

Business Plan

For the Importation and Utilization of Trucks

prepared by: Perazion Group Limited

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1. Executive Summary

Perazion Group Limited, a Tanzanian-registered company specializing in the transportation of dry and liquid cargo, seeks to import a total of **100 trucks and trailers** from China to enhance its operational capacity. The company is applying for a Certificate of Incentives from the Tanzania Investment Centre (TIC) to facilitate the importation and operationalization of this investment over a period of **three (3) years** starting from 14/04/2025.

2. Company Overview

- **Company Name:** Perazion Group Limited
- **Business Activity:** Transport and Logistics – Dry and Liquid Cargo
- **Location:** Tanzania
- **Legal Status:** Limited Liability Company
- **Registration Number:** 171946514
- **Taxpayer Identification Number (TIN):** 171946514

Perazion Group has established itself in regional cargo transportation and is now scaling operations to meet increased market demand and support regional trade initiatives.

3. Project Objective

The objective of this investment is to:

- Expand transport fleet to meet growing demand.
 - Improve efficiency and reliability of cargo transport across Tanzania and neighboring countries.
 - Create direct and indirect employment opportunities.
 - Support government goals on infrastructure and trade development.
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4. Project Scope and Deliverables

Equipment to be imported:

No.	Equipment Description	Quantity
1	Tractor Heads	100 units
2	Flatbed Trailers with Side Wall	20 units
3	Flatbed Trailers	50 units
4	Aluminum Fuel Tankers	30 units
5	Tipppers	20 units

These trucks will be used across Tanzania and neighboring countries for bulk cargo transport, petroleum product delivery, and construction materials.

5. Implementation Plan (2025–2028)

Year 1 (2025):

- Import and deploy 40 tractor heads and 10 tankers.
- Recruit 60 drivers and 10 logistics staff.
- Set up operational hubs in Dar es Salaam and Dodoma.

Year 2 (2026):

- Import additional 30 units (including trailers and tipppers).
- Expand to Northern and Lake Zone regions.
- Launch fuel transport operations.

Year 3 (2027):

- Complete importation of all 100 units.
 - Full deployment across East African corridors.
 - Establish in-house service & maintenance facility.
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6. Market Analysis

The East African region continues to experience growth in trade, construction, and petroleum transport. With the implementation of the AfCFTA and growing infrastructure projects, there is a strong demand for reliable bulk cargo and fuel logistics services.

Target clients include:

- Oil marketing companies
 - Manufacturing industries
 - Food and beverage producers
 - Regional logistics providers
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7. Financial Plan (Summary)

Estimated Capital Investment:

Item	Estimated Cost (USD)
Trucks & Trailers (CIF)	3,500,000
Logistics & Clearance	600,000
Operational Setup	500,000
Driver & Staff Training	100,000
Maintenance & Workshop Setup	300,000
Total Investment	5,000,000

Revenue Projections (USD)

Note: If all trucks are in operational.

Year	Estimated Revenue	Net Profit Margin
1	500,000	10%
2	600,000	12%
3	650,000	13%

8. Employment Impact

The project will create over **120 direct jobs** including:

- 100 Drivers
- 10 Mechanics & Technicians
- 10 Administrative and Logistics Staff

Additionally, it will generate indirect employment through suppliers, fuel stations, and sub-contractors.

9. Environmental and Social Considerations

The company will ensure all vehicles meet regional emission standards and will implement a truck maintenance program to reduce carbon footprint. Road safety training and responsible driver conduct are core components of the project's operations.

10. Risk Management

Risks such as fuel price volatility, regulatory delays, and mechanical failures are mitigated through:

- Long-term fuel supply contracts
 - Comprehensive insurance policies
 - Preventive maintenance schedules
 - Engagement with transport associations
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11. Conclusion

Perazion Group Limited is confident that this investment will contribute to national economic growth through increased logistics capacity, employment, and tax contributions. We seek support from TIC to obtain the Certificate of Incentives to realize this vision.