



AMBONI BUSINESS PLAN |



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EXECUTIVE SUMMARY



Simba Energy is a security company registered in Tanzania under Registration Number **155231602**, operational since February 2022. Simba Energy is a subsidiary company of Simba Group located in Mikocheni Dar Es Salaam.

At Simba energy intends to capitalize on renewable energy, later developing the infrastructure to harness them in the global fight against the climate crisis. The Simba green energy business model is based on a holistic reflection combining interdisciplinary and intercultural expertise to provide the highest standards of engineering services.

The term 'green energy' refers to any electricity generated from renewable sources. This includes solar, wind, geothermal and biogas, rather than carbon-heavy sources like coal and natural gas. Green energy is created with zero carbon emissions, providing the highest net environmental benefit. In addition to this, there is the further inclusion of transmission of same via Eco friendly concrete poles.



Co-friendly concrete Poles

The eco-friendly concrete comes with several advantages. They offer improved durability and longevity, reducing the need for frequent repairs and replacements. These types of poles often incorporate recycled materials, promoting a circular economy and reducing waste. Moreover, they help in conserving natural resources, as it minimizes deforestation by avoiding use of wooden poles.

Part of the solutions of green energy include

A photovoltaic system (PV) converts the sun's radiation into usable electricity. It comprises the solar array and the balance of system components. PV systems can be categorized by various aspects, such as, grid-connected vs. standalone systems, building-integrated vs. rack-mounted systems, residential vs. utility systems, distributed vs. centralized systems, rooftop and ground-mounted systems

Wind power; Wind turbines operate on a simple principle. The energy in the wind turns two or three propeller-like blades around a rotor. The rotor is connected to the main shaft, which spins a generator to create electricity. The terms wind energy or wind power describe the process by which the wind is used to generate mechanical power or electricity. Wind turbines convert the kinetic energy of the wind into mechanical power. This mechanical power can be used for specific tasks (such as pumping water) or a generator can convert this mechanical power into electricity.



OUR MISSION AND VISION



Vision: Our vision is to create a world that runs Largely on green energy



Mission: To promote the installation of power Generation, Transmission and Distribution based on renewable energy platform for Energy Security.



Industry Overview

■ Government Action plan to accelerate pace to ensuring reliable, affordable, sustainable and CLEAN energy for all.

The Energy sector in Tanzania began decades ago, laying a foundation for what has now become a robust and transformative sector. Starting with Hydro power Plant producing just 21 MW in 1967 and expanding to significant projects including Julius Nyerere Hydropower Project producing 2,115 MW to reach total installed capacity of 3,404.20MW as at January, 2025.

The Overall electricity connectivity of the population today in mainland Tanzania is less than 50 percent and about 40 percent of the population in Zanzibar. Over 89 percent of households in mainland Tanzania still rely on traditional fuels and technologies for cooking, while in Zanzibar, the figure exceeds 84 percent. Aging infrastructure further compounds the problem of reliability and quality of supply. The Government of Tanzania has recently set forth actionable commitments to address these challenges and achieve transformative energy outcomes. The intention is to :

- **Expand electricity connectivity** to an additional 8.3 million households by 2030, raising the national electricity connectivity rate from 46 percent in 2022 to 75 percent in 2030, with a focus on rural electrification and underserved areas through grid and off-grid solutions

- **Expand the share of renewable energy** in the generation mix from the current 61.8 percent to 75percent by 2030—driven by investments in solar, wind, geothermal, and hydro.

- **Growth Opportunities and incentives:**

Recognizing the private sector's crucial role in mobilizing necessary resources and to incentivize its participation in the energy sector (both on-grid and off-grid), and unlock additional resources, the government commits to revising the Small Power Projects (SPP) framework to establish cost-reflective tariffs for small power producers by 2026, update the net-metering rules for renewable energy by 2027, and develop and enact Zanzibar's Energy Act by 2026

Competitive Landscape in poles production

1. DERM – Market leader with extensive national footprint and over 10 years of experience.

2. COMFIX – Another key Player, leveraging strategic investments and operational efficiencies.

3. TANGA CONCRETE POLES – New entrant focused on premium services.

4. AFRICHINA – Well-established international brand with regional operations.

Key Challenges

- Logistic challenges due to bulkiness and fragileness.
- Shipping to the Islands
- Operational costs especially tensioning wires.

Current Operations



Projects in the pipeline

- Concrete poles and precast elements factory in Amboni Tanga.
- Cement Grinding mills.
- Solar farms

Clients



Market Analysis



Strength	Opportunities
<ul style="list-style-type: none">• Highly experienced management team with over 15 years in the production industry.• Strategic alignment with the Simba Group's established logistics network.• A large fleet of Transit and Inland transport.	<ul style="list-style-type: none">• Highly experienced management team with over 15 years in the production industry.• Strategic alignment with the Simba Group's established logistics network.• A large fleet of Transit and Inland transport.
Weakness	Threats
<ul style="list-style-type: none">• Limited geographical footprint compared other Competitors.• High initial capital expenditure requirements.	<ul style="list-style-type: none">• Competitive pressure from established.• Fluctuating operational costs (fuel, maintenance).• Regulatory changes especially the Tariff rates



Strategic Growth Plan

Phase 1 (Q1 2025)	Phase 2 (Q4 2025_Q1 2026)
<ul style="list-style-type: none">• Objective: Set up concrete poles Factory in Tanga Region.• Cost: \$2,000,000 (Both Capex and Opex).• Focus Areas:<ul style="list-style-type: none">o Build a Tech Poles production line.o Take advantage of the close proximity of the Tanga port as logistic hub targeting Zanzibar	<ul style="list-style-type: none">• Objective: Introduce other concrete precast elements• Cost: \$300,000. (QT6 block making machines)• Focus Areas:<ul style="list-style-type: none">o Diversify from the monopoly products.o Expand to regional markets beyond Tanga.

Strategic Growth Plan

Item	Cost (\$)
Plant and Machinery Acquisition (Phase 1)	1,200,000
Operational Setup Costs	800,000
Total (Phase 1)	2,000,000

Financial Projections (2025-2027)



Revenue Assumptions

- Full Capacity production: Maximize on production to full capacity and subsequently increase revenue.
- Additional equipment (molds): Projected increase in number of molds by 10% annually.
- Service Diversification: Introduce other precast elements such as building and paving blocks.

Operating Costs

- Plant and machinery Maintenance and purchase of consumables
- Staff Costs: Increased production units.

Snapshot of Financial Projections (2025-2027)

YEAR	REVENUE (\$)	OPERATING COSTS (\$)	TAXES (\$)	NET PROFIT (\$)
2025	3,616,778	693,369	208,010.78	2,715,399
2026	6,299,222	1,685,989	505,796.74	4,107,437
2027	6,582,687	1,761,858	528,557.59	4,292,271

Highlights

- Revenue Growth: Achieved through increased production price adjustments upwards on annual basis.
- Operating Cost Management: Optimized through economies of scale and efficiency.
- Profitability: Projected net profit growth of over 100% between 2025 and 2027.

Call to Action



Simba Energy targets to align with the government of Tanzania full commitment to transforming the country's energy landscape and ensuring all citizens can access modern energy. The call for partners, philanthropies, and private sector stakeholders to support Tanzania's journey toward universal access to affordable, reliable, sustainable, inclusive, and clean energy. This call will foster economic growth, create income opportunities, and contribute to the country's development goals

