

ACCESS WORLD (TANZANIA) LIMITED

BUSINESS PLAN

DEVELOPMENT OF A CONTAINER FREIGHT STATION (CFS)

Proposed Location: Ubungo Industrial Area

Estimated Investment Value: USD 8,000,000

Submitted to: Tanzania Investment Centre (TIC)

Prepared by: ACCESS WORLD (TANZANIA) LIMITED

EXECUTIVE SUMMARY

ACCESS WORLD (TANZANIA) LIMITED

proposes to develop a modern

Container Freight Station (CFS) located

in the Ubungo Industrial Area, Dar es

Salaam. The project is designed to

support Tanzania's growing import,

export, and regional transit trade by providing efficient off-dock container handling and logistics services.

The proposed CFS will offer bonded and non-bonded warehousing, container storage, stripping and stuffing, cargo consolidation, and value-added logistics services. Its strategic location near the Port of Dar es Salaam and major transport corridors will help reduce port congestion, improve cargo dwell time, and enhance overall supply chain efficiency.

The total estimated investment for the project is USD 8,000,000, with an initial handling capacity of approximately 3,000 metric tons per year (equivalent to about 250–300

TEUs), scalable as demand grows. The project is financially viable, economically impactful, and aligned with Tanzania's national development and trade facilitation objectives.

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1. COMPANY PROFILE

ACCESS WORLD (TANZANIA) LIMITED is a logistics and supply chain services company established to provide efficient, reliable, and compliant logistics solutions within Tanzania and the wider East and Central African region.

The company's strategic focus is on freight handling, cargo storage, logistics coordination, and value-added services that support international trade and regional transit cargo. ACCESS WORLD (TANZANIA) LIMITED is committed to

operating in compliance with all Tanzanian laws and regulations and to supporting national economic development objectives.

2. PROJECT DESCRIPTION

The proposed project involves the development and operation of a Container Freight Station (CFS) in Ubungo Industrial Area, Dar es Salaam. The CFS will operate as an off-dock facility supporting the Port of Dar es Salaam by handling containerized cargo away from the port.

Project Objectives:

Reduce congestion at the Port of Dar es Salaam

Improve cargo handling efficiency and turnaround time

Provide secure bonded and non-bonded storage facilities

Support import, export, and transit cargo operations

Enhance Tanzania's role as a regional logistics hub

3. INDUSTRY & MARKET ANALYSIS

Tanzania's logistics sector is experiencing sustained growth due to increasing trade volumes, industrialization, and regional transit demand. The Port of Dar es Salaam serves not only Tanzania but also landlocked countries including Zambia, Rwanda, Burundi, Uganda, and the Democratic Republic of Congo. The demand for CFS facilities is driven by:

Increasing container traffic at the port

Need to reduce port congestion

Growth in regional transit trade

Expansion of industrial and infrastructure projects

The proposed CFS will serve importers, exporters, clearing and forwarding agents, shipping lines, logistics companies, and transit cargo operators.

4. LOCATION & INFRASTRUCTURE

The proposed CFS will be located in Ubungo Industrial Area, Dar es Salaam, a strategic industrial zone with excellent connectivity.

Location Advantages:

Close proximity to the Port of Dar es Salaam

Direct access to major highways and transport corridors

Proximity to industrial and commercial zones

Availability of utilities and supporting infrastructure

5. TECHNICAL DESIGN & FACILITIES

The CFS will include:

Container storage yards (full and empty containers)

Bonded and non-bonded warehouses

Container stripping and stuffing areas

Administrative and customs offices

Security and surveillance systems

ICT-enabled cargo tracking systems

The facility will be designed to meet international safety, security, and operational standards.

6. REGULATORY & LEGAL FRAMEWORK

The project will comply with all relevant Tanzanian laws and

regulations, including:

Tanzania Investment Centre (TIC)
registration

Tanzania Revenue Authority (TRA)
customs regulations

Tanzania Ports Authority (TPA)
operational requirements

National Environment Management
Council (NEMC) environmental
regulations

Occupational Safety and Health
Authority (OSHA) standards

All required licenses, permits, and
approvals will be obtained prior to
operations.

7. ENVIRONMENTAL & SOCIAL IMPACT

The project will be implemented in
accordance with environmental best
practices. An Environmental and

Social Impact Assessment (ESIA) will be conducted as required by NEMC.

Key Measures:

Proper drainage and waste management systems

Dust and noise control measures

Fire prevention and emergency response plans

Occupational health and safety programs

Community engagement and local employment

8. OPERATIONS PLAN

The CFS will operate on a 24-hour basis to maximize efficiency.

Operational Activities:

Container receipt and dispatch

Customs documentation and inspections

Stripping and stuffing operations

Temporary storage and cargo consolidation

Security and monitoring

Performance will be monitored using key indicators such as turnaround time, yard utilization, and customer satisfaction.

9. MANAGEMENT & HUMAN RESOURCE PLAN

The organizational structure will include:

Board of Directors

Managing Director / CEO

Operations Manager

Finance & Administration Manager

Safety & Security Officer

ICT & Systems Officer

The project will initially employ

approximately 80–100 staff, with ongoing training and skills development programs.

10. MARKETING & SALES STRATEGY

The marketing strategy will focus on:

Direct engagement with importers and exporters

Partnerships with clearing and forwarding agents

Collaboration with shipping lines

Competitive pricing and flexible service offerings

The goal is to achieve 70–80% capacity utilization within the first two years of operation.

11. FINANCIAL PROJECTIONS & INVESTMENT ANALYSIS

Capital Investment: USD 8,000,000

Land & infrastructure development

Equipment and machinery

ICT systems

Working capital

Financial Summary:

Annual Revenue: USD 2,450,000

Annual Operating Expenses: USD
1,600,000

Annual Gross Profit: USD 850,000

ROI: ~10.6%

Payback Period: 9–10 years

12. ECONOMIC & SOCIAL

CONTRIBUTION

The project will:

Create direct and indirect employment

Support skills development

Promote local procurement

Enhance trade efficiency

Contribute to government revenue

13. RISK ASSESSMENT & MITIGATION

Key risks include operational, market, regulatory, environmental, and financial risks. These will be mitigated through:

Preventive maintenance

Regulatory compliance

Diversified customer base

Strong financial controls

Safety and environmental management systems

14. IMPLEMENTATION TIMELINE & MILESTONES

Months 1–3: Planning & approvals

Months 4–12: Construction & infrastructure

Months 13–14: Testing & commissioning

Month 15 onward: Commercial operations

15. CONCLUSION & CALL TO ACTION

The proposed Container Freight Station is a strategic, viable, and sustainable investment that aligns with Tanzania's development objectives. ACCESS WORLD (TANZANIA) LIMITED respectfully requests TIC approval and support to implement this project for the benefit of the national and regional economy.