



# SSA LOGISTICS

BUSINESS PLAN - 2025

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# Mission

- To provide seamless and reliable solutions for our clients' storage and logistics needs through optimized processes, cutting-edge technology, and a dedicated team.

# Vision

- To be the premier inland car/container depot & CFS, recognized for unparalleled efficiency and reliability in storage, logistics, and Supply Chain services.

# OWNERSHIP STRUCTURE

- SSA Logistics is a partnership which is owned by Suleiman Nassor Al-Hilal 30%, Salma Suleiman Al-hilal 30%, Saeeda Suleiman Al-hilal 20%, Sahaar Suleiman Al-hilal 20%



# PHILOSOPHY

At SSA, we don't just store Vehicles & Containers or move cargo, we create value at every touchpoint. Through integrated supply chain solutions, strategic partnerships, and intelligent resource allocation, we transform logistics from a cost center into a competitive advantage for our clients. Our approach ensures that every operation contributes to efficiency, profitability, and long-term sustainability.



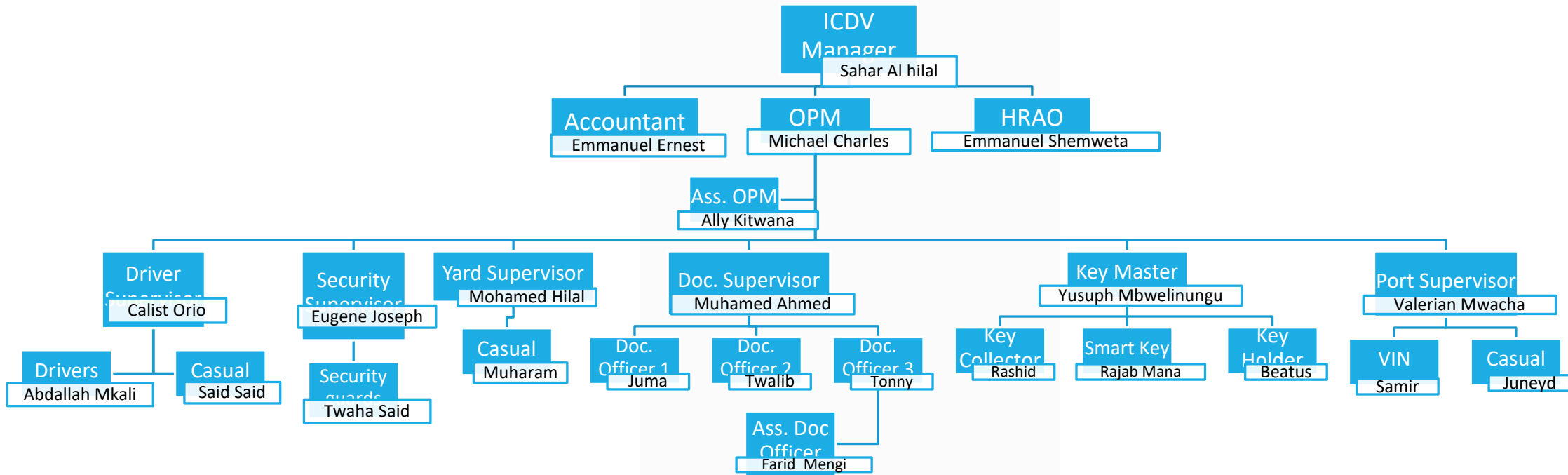
# EXECUTIVE SUMMARY & OVERVIEW

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- SSA LOGISTICS LIMITED was established to address the growing demand for efficient and reliable logistics solutions in Tanzania. As an authorized agent of the Tanzania Port Authority, we have been entrusted with the responsibility of managing the critical processes of vehicle handling, storage (ICD/ICDV & CFS), and delivery for both local and international customers.
- As part of our commitment to providing seamless services, we work closely with importers, dealers, and customers to ensure the smooth clearance and delivery of vehicles across Tanzania as well as other commodities cross border. Our expertise and partnerships have helped us become a trusted name in the logistics sector.
- As the company has grown through the years, we are expanding to cross border deliveries, delivering commodities from Dar Port South bound to, as far as Kamoja Copper Mine in the DRC.
- With the acquired space located at Mwanundege, we will be able to offer services such as Inland Container Depot Storage (ICD) & Container Freight Station (CFS) Facilities where all licenses have already been approved. At SSA, we don't just store and move cargo—we engineer efficiency, enhance trade flow, and deliver logistics solutions with precision and reliability.



# SSA LOGISTICS - ORGANOGRAM



# OUR SERVICES

SSA Logistics currently caters to ICDV with the handling of Vehicles. This includes Unloading, preparation from port to storage site and finally, delivery to the customer in excellent condition.

With the expansion to cater for ICD,CFS and Transit, we will be offering the following:

## INLAND CONTAINER DEPOT (ICD)

Our facility is licensed by Tanzania Revenue Authority as an ICD dry port whereby containers can be transferred and stored from TICTS or TPA terminal awaiting customs and other necessary clearance. The ICD will receive approximately 2,000 TEUS containers a month where verification and stripping will occur for a fee, based on the size of the container. Once the client comes to retrieve their container, storage charges as well as miscellaneous costs are the prime earning.

## CONTAINER FREIGHT STATION (CFS)

Our CFS Facility has a 6,500 sqm warehouse for storing high value export commodities, prior to stuffing into export containers. We can store up to 1,600 TEUS Containers for export. We will also have an on-site, certified weighbridge registered to Issue VGM Certificates for Solas compliance.

## TRANSPORT – CROSS BORDER

We provide a full range of transport and logistics services to meet all the needs of our clients with the highest level of personalized customer services, providing excellence and dependable truckload shipments.



# MARKET ANALYSIS

## KEY MARKET TRENDS

The demand for inland container depots is fueled by the expansion of international trade and the growing need for efficient logistics solutions. Key trends shaping the industry include:

- Globalization: Increased import and export volumes are driving demand for container handling services.
- Integrated Logistics Solutions: A rising need for end-to-end supply chain visibility and operational efficiency.
- Sustainability Focus: Growing emphasis on environmentally sustainable practices in container management.

Our primary competitors include Azam, Galco, PMM, TICTS, JEFAG, DICD, and African ICD.

## TARGET MARKET

We serve a diverse client base, including:

- Importers and exporters utilizing containerized shipping
- Freight forwarders and logistics providers
- Shipping lines and carriers
- Manufacturers and distributors engaged in international trade



# PROJECT OBJECTIVES

As part of our strategic expansion, SSA Logistics is committed to building an efficient and exceptional Container Freight Station (CFS) and Inland Container Depot (ICD) operations. Our objective is to enhance the logistics and trade infrastructure, ensuring that goods move seamlessly through our facilities, contributing to regional economic growth and international trade facilitation.

## **Economic and Employment Impact**

One of the primary objectives of this expansion is to generate employment opportunities for the local community. By increasing our operational capacity, we will require additional skilled and semi-skilled labor, creating direct and indirect jobs across multiple sectors, including logistics, warehousing, equipment maintenance, and administrative functions.

Our investment in procuring a bigger fleet and equipment will not only improve efficiency but also necessitate the recruitment and training of local talent, fostering skills development and career growth within the logistics industry.

## **Commitment to Local Community Development**

SSA Logistics firmly believes that sustainable economic development is achieved through empowering the local workforce. Our expansion plan includes structured training programs that will equip local employees with industry-relevant skills, enabling them to secure stable and long-term employment. Additionally, our operations will create ripple effects by stimulating demand for local suppliers, transport services, and support businesses, further strengthening the regional economy.

# MARKETING PLAN

## PRODUCT

SSA offers a range of value-added services, including cargo tracking, real-time reporting, and customizable logistics solutions. Our offerings extend to container stuffing/destuffing, cargo consolidation, labeling, packaging, and customs clearance. These services are designed to enhance customer experience and optimize supply chain operations, adding measurable value at every stage.

## PRICE

We differentiate ourselves by offering competitive, flexible pricing models tailored to the specific needs of our clients. Our pricing strategy is designed to deliver cost-effective solutions without compromising service quality.

## PROMOTION

We will harness the power of digital marketing to expand our market reach and visibility. This includes:

- Optimizing our website for search engines (SEO)
- Leveraging social media platforms for targeted engagement
- Running email marketing campaigns and online advertising to attract specific market segments
- Showcasing our fleet expansion and operational efficiencies as part of our brand story
- Incorporating client testimonials and case studies to build credibility and trust



# CLIENTS & SUPPLIERS

## CLIENTS

Alistair James Company Ltd, Alliance ONE Tobacco Tanzania Limited, Allmol Freight Services Limited, Batmac Company Limited, Bero Company Limited, Cmtl Group Limited, Cnf Tanzania Limited, Express Logistics Ltd, Freedom Freight Forwarders, Freight Forwarders (T) Ltd, Freight World Limited, Furniture Centre (Dsm) Limited, Ganador Logistics International Limited, Goldstar Paints Tanzania Limited, Gulack International Limited, Hamadi Masumbuko Bikoko, Hasa Customs Clearance, Hellmann International Ltd, Hk Freight Forwarders Ltd, Ibex Logistics Ltd, Iceheath Logtech Tanzania Limited, Idia Traders & Logistics Co. Limited, Jamaap Co Limited, Jambo Group Of Company Co Ltd, Karimjee Value Chain Limited, Kassam Freight Ltd, Knauf Gypsum Tanzania Limited, Kuehne + Nagel Limited, Kaysala Company Limited, Lodhia Steel Industries Limited, Lohe Tanzania Limited, Manchinchi Marine Movers Ltd, Marinair Freight Ltd, Martfed Logistics Co. Limited, Nisha Clearing And Forwarding Limited, Nova Esperanca Service Limited, Ntalo Logistics Company Limited, Oceanair Freight Ltd, Omega Group (T) Limited, Oryx Energies Tanzania Ltd, Oryx Gas Tanzania Ltd, Pangani Ascending (Ea) Ltd, Rhino Africa Ltd, Richrens Logistics Ltd, RK Chemicals (Tanzania) Ltd, Sami Agencies Ltd, Super Star Forwarders Ltd, Sure Freight (T) Ltd, United Youth Shipping Co. Ltd, Usangu Logistics Tz Ltd, Yara Tanzania Limited.

## SUPPLIERS

Superdoll Trailer Manufacturer, General Petroleum, Fareed Automobile, Amana Truck Parts, Mj Trucks Parts, The Gold Wish Logistics Company Ltd, Mogent Tanzania Limited, Ideal Office Supplies, Mbeleye Oil Filing Station & Co Ltd, Guptauto Spares & Hardware Ltd, Nas Tyres Ltd, Masumin Printways & Stationeries, Mwanza Automobiles, S.R Enterprises.



# FINANCE – PROJECTED INCOME STATEMENT

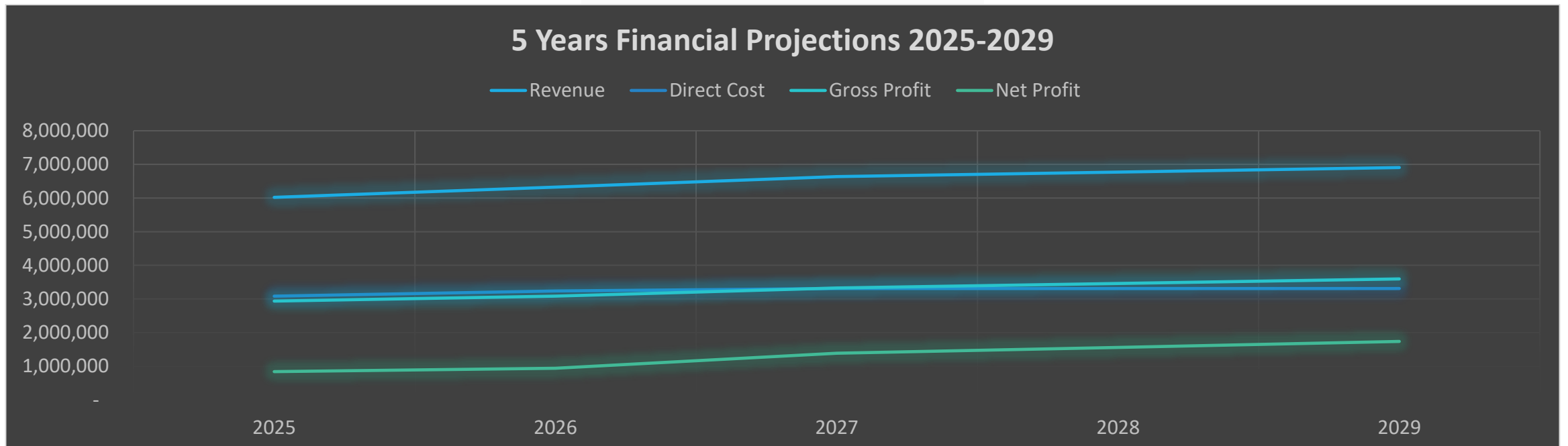
	<b>FY2025</b>	<b>FY2026</b>	<b>FY2027</b>	<b>FY2028</b>	<b>FY2029</b>
	<b>TShs</b>	<b>TShs</b>	<b>TShs</b>	<b>TShs</b>	<b>TShs</b>
Revenue	6,021,330,311	6,322,396,827	6,638,516,669	6,771,287,003	6,906,712,742
Direct Cost	(3,083,929,693)	(3,238,126,177)	(3,310,774,857)	(3,310,774,857)	(3,310,774,857)
<b>Gross Profit</b>	<b>2,937,400,618</b>	<b>3,084,270,650</b>	<b>3,327,741,812</b>	<b>3,460,512,145</b>	<b>3,595,937,885</b>
Personel Costs	(283,096,231)	(291,589,118)	(285,757,336)	(285,757,336)	(285,757,336)
Administrative Expenses	(1,801,283,828)	(1,855,322,343)	(1,762,556,516)	(1,762,556,516)	(1,762,556,516)
Other Operating expenses	(40,576,393)	(41,793,685)	(39,704,001)	(39,704,001)	(39,704,001)
Finance Cost	(3,966,950)	(4,085,958)	(4,085,958)	(4,085,958)	(4,085,958)
Depreciation Charges	(162,106,209)	(166,969,396)	(166,969,397)	(166,969,397)	(166,969,397)
<b>Total expenses</b>	<b>(2,291,029,610)</b>	<b>(2,359,760,500)</b>	<b>(2,259,073,207)</b>	<b>(2,259,073,207)</b>	<b>(2,259,073,207)</b>
<b>Profit before tax</b>	646,371,008	724,510,151	1,068,668,604	1,201,438,938	1,336,864,678
Taxation	(193,911,303)	(217,353,045)	(320,600,581)	(360,431,681)	(401,059,403)
<b>Net profit for the year</b>	<b>840,282,311</b>	<b>941,863,196</b>	<b>1,389,269,186</b>	<b>1,561,870,619</b>	<b>1,737,924,081</b>
Other Comprehensive Income	-	-	-	-	-
<b>Total comprehensive income</b>	<b>840,282,311</b>	<b>941,863,196</b>	<b>1,389,269,186</b>	<b>1,561,870,619</b>	<b>1,737,924,081</b>
<b>GP-Margin</b>	49%	49%	50%	51%	52%
<b>NP-Margin</b>	14%	15%	21%	23%	25%

# FINANCE – PROJECTED BALANCE SHEET

	Dec 2025 TShs	Dec 2026 TShs	Dec 2027 TShs	Dec 2028	Dec 2029
<b>Non current Assest</b>					
Property , Plant and Equipment	669,841,373	763,468,704	1,086,066,551	1,204,267,465	1,324,832,396
F/Intangible Assets	805,330,710	805,330,710	805,330,710	805,330,710	805,330,710
<b>Total Non current Assets</b>	<b>1,475,172,083</b>	<b>1,568,799,414</b>	<b>1,891,397,261</b>	<b>2,009,598,175</b>	<b>2,130,163,106</b>
<b>Current Assets</b>					
Cash and Bank Balances	519,548,606	735,398,794	753,250,000	826,878,750	830,328,750
<b>Prepayments</b>					
<b>Total current Assets</b>	<b>519,548,606</b>	<b>735,398,794</b>	<b>753,250,000</b>	<b>826,878,750</b>	<b>830,328,750</b>
<b>Total Assets</b>	<b>1,994,720,689</b>	<b>2,304,198,208</b>	<b>2,644,647,261</b>	<b>2,836,476,925</b>	<b>2,960,491,856</b>
<b>Equity and Liabilities</b>					
<b>Equity</b>					
Share Capital	1,048,800	1,048,800	1,048,800	1,048,800	1,048,800
Shareholders' Fund	67,951,200	67,951,200	67,951,200	67,951,200	67,951,200
Retained Earnings	840,282,311	941,863,196	1,389,269,186	1,561,870,619	1,737,924,081
	<b>909,282,311</b>	<b>1,010,863,196</b>	<b>1,458,269,186</b>	<b>1,630,870,619</b>	<b>1,806,924,081</b>
<b>Non Current Liabilities</b>					
Bank Borrowings	47,206,318	79,885,182	51,359,566	57,195,254	55,708,733
<b>Total Non Current Liabilities</b>	<b>47,206,318</b>	<b>79,885,182</b>	<b>51,359,566</b>	<b>57,195,254</b>	<b>55,708,733</b>
<b>Current Liabilities</b>					
Trade and Other payables	315,856,386	444,084,195	237,679,708	200,856,386	99,084,195
Due to HESU	-	-	-	-	-
Other Borrowings	57,500,000	57,500,000	57,500,000	57,500,000	57,500,000
Current Tax	664,875,674	711,865,635	839,838,801	890,054,666	941,274,847
Deferred Tax	-	-	-	-	-

# FINANCE – PERFORMANCE TREND

Description	2025	2026	2027	2028	2029
Revenue	6,021,330	6,322,397	6,638,517	6,771,287	6,906,713
Direct Cost	3,083,930	3,238,126	3,310,775	3,310,775	3,310,775
Gross Profit	2,937,401	3,084,271	3,327,742	3,460,512	3,595,938
Net Profit	840,282	941,863	1,389,269	1,561,871	1,737,924



## CONTACT US



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