



06<sup>th</sup> Nov, 2025

Executive Director,  
Tanzania Investment and Special Economic Zones Authority (TISEZA),  
P. O. Box 938,  
Dar es Salaam  
Tanzania

Dear Sir/Madam

**RE: PROGRESS REPORT - 080371**

We write to submit our periodical progress report to your office as an update to our implementation progress of our project. We are Hiview International Company Ltd registered in Tanzania with registration Number 133714.

We are pleased by the continued support and cooperation that we have been receiving from your esteemed office and look forward to further support and cooperation. Attached herewith please find our progress summary report and copy of our Certificate of Incentive.

Your continued guidance and support is highly anticipated and appreciated.

Yours Sincerely,

  
Francis M. Kamau  
Director,

Hiview International Company Limited,



Plot No. 51, Block 106 Mikocheni Light Industrial Area, Kinondoni  
P.O. Box 105876 Dar es Salaam, Tanzania Cell: +255 763 235 996 info@hiviewinternational.com  
www.hiviewinternational.com

*Save money, get quality from China!*

# TANZANIA INVESTMENT AND SPECIAL ECONOMIC ZONES AUTHORITY (TISEZA)

## DAR ES SALAAM

PROGRESS REPORT – 06<sup>th</sup> NOV. 2025

### HIVIEW INTERNATIONAL CO LIMITED PROGRESS REPORT

#### Certificate of Incentive No 080371

We are a limited liability Company registered in Tanzania on 8<sup>th</sup> March 2017 with registration number 133714 and a registered tax payer registered by TRA with TIN number 133-385-312

Tanzania Investment and Special Economic Zones Authority (TISEZA),

#### 1. Planned Activities for the period.

According to our business Plan we had scheduled the following activities:

- a. Stocking & Trade
- b. Recruitment of additional staff and capacity building.
- c. Market development.
- d. Recruitment of additional staff and capacity building.
- e. Purchase and installation of additional machinery and equipment.
- f. Renovation and Improvement of service Centre and offices.

#### 2. Achievements made on the project implementation to date.

In line with the aforementioned planned activities we have continued to make tremendous progress as follows:

**Stoking & Trade:** With the Directors having mobilized the capital in form of owners' equity to a tune of sum of USD 2,199,667 \$ and already remitted in the local Company operating Banks. This has enabled achievement of a major milestone in stoking of various commodities majorly tires and, wheels.

**Recruitment of additional staff and Capacity Building.** The first and second batch of staff having been already in place and undergoing a continuous training and support seamlessly. We currently have eighteen regular local staff and six casuals. There is a great synergy from the team working with the team of directors comfortably. Part of the team is dedicated to marketing.

**Market Development.** We currently have six dedicated local staff working full-time to enhance our brand visibility. Our presence in the Dar es Salaam region continues to grow steadily, and we are actively expanding our outreach to upcountry regions, including Mwanza, Morogoro, Arusha, and Mbeya.

The market response so far has been positive and encouraging. We remain committed to maintaining direct engagement with the market to build and strengthen our regular clientele. Exceeding customer expectations continues to be our top priority.

### 3. Project Financial Expenditure to date

	Foreign - USD	Local - USD	Total
Land and Buildings	95,497.33	-	95,497.33
Plant and Machinery	130,872	-	130,872
Vehicles/Aircrafts	50,911.71	-	50,911.71
Furniture	5,742.89	-	5,742.89
Office Equipment	7,017.91	-	7,017.91
Insurance Cover	4,607.48	-	4,607.48
Pre-Operational Expenses	22,795.60	-	22,795.60
Working sub-total Capital	1,882,221	-	1,882,221
<b>GRAND TOTAL</b>	<b>USD 2,199,667</b>		

### 4. Project Financing

The company is financed by the shareholders and directors and operating from owners' equity financing model. The shareholders and directors currently are the following:

Mr. Wang Yifeng a Chinese 825,000 shares comprising 60%

Mr. Sui Yang a Chinese 136,750 shares comprising 10%

Mr. Francis Muhia Kamau a Kenyan 136,750 shares comprising 10%

Mr. Gao Mingjiu a Chinese 136,750 shares comprising 10%

Mr. Xu Tianyi a Chinese 136,750 shares comprising 10%

### 5. Problems and Solution

We have been facing several challenges of which we continue to strive to overcome amicably:

**Competition.** We are currently facing strong competition from companies offering similar products and services. However, management is committed to mitigating this risk through strategic planning and proactive measures. We believe that steady growth, continuous market monitoring, and adaptive strategies are essential to overcoming these challenges.

Despite the competitive landscape, we remain optimistic about securing a meaningful share of the market over time. The environment presents a range of hurdles — including price wars, limited market linkages, economic fluctuations, shifting demand patterns, and intense rivalry. To navigate these complexities, we are working closely with local consultants to conduct in-depth market analysis and develop tailored, effective solutions.

**Financing.** There are increasing challenges in securing project financing, particularly for capital-intensive ventures that require multiple forms of collateral. As a result, our options for raising the necessary capital have become limited, forcing us to rely heavily on shareholder contributions. It is for this reason that we have welcomed a new shareholder, Mr. Xu Tianyi from China, who will support our ongoing vision and business expansion so as to maintain the highest standards of services and our commitment to always comply with government regulatory bodies and company's stakeholders.

**Rate of return on capital outlay.** The anticipated take off pace have been sluggish but definitely on course and inadvertently leading to near zero returns at the moment. As efforts are on top gear to ensure everything is running well in the near future; we remain optimistic that the returns on investment shall take a different turn.

**Acquisition of land for subsequent auto centers.** It has not been easy to scout a prime place to set up the satellite auto centers, particularly in identifying a location with optimum operating conditions and favorable lease terms. Despite these challenges, we have continued working diligently to ensure we meet our targets on time, regardless of the inexplicable situations encountered along the way.

We are pleased to confirm that we have now secured the land, and all the necessary legal and regulatory frameworks are in place. This positions us to enhance our full range of services and commence operations at the new site at the earliest by the first Quarter of the year 2026.

**Impact of COVID 19 and Bad Debts.** Currently, our operations are primarily limited to tyre sales, repairs, and minor servicing. This adjustment was necessitated by the severe impact of the COVID-19 pandemic, which disrupted normal business activities and significantly weakened the financial stability of our clients. As a result, many customers defaulted on their outstanding balances, contributing to losses exceeding TZS 2.3 billion.

These defaults were driven by several factors, including reduced business revenues, downsizing across key sectors, and cash-flow constraints faced by our corporate and individual clients. Additionally, many customers were unable to meet their obligations due to business closures, loss of contracts, and delayed payments within their own supply chains especially in Transportation and Logistics sector.

The effects of the pandemic have been long-lasting, and we have not yet fully recovered from its consequences. However, we have been steadily rebuilding the business and remain confident that we will return to full operational capacity within the next six months.

## 6. Future Plans

- a. To complete the installation works as soon as possible so that we can become fully operational and begin realizing the full benefits of our capacity and potential.
- b. To maintain and expand our base of regular and reliable customers by the end of the second quarter of 2026.
- c. To strengthen our human resource capacity to ensure seamless and efficient business operations.
- d. To establish at least two additional auto service centers within Dar es Salaam over the next year.
- e. To increase our capital base to adequately support the planned expansion within the next six months.
- f. To expand into other regions within the next six months and position the company as the preferred auto service center in Tanzania.

## 7. Recommendations and any other comments.

We wish to express our deep appreciation to the Tanzania Investment Centre (TIC) for your ongoing guidance and unwavering assistance. Your responsiveness whenever we have sought help has been instrumental in keeping our project on course. We remain committed to fulfilling the investment vision we embarked upon and to making a meaningful contribution to Tanzania's economic development.

We respectfully request the continued engagement and support of TIC as we work to overcome the challenges outlined above and move toward the full realization of our planned investment.

Yours Sincerely,



**Francis M. Kamau**  
**Director**  
**Hiview International Co Limited**

