

MBARAK MOHAMED NAHDI TRANSPORT.

Executive Summary

Mbarak Mohamed Nahdi is a Tanzania-based trucking company specializing in cross-border transportation of goods from the Dar es Salaam port to Zambia, Congo, and Malawi. Our company focuses on transporting containers (dry and refrigerated), agricultural goods, and minerals such as copper from Congo and Zambia. With a strong emphasis on reliability, competitive rates, and plans to digitize operations, we aim to scale from our current two trucks to 15-20 trucks within two years.

Business Description

Mbarak Mohamed Nahdi Transport was founded as a sole proprietorship with a vision to transition into an LLC within a year. The business serves manufacturers, importers, and exporters, ensuring seamless logistics from Tanzania to neighboring countries. Our future plans include expanding our services by integrating an in-house clearing and forwarding (brokerage) solution to enhance efficiency.

Market Analysis

Industry Overview

The demand for trucking services in Tanzania and its neighboring countries is growing due to increased trade and infrastructure development. Dar es Salaam port is a key gateway for regional commerce, making reliable transport solutions essential.

Target Market

Our primary clients include:

- Manufacturers requiring transportation of raw materials and finished goods.
- Importers and exporters dealing with cross-border trade.
- Mining companies exporting minerals such as copper from Zambia and Congo.

Competitive Landscape

The industry is competitive, but our business differentiates itself through:

- **Reliability** – Ensuring on-time deliveries.
- **Competitive Pricing** – Offering better rates than competitors.



- **Technology Integration** – Plans to digitize logistics and tracking.
- **End-to-End Service** – Future clearing and forwarding services.

Operational Plan

Current Fleet

- 2 semi trucks.
- 2 semi-trailers.

Expansion Plan

- Acquire additional trucks progressively to reach 15-20 trucks in two years.
- Establish digital tracking and fleet management solutions.
- Set up an in-house clearing and forwarding service.

Logistics & Routes

- **Primary Routes:** Dar es Salaam to Zambia, Congo, and Malawi.
- **Types of Goods:** Containers (dry and refrigerated), agricultural products, and minerals.

Financial Plan

Funding Strategy

- **Self-Funding** – Profits reinvested into fleet expansion.
- **Investors** – Seeking strategic partners to finance growth.

Revenue Model

- Freight charges based on weight, distance, and cargo type.
- Additional income from brokerage and clearing services (future expansion).

Cost Structure

- Truck acquisition and maintenance.
- Fuel and driver wages.

- Insurance and permits.

Growth Strategy

- **Short-Term Goals (Year 1):** Secure investors, acquire 5-8 new trucks, and increase clientele.
- **Mid-Term Goals (Year 2):** Expand to 15-20 trucks, integrate digital fleet management, and launch brokerage services.
- **Long-Term Goals:** Establish our business company as a leading cross-border transport and logistics firm in the region.

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Conclusion

This business is positioned for significant growth in the regional transport sector. With a well-structured plan, strategic investments, and a commitment to efficiency, we aim to become a trusted logistics partner for businesses in Tanzania and neighboring countries.