2025

Business Plan for Renewable Energy Systems and Solutions Investment Projects

Katakweba, Conrad

GreenLeaf Technolgy Solutions Company Limited

7/23/2025

Table of Contents

List of Tables 2
List of Figures 3
1. Executive Summary 1
2. GreenLeaf Profile and Principal Activity 2
Company History 2
Legal Establishment 2
Board Registration 3
3. Project Overview 3
Key Goals 4
4. INVESTMENT PROJECT DESCRIPTION 4
Phase I Investment Plan 4
Phase II Investment Plan 5
Phase III Investment Plan 5
Phase IV Investment Plan 5
Phase V Investment Plan 5
5. Market Analysis and Sales Strategy 6
Existing Demand from REA provided Islands (RBF SHS) 6
After Sales Support and Operation 6
Business to Customer Support 6
Customer to Business Support 7
Future Focus on Residential Solar Systems 9
Sales Channels and Customer Base 9
Industry Summary: Renewable Energy in Tanzania 9
6. Strategic Positioning for Future Projects 10
Office Infrastructure, Renovation, and Furniture 10
Office Infrastructure Development 10
Renovation Plans and Warehouse Development 10
Cost Breakdown 10
Vehicles for Distribution & Project Management 11
Distribution Trucks and Cars for Project Management 11
Procurement Details 11
7. Funding Structure and Financial Plan 11
Funding for Project 11

SHS Ordering 12
SHS Ordering Equal ordering 12
SHS Supplier Payment Schedule 13
8. Financial Projections 13
Sales and Collections 2
Fund Request Disbursement 2
Loan Repayment Schedule 3
9. Project Implementation and Phases 3
Phase 1: Initial Setup and Solar Kit Sales (0–24 Months) 3
Phase 2: Expansion into Residential Solar Systems (24–48 Months) 3
Phase 3: Full Market Penetration and Ongoing Support (36–60 Months) 3
10. Project Risk and Mitigation 4
11. Sustainability and Long-Term Strategy 6
Post-Sale Services 6
Future Prospects 6
12. Project Implementation Structure 6
Organization Structure 6
Project Implementation Ethics 6
Code of Practice 6
Management and Staffing 7
Team Leader 7
Installation Supervisor 7
13. REQUEST FOR TIC BENEFITS 7
14. CONCLUSION 8

List of Tables

Table 1: Names of island villages to be provided with SHS in Lot 4 3
Table 2: Names of island villages to be provided with SHS in Lot 15 4
Table 3: Names of island villages to be provided with SHS in Lot 16 4
Table 4: Cost of One Batch for SHS 12
Table 5: Estimated Cash Project Cash Flow Quarterly (in TZS 000'000 millions) 1
Table 6: Total Revenue Collected from REA (Subsidy), Customers Advance Payment and Customer Prepaid Mobile Payment 2

Table 7: Expected Disbursement Request Schedule..... 2
Table 8: Risk and Mitigation Analysis..... 5

List of Figures

Figure 1: Nanjirinji hybrid (solar and wind) miniGrid deployed using LRTC2014 funding..... 2
Figure 2: Organization Project Implementation Structure 6

1. Executive Summary

GreenLeaf Technology Solutions Company Limited seeks registration with the Tanzania Investment Centre (TIC) to formalize our strategic expansion in renewable energy solutions across Tanzania. With an established track record since 2012 and a recently secured TZS 818,000,000 loan facility from Tanzania Investment Bank (TIB), we are positioned to become a leading provider of solar energy systems nationwide.

Our project represents a total investment value of USD 506,455 which significantly exceeds the minimum investment threshold for local investors. This investment encompasses the complete renewable energy solutions ecosystem, from solar home systems to large-scale residential and commercial installations. The project leverages our current REA contract as a foundation for building sustainable, scalable renewable energy business operations.

The key investment components include solar home systems procurement and installation, infrastructure development including warehouse and office renovation, fleet acquisition comprising distribution trucks and project vehicles, ICT systems and technology development, and working capital and operational expenses.

Our project scope involves the supply and installation of 2,792 Solar Home Systems to 16 island communities in Lindi and Coastal regions under our REA contract, while simultaneously building infrastructure for expanded residential and commercial renewable energy solutions. This initiative will create direct employment for 45 permanent staff and 120 temporary positions across various project phases, contributing significantly to Tanzania's renewable energy sector development.

The strategic objectives encompass completing the REA solar home systems project, establishing Tanzania's premier renewable energy solutions company, creating sustainable employment in the renewable energy sector, contributing to Tanzania's rural electrification goals, and building a foundation for large-scale residential and commercial solar systems deployment.

2. GreenLeaf Profile and Principal Activity

Company History

Greenleaf Technology Solutions Company Limited is 100% Tanzanian local owned company which started in 2012. Since its foundation Greenleaf has been dealing mainly on renewable energy projects.

Below is the list of projects which Greenleaf has be involved:

- Recently Awarded RBF SA SHS Grant for supplying 2,972 Solar home systems
- LRTC2012 (Installation of solar systems to 7 secondary schools and 6 health centers)
- LRTC2014 (Installation of mini grid to Kilwa Kisiwani and Nanjirinji)
    - Nanjirinji: 13.75Kw Solar + 9Kw Wind (Hybrid solar-wind mini grid)
    - Kilwa Kisiwani: 5.5KW Solar mini grid (**Still Operational**)
- RBF I (Connecting 80 customers)
- Installation of Solar System to Mobile Operators towers (working as sub-contractors)
- Installation of Solar Systems to individuals/houses

Figure 1: Nanjirinji hybrid (solar and wind) miniGrid deployed using LRTC2014 funding

Legal Establishment

The company has been registered as GreenLeaf Technology Solutions Company Limited with the registration incorporation number 95824. The company Tax Identification Number (TIN) is 119-410-975.

Board Registration

GreenLeaf Technology Solutions Company Limited has been registered with Contractor Registration Board (CRB) to perform the following works as a registered contractor:

i. Special Contractor Class **Three** in Renewable Energy Installation – Solar (**SPE3/800/06/2023**)
ii. Special Contractor Class **Three** in Telecommunication ICT and Security System Installations (**SPE3/801/06/2023**)
iii. Electrical Works Contractor Class **Five** (**E5/390/06/2023**)
iv. Building Contractor Class **Five** (**B5/1632/08/2023**)
v. Civil Works Contractor Class **Six** (**C6/2797/10/2023**)

3. Project Overview

This initial phase involves the distribution, installation, and maintenance of solar home kits in remote areas of Lindi and Coastal regions. Over the next 2 years, GreenLeaf plans to deploy 2,792 systems, expanding into larger residential solar solutions as infrastructure and customer demand grow.

Tables below are the lots which will be supplied with solar home kits.

Lot 4 : Region: Lindi, Kilwa District				
No:	Village	Island	Total Households (H/H)	Proposed for Installation H/H
1	Songosongo	Njovi	918	854
2	Songosongo	Songosongo	918	230
3	Kisiwani	Kisiwani	250	63
4	Songomnara	Songo Mnara	167	42
5		Sanjaya Kati	153	38

Table 1: Names of island villages to be provided with SHS in Lot 4

Lot 15: Region: Coast, Mkuranga District and Mafia District				
No:	*Village*	*Island*	*Total Households (H/H)*	*Proposed for Installation H/H*
1	Kwale	Kwale	298	75
2	Koma	Koma	305	76
3	Jibondo	Jibondo	518	130
4	Chole	Chole	271	68
5	Juani	Juani	299	75
6	Kilindoni	Bwejuu	183	170
7	Mafisini	Mafisini	887	222
8	Kiomboni	Kiomboni	512	128

9		Mchinga	521	130

Table 2: Names of island villages to be provided with SHS in Lot 15

Lot 16: Region: Coast, Kibiti District				
No:	*Village*	*Island*	*Total Households (H/H)*	*Proposed for Installation H/H*
1	Pombwe	Pombwe	189	176
2	Jaja	Jaja	337	313

Table 3: Names of island villages to be provided with SHS in Lot 16

Key Goals

- **Expand Solar Distribution**: Supply and install 2,792 solar home kits to underserved island communities in Lindi and Coastal regions.
- **Develop Infrastructure for Future Projects**: Use the office and distribution infrastructure developed for this project to enable future sales of large residential solar home systems.
- **Diversify Product Offering**: Focus on residential solar systems for larger homes and communities as the company builds capacity and expands its operations.

4. INVESTMENT PROJECT DESCRIPTION

Investment project represents a strategic transformation of GreenLeaf from a project-based renewable energy contractor to a full-service renewable energy solutions provider. The total investment of USD 506,455 encompasses five major phases, each designed to build sustainable competitive advantages and operational capabilities.

Phase I Investment Plan

Phase I focuses on Solar Home Systems Project implementation over the initial 24 months with an investment. This phase involves procurement of 2,792 solar home systems from certified international suppliers, ensuring compliance with Tanzanian Bureau of Standards and international quality requirements. The installation process covers 16 island communities requiring specialized logistics and marine transportation capabilities. Our two-year maintenance and support services commitment includes training local technicians and establishing sustainable service networks in remote locations. The mobile payment integration through Selcom Malipo system provides customers with convenient payment options while ensuring reliable revenue collection for ongoing services.

Phase II Investment Plan

Phase 2 encompasses Infrastructure Development over the first 12 months. The office renovation and expansion at our current Magomeni location will accommodate eight or more staff members with modern office furniture and fixtures, meeting rooms and training facilities essential for project coordination and staff development. The warehouse development at Mabwe Pande utilizes our owned 6,000m² land with five separate title deeds, providing security fencing and gate systems, comprehensive storage facilities for equipment and inventory, and a guard shelter with administrative office for secure operations.

Phase III Investment Plan

Phase 3 addresses Fleet and Logistics requirements with investment in specialized vehicles. The heavy distribution truck which will handle bulk equipment transport to ports serving island communities. The light distribution truck provides flexible logistics support for smaller loads and urban deliveries. The 4WD project management vehicle enables supervisory staff to access remote locations and coordinate installations effectively. The urban operations vehicle supports daily business operations and customer service activities.

Phase IV Investment Plan

Phase 4 develops Technology and ICT Systems with investment in modern business infrastructure. ICT equipment includes laptops, desktops, tablets, printers, network infrastructure and servers essential for modern business operations. Application development will create custom data collection tools, mobile payment gateway integration, and comprehensive customer management systems. Monitoring and control systems will enable remote monitoring of installed systems, performance analytics platforms, and automated maintenance scheduling systems, ensuring high service quality and customer satisfaction.

Phase V Investment Plan

Phase 5 establishes Working Capital and Operations with investment in human resources and business development. This includes competitive staff salaries and benefits to attract qualified personnel, utility and operational costs for sustained business operations, marketing and business development to expand market presence, quality control and warranty services to maintain customer satisfaction, and expansion into residential and commercial markets to diversify revenue streams and build long-term sustainability.

Our product portfolio currently includes Solar Home Systems in 50W, 80W, and 100W configurations with lithium battery systems offering 8-year lifespans, 25-year solar panel warranties, and 7+ year inverter and

controller warranties. Mini-Grid Solutions encompass hybrid solar-wind systems, community-scale power generation, and grid integration capabilities developed through our previous LRTC projects.

The planned product expansion includes Residential Solar Systems ranging from 1-5kW household systems with battery backup solutions and smart home integration capabilities. Commercial Solar Systems will cover 5-100kW business installations, industrial power solutions, and both grid-tie and hybrid systems tailored to business requirements. Agricultural Solar Solutions will address solar irrigation systems, processing facility power requirements, and cold storage solutions supporting Tanzania's agricultural development goals.

5. Market Analysis and Sales Strategy

Existing Demand from REA provided Islands (RBF SHS)

REA has identified islands through 16 Lots in this award winning contract which Greenleaf has signed on 8th April 2025. There are 61,694 houses been identified of which 20,000 will be supplied with solar kits. This leaves 41,694 house require solar home kits. Not only that, GreenLeaf has been provided with opportunity to supply solar kits to 9,996 number of houses from awarded lots 4, 14 & 15. Through this contract, GreenLeaf will be only supplying to 2,792 houses which leaves 7,204 houses requiring the supply of solar kits.

With TIB support, GreenLeaf has the opportunity to capture the market. The loan/facilty to be provided with TIB will facilitate the provision of solar kits to these communities which will ensure all community get the required energy.

After Sales Support and Operation

After the installation of SHS system, GreenLeaf through selected local distributor with local technician will be responsible for the support of SHS system for the period of the contract (2 years).

Business to Customer Support

In order to keep up with customer demand both new demand and existing demand, Greenleaf will be providing business support to all customers. The purpose for this, is to make sure the business thrives as well as increase market and SHS systems deployment in the area.

Products and Support Announcements

Through SMS notifications and door to door marketing of SHS system will be conducted. Good awareness of products available and the benefits which will be obtained by customers will be provided. I

It is also through this product awareness campaign also potential customers will be registered.

Payment Notifications

GreenLeaf currently uses Selcom Malipo as the payment method for provisioning of mini-grid services. Selcom Malipo is a mobile payment solution which is efficient and effective in rural areas. This method will be used for payment which will then provide timely notification of payments received to customers.

Figure 2: Existing GreenLeaf Mobile Payment number provided by Selcom Malipo

Also, GreenLeaf intends to be sending SMS notification to all customers regarding their balances payments.

Customer to Business Support

Technical Support

On issues regarding SHS system performance and quality, below table shows the escalation matrix. The firstline of support is by using local technicians and the final support will be resolved by GreenLeaf. As for the further technical support which require management intervation will be solved by the agency (REA).

Level 1	Call	***Local Technician** [Phone Number to be provided]* • First line of support on SHS system troubleshooting [i.e. repair, maintenance] • System training support and provision of user manual
Level 2		***Local Agent/Distributor** [Phone Number to be provided]* • Coordinate availability of local technician [within the District] for support • Provide and facilitate in solving technical issues [i.e. provide materials, mobilization facilitation etc]

Level 3	***HQ GreenLeaf (Support Technician)*** *[0710332636 and maelezo.greenleaf@gmail.com]* • Coordinate with on field local technicians • Coordinate for support with supplier for major replacement and repair • Verify the quality and workmanship of installed system for support
Level 4	***HQ GreenLeaf (Director)*** *[0718372128 and maelezo.greenleaf@gmail.com]* • Authorize major replacement of SHS system if needed • Resolve technical and support issues between local distributor, local technician and customer
Level 5	***REA*** *[Phone Number to be provided]* • Solve MAJOR challenge on SHS system installation quality or item [these are usually management challenges]

Figure 3: Technical Support Escalation Level

Payment Support/Inquiry

After the installation due to different financial capabilities of the customers, some other customers will need assistance/support in structuring of payment terms. In this proposal because of different subsidy amount, the assumption has been put on payment after installation. The same mobile payment system will be used for SHS system payment. For customers to request for the support in SHS system financing support will be as described below.

Level 1	***Local Agent/Distributor*** *[Phone Number to be provided]* • Provide financing options and products for customers • Negotiate payment terms based on commission and KPI set with GreenLeaf HQ
Level 2	***HQ GreenLeaf (Business Support)*** *[0710332636 and maelezo.greenleaf@gmail.com]* • Coordinate with local agents in the district for products availability • Negotiate commissions with Local Agent • Inventory and order management

Level 3	*HQ GreenLeaf (Director) [0718372128 and maelezo.greenleaf@gmail.com]* • Placing orders and negotiate delivery
Level 4	*REA [Phone Number to be provided]* • Solve MAJOR challenge on SHS system installation quality or item

Figure 4: Sales/Payment Assistance Support Escalation Level

GreenLeaf will be communicating with customers by either reaching them through local agent/distributor or direct SMS/Calls.

GreenLeaf Operation and Maintenance (O&M) Plan for SA SHS guidelines and approached document has been attached (Annex III).

Future Focus on Residential Solar Systems

GreenLeaf plans to extend its product offering beyond stand-alone kits to cater to the growing demand for larger residential solar systems. These systems will be designed to meet the energy needs of homes in both urban and rural areas, providing a more sustainable, scalable solution as the market for solar energy expands.

Sales Channels and Customer Base

- **Local Distribution Network**: GreenLeaf will leverage local technicians and distributors who are trained to handle both small and large solar systems. This network will be integral to scaling the business and expanding into new market segments.
- **Residential Market Expansion**: As GreenLeaf grows its customer base, it will also focus on marketing large-scale residential systems through partnerships with local builders and real estate developers.

Industry Summary: Renewable Energy in Tanzania

Tanzania's rural electrification rate remains low, with over 70% of rural households lacking access to grid electricity. The Government, with World Bank support, has prioritized SA-SHS under the RBF model to incentivize private sector involvement.

Trends:

- Government subsidies (via REA)
- Rising solar adoption for rural and peri-urban homes

- Mobile money-enabled PayGo financing
- Growing investor appetite for off-grid energy solutions.

6. Strategic Positioning for Future Projects

The infrastructure built for the stand-alone solar home systems project will be repurposed for future endeavors, ensuring cost efficiency and ease of expansion into larger residential projects.

Office Infrastructure, Renovation, and Furniture

Office Infrastructure Development

GreenLeaf is investing in infrastructure development to establish a fully equipped office capable of handling both current and future projects. The office will be located at the current Magomeni space and undergo renovation to accommodate future expansion needs.

Renovation Plans and Warehouse Development

Existing office at Magomeni will be renovated inorder to accommodate new staffs and act as the project coordination center as well as company office. Also, the company will be developing warehouse in the existing plot (6,000m^2 with title deeds- 5 title deeds) owned by company's directors at Mabwe Pande. These plots will be used for storage of materials, and equipment tools.

- **Space Allocation**: Designed for 8 people, with a layout that allows for future growth.
- **Building Materials and Furniture**: Building materials and office furniture for the office setup, including:
    - **Office Furniture**: Desks, ergonomic chairs, filing cabinets, meeting tables.
    - **Building Materials**: Necessary construction materials to support the renovation of the office space, including electrical wiring, paint, flooring, and more.
- **Building Materials and Furniture:** Building materials for fence, store & office (small), guard shelter

Cost Breakdown

- **Furniture and Fixtures**: Estimated cost: TZS 10,000,000 for ergonomic and space-efficient office furniture.

- **ICT Equipment and Office Servers**: Estimate cost: TZS 18,000,000 for laptops, tablets, office project, office monitor, desktops, printers, copier
- **Application Development**: Estimate cost: TZS 7,000,000 for development of data collection tool and charging integration with mobile payment gateway
- **Office Renovation**: Estimated cost: TZS 49,000,000 for renovation-related construction materials.
- **Warehouse Development:** Estimated cost: TZS 150,000,000 for fence development, gate, storage office, guard shelter

Vehicles for Distribution & Project Management

Distribution Trucks and Cars for Project Management

To support the project's logistical needs, GreenLeaf will purchase trucks for transporting solar systems to the ports for these remote islands, as well as cars for the project management team to oversee installation and maintenance.

Procurement Details

- **Distribution Trucks**: These will ensure efficient transportation of kits across the various islands.
    - **Heavy truck**: TZS 50,000,000
    - **Light truck**: TZS 28,000,000
    - **Total cost:** TZS 78,000,000
- **Project Management Cars**: These will be used by the project team for monitoring, quality control, and communication with distributors.
    - **Long distance 4WD Car**: TZS 60,000,000
    - **Town trips car**: TZS 18,000,000
    - **Total Cost:** TZS 78,000,000

7. Funding Structure and Financial Plan

Funding for Project

- **Advance Payment:** GreenLeaf has received 20% advance payment from REA with total amount of TZS 247,000,000. Bank statement shows GreenLeaf receiving the amount (attached).

- **TIB Loan**: GreenLeaf has received the letter from TIB for loan approval. GreenLeaf has already started payment for loan appraisal which finalizes the disbursement of the fund.
- **Personal Loan**: GreenLeaf for 1st quarter will provide personal loan (TZS 100,000,000) to the project for the purchase of office equipment, office renovation, truck for logistic and application development.
- **RBF Subsidy**: GreenLeaf will leverage the REA's Result-Based Financing (RBF) subsidy model to cover a significant portion of solar system costs. The payment will base on the raised invoice starting from 50 connections (minimum). The invoice raised will be paid within 30 days upon meeting all the required/verification conditions.
- **Customer Payments**: Customers will be paying for the solar system which will be installed in their houses. There will be two types of payments. First type of payment is the installation payment which customer will be requested as mandatory. Based on the system capacity each customer will be pay for the initial setup cost which are TZS 50,000, TZS 80,000 and TZS 100,000 for installation for 50w, 80w and 100w solar system respectively. Once the installation is completed, the customer will follow up with monthly even payment for period of 12 months to finish the remaining balance. Payments of TZS 5,993.23, TZS 15,957.25, and TZS 25,581. for 50w, 80w and 100w solar systems will be followed. Customers will be paying using mobile money system.

SHS Ordering

After careful analysis of GreenLeaf's potential cash flow, SHS Ordering will be divided equally into three phases of 935 SHS systems per order.

SHS Ordering Equal ordering

	System Size	***Quantity***	***Unit Price***	***Total Price (USD)***	***Total Price (TZS)***
	60w Solar Systems	561	$ 66.00	$37,026.00	TZS 101,821,500
	80w Solar Systems	234	$ 77.00	$18,018.00	TZS 49,549,500
	100w Solar Systems	141	$ 89.00	$12,549.00	TZS 34,509,750
				$67,593.00	**TZS 185,880,750**

Table 4: Cost of One Batch for SHS

SHS Supplier Payment Schedule

GreenLeaf has negotiated and agreed with the supplier to have 30% down payment to start manufacturing for each batch. The supplier has also agreed for 90 days Letter of Credit (LC). The details of the agreement have been attached (Appendix I) and included in the invoice provided to GreenLeaf.

8. Financial Projections

- **Projected Revenue**: Over the next 2 years, GreenLeaf anticipates total revenue of TZS 1,824,560,287 from solar kit sales.
- **Sales and Collections**: The company will be receiving fund from REA subsidy, Customer upfront payment and Customers' remaining balance collected through mobile.
- **Customers' remaining balance**: Through PayGo system which is the mobile prepaid solution for solar kits will be used. Customers will be required each month to pay a fee in order to be able to get the service.

Greenleaf on financial has developed the following plan with the estimate operation cost, purchase plan cost, revenue estimate plan and loan payment schedule.

No:	Plan Activities	Year 1				Year 2				Year 3				Year 4			
		1st	*2nd*	*3rd*	*4th*	*1st*	*2nd*	*3rd*	*4th*	*1st*	*2nd*	*3rd*	*4th*	*1st*	*2nd*	*3rd*	*4th*
1	Total Collateral Offered	300	166	166	166	166	166	166	166	-	-	-	-	-	-	-	-
2	Loan Disbursements	240	-	-	298	-	-	280	-	-	-	-	-	-	-	-	-
3	Personal Loan to Project	110	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
4	Purchase Plan	233	-		282		-	286	-	-	-	-	-	-	-	-	-
5	REA Payment Plan	248	166	166	166	166	166	166	166	-	-	-	-	-	-	-	-
6	Customer Advance Payment	-	33	33	33	33	33	33	33	-	-	-	-	-	-	-	-
7	Customer Monthly Payment	-	-	24	48	72	96	72	48	24	-	-	-	-	-	-	-
8	Government Bond Payment	-	-	-	-	20	25	33	20	51	33	71	25	33	71	51	33
9	Operation Plan	33	23	47	23	23	33	23	9	9	9	3	3	3	3	3	3
10	Estimated Payment Plan	-	33	57	81	125	154	138	68	67	30	64	23	30	64	46	30

Table 5: Estimated Cash Project Cash Flow Quarterly (in TZS 000'000 millions)

Annex I shows detail Collateral submission plan, Loan disbursement plan, Purchasing plan, Operation plan, Loan Payment plan and Revenue Plan

Sales and Collections

NO:	SOLAR SYSTEM	QTY	REA PAYMENT PER SYSTEM (SUBSIDY) (TZS)	CUSTOMER ADVANCE PAYMENT PER SYSTEM (TZS)	REMAINING CUSTOMER BALANCE ON PREPAID PER SYSTEM (TZS)	TOTAL REA PAYMENT PER SYSTEM (SUBSIDY) (TZS)	TOTAL CUSTOMER ADVANCE PAYMENT PER SYSTEM (TZS)	TOTAL REMAINING CUSTOMER BALANCE ON PREPAID PER SYSTEM (TZS)
1	60w	1676	TZS 404,756	60,000	71,919	678,371,475	100,560,000	120,535,825
2	80w	698	504,190	80,000	191,487	351,924,655	55,840,000	133,657,891
3	100w	419	497,423	100,000	306,983	208,420,363	41,900,000	128,625,751
						1,238,716,493	198,300,000	382,819,467

Table 6: Total Revenue Collected from REA (Subsidy), Customers Advance Payment and Customer Prepaid Mobile Payment

GreenLeaf intends to order second batch of SHS after the sales and installation of 800 customers for Option 1 and 600 customers for Option 2 when used.

Fund Request Disbursement

The fund disbursement request and utilization has been assumed in this section is for Batch Ordering Option 1. The table below shows expected fund disbursement request to be submitted.

Disbursement	Year 1 (Qtr 1)	Year 1 (Qtr 4)	Year 2 (Qtr 3)
1st Loan Disbursment	TZS 240,000,000		
2nd Loan Disbursment		TZS 298,000,000	
3rd Loan Disbursment			TZS 280,000,000

Table 7: Expected Disbursement Request Schedule

Loan Repayment Schedule

The payment is expected to be paid quarterly. For period of 4 years, total of 16 payments are expected. GreenLeaf would like to get 6 months' grace period before starting making payments.

9. Project Implementation and Phases

Phase 1: Initial Setup and Solar Kit Sales (0–24 Months)

- Focus on solar kit procurement, installation, and distribution to initial customers.
- Renovation of office space, procurement of necessary equipment, and setup of logistics operations.

Full project implementation plan for Phase I has been attached in Appendix II.

Phase 2: Expansion into Residential Solar Systems (24–48 Months)

- Start introducing larger solar systems for residential buildings as infrastructure grows.
- Focus on expanding the customer base through targeted marketing and partnerships with real estate developers.

Phase 3: Full Market Penetration and Ongoing Support (36–60 Months)

- Scale up sales and distribution, providing continued after-sales support.
- Establish a strong brand presence in both the residential and small solar kit markets.

10. Project Risk and Mitigation

No:	Risks	Mitigation
1	Late disbursement	Late disbursement can great cause the delay of the project. Interacting with evaluation team and submitting all the documents on time. Also, Secure financing with clear disbursement timelines. Establish buffer funds to cover potential delays. Maintain open communication with the REA and have a clear escalation plan for any delays
2	Currency Instability	Consider hedging strategies to minimize the impact of currency fluctuations. Factor in potential currency fluctuations when budgeting for the project.
3	Increase Transportation Charges	Negotiate fixed transportation costs with suppliers upfront. Explore alternative shipping routes or consolidate shipments to reduce costs. Factor in potential fuel price increases when calculating transportation costs.
4	Drowning	Implement strict safety protocols for installation and maintenance crews, including proper life jackets, training on water safety procedures, and working in pairs with communication protocols. Also, all products to be transported will be insured.

No:	Risks	Mitigation
5	Customer Default on Payment	Down payments will be encouraged during customer. Also, Offer flexible payment plans. Implement a robust creditworthiness assessment process before offering systems
6	High Demand of SHS System on Island	Secure reliable suppliers with confirmed inventory levels. Develop a strong forecasting model to anticipate demand and pre-order systems accordingly. Maintain open communication with customers about potential wait times if demand is unexpectedly high.
7	Low Demand of SHS System on Island	Conduct thorough market research to understand island energy needs. Offer flexible system configurations or sizes to cater to different budgets and needs. Explore alternative sales channels on the mainland or nearby islands.
8	Sustainability of Subsidy	Develop a long-term plan for transitioning customers to full cost once the subsidy ends. Offer financing options to ease the burden of full cost for low-income residents. Partner with the government to advocate for continued or alternative subsidy programs.
9	System Suitability for Existing Demand	Conduct thorough energy audits on the islands to understand actual energy needs. Offer a variety of system sizes and configurations to cater to different household requirements. Partner with local installers who understand the specific island environment and can recommend suitable systems.

Table 8: Risk and Mitigation Analysis

11. Sustainability and Long-Term Strategy

Post-Sale Services

GreenLeaf will offer maintenance contracts, system upgrades, and additional product offerings, ensuring that the company stays engaged with customers long after the installation.

Future Prospects

- **Large Residential Solar Systems**: As market demand grows, GreenLeaf will focus on larger solar systems tailored to residential buildings.
- **New Markets**: GreenLeaf will explore opportunities to expand into neighboring regions and countries with similar energy challenges.

12. Project Implementation Structure

Organization Structure

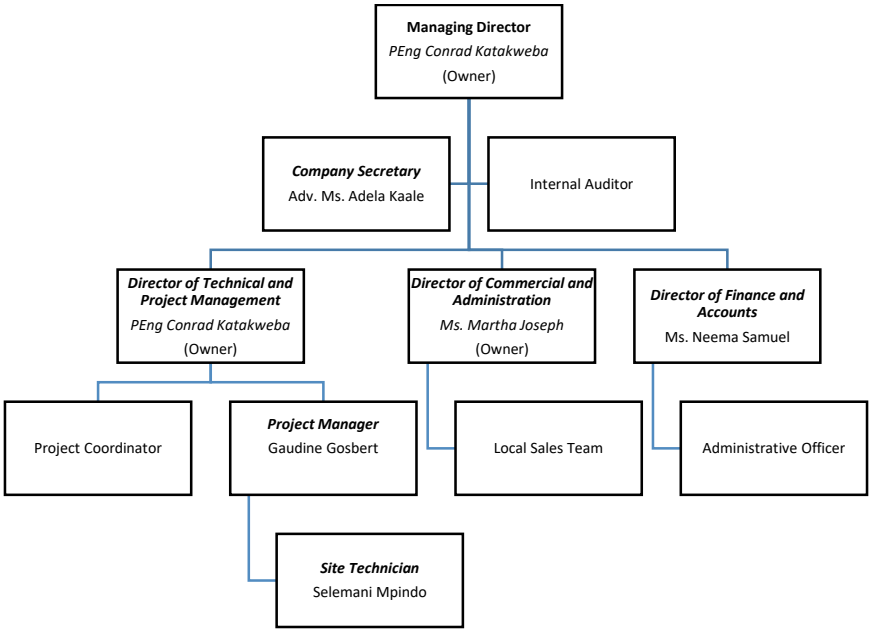

Figure 5: Organization Project Implementation Structure

Project Implementation Ethics

Code of Practice

We are committed to conducting this project with the utmost integrity, transparency, and respect for the local communities and environment. These ethical principles and guidelines will govern the implementation of the solar power system project on these selected Islands

Management and Staffing

Team Leader

PEng. Conrad M Katakweba will be the project team leader. PEng CM Katakweba is the registered professional engineer with number PE7929. Curriculum Vitae of the Team leader has been attached on Annex III.

Installation Supervisor

GreenLeaf has dedicated class B electrical installation engineer registered by EWURA. Eng. Gaudine Gosbert with license number ELINB-2021-412 with Electrical Installation License CLASS "B" will be Project Manager and technical supervisor in charge of supporting technicians. He will be working together with local technicians who will be having EWURA class "C" license during the installation of SHS.

13. REQUEST FOR TIC BENEFITS

GreenLeaf Technology Solutions Company Limited respectfully requests registration with TIC to access comprehensive benefits supporting our renewable energy investment project. Our qualification for these benefits stems from substantial investment commitment, alignment with national development priorities, and demonstrated capability for successful project implementation.

Fiscal incentives represent significant cost savings enabling competitive pricing while maintaining sustainable margins while non-fiscal benefits provide operational advantages essential for efficient project implementation. One-Stop Service Center access streamlines permit and license processing during expansion, reducing bureaucratic delays and administrative costs. Investment protection through recognition of private property and protection against non-commercial risks provides security for long-term investment planning. MIGA membership access offers World Bank Foreign Investment Insurance protecting against political and regulatory risks.

Facilitation services support obtaining various permits and approvals required for renewable energy project implementation. Business support services include market intelligence and investment information supporting strategic planning and business development. Land acquisition assistance and utility connection support accelerate project implementation while reducing administrative burden.

Our commitment to maximizing TIC benefit utilization includes systematic tracking of import duty relief applications, comprehensive VAT exemption claim processing, and active engagement with one-stop service center facilities. Regular compliance reporting will demonstrate effective benefit utilization while maintaining transparency in our operations. Performance monitoring will track achievement of investment commitments and employment creation targets, ensuring continued qualification for TIC benefits.

14. CONCLUSION

GreenLeaf Technology Solutions Company Limited represents a compelling opportunity for Tanzania's renewable energy sector development through substantial investment, proven capabilities, and strategic alignment with national development objectives in rural electrification and clean energy access.

Our comprehensive business strategy encompasses immediate project implementation through the REA contract while building sustainable long-term capabilities for market expansion. The combination of substantial financing from TIB, advance payments from REA, company equity contributions, and projected revenue streams ensures financial stability throughout all implementation phases.

The employment creation of 45 permanent positions and 120+ temporary roles directly contributes to national employment objectives while building renewable energy sector capacity. Technology transfer brings advanced solar energy technologies to Tanzania, creating lasting technical capabilities and skills development opportunities. Environmental benefits include significant carbon emission reductions and improved quality of life for remote communities previously without reliable electricity access.

Our proven track record over 13 years demonstrates consistent project success while building relationships with government agencies and regulatory bodies. Professional registrations and technical capabilities ensure high-quality service delivery meeting international standards. The comprehensive risk management strategy addresses potential challenges while maintaining focus on successful project outcomes.

TIC registration will enable access to fiscal incentives in annual savings, significantly improving project economics and competitive positioning. Non-fiscal benefits including one-stop service center access and

investment protection provide operational advantages essential for efficient project implementation. These benefits directly support our contribution to Tanzania's renewable energy development objectives.

Our strategic positioning extends beyond the current REA project to encompass long-term leadership in Tanzania's renewable energy sector. Infrastructure development creates lasting capabilities for residential and commercial solar system deployment. Market expansion plans address growing demand across multiple customer segments while maintaining focus on quality service delivery.

Sustainability initiatives ensure lasting positive impact through local capacity building, technology transfer, and environmental stewardship. Social impact encompasses improved quality of life, economic development opportunities, and enhanced educational access for underserved communities. These outcomes align directly with Tanzania's sustainable development goals and international commitments.

We respectfully request TIC's support through Certificate of Incentives registration, enabling us to maximize our contribution to national development objectives while building a sustainable, profitable enterprise. Our commitment to transparent operations, regulatory compliance, and continued innovation positions GreenLeaf as an ideal candidate for TIC partnership.

The renewable energy sector's growth potential in Tanzania provides exceptional opportunities for continued expansion and development. GreenLeaf's strategic positioning, technical capabilities, and financial resources enable us to capture these opportunities while contributing significantly to national energy security and environmental objectives. TIC registration represents the essential foundation for realizing these objectives while demonstrating our commitment to formal, transparent business operations contributing to Tanzania's investment climate development.