policy of Tanzania indicates that according to geological information the country's coal reserves potential could be 5 billion tones. Coalfields with the highest potential are Katawaka – Mchuchuma in the Ruhuhu Basin, the Ngaka field in the Southern -West of Tanzania and the Songwe Kiwira field.

Iron ore mining in Tanzania

Iron ore mining in Tanzania has significant potential, centered around the Liganga iron ore deposit located in the Ludewa District of the Njombe Region. The Liganga mine holds one of Tanzania's largest known reserves of iron ore, with an estimated 1.22 billion tonnes grading 35% iron metal. This resource is part of a larger development initiative that includes the Mchuchuma coal project, which will supply energy to support iron processing and the national grid.

Currently, the Liganga project is in a development phase, with road construction and infrastructure improvements having started. The project is part of Tanzania's broader strategy to diversify its economy through the development of mineral resources and associated industrial activities. When operational, Liganga is expected to play a significant role in domestic steel production and may position Tanzania as a regional hub for iron and steel manufacturing. The government, in collaboration with private investors, is actively promoting this project as a way to reduce reliance on imported steel and enhance economic growth through job creation, infrastructure development, and increased exports.

Demand for Coal in Europe

Tanzania traditionally exports thermal coal only to neighboring countries in East Africa however, Europe crippling energy crisis has changed all that. Prices for thermal coal, used to generate electricity, have leapt to record levels because of the war which has led to many European countries losing access to vital supplies of natural gas and coal from their top provider Russia. Buyers in Europe and beyond are now vying to pay top dollars for coal from often remote mines in places such as Tanzania, Botswana and even potentially Madagascar. The resurgent coal demand, driven by governments trying to wean themselves off Russian energy while keeping a lid on power prices, clashes with climate plans to shift away from the most polluting fossil fuel. European players, after Russian war, are going to any place where there is coal, and they are offering to pay very good prices (The Citizen, September 21, 2022). Tanzania expects coal exports to double this year to around 696,773 tones while production is expected to increase by 50% to about 1,364,707 tones. Targeting sizeable tax revenues from this jump in exports, the government is considering building railway that would link the coal-producing Ruvuma Region to Mtwara.

SORIC Investment LTD seeks to expand its business to coal transportation. The company has a well thought out-plan, and Mr. Fredrick believes that financial institutions will recognize the potential in this endeavor and will support it. Tones of coals will be transported from Ludewa, Njombe to Uganda.



FINANCIAL PLAN

Project Finances and Source of Funds

Coal transportation is a new business for SORIC Investment LTD. The startup costs are related to the purchase of FAW 380HP Flat Roof Tractor Head Model CA4181 and Tipping Trailer (10 pieces) and 2 Toyota Landcruiser v8, Pick up double cabin (4 pieces). The shareholders are seeking to obtain a 67,200,000,000 TZS loan or investment.

Sales Forecast

One thing is certain when it comes to the coal mining and transport business, if you have a good customer care and best trucks and machinery, you will always attract more customers and that will translate to increase in revenues generations for the business. We are positioned to take on the available market within and outside Tanzania and we are quite optimistic that we will meet our set of targets of generating enough profits from the first six months of operations and grow the business and our clientele base. We have been able to critically examine coal transportation business, and we have been able to come up with the following forecasts

Second Fiscal year (2025) = **60,669,100,000 TZS**

Third Fiscal year (2026) = **129,139,200,000 TZS**

Fourth Fiscal year (2027) = **207,579,300,000 TZS**

Fifth Fiscal year (2028) = **288,007,400,000 TZS**

Six Fiscal year (2029) = **376,429,500,000 TZS**

N.B: These projections were done based on what is obtained in the industry and with the assumption that there won't be any major economic meltdown, and there won't be any major competitors offering customer care services as good as ours. Please note that the above projections might be lower and at the same time might be higher.

Expenditure Breakdown

These are the key areas where we will spend our startup capital

- i. Purchasing of vehicles (trucks/ tipper and Landcruiser)
=66,025,000,000/=TZS
- ii. Insurances expenses = 200,000,000 TZS
- iii. Operational expenses (Salaries, wages) = 4,000,000,000/= TZS
- iv. Repair and maintenance = 50,000,000 TZS

FINANCIAL STATEMENTS

SORIC INVESTMENT LTD PROJECTED PROFIT AND LOSS STATEMENT (2025 – 2029)

DETAILS	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT
CURRENCY	TZS	TZS	TZS	TZS	TZS
YEAR	2025	2026	2027	2028	2029
Income	67,200,000,000.00	75,000,000,000.00	85,000,000,000.00	87,000,000,000.00	95,000,000,000.00
Cost of goods sold					
Fuel for hired vehicles	600,000,000.00	700,000,000.00	750,000,000.00	800,000,000.00	800,000,000.00
Travel expenses for drivers	1,200,000,000.00	1,200,000,000.00	1,200,000,000.00	1,200,000,000.00	1,200,000,000.00
Truck maintenance costs	4,000,000,000.00	600,000,000.00	800,000,000.00	1,000,000,000.00	1,200,000,000.00
Total Cost of Goods Sold	5,800,000,000.00	2,500,000,000.00	2,750,000,000.00	3,000,000,000.00	3,200,000,000.00
Gross Profit	61,400,000,000.00	72,500,000,000.00	82,250,000,000.00	84,000,000,000.00	91,800,000,000.00
Expenses					
Bank service charges	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00
Business licence and permit fees	600,000.00	600,000.00	600,000.00	600,000.00	600,000.00
Computer and internet expenses	1,200,000.00	1,200,000.00	1,200,000.00	1,200,000.00	1,200,000.00
Insuarance expenses	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00
Interest expenses	2,200,000,000.00	2,200,000,000.00	2,200,000,000.00	2,200,000,000.00	2,200,000,000.00
Meals and intertainment	6,000,000.00	8,000,000.00	4,000,000.00	8,000,000.00	10,000,000.00
Office stationaries	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00
Salaries	4,000,000,000.00	4,000,000,000.00	4,000,000,000.00	4,000,000,000.00	4,000,000,000.00

Professional fees	5,000,000.00	1,000,000.00	3,000,000.00	1,000,000.00	25,000,000.00
Rent expenses	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00
Repair and maintainance	50,000,000.00	50,000,000.00	80,000,000.00	90,000,000.00	70,000,000.00
Miscelaneous expenses	2,000,000.00	3,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00
Total expenses	6,530,900,000.00	6,529,900,000.00	6,559,900,000.00	6,571,900,000.00	6,577,900,000.00
Profit	54,869,100,000.00	65,970,100,000.00	75,690,100,000.00	77,428,100,000.00	85,222,100,000.00
Tax	25,000,000,000.00	50,000,000,000.00	300,000,000.00	360,000,000.00	400,000,000.00
Net profit	29,869,100,000.00	15,970,100,000.00	75,390,100,000.00	77,068,100,000.00	84,822,100,000.00

SORIC INVESTMENT LTD
PROJECTED STATEMENT OF FINANCIAL
STATEMENT (2023 – 2027)

DETAILS	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT
CURRENCY	TZS	TZS	TZS	TZS	TZS
YEAR	2023	2024	2025	2026	2027
ASSETS					
CURRENT ASSETS					
Cash	-	50,000,000,000.00	60,000,000,000.00	70,000,000,000.00	80,000,000,000.00
FIXED ASSETS					
Landcruiser pick up single cabin	66,000,000,000.00	56,000,000,000.00	46,000,000,000.00	36,000,000,000.00	26,000,000,000.00
Furnitures and equipments	25,000,000.00	30,000,000.00	25,000,000.00	40,000,000.00	50,000,000.00

Land	-	100,000,000.00	150,000,000.00	200,000,000.00	250,000,000.00
warehouse	-	20,000,000.00	30,000,000.00	40,000,000.00	50,000,000.00
Machinery	-	50,000,000.00	60,000,000.00	70,000,000.00	80,000,000.00
TOTAL ASSETS	66,025,000,000.00	106,200,000,000.00	106,265,000,000.00	106,350,000,000.00	106,430,000,000.00
LIABILITIES AND EQUITY					
LIABILITIES					
LONG TERM LIABILITIES					
Bank loan	66,025,000,000.00	46,000,000,000.00	26,000,000,000.00	-	-
Net working capital	-	60,000,000,000.00	65,000,000,000.00	80,000,000,000.00	1,850,000,000.00
Tax liability	-	2,000,000.00	3,000,000.00	65,000,000.00	350,000,000.00
EQUITY					
Opening balance equity	-	5,000,000,000.00	-	285,000,000.00	43,630,000,000.00
Retained earnings	-	4,000,000,000.00	15,262,000,000.00	25,000,000,000.00	60,600,000,000.00
owners draw	-	8,802,000,000.00	-	-	-
TOTAL LIABILITIES AND EQUITY	66,025,000,000.00	106,200,000,000.00	106,265,000,000.00	106,350,000,000.00	106,430,000,000.00

**SORIC INVESTMENT LTD
PROJECTED STATEMENT OF CASH FLOW**

DETAIL	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT
CURRENCY	TZS	TZS	TZS	TZS	TZS
YEAR	2023	2024	2025	2026	2027
BALANCE AT THE BEGINNING	-	60,669,100,000.0	129,139,200,000.0	207,579,300,000.0	288,007,400,000.0
CASH INFLOW	67,200,000,000.0	75,000,000,000.0	85,000,000,000.0	87,000,000,000.0	95,000,000,000.0
CASH OUTFLOW	6,530,900,000.0	6,529,900,000.0	6,559,900,000.0	6,571,900,000.0	6,577,900,000.0
BALANCE AT THE END	60,669,100,000.0	129,139,200,000.0	207,579,300,000.0	288,007,400,000.0	376,429,500,000.0

