

**BUSINESS PLAN**

**FOR**

**HOTEL AND RESTAURANT**

Prepared By: ZHEJIANG HOTEL COMPANY LIMITED  
P.O.BOX 25630  
DAR ES SALAAM.

## EXECUTIVE SUMMARY

ZHEJIANG HOTEL COMPANY LIMITED a private business company incorporated in the United Republic of Tanzania with Certificate of incorporation No. 179566699 issued on 11st November 2024. The proposed business plan opening of hotel and restaurant.

ZHEJIANG HOTEL COMPANY LIMITED The proposed new project shall cost US\$ 500,000 and creating new employment of 105 staff, located in Dar es Salaam Region, Kinondoni District, Mikocheni Ward.

The shareholders of ZHEJIANG HOTEL COMPANY LIMITED are:

Name	Nationality	%of Shares
JIN HAIHONG	CHINESE	25
YANG ZHENGXING	CHINESE	17
LIN JUNWEI	CHINESE	15
ZHENG ZHANWEI	CHINESE	13
JIN YAN	CHINESE	10
CHEN YI	CHINESE	5
CHEN HAO	CHINESE	5
JIANG LIJUN	CHINESE	5
CAI MING	CHINESE	5

### MISSION STATEMENT:

To deliver exceptional hospitality by providing comfortable accommodations, outstanding culinary experiences, and personalized service that exceeds guest expectations.

### VISION STATEMENT:

To become a leading destination known for warmth, quality, and unforgettable experiences in both lodging and dining.

## 1. PROJECT BACKGROUND.

In recent years, Tanzania's economy has grown steadily, and Dar es Salaam, its economic hub and major port city, has attracted a large number of business travelers and tourists. Currently, there is a gap in the supply of mid-to-high-end business hotels. To meet the growing demand for business and tourism services, this project aims to construct a Chinese-themed business hotel integrating accommodation and dining.

Tanzania is experiencing steady growth in tourism, business travel, and international investment, particularly from Asia. With the increasing presence of Chinese businesses and tourists in East Africa, there is a growing demand for hospitality experiences that cater to this demographic while also introducing Chinese culture to local and international guests.

This project proposes the development of ZHEJIANG HOTEL COMPANY LIMITED in Dar es Salaam, Tanzania's commercial hub. The concept is designed to blend traditional Chinese aesthetics, architecture, and culinary art with Tanzanian hospitality and service excellence. The facility will include well-appointed guest rooms, a fine-dining Chinese restaurant, tea lounge, wellness spa with traditional Chinese therapies, and multi-purpose event spaces.

The business aims to serve:

- Chinese tourists and expatriates seeking familiar cultural and culinary experiences
- Local Tanzanians interested in experiencing authentic Chinese hospitality
- International travelers and businesspeople attracted by the unique theme and high-quality service.

The hotel and restaurant will also act as a cultural bridge offering themed events, cuisine demonstrations, and cultural festivals that celebrate Chinese heritage while respecting and integrating Tanzanian traditions.

By filling a niche in the local hospitality market, the project supports Tanzania's tourism development goals while fostering cultural exchange and economic collaboration between China and Tanzania.

## 2. PROJECT OBJECTIVES.

1. Establish a benchmark business hotel in Dar es Salaam, featuring Chinese cultural elements and high-quality services, to facilitate Chinese business travelers' inspections and tourism.
2. Achieve the target market share within five years of operation, reach break-even, and gradually generate profits.
3. Establish a unique hospitality environment that immerses guests in traditional Chinese culture through architecture, interior design, customer service, and themed events—while blending it seamlessly with Tanzanian warmth and hospitality. This includes offering services such as traditional Chinese tea ceremonies, feng shui-inspired décor, and staff trained in Chinese etiquette and greetings.
4. Operate a full-service restaurant offering authentic Chinese regional dishes (e.g., Sichuan, Cantonese, Hunan) using locally sourced and imported ingredients. Develop a fusion menu that incorporates Tanzanian flavors, catering to both Chinese guests and local/international diners interested in unique culinary experiences.
5. Position the hotel as a preferred choice for Chinese travelers by offering Mandarin-speaking staff, translated menus, Chinese payment systems (e.g., WeChat Pay, Alipay), and culturally tailored amenities. Build strong marketing partnerships with Chinese tour operators, embassies, and cultural organizations to generate traffic.
6. Host cultural events such as Chinese New Year celebrations, calligraphy workshops, traditional dance performances, and cooking classes for both guests and the local community. Collaborate with local cultural institutions and schools to encourage cultural appreciation and learning between Tanzanians and Chinese visitors.
7. Incorporate green practices in design and operations, including solar energy use, water recycling, plastic-free initiatives, and sourcing sustainable materials. Align with both Tanzanian environmental standards and global hospitality sustainability benchmarks to attract eco-conscious travelers.
8. Create direct employment opportunities for Tanzanian citizens in hospitality, culinary arts, administration, and maintenance. Invest in ongoing training programs in Chinese language, customer service, and intercultural communication to develop a skilled, inclusive workforce that meets the business's unique service requirements.

### 3. MARKET ANALYSIS.

#### Industry Overview.

Tanzania's hospitality and tourism sector has seen strong growth in recent years, supported by government incentives, improved infrastructure, and aggressive marketing campaigns targeting international visitors. According to the Tanzania Ministry of Natural Resources and Tourism, the country welcomed 5.36 million tourists in 2024, generating over \$4 billion in revenue. The hotel and restaurant industry is a core component of this sector and is expected to grow further with increased foreign direct investment and international partnerships.

#### Growing Chinese Presence in Tanzania.

China is one of Tanzania's fastest-growing tourist markets, with a 56.5% year-on-year increase in Chinese tourist arrivals in 2024. This growth is supported by; Direct cultural tourism marketing in China (e.g., "Tanzania: The Soul of Africa" campaigns), Growing diplomatic and business ties under the Forum on China–Africa Cooperation (FOCAC) and Rising numbers of Chinese expatriates, investors, and infrastructure workers in cities like Dar es Salaam and Dodoma

Despite this, there is a lack of Chinese-themed hospitality establishments that cater specifically to this market. Most current options are generic or international brands with limited cultural customization.

#### 3.1 Target Market.

The Chinese-themed hotel and restaurant in Tanzania will serve a carefully segmented market comprising both international and domestic clients. Each segment has unique preferences, behaviors, and needs that align with the business's cultural and experiential offerings.

1. Business Travelers: Employees of Chinese companies in Tanzania, domestic and international business professionals, who prioritize location, business facilities, and service efficiency.
2. Leisure Tourists: Tourists from China and around the world, seeking comfortable and familiar accommodation while experiencing local culture.
3. Corporate Clients and Event Hosts, Companies, NGOs, embassies, and cultural organizations seeking venues for meetings, conferences, business dinners, and private events.

4. International Tourists and Expatriates Western, Middle Eastern, and African tourists visiting Tanzania, Business travelers or digital nomads seeking culturally rich accommodation and Tourists looking for new culinary and cultural experiences.
  
5. Local Tanzanian Middle- and Upper-Class Customers Aged 25–55, Urban professionals, food lovers, and lifestyle seekers Interested in global cultures, cuisine, and themed experiences.

The target market for this Chinese-themed hotel and restaurant business is diverse and growing, led by increased Chinese tourism, expanding diplomatic relations, and rising interest in cultural hospitality experiences. A well-designed offering that respects cultural nuances while engaging local and international guests can secure strong brand loyalty and sustainable growth in Tanzania’s dynamic hospitality market.

### Target Market Segmentation.

<i>Segment</i>	<i>Description</i>	<i>Expected Share</i>
<i>Chinese Tourists</i>	Leisure travelers, group and independent, seeking cultural comfort abroad	40%
<i>Chinese Expatriates</i>	Long-term residents, business people, embassy staff	15%
<i>Local Tanzanians</i>	Middle- and upper-class locals curious about Chinese cuisine and culture	20%
<i>International Tourists</i>	Global travelers seeking unique themed stays and dining experiences	15%
<i>Business Travelers</i>	Chinese and African professionals needing premium accommodations	10%

## 3.2 Market Demand.

Tanzania is one of East Africa's fastest-growing economies and a key destination for both international tourism and foreign investment. With its strong diplomatic and economic ties to China, the presence of Chinese nationals and businesses in Tanzania has significantly increased over the past decade. As a result, there is rising interest in Chinese culture, cuisine, and hospitality, both among Chinese residents and tourists, as well as curious Tanzanian locals and international visitors. This creates a unique opportunity to establish a hotel and restaurant themed around Chinese culture in key Tanzanian cities.

### 1. Growing Chinese Presence in Tanzania:

- ❖ **Economic Ties:** China is one of Tanzania's largest trading partners and investors, with significant involvement in infrastructure, construction, and mining projects.
- ❖ **Chinese Population:** A rising number of Chinese expatriates, workers, and entrepreneurs live and work in major Tanzanian cities such as Dar es Salaam, Arusha, and Zanzibar. These individuals often seek familiar food, hospitality, and cultural experiences.

### 2. Tourism Trends

- ❖ **Chinese Tourists:** Tanzania is a key destination for international tourists, and Chinese tourism to Africa is growing. Chinese tourists prefer accommodations that offer familiar cuisine, Chinese-language services, and cultural design elements.
- ❖ **Cultural Experiences:** Both local and international tourists are increasingly interested in diverse, themed hospitality experiences. A Chinese-themed hotel and restaurant could serve this demand by offering an immersive cultural experience.

### 3. Limited Direct Competition

- ❖ While there are Chinese restaurants and a few businesses catering to Chinese clients, there are few, if any, full-service hotels or cultural restaurants designed around Chinese aesthetics and service standards. This creates a unique opportunity to fill a niche market.

### 4. Local Market Interest

- ❖ **Urban Middle Class:** The growing Tanzanian middle class, particularly in cities like Dar es Salaam, is increasingly open to international cuisines and cultural dining experiences.

- ❖ Event Hosting: A Chinese-themed hotel and restaurant could attract locals for events, weddings, and corporate functions due to its novelty and cultural appeal.

#### 5. Strategic Business Opportunities

- ❖ Business Travelers: Chinese businesspeople visiting Tanzania for work would benefit from culturally familiar hospitality services.
- ❖ Embassy & Community Support: Partnerships with the Chinese Embassy, community associations, and travel agencies could enhance visibility and traffic.

### 3.3 COMPETITIVE ANALYSIS.

#### Industry Context.

Tanzania's hospitality industry is expanding rapidly, driven by growth in tourism, infrastructure, and foreign direct investment. While several international hotels and local establishments offer standard hospitality services, there is a noticeable gap in culturally themed experiences, especially those tailored for Chinese travelers. Chinese tourists and expatriates currently rely on generic accommodations or limited, independently run Chinese restaurants with minimal integration into larger hospitality experiences.

#### Key Competitors

##### A. Hotels in Dar es Salaam

<i>Competitor</i>	<i>Description</i>	<i>Strengths</i>	<i>Weaknesses</i>
<i>Hyatt Regency</i>	International 5-star hotel offering premium services and event hosting	Luxury, brand trust, business amenities	No cultural specialization for Chinese clientele
<i>Serena Hotel</i>	Upscale hotel with East African charm	Consistency, quality service, local integration	Limited Chinese food or Mandarin-speaking staff
<i>Golden Tulip</i>	Mid- to high-end international chain	Affordable, international standards	No cultural theme, generic offering
<i>Chinese Guesthouses</i>	Small inns run by Chinese expatriates (often not formal hotels)	Familiar cuisine, Mandarin spoken	Poor service quality, small capacity, not scalable or attractive

##### B. Chinese Restaurants

<i>Competitor</i>	<i>Description</i>	<i>Strengths</i>	<i>Weaknesses</i>
<i>Mainland Kitchen</i>	Popular Chinese restaurant in Dar es Salaam	Authentic taste, Chinese ownership	Lacks ambiance and themed experience
<i>Samaki Samaki (with Chinese menu)</i>	Local chain experimenting with Asian fusion menus	Local following, innovative	Not specialized in Chinese cuisine
<i>Smaller Chinese Cafés</i>	Located near universities or business areas	Inexpensive, home-style food	Limited capacity, low service standards

## Competitive Advantage of Our Chinese-Themed Hotel & Restaurant (ZHEJIANG HOTEL COMPANY LIMITED)

FEATURE	CHINESE-THEMED HOTEL & RESTAURANT	EXISTING COMPETITORS
<i>AUTHENTIC CHINESE ARCHITECTURE &amp; DÉCOR</i>	✓ Full cultural immersion	✗ Minimal or none
<i>MANDARIN-SPEAKING STAFF</i>	✓ Key positions filled with bilingual staff	✗ Largely English or Swahili only
<i>CHINESE PAYMENT SYSTEMS (WECHAT/ALIPAY)</i>	✓ Integrated for convenience	✗ Rarely accepted
<i>THEMED EVENTS (CHINESE NEW YEAR, TEA CEREMONIES)</i>	✓ Regular events attract both Chinese and locals	✗ Not available
<i>INTEGRATED HOTEL &amp; DINING EXPERIENCE</i>	✓ Combined lodging, dining, and wellness	✗ Offered separately or not at all
<i>CULTURAL FUSION OFFERINGS</i>	✓ Chinese-Tanzanian menu options	✗ No fusion offerings
<i>LOCATION &amp; ACCESSIBILITY</i>	✓ Central Dar, near business hubs and tourist routes	✓ Some are centrally located but lack thematic edge

### Competitive Advantage of the Project:

- ❖ First-mover advantage in combining Chinese cultural theme with full-service hospitality.
- ❖ Authentic dining, Mandarin-speaking staff, and Chinese-style room design
- ❖ Event spaces for Chinese festivals and community gatherings

### Consumer Behavior and Preferences.

#### Chinese travelers tend to prioritize:

- ❖ Cultural familiarity in food, service, and environment
- ❖ Group travel packages and tour partnerships
- ❖ Digital convenience, including mobile payments like WeChat Pay and Alipay
- ❖ High cleanliness and hygiene standards
- ❖ Social media influence (Weibo, Douyin, Xiaohongshu) in choosing travel destinations

## Barriers to Entry for New Competitors

- ❖ Cultural Understanding: Deep knowledge of Chinese customs and hospitality standards is essential and not easily replicated by general competitors.
- ❖ Supplier and Staffing Challenges: Sourcing authentic ingredients and Mandarin-speaking staff is more difficult for general hotel operators.
- ❖ Brand Reputation: Once established, the business will benefit from early mover brand loyalty in a niche category.

While the Tanzanian hospitality and dining market is growing, there is minimal direct competition for a fully integrated Chinese-themed hotel and restaurant. Most existing establishments either offer standard international hospitality or fragmented Chinese dining with low visibility and limited cultural appeal. This presents a first-mover opportunity to create a destination experience that meets both economic demand and cultural interest, differentiating the business through authenticity, comfort, and innovation.

## 4. PROJECT PLANNING.

### Introduction.

The rising influence of Chinese culture in Africa, particularly in Tanzania, presents a unique opportunity to establish a themed hotel and restaurant that caters to Chinese expatriates, tourists, business travelers, and culturally curious locals. Tanzania's strong bilateral relations with China, growing urban middle class, and expanding tourism sector create a favorable environment for launching a hospitality project with a Chinese cultural theme. To ensure the success of this venture, a well-structured project plan is essential,

### 4.1 Design and Architecture

Collaborate with architects and interior designers to incorporate Chinese-themed aesthetics: Architectural elements like pagoda-style roofing or traditional motifs. Interior decor using red, gold, and natural wood tones. Chinese gardens, tea rooms, and cultural artwork. Ensure compliance with Tanzanian construction and hospitality standards.

### 4.2 Site Selection and Acquisition

The project is located in Dar es Salaam, Kinondoni, Mikocheni area between urban centers. The location is prone to accessibility, safety, proximity to transport, business districts and proximity to tourist attractions.

### 4.3 Construction and Fit-Out Phase

This covers multiple phases including groundwork, structural build, interior finishing, kitchen and dining installation. Source authentic Chinese materials and furnishings where necessary.

### Construction Schedule.

*Preparatory:* Months 1-3, Complete the design plan and construction drawings; obtain building and investment permits.

*Foundation:* Months 4-8, Land leveling, foundation construction, main structure building;

*Interior Decoration:* Months 9-12, Renovation of guest rooms, dining areas, and public spaces; equipment installation.

*Testing and Acceptance:* Months 13-15, Equipment commissioning; organize acceptance by relevant departments.

*Pre-opening:* Months 16-17, Staff recruitment and training; procurement of supplies; marketing promotion.

#### 4.4 Functional Layout Overview.

The layout is divided into two main components:

1. Hotel Area
2. Restaurant Area

Both are integrated with shared amenities and cultural features.

##### 1. Hotel Area

###### A. Reception and Lobby Area

- Main Entrance: Designed with traditional Chinese gates (Paifang style), welcoming signage in Chinese and English.
- Reception Desk: Staffed by bilingual personnel (Swahili/Mandarin/English).
- Lobby Lounge: Decorated with Chinese lanterns, wooden furniture, calligraphy, and soft instrumental music.
- Tea Corner: Small space serving traditional Chinese tea with seating, enhancing the cultural experience.

###### B. Guest Rooms

- Room Categories:
  - Standard Rooms
  - Deluxe Rooms
  - Executive Suites
  - Family Rooms
- Room Features:
  - Traditional Chinese décor (lattice screens, red and gold accents).
  - Modern amenities: Wi-Fi, TV (including Chinese channels), safe, minibar.
  - Bamboo or wood-style flooring, artwork of Chinese landscapes or cultural symbols.

###### C. Conference and Meeting Rooms

- Rooms equipped for business travelers.
- Chinese-style design elements (e.g., scroll paintings, feng shui layout).
- Audio-visual equipment, high-speed internet.



## E. Cultural Display Corner

- Small area displaying Chinese artifacts, souvenirs, calligraphy tools, or books for cultural immersion.

## 5. OPERATIONAL MANAGEMENT.

Operational management for ZHEJIANG HOTEL COMPANY LIMITED focuses on delivering authentic Chinese hospitality and cuisine while adapting to the local market and regulatory environment.

### Service Features

- ❖ **Authenticity and Cultural Immersion:** The hotel and restaurant offer traditional Chinese decor, tea ceremonies, Mandarin-speaking staff, and Chinese cuisine to provide a culturally rich experience.
- ❖ **Fusion Offerings:** Some menu and service adaptations are made to appeal to local tastes and international tourists.
- ❖ **Guest Experience:** Emphasis is placed on personalized service, high hygiene standards, and efficient operations to meet expectations of both local and foreign guests.

### Staff Recruitment

- ❖ **Local and International Hiring:** Recruitment combines local Tanzanian staff for front-of-house roles and some backend operations, alongside Chinese chefs and hospitality experts to ensure authenticity.
- ❖ **Cultural Fit and Language Skills:** Preference is given to candidates with an interest in Chinese culture, language skills (Mandarin, English, Swahili), and hospitality experience.

### Training and Development

- ❖ **Cultural and Service Training:** Staff undergo training in Chinese etiquette, service standards, and culinary practices to maintain brand authenticity.
- ❖ **Language and Customer Service:** Ongoing workshops in Mandarin, English, and customer service skills help bridge communication gaps and improve guest satisfaction.
- ❖ **Food Safety and Hospitality Standards:** Training aligns with Tanzanian health regulations and international best practices in food handling and hospitality.

## CONCLUSION

Establishing and operating ZHEJIANG HOTEL COMPANY LIMITED in Tanzania presents a unique and promising opportunity in the country's growing tourism and hospitality sector. By blending authentic Chinese culture, cuisine, and hospitality with Tanzanian warmth and local insights, the business creates a memorable and culturally immersive experience for both domestic and international guests.

The incorporation of traditional Chinese design, culinary techniques, and service rituals—such as tea ceremonies and dim sum offerings sets the establishment apart from mainstream competitors. At the same time, careful consideration of the Tanzanian market through localized menu adaptations, bilingual staff, and respect for local customs ensures the concept remains accessible and appealing to a diverse clientele.

Operational success hinges on efficient management practices, including strategic staff recruitment that balances local employment with skilled Chinese professionals. Robust training programs are essential to ensure service consistency, cultural competence, and regulatory compliance. Moreover, a focus on high-quality service delivery, hygiene, and guest experience enhances brand reputation and customer loyalty.

In conclusion, ZHEJIANG HOTEL COMPANY LIMITED in Tanzania not only fills a niche in the hospitality landscape but also fosters cross-cultural exchange and business innovation. With thoughtful planning, cultural sensitivity, and operational excellence, it can become a standout destination that enriches Tanzania's tourism offerings while promoting cultural diversity and economic growth.

# ZHEJIANG HOTEL COMPANY LIMITED

## INVESTMENT COST PLAN

<b>Particular</b>	<b>Amount (US\$)</b>
Land & Building	862,500
Machinery & Equipment	287,500
Motor Vehicles	287,500
Furniture & Fixtures	287,500
Pre-expenses	287,500
Others	287,500
Working Capital	700,000
<b>TOTAL</b>	<b>3,000,000</b>

ZHEJIANG HOTEL COMPANY LIMITED  
 FINANCIAL PROJECTION SUMMARY FROM 2024-2028  
 PROJECTED STATEMENT OF PROFIT/(LOSS) AND OTHER COMPREHENSIVE  
 INCOME

Details	2025	2026	2027	2028	2029
Sales Revenue	750,000	825,000	900,000	975,000	1,050,000
Total Inflows	750,000	825,000	900,000	975,000	1,050,000
Opening Inventory	0	120,000	225,000	270,000	285,000
Production Cost	330,000	345,000	360,000	375,000	390,000
Closing Inventory	(120,000)	(225,000)	(270,000)	(285,000)	(300,000)
Total Cost of Sales	210,000	240,000	310,000	360,000	375,000
Gross Profit	540,000	585,000	590,000	615,000	675,000
Admin Expenses	67,500	69,000	72,000	75,000	78,000
Sales & Distribution Exp.	54,000	55,500	57,000	58,500	60,000
Finance Cost	18,000	18,000	18,000	18,000	18,000
Depreciation	12,000	12,600	12,600	12,900	13,500
Total Operating Expenses	151,500	155,100	159,600	164,400	169,500
Net Profit	<b>388,500</b>	<b>429,900</b>	<b>430,400</b>	<b>450,600</b>	<b>505,500</b>

ZHEJIANG HOTEL COMPANY LIMITED  
 FINANCIAL PROJECTION SUMMARY FROM 2025-2029  
 PROJECTED STATEMENT OF FINANCIAL POSITION FOR 5 YEARS FROM 2025-2029

Details	2025	2026	2027	2028	2029
<b>PPE</b>	1,287,500	1,305,625	1,342,500	1,357,125	1,412,500
Inventory	116,168	217,935	278,813	281,625	282,750
Trade Receivables	67,500	50,906	28,125	28,575	28,632
Working Capital	700,000	700,000	700,000	700,000	700,000
Cash & Equivalents	16,875	17,247	17,325	20,772	20,814
<b>Total Current Assets</b>	900,543	986,088	1,024,263	1,030,972	1,032,196
<b>Total Assets</b>	<b>2,188,043</b>	<b>2,291,713</b>	<b>2,366,763</b>	<b>2,388,097</b>	<b>2,444,696</b>
Share Capital	562,500	562,500	562,500	562,500	562,500
Retained Earnings	116,250	159,459	197,076	198,331	198,748
<b>Total Equity</b>	678,750	721,959	759,576	760,831	761,248
Trade Payables	37,341	55,014	85,803	91,125	94,449
Other Payables	56,826	112,143	112,500	112,950	112,500
Additional Liabilities	1,414,126	1,402,597	1,394,884	1,414,291	1,470,447
<b>Total Liabilities</b>	1,508,293	1,569,754	1,593,187	1,618,366	1,677,396
<b>Total Equity &amp; Liabilities</b>	<b>2,188,043</b>	<b>2,291,713</b>	<b>2,366,763</b>	<b>2,388,097</b>	<b>2,444,696</b>