

**TALKCARGO LOGISTICS LIMITED**

***PROJECT PROGRESS REPORT 2023 TO 2025***

**SUBMITTED TO TANZANIA INVESTMENT AND SPECIAL ECONOMIC  
ZONE AUTHORITY**

**NOVEMBER 2025**

## 1. INTRODUCTION

**TALKCARGO LOGISTICS TANZANIA LIMITED** is a private limited company duly registered under the Companies Act, Cap 212 with Incorporation No. **155114517**, operating in the transportation, cargo handling, warehousing, and logistics sector. The company's core business activities include freight transport by road, warehousing, cargo handling, and transportation support activities.

In accordance with the Company's long-term strategic plan and the approved **Business Plan** submitted for investment incentives, the Company registered its logistics expansion project with the Tanzania Investment Centre (now TISEZA) with the objective of expanding its haulage fleet, constructing logistics terminals, and strengthening regional cargo operations.

Despite the impact of both global and domestic economic disruptions, TALKCARGO has continued to implement its project in a structured and strategic manner. The Company has advanced the phased acquisition of trucks, expanded its land portfolio for future infrastructure development, and strengthened its operational and management frameworks to support full-scale project rollout and long-term investment sustainability.

## 2. PLANNED ACTIVITIES FOR THE PERIOD (AS PER THE APPROVED BUSINESS PLAN)

According to the approved business plan, the planned activities for the period under review were as follows:

- (i) **Fleet Expansion:** Importation of 100 to 150 haulage trucks (pulling units with trailers) in phases.
- (ii) **Acquisition of machinery, equipment, and workshop facilities**
- (iii) **Infrastructure Development:** Establishment of operational terminals in Dar es Salaam, Mbeya, Shinyanga, and future intended regional bases (Zambia, DRC, Rwanda, Burundi, Malawi).
- (iv) **Registration & Incentives:** Registration of the expansion project with TIC/TISEZA for:
  - Duty/VAT exemption on imported trucks and equipment
  - Facilitation of investment processes
  - Licensing and operational approvals
- (v) **Financing Arrangements:** Secure commercial bank financing for fleet procurement. Contribute 20% equity towards truck purchases.

- (vi) **Human Resource Development:** Recruitment of up to 150 direct and indirect employees in phases and training on transport operations, safety, cargo handling, and ethics.

### 3. ACHIEVEMENTS TO DATE (2023–2025)

Despite delays arising from both domestic and global challenges, the Company has achieved substantial progress across its key project components and continues to advance toward full implementation.

#### 3.1 Acquisition of Trucks

- Successfully acquired 12 trucks locally to sustain operational momentum and procured an additional 34 units from the international market, bringing the Company's total active fleet to 48 trucks..
- Successfully engaged with financial institutions to arrange acquisition of an additional **10 trucks**, with 20% equity contributed as per the Business Plan.

#### 3.2 Land Acquisition:

In the current year, the Company successfully acquired a strategic parcel of land measuring 5,380 square meters, identified as **Plot No. 2042 Block B, Kongowe, Temeke Municipality**. The acquisition was fully financed through shareholders' equity (100%). The transfer and registration processes with the Ministry of Lands and Human Settlement Development have been completed. Amendments to the Certificate of Incentives and the issuance of the Leasehold Agreement by TISEZA are currently underway.

#### 3.3 Project Financing

- **Bank loan application successfully approved**, securing financial readiness for large-scale fleet expansion.
- Continued reinvestment of operational income for capital strengthening.

#### 3.4 Operational & Corporate Progress

- Expanded logistics routes within Tanzania and SADC region (particularly Zambia, DRC, and Malawi), in line with the project's regional strategy.
- Strengthened management systems and corporate governance as outlined in the Business Plan.
- We have 45 Staff employed by the company
- Enhanced recruitment and staff training in customer service and operational ethics.

### **3.5 Compliance & Regulatory Progress**

- Completed project registration with TIC/TISEZA for investment incentives.
- Updated BRELA corporate information and shareholding records.
- Harmonised operational documentation to align with TIC/TISEZA project guidelines.

#### 4. COMPANY INFORMATION

S/No.	Information	Description	Current Project Status
1.	Shareholder's Information	(a) SAIF NIJARALI RATANI (b) MAHENDI MADALALI GOWAN	VALID  VALID
2.	Company Communication Information	Cellphone +255788278189/ Email: Talkcargotz@gmail.com P.O.BOX 6642 Dar es Salaam	
3.	Contact Person	SAIF NIJARALI RATANI +255788278189	
4.	Incorporation	155114517	
5.	TIN information	155-114-517	
6.	Project Objective	Transport and Logistics Services	
7.	Capacity	100 tenders per year	
8.	Direct Employment	33 Employees	
9.	Indirect Employees	14	

#### 5. PROJECT FINANCIAL EXPENDITURE TO DATE (USD):

PARTICULAR	AMOUNT USD	AMOUNT USED
Land and Buildings	80,000	USED
Machinery & Equipment (trucks)	410,000	USED
Motor Vehicles	75,000	USED
Furniture & Fixtures	15,000	USED
Pre expenses	15,000	USED
Others	100,000	USED
Working Capital	100,000	USED
<b>TOTAL</b>	<b>795,000</b>	

## 6. PROJECT FINANCING

	Amount (USD)	
Local Equity	200,000	
Local Loans	595,000	
Foreign Equity	-	
Foreign Loans	-	
<b>Total Investment</b>	<b>795,000</b>	

## 7. PROBLEMS AND SOLUTION

- (i) The combined effects of the COVID-19 pandemic and ongoing global geopolitical conflicts in Europe and the Middle East significantly disrupted international supply chains and manufacturing timelines. These external shocks led to prolonged delays in the production, shipment, and importation of the planned fleet and equipment, thereby affecting the project's implementation schedule.
- (ii) The Company also experienced substantial delays in the approval of its bank financing facility. This slowed down procurement activities and constrained timely execution of key project components. However, following persistent follow-up and extensive engagement with the financial institution, the loan was eventually approved, positioning the Company to proceed with the planned importation and expansion activities.

## 8. SOLUTIONS IMPLEMENTED

### 8.1 Strategic Reprioritization and Local Procurement

To counter global supply chain disruptions, the Company adopted a phased strategy that included acquiring trucks locally while awaiting international deliveries. This ensured continuity of operations and preserved market presence during the disruption period.

### 8.2 Strengthened Supplier Engagement and Diversification

TALKCARGO diversified its supplier base and engaged alternative manufacturers with more stable production and shipping schedules. This reduced dependency on a single market and mitigated geopolitical and logistical risks.

### **8.3 Intensive Follow-up on Loan Processing**

Management undertook sustained engagement with the financing bank, providing all required documentation and meeting all compliance demands. This led to successful loan approval and positioned the Company for timely procurement of remaining project assets.

### **8.4 Strengthening Internal Operational Systems**

The Company improved operational readiness by building internal management structures, enhancing staff capacity, and establishing systems required for fleet expansion and efficient logistics operations.

### **8.5 Land Acquisition to Anchor Project Growth**

By acquiring strategic land for future development, the Company secured physical space for terminals, workshops, and logistics infrastructure, thereby mitigating future cost escalation and land-use challenges.

## **9. FUTURE PLANS**

### **9.1 Importation of Additional Trucks Under Approved Financing**

The Company is now positioned to proceed with the importation of the remaining trucks under the approved loan facility, thereby scaling the fleet toward the long-term target of 100–150 units.

### **9.2 Construction of Logistics Terminals and Workshops**

Development of the newly acquired 5,380 m<sup>2</sup> land at Kongowe and planned sites in Mbeya and Shinyanga will commence, including the establishment of a dry port, maintenance workshops, warehouses, and an operational command center.

### **9.3 Expansion into Regional Transport Corridors**

TALKCARGO will expand its operations across key regional markets—Zambia, DRC, Malawi, Rwanda, and Burundi—capitalizing on increased fleet capacity and regional trade growth.

### **9.4 Digitalization and Fleet Management Systems**

The Company plans to invest in advanced fleet monitoring technologies, including GPS tracking, route optimization software, and fuel management systems to enhance efficiency and reduce operational losses.

### 9.5 Workforce Expansion and Capacity Development

Recruitment and specialized training programs will be rolled out to build a strong team of drivers, mechanics, safety officers, and operational staff in line with the Company's growth trajectory.

### 9.6 Environmental and Safety Compliance

As part of long-term sustainability, the Company will strengthen environmental management, compliance with OHS standards, and adoption of cleaner and safer operational practices.

### 9.7 Application for Extension of Certificate of Incentives

The Company will continue to engage TISEZA to secure extensions of investment incentives, enabling the project to fully benefit from duty and tax exemptions and ensuring accelerated project execution.

## 10. RECOMENDATIONS

In light of the substantial progress made in implementing the project, including the successful acquisition of a strategic 5,380 m<sup>2</sup> parcel of land at Plot No. 2042 Block B, Kongowe – fully financed through shareholders' equity – it is **recommended that TISEZA favourably consider amending the existing Certificate of Incentives** to reflect the newly acquired land as part of the approved investment assets.

The inclusion of this property within the incentive framework is essential to facilitate the next phase of infrastructure development, including the establishment of logistics terminals, workshops, and supporting facilities that are integral to the full realisation of the project's objectives.

Furthermore, given the delays caused by global economic disruptions, COVID-19 supply chain challenges, and extended loan approval processes—factors entirely outside the Company's control—it is also recommended that **the duration of the Certificate of Incentives be extended** to allow adequate time for the Company to complete the importation of trucks, construction of facilities, and full operational rollout as originally approved.

Such amendments and extensions will not only safeguard the viability of the investment but will also enhance the Company's capacity to deliver on its commitments related to job creation, regional trade facilitation, and overall contribution to national economic development.

Submitted by



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SAIF NIJARALI RATANI

DIRECTOR



