

**ESTABLISHMENT AND EXPANSION OF SRIVEN LOGISTICS TANZANIA LIMITEDa**

SRIVEN LOGISTICS TANZANIA LIMITED DIPLOMAT HOUSE, 4TH FLOOR, SAMORA  
AVENUE, DAR ES SALAAM, TANZANIA.

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# **TITLE OF THE PROJECT**

## **Project Title: ESTABLISHMENT AND EXPANSION OF SRIVEN LOGISTICS TANZANIA LIMITED AS A LEADING LOGISTICS PROVIDER IN TANZANIA**

SRIVEN LOGISTICS TANZANIA LIMITED was founded with the vision of becoming a premier logistics service provider in Tanzania, offering comprehensive transport, warehousing, and clearing and forwarding solutions. From its inception, the company has focused on delivering efficient, reliable, and cost-effective services, ensuring smooth and timely movement of goods across local and international markets. With a commitment to excellence, the company has steadily built a reputation for its professionalism, customer satisfaction, and adherence to global logistics standards.

As Tanzania continues to position itself as a strategic logistics hub in East Africa, SRIVEN LOGISTICS TANZANIA LIMITED has seized opportunities for growth by investing in modern infrastructure, technology, and a skilled workforce. The company has expanded its service offerings to cater to the increasing demand for efficient cargo handling and transportation. By integrating digital solutions such as real-time tracking, automated booking systems, and AI-driven logistics optimization, SRIVEN LOGISTICS has enhanced its operational efficiency and improved customer experience.

The company's expansion strategy also includes forging strong partnerships with international shipping lines, freight forwarders, and key stakeholders in the logistics industry. These collaborations have enabled SRIVEN LOGISTICS to streamline cross-border trade, reduce transit times, and offer competitive pricing to clients. Additionally, the company has extended its reach to serve various industries, including manufacturing, retail, agriculture, and construction, ensuring that businesses of all sizes can rely on its expertise to facilitate seamless supply chain operations.

In response to the growing demand for sustainable logistics solutions, SRIVEN LOGISTICS TANZANIA LIMITED has adopted eco-friendly practices such as fuel-efficient transportation, optimized route planning, and green warehousing initiatives. The company remains committed to corporate social responsibility by supporting local communities, creating employment opportunities, and contributing to Tanzania's economic growth.

With a solid foundation and an ambitious growth trajectory, SRIVEN LOGISTICS TANZANIA LIMITED is poised to become a dominant player in the logistics sector. By continuously innovating and adapting to market trends, the company aims to reinforce its position as a trusted logistics partner, providing world-class solutions that drive efficiency and success for businesses in Tanzania and beyond.

# EXECUTIVE SUMMARY

**Company Name:** SRIVEN LOGISTICS TANZANIA LIMITED

**Location:** The company is headquartered in Dar Es Salaam, Tanzania, with its registered office located at Diplomat House, 4th Floor, Samora Avenue. This central location in Tanzania's commercial capital provides easy access to key transportation networks, including the Port of Dar Es Salaam, major highways, and the Julius Nyerere International Airport, making it an ideal base for logistics operations.

**Business Type:** SRIVEN LOGISTICS TANZANIA LIMITED is a **Private Company Limited by Shares**, registered under the Tanzanian Companies Act. This structure allows the company to operate with limited liability while attracting investment through shareholding.

**Mission:** The Company's mission is to provide **efficient, reliable, and cost-effective logistics solutions** that support Tanzania's growing economy and regional trade. By leveraging advanced technology, a skilled workforce, and strategic partnerships, SRIVEN LOGISTICS aims to streamline supply chains and enhance the competitiveness of its clients in both local and international markets.

**Vision:** SRIVEN LOGISTICS TANZANIA LIMITED aspires to become the **leading logistics provider in East Africa**, connecting businesses to local and international markets. The company envisions a future where it plays a central role in facilitating trade and commerce across the region, contributing to economic growth and development.

## Objectives:

- Market Share:** Achieve a **15% market share** in Tanzania's logistics sector within 5 years by offering superior services and expanding its client base.
- Regional Expansion:** Expand operations to **neighboring countries**, including Kenya, Uganda, and Rwanda, within 3 years to tap into the growing East African market.
- Revenue Growth:** Generate **annual revenue of \$5 million** by Year 5 through a combination of freight forwarding, warehousing, distribution, and value-added logistics services.

**TIC Compliance:** To support its growth and operational efficiency, SRIVEN LOGISTICS TANZANIA LIMITED will apply for certification with the **Tanzania Investment Centre (TIC)**. This certification will enable the company to benefit from various incentives, including **tax holidays, duty exemptions on imported equipment**, and access to industrial parks. These incentives will reduce operational costs and enhance the company's competitiveness in the market.

By aligning its mission, vision, and objectives with Tanzania's economic goals and regional trade dynamics, SRIVEN LOGISTICS TANZANIA LIMITED is well-positioned to become a key player in the logistics industry. The company's strategic location in Dar Es Salaam, combined with its commitment to efficiency and reliability, will enable it to meet the growing demand for logistics services in Tanzania and beyond.

## SUMMARY OF COMPANY LEGAL FORMATION

- **Incorporation Number:** 178317342
- **Registration Date:** 27/09/2024
- **Company Type:** Private Company Limited by Shares.
- **Registered Office:** Diplomat House, 4th Floor, Samora Avenue, Dar Es Salaam, Tanzania.
- **Business Activities:**
  - Freight transport by road.
  - Cargo handling.
  - Manufacture of vehicle bodies, trailers, and semi-trailers.
  - Warehousing and storage.
- **Directors:**
  - Venkata Siva Prasad Reddy Mallu (American).
  - Maheswara Reddy Marthala (Indian).
- **Company Secretary:** Venkata Siva Prasad Reddy Mallu (American).
- **Authorized Share Capital:** 1,000,000 TZS.
- **Shareholders:**
  - Venkata Siva Prasad Reddy Mallu: 40 shares.
  - Raghuram Talassila: 20 shares.
  - PLR Projects Zambia Ltd: 20 shares.
  - Jaswin Alloys Manufacturing Limited: 20 shares.

## **COMPANY SHAREHOLDING STRUCTURE AND NATIONALITY**

<b>SHAREHOLDER</b>	<b>NATIONALITY</b>	<b>SHARES</b>	<b>PERCENTAGE OWNERSHIP</b>
<b>Venkata Siva Prasad Reddy Mallu</b>	American	40	40%
<b>Raghuram Talassila</b>	Indian	20	20%
<b>PLR Projects Zambia Ltd</b>	Zambian	20	20%
<b>Jaswin Alloys Manufacturing Ltd</b>	Indian	20	20%

## DESCRIPTION OF THE PROJECT LOCATION

Dar Es Salaam, the commercial capital of Tanzania, serves as the primary location for SRIVEN LOGISTICS TANZANIA LIMITED. This strategic choice is driven by the city's pivotal role as a logistics and transportation hub in East Africa. Dar Es Salaam is home to the largest and busiest port in Tanzania, the **Port of Dar Es Salaam**, which handles over 90% of the country's international trade. The port's connectivity to global shipping routes and its proximity to key regional markets, such as Kenya, Uganda, Rwanda, Burundi, and the Democratic Republic of Congo, make it an ideal base for logistics operations.

The city's well-developed infrastructure, including major highways, railways, and airports, further enhances its suitability for logistics activities. The **Standard Gauge Railway (SGR)**, which connects Dar Es Salaam to other parts of Tanzania and neighboring countries, provides an efficient and cost-effective mode of transporting goods. Additionally, the **Julius Nyerere International Airport** facilitates air freight services, enabling the company to offer time-sensitive logistics solutions to its clients.

Dar Es Salaam's central location within the East African Community (EAC) and its access to the **African Continental Free Trade Area (AfCFTA)** create significant opportunities for cross-border trade. The city's growing industrial and commercial sectors, including manufacturing, agriculture, mining, and retail, generate a high demand for logistics services. By establishing its headquarters and primary operations in Dar Es Salaam, SRIVEN LOGISTICS TANZANIA LIMITED positions itself to capitalize on these opportunities and serve as a key player in the region's logistics industry.

Furthermore, the Tanzanian government's ongoing investments in infrastructure development, such as the expansion of the Port of Dar Es Salaam and the construction of new roads and railways, will further enhance the city's logistics capabilities. These developments align with SRIVEN LOGISTICS TANZANIA LIMITED's vision of becoming a leading logistics provider in Tanzania and the broader East African region.

In summary, Dar Es Salaam's strategic location, robust infrastructure, and connectivity to regional and global markets make it the perfect base for SRIVEN LOGISTICS TANZANIA LIMITED to establish and expand its operations. The city's dynamic business environment and the government's commitment to infrastructure development provide a solid foundation for the company's growth and success in the logistics sector.

Through its primary and secondary objectives, SRIVEN LOGISTICS TANZANIA LIMITED aims to not only achieve business success but also contribute to the socio-economic development of Tanzania and the East African region. By providing efficient logistics solutions, supporting trade, and creating employment opportunities, the company is poised to play a pivotal role in the growth of the logistics sector and the broader economy.

## SUMMARY OF SECTOR PERFORMANCE

Tanzania's logistics sector is experiencing significant growth, driven by a combination of **increased trade, infrastructure development, and regional integration initiatives**. As one of the fastest-growing economies in East Africa, Tanzania is strategically positioned to benefit from its membership in the **East African Community (EAC)** and the **African Continental Free Trade Area (AfCFTA)**. These regional agreements have opened up new opportunities for cross-border trade, making Tanzania a key logistics hub in the region.

The logistics sector plays a critical role in supporting Tanzania's economic development by facilitating the movement of goods and services across the country and beyond. With the government's focus on industrialization and trade, the demand for efficient logistics services is expected to grow significantly in the coming years. Key sectors such as **agriculture, mining, manufacturing, and retail** rely heavily on logistics to transport raw materials, finished products, and consumer goods to domestic and international markets.

### Key Drivers of Growth:

#### 1. **Government Investments in Infrastructure:**

The Tanzanian government has made substantial investments in infrastructure development to enhance the country's logistics capabilities. Key projects include:

- **Standard Gauge Railway (SGR):** This modern railway network connects Dar Es Salaam to other parts of Tanzania and neighboring countries, providing a faster and more efficient mode of transporting goods.
- **Port of Dar Es Salaam Expansion:** The ongoing expansion of Tanzania's largest port aims to increase its capacity and reduce congestion, making it more competitive in the region.
- **Road Network Improvements:** Upgrades to major highways and rural roads are improving connectivity and reducing transportation costs. These infrastructure projects are creating a more conducive environment for logistics operations, enabling companies like SRIVEN LOGISTICS TANZANIA LIMITED to offer faster and more reliable services.

#### 2. **Increasing Demand for E-Commerce Logistics:**

The rapid growth of **e-commerce** in Tanzania is driving demand for specialized

logistics services. With more consumers shopping online, there is a need for efficient last-mile delivery solutions, warehousing, and inventory management. SRIVEN LOGISTICS TANZANIA LIMITED is well-positioned to capitalize on this trend by offering tailored logistics solutions for e-commerce businesses, including real-time tracking and flexible delivery options.

### 3. **Growth in Cross-Border Trade:**

Tanzania's strategic location and membership in regional trade agreements such as the EAC and AfCFTA are fueling growth in **cross-border trade**. The country serves as a gateway to landlocked neighbors like Uganda, Rwanda, Burundi, and the Democratic Republic of Congo, providing access to their markets through its ports and transportation networks. This has created a surge in demand for freight forwarding, customs clearance, and warehousing services. SRIVEN LOGISTICS TANZANIA LIMITED aims to play a key role in facilitating cross-border trade by offering seamless logistics solutions that meet the needs of importers and exporters.

## **Opportunities for SRIVEN LOGISTICS TANZANIA LIMITED**

The growth of Tanzania's logistics sector presents numerous opportunities for SRIVEN LOGISTICS TANZANIA LIMITED:

- **Expansion into Regional Markets:** By leveraging Tanzania's strategic location, the company can expand its operations to neighboring countries and tap into the growing East African market.
- **Adoption of Technology:** Investing in advanced logistics technologies, such as real-time tracking and route optimization software, will enable the company to offer superior services and gain a competitive edge.
- **Partnerships with Key Stakeholders:** Collaborating with government agencies, trade associations, and private sector players will help the company navigate regulatory challenges and access new business opportunities.

Tanzania's logistics sector is poised for continued growth, driven by infrastructure development, e-commerce expansion, and cross-border trade. SRIVEN LOGISTICS

TANZANIA LIMITED is well-positioned to capitalize on these trends and establish itself as a leading logistics provider in the region. By aligning its strategies with the key drivers of growth, the company can achieve its objectives and contribute to Tanzania's economic development.

# SUMMARY OF MARKET ANALYSIS

SRIVEN LOGISTICS TANZANIA LIMITED is uniquely positioned to **outperform competitors** through a combination of **technological innovation, cost-effective solutions, and customer-centric services**. The company's competitive advantages include:

## 1. Advanced Technology Integration:

- Real-time **GPS tracking and fleet management systems** ensure transparency and efficiency in cargo movement.
- **AI-driven route optimization** reduces fuel consumption and delivery time, enhancing cost savings and reliability.
- **Automated logistics management software** for seamless booking, scheduling, and real-time updates to clients.

## 2. Competitive Pricing and Cost Efficiency:

- Leveraging **economies of scale** to offer affordable logistics solutions without compromising service quality.
- Efficient **warehousing and inventory management systems** to minimize storage costs for clients.
- Transparent pricing models with no hidden fees, fostering trust and long-term partnerships.

## 3. Superior Customer Service and Client Support:

- **24/7 customer support** and a dedicated relationship management team ensure a seamless client experience.
- **Customizable logistics solutions** tailored to specific industry needs, from agriculture to high-value manufacturing goods.
- **Proactive problem-solving** through predictive analytics, minimizing delays and disruptions in supply chains.

## 4. Strategic Location and Infrastructure:

- Proximity to **key trade routes, major ports, airports, and railway networks**, facilitating fast and efficient movement of goods.
- Well-equipped **warehousing facilities in strategic locations** to support storage, distribution, and supply chain flexibility.

5. **Diverse and Specialized Service Portfolio:**

- **Multimodal transportation solutions**, integrating road, rail, sea, and air freight to optimize logistics operations.
- **Specialized handling services** for fragile, perishable, and high-value goods, ensuring safety and compliance with industry standards.
- **Customs clearance expertise**, expediting the import/export process for businesses and reducing bureaucratic delays.

6. **Strong Industry Partnerships and Network Expansion:**

- Collaboration with **regional and global logistics partners** to facilitate cross-border trade and international supply chains.
- Establishment of strategic **alliances with local government agencies and trade organizations** to streamline operations.
- Investment in **future expansions**, including regional logistics hubs to cater to growing demand.

7. **Commitment to Sustainable and Green Logistics:**

- Adoption of **eco-friendly transportation solutions**, including fuel-efficient vehicles and electric transport where applicable.
- Implementation of **paperless logistics processes**, reducing environmental impact.
- Investment in **carbon offset programs** to align with global sustainability goals and corporate social responsibility initiatives.

By combining **technological efficiency, operational excellence, and sustainable practices**, SRIVEN LOGISTICS TANZANIA LIMITED is set to become a **market leader** in Tanzania's logistics sector, offering unmatched reliability and value to its clients.

# SUMMARY OF PROJECT DESCRIPTION

## Annual Production Capacity:

- **Freight Transport:** Handling **10,000 tons** of goods annually, ensuring efficient and timely deliveries across Tanzania and neighboring regions.
- **Warehousing:** Operating a **50,000 square feet** storage facility with modern inventory management systems, ensuring safe and systematic storage solutions for clients.

## Employment Creation:

- **Total Employees:**
  - **Year 1:** 50 employees
  - **Year 3:** 100 employees
  - **Year 5:** 150 employees
- **Employee Composition:**
  - **Local Employees: 80%** of the workforce will be sourced from Tanzania, promoting economic development and local talent.
  - **Foreign Employees: 20%** will be specialists in logistics, fleet management, and supply chain technology, ensuring knowledge transfer and operational efficiency.
- **Gender Distribution:**
  - **40% Female** workforce participation, supporting gender inclusivity.
  - **60% Male**, with efforts to ensure equal opportunities across all job roles.

## Technology Used:

- **Logistics Management Software:**
  - Real-time tracking for shipment monitoring.
  - Route optimization to minimize fuel consumption and enhance delivery efficiency.
- **Fleet Management Systems:**

- GPS tracking for vehicle monitoring and security.
- Predictive maintenance technology to reduce breakdowns and downtime.
- Fuel efficiency tracking to optimize costs.
- **Warehouse Management System (WMS):**
  - Automated inventory tracking for improved stock management.
  - Barcode and RFID technology to enhance operational efficiency.
  - Digital order processing and fulfillment for faster turnaround times.

### **Skills Transfer & Capacity Building:**

- **Training & Development:**
  - Regular **training programs** for local employees in logistics, technology applications, and warehouse operations.
  - Hands-on learning in fleet management, inventory control, and safety protocols.
- **Technology Upskilling:**
  - Workshops on **data analytics for supply chain optimization.**
  - Certification programs in logistics software and management tools.
- **Internship & Apprenticeship Programs:**
  - Partnerships with local universities and technical institutes to provide internship opportunities for students interested in logistics and supply chain careers.

## PROJECT INVESTMENT COSTING

Item	Cost (TZS)
Land and Building	300,000,000
Plant and Machinery	200,000,000
Vehicles	500,000,000
Furniture	50,000,000
Working Capital	150,000,000
Total Investment	<b>1,200,000,000</b>

<b>Source</b>	<b>Amount (TZS)</b>	<b>Percentage</b>
Foreign Equity	600,000,000	66.67%
Local Equity	300,000,000	33.33%
<b>Total Financing</b>	<b>1,200,000,000</b>	<b>100%</b>

## PROJECT IMPLEMENTATION SCHEDULE

Activity	Timeline
Company Registration	Completed (Sept 2024)
TIC Certification	Q1 2025
Facility Setup	Q2 2025
Fleet Acquisition	Q3 2025
Operations Commencement	Q4 2025

# PROJECT FINANCIAL PROJECTIONS (5 YEARS)

## Income Statement (TZS)

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	1,200,000,000	2,000,000,000	3,500,000,000	4,500,000,000	5,000,000,000
Cost of Goods Sold (COGS)	600,000,000	1,000,000,000	1,750,000,000	2,250,000,000	2,500,000,000
Gross Profit	600,000,000	1,000,000,000	1,750,000,000	2,250,000,000	2,500,000,000
Operating Expenses	400,000,000	600,000,000	900,000,000	1,100,000,000	1,200,000,000
Net Profit Before Tax	200,000,000	400,000,000	850,000,000	1,150,000,000	1,300,000,000
Tax (30%)	60,000,000	120,000,000	255,000,000	345,000,000	390,000,000
<b>Net Profit After Tax</b>	<b>140,000,000</b>	<b>280,000,000</b>	<b>595,000,000</b>	<b>805,000,000</b>	<b>910,000,000</b>

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Inflows	1,200,000,000	2,000,000,000	3,500,000,000	4,500,000,000	5,000,000,000
Cash Outflows	1,000,000,000	1,600,000,000	2,800,000,000	3,700,000,000	4,100,000,000
<b>NetCash Flow</b>	<b>200,000,000</b>	<b>400,000,000</b>	<b>700,000,000</b>	<b>800,000,000</b>	<b>900,000,000</b>

## Balance Sheet (TZS)

Item	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Assets</b>					
Fixed Assets	900,000,000	850,000,000	800,000,000	750,000,000	700,000,000
Current Assets	300,000,000	600,000,000	1,200,000,000	1,800,000,000	2,500,000,000
<b>Total Assets</b>	<b>1,200,000,000</b>	<b>1,450,000,000</b>	<b>2,000,000,000</b>	<b>2,550,000,000</b>	<b>3,200,000,000</b>
<b>Liabilities</b>					
Long-Term Debt	500,000,000	400,000,000	300,000,000	200,000,000	100,000,000
Current Liabilities	200,000,000	300,000,000	400,000,000	500,000,000	600,000,000
<b>Total Liabilities</b>	<b>700,000,000</b>	<b>700,000,000</b>	<b>700,000,000</b>	<b>700,000,000</b>	<b>700,000,000</b>
<b>Equity</b>	500,000,000	750,000,000	1,300,000,000	1,850,000,000	2,500,000,000
<b>Total Liabilities + Equity</b>	<b>1,200,000,000</b>	<b>1,450,000,000</b>	<b>2,000,000,000</b>	<b>2,550,000,000</b>	<b>3,200,000,000</b>

## **CONCLUSION**

RIVEN LOGISTICS TANZANIA LIMITED is poised to become a premier logistics provider in Tanzania, leveraging its strategic location, cutting-edge technology, and highly skilled workforce. The company is committed to revolutionizing the logistics and supply chain industry by offering efficient, cost-effective, and technology-driven solutions tailored to meet the diverse needs of businesses across Tanzania and beyond.

With a total investment of 1.2 billion TZS and a projected net profit of 910 million TZS by Year 5, SRIVEN LOGISTICS TANZANIA LIMITED is well-positioned for sustainable growth and long-term profitability. The company's strategic approach focuses on enhancing operational efficiency, optimizing supply chain processes, and ensuring timely and reliable delivery services to support businesses in various sectors, including manufacturing, retail, agriculture, and international trade.

### **Key Competitive Advantages**

**Strategic Location:** Positioned in Tanzania, a regional hub for trade and logistics, the company benefits from access to major ports, highways, and rail networks, facilitating smooth movement of goods across East Africa.

**Advanced Technology:** SRIVEN LOGISTICS employs state-of-the-art logistics management software, GPS tracking, and AI-driven analytics to streamline operations and enhance supply chain visibility.

**Diverse Service Portfolio:** The company offers a wide range of logistics services, including freight forwarding, warehousing, inventory management, customs clearance, and last-mile delivery solutions.

**Strong Workforce:** With a team of highly trained professionals, the company ensures seamless coordination, enhanced customer service, and operational excellence.

Commitment to Sustainability: SRIVEN LOGISTICS is dedicated to eco-friendly transportation solutions, fuel efficiency, and carbon footprint reduction, aligning with global sustainability goals.

### **Economic and Social Impact**

The establishment of SRIVEN LOGISTICS TANZANIA LIMITED will have a significant impact on Tanzania's economy, contributing to:

**Job Creation:** The company is expected to generate employment opportunities across various skill levels, fostering local talent and enhancing livelihoods.

**Infrastructure Development:** Investment in modern logistics infrastructure will improve trade efficiency and support businesses in expanding their market reach.

**Business Growth Support:** By offering reliable logistics solutions, SRIVEN LOGISTICS will empower businesses to scale, enhance productivity, and increase profitability.

**Foreign Direct Investment Attraction:** The company's growth and success will position Tanzania as a preferred logistics and trade destination, attracting more investors to the region.

### **Future Outlook**

SRIVEN LOGISTICS TANZANIA LIMITED aims to expand its operations regionally, integrating emerging technologies such as blockchain for secure transactions, automation for faster processing, and AI for predictive analytics. The company also plans to establish strategic partnerships with global logistics firms, enhancing service delivery and competitiveness in the global market.

With a strong foundation, a forward-thinking strategy, and a commitment to excellence, SRIVEN LOGISTICS TANZANIA LIMITED is set to redefine the logistics landscape in Tanzania, making a lasting contribution to the country's economic transformation and trade development.