

**TANZANIA INVESTMENT AND SPECIAL ECONOMIC ZONES AUTHORITY  
(TISEZA)  
DAR ES SALAAM  
PROGRESS REPORT BY CALIBER HAULIERS TANZANIA LIMITED**

**1. Planned Activities and Current Project Status**

Caliber Hauliers Tanzania Limited is the Tanzanian owned company established and registered in March 13, 2018 under the Companies act of the United Republic of Tanzania with certificate of incorporation number 136159267 to carry out among other things the business of Freight Transport by road, Cargo Handling, Warehousing and Storage, Sale of motor vehicles, Sale of motor vehicle parts and accessories with the aim of supporting Government's economic and social development.

The main vision of Caliber Hauliers Tanzania Limited is to become one among the leading Cargo Transportation companies, supplier and marketer of quality products in Tanzania and beyond through Transportation sector and to become the best company on providing cargo handling, warehousing as well as storage facilitation services.

Caliber Hauliers Tanzania Limited has already procured and deployed 45 of the 50 trucks proposed in our business plan. We are currently in the process of acquiring an additional 150 new trucks valued at over USD 6.75 million, as well as 2 brand-new single-cabin pick-ups worth more than USD 80,000.

**2. Achievements Made on the Project Implementation to Date**

Since registering our project titled "Dry Cargo Transportation" on 7th October 2021, under registration number 202110559, and receiving approval from the Tanzania Investment Centre (TIC), Caliber Hauliers Tanzania Limited has made significant progress in the implementation and expansion of the project.

The following are the major achievements attained to date, each demonstrating strong operational performance, financial discipline, and commitment to project objectives.

## **2.1 Successful Procurement and Operation of 45 Trucks**

Caliber Hauliers Tanzania Limited has successfully procured and deployed 45 out of the 50 trucks initially outlined in the approved business plan. This represents a 90% completion rate of the core fleet acquisition target. The early operationalization of these trucks has strengthened the company's logistical capacity and enhanced its competitiveness in the dry cargo transportation sector. This achievement reflects effective coordination with suppliers, efficient resource allocation, and timely execution of procurement procedures—key indicators of strong project management.

## **2.2 Steady Progress toward Full Loan Repayment**

The company secured a project loan amounting to USD 3.615 million, which played a central role in financing fleet acquisition and initial operational expenses. To date, Caliber Hauliers Tanzania Limited has consistently met its repayment obligations and expects to finalize the remaining loan balance within the next three months. This progress demonstrates the company's strong financial performance, disciplined cash flow management, and ability to generate reliable revenue from its transportation operations. Achieving near-complete repayment ahead of major expansion plans places the company in a stable financial position for continued growth.

## **2.3 Continued Expansion of Core Transportation Operations**

Caliber Hauliers Tanzania Limited continues to execute its core cargo transportation activities as planned in the business proposal. The company's active operation of 45 trucks has facilitated continuous service delivery, strengthened customer relationships, and increased the company's market presence within Tanzania's logistics industry. Maintaining consistent operations despite industry challenges highlights the company's operational resilience and commitment to fulfilling its investment objectives.

## **2.4 Major Expansion through Procurement of 150 Additional Trucks**

Beyond the initial business plan, the company has embarked on a major expansion initiative, involving the procurement of an additional 150 trucks valued at over USD 6.75 million. This strategic decision significantly increases the scale of operations

and aligns with growing demand in local and regional cargo transportation markets. The magnitude of this investment demonstrates confidence in market opportunities and further solidifies the company's long-term growth flight. The expansion also enhances the company's potential to create more employment opportunities and contribute to the national economy.

### 2.5 Acquisition of Two New Single-Cabin Pick-Up Vehicles

As part of operational support and fleet diversification, the company has also procured two new single-cabin pick-up vehicles, valued at over USD 80,000. These vehicles will support supervision, route management, and administrative mobility within the project. This achievement, though smaller in scale compared to the truck fleet acquisition, reflects attention to operational efficiency and the need for reliable support vehicles to sustain an expanded transportation network.

### 3. Updated Information

S/No.	Information	Description	Description
1.	Shareholder's Information	Current Shareholders names, nationality and percentage of ownership	1. Hari Babu Kadiyala 75 shares, Indian 2. Phani Kumar Kadiyala 200 shares, Indian 3. Nandini Sunkara 200 Shares, Indian 4. Stephen Nuhu Nyamkokoma 25 shares, Tanzanian
2.	Company Communication Information	Email address	phani@caliberhauliers.com
		Mobile Number	+255658772720
		P. O. BOX	11869 Dar es Salaam
		Physical Address (Plot No., Block, No. Street, District and Region)	Plot number 2030, Block U, Sabasaba Area, Mbagala, Temeke Dar es salaam - Tanzania.

3.	Contact Person	Name	Phani Kumar Kadiyala
		Position	Director
		Communication details	0742007788
4.	Incorporation	Certificate of Incorporation No.	136159267
5.	Project Objective	Project Core Activity	Freight Transport by road, Cargo Handling, Warehousing and Storage

#### 4. Project Financial Expenditure to Date

After completion of the project implementation, the total investment expected to reach US \$ 4.469M. This include local equity of USD 1.304M and bank loan of USD 3.165M. Up to date, the company used more than 92% of the proposed budget on the project implementation.

On the other hand; Company's expenditure on this project was committed to the cost structure illustrated on the feasibility study. For example; up to date more than 45 new trucks were procured as part of vehicles expenditure. Other expenditure were on land/building, furniture and fittings, computers, telephones and other electronic devices which facilitate company's transportation's activities. Also there were some expenditures on pre-operational activities as well as on other stuffs concerned to cargo transportation service.

Generally; company's project financial expenditure was strictly focused on our proposed cost structure as a result of ninety two percent success on this first phase of our project implementation.

#### 5. Project Financing

The Company's shareholders have confirmed their commitment to continue providing financial support to the company and the existing project in the form shareholder's equity as well as bank loans. The following pattern is adopted in financing this project;

	Amount (USD)	Source Country
Local Equity	USD 1.304M	Tanzania
Local Loan	USD 3.165M	Tanzania
Foreign Equity	USD 0	
Foreign Loan	USD 0	
<b>Total Investment</b>	<b>USD 4.469M</b>	

## 6. Future Plans

Caliber Hauliers Tanzania Limited is guided by a 5-year strategy that is approved by the Company's Board of Directors. This document defines our future plans over the next years and is reviewed quarterly when the Board meets.

Caliber Hauliers Tanzania Limited has embarked on a major expansion initiative involving the procurement of an additional 150 trucks valued at over USD 6.75 million. This strategic decision significantly increases the scale of operations and aligns with rising demand in both local and regional cargo transportation markets.

Building on this momentum, the company has developed a structured and forward-looking project plan to guide its next phase of growth. The following outlines our future plans and expansion strategies, each grounded in operational realities and industry projections.

### 6.1 Regional Expansion into Targeted African Markets

As a logistics company, Caliber Hauliers Tanzania Limited intends to expand its operational presence to selected African countries, beginning with key trading partners within the East African Community (EAC) and the Southern African Development Community (SADC). This expansion strategy aims to position the company as a competitive cross-border logistics provider by capitalizing on regional trade corridors such as:

- ✦ Tanzania–Zambia (TAZARA Corridor)
- ✦ Tanzania–DRC (Central Corridor)
- ✦ Tanzania–Rwanda–Burundi (Central/EAC Corridor)

Expanding into regional markets will increase revenue streams, diversify operational risks, and strengthen trade connectivity. The availability of the Port of Dar es Salaam and the SGR/road corridor gives Caliber Hauliers a strategic competitive advantage in penetrating land-linked markets that depend heavily on Tanzanian ports for import and export logistics.

## **6.2 Establishment and Improvement of Modern Warehousing and Storage Facilities**

To ensure proper cargo handling and enhance supply-chain reliability, the company plans to develop modern warehousing, cold storage, and bonded storage facilities in strategic logistics hubs such as Dar es Salaam, Dodoma, Mbeya, Kigoma and other major neighboring countries cities.

Developing storage and warehousing facilities will transform Caliber Hauliers from a transport-focused company into an integrated logistics provider. Warehousing offers consistent revenue even during periods of reduced transport activity and enables value-added services such as cargo consolidation, deconsolidation, inventory management, and distribution. This vertical integration increases operational control, reduces dependency on third-party facilities, and strengthens the company's long-term competitiveness.

## **6.3 Improvement of a Digital Fleet Management and Tracking System**

The company intends to invest in a comprehensive digital fleet management system integrating GPS tracking, telematics, fuel monitoring, driver behavior analytics, maintenance scheduling, and route optimization. Adopting advanced fleet management technology is essential for controlling operational costs, improving safety, and maximizing revenue per truck. Real-time data analytics will help the company reduce fuel losses, minimize breakdown time, improve turnaround periods, and increase transparency for clients.

## **6.4 Development of a Driver Training and Safety Enhancement Programs**

As the fleet continues to grow, Caliber Hauliers Tanzania Limited plans to implement an in-house Driver Skills Development and Road Safety Program, focusing on:

- ✦ Defensive driving
- ✦ Fuel-efficient driving
- ✦ Safety protocols and cargo handling
- ✦ Basic mechanical diagnostics

Driver-related issues are one of the highest cost contributors in the trucking industry, including fuel inefficiency, cargo damage, and road accidents. A structured training program reduces these risks significantly, improves operational performance, enhances safety compliance, and increases the company's reputation with clients and regulatory bodies.

## **6.5 Creation of Regional Maintenance and Service Centers**

With the expansion of the fleet, the company plans to establish regional maintenance units equipped with mechanical workshops, diagnostic tools, and spare-parts stores.

## 6.6 Strengthening Partnerships with Major Cargo Clients

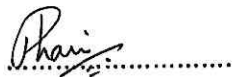
The company aims to formalize long-term contracts with major clients across industries including mining, agriculture, manufacturing, and energy. This includes securing framework agreements for consistent cargo volumes. Long-term contractual agreements provide predictable revenue, reduce market volatility, and allow better financial planning.

## 6.7 Establishment of a Logistics Training and Recruitment Program

As the organization grows, the company plans to develop a recruitment, training, and staffing program focused on logistics skills such as warehouse management, fleet supervision, cargo handling, logistics IT systems, and safety management.

A skilled workforce is essential for sustainability. Structured training supports operational efficiency, reduces errors, and enhances customer satisfaction. Investing in human capital also ensures that the company can meet regional operational standards and compete with established logistics providers.


On behalf of Caliber Hauliers Tanzania limited;



Phani Kumar Kadiyala  
(Director)



Nandini Sunkara  
(Director)



Stephen Nuhu Nyamkokoma  
(Secretary)



SOME PICTURES OF THE PROJECT



