



BUSINESS PLAN FOR START UP FOR LOGISTICS OPERATIONS



Tanzania Investment Centre Head Officer
Po. Box 938,
Golden Jubilee Tower,
1st Floor, Ohio Street, Dar es Salaam.

Bila Hudood Holdings Limited
P.o Boc 14110,
Tanesco street Tegeta Kibaoni , Plot 1628, Block Number E,
Dar es Salaam, Tanzania.

REF: SUBMISSION OF BUSINESS PLAN FOR START UP FOR LOGISTICS OPERATIONS

We are hereby to submit business Plan for Bila Hudood Holdings Ltd and to express our keen interest in expanding our business operations into Tanzania. As a potential provider of wholesome logistics solution, we are excited about the prospect of contributing to Tanzania's economic growth and development while benefiting the local community.

At Bila Hudood Holdings we pride ourselves on our ability to deliver comprehensive logistics solutions tailored to the unique needs of our clients. With extensive experience in cargo handling, warehousing, service activities incidental to land, water and air transport, we are confident in our capacity to meet and exceed the expectations of businesses operating in Tanzania.

We are fully prepared to invest in expanding our fleet capacity to support our operations in Tanzania. By increasing our presence in the region, we aim to create job opportunities, foster local partnerships, and contribute to the socio-economic development of Tanzania. In addition to our logistical expertise, we are deeply committed to corporate social responsibility and sustainability. We believe in conducting our business ethically and responsibly, and we are committed to minimizing our environmental impact while maximizing the positive social outcomes of our operations.

We are eager to explore potential partnership opportunities with Tanzania Investment Centre (TIC) and other stakeholders in the region. Together, we can control our combined expertise and resources to drive mutual success and prosperity.

Thank you for considering Bila Hudood Holdings as a potential partner in Tanzania's growth journey. We look forward to the opportunity to collaborate and contribute to the thriving business landscape of Tanzania.

Please do not hesitate to contact us if you require any further information or if you would like to discuss potential collaboration opportunities in more detail.

Eliud Gichuki Mwangi
C.E.O. Bila Hudood Holdings



ETHICAL AND BUSINESS CONDUCT DISCLOSURE STATEMENT

ETHICAL AND BUSINESS CONDUCT DISCLOSURE STATEMENT

Bila Hudood Holdings Limited affirms its unwavering adherence to the Ethical and Business Conduct Guidelines as prescribed by The United Republic of Tanzania. As a logistics equipment supplier, we recognize the critical role of ethical practices and compliance with all relevant laws and regulations in shaping our business ethos and stakeholder interactions. Bila Hudood Holdings Limited asserts the following:

1. Our commitment to abide by all pertinent local, national, and international laws and regulations is steadfast. We conduct our business in strict conformity with the legal frameworks established by the Tanzanian authorities and regulatory agencies.
2. We maintain the highest ethical standards throughout our business dealings, fostering a culture of integrity, transparency, and equity. We categorically reject any acts of bribery, corruption, or unethical conduct in our dealings with clients, suppliers, government representatives, and other partners.
3. Our dedication to fair market competition is unwavering. We vie for business based on the caliber of our offerings and customer contentment, steering clear of any anticompetitive behaviors like price manipulation, collusion, or market monopolization.
4. We proactively manage and disclose any potential conflicts of interest to guarantee unbiased and beneficial decision-making for our clients and stakeholders. Our employees are mandated to reveal any conflicts and avoid actions that might impair their professional judgment or integrity.
5. The confidentiality and privacy of the sensitive data entrusted to us by our clients, suppliers, and associates are of utmost importance. We enforce robust data protection measures to prevent unauthorized exposure or misuse of confidential information.
6. Acknowledging the significance of environmental stewardship, we are devoted to reducing our ecological footprint. We endeavor to procure and provide logistic equipment and services that align with or surpass environmental norms, advocating sustainable practices across our supply chain.
7. Our commitment extends to uplifting the communities where we operate, aiming to enhance their social and economic fabric. Through our corporate social responsibility endeavors, we seek to positively influence society by investing in educational, healthcare, and other communal development initiatives.
8. We consistently reassess and refine our policies, procedures, and practices to ensure they meet ethical standards and business regulations. We welcome stakeholder input and are dedicated to the perpetual enhancement of our business processes.

Bila Hudood Holdings Limited acknowledges the supreme importance of integrity and ethical conduct in all business facets. True to this pledge, we accept the responsibility to promptly report any suspected breaches of laws, regulations, or ethical norms to the relevant authorities, in accordance with Tanzanian legislation

Declared, Signed and Sealed at Dar es Salaam, Tanzania on this 12th day of February, 2025

Legal officer

Group C.E.O.



ABOUT THE COMPANY

EXCECUTE SUMMARY

Bila Hudood Holdings has established itself as a leading player in the wholistic logistics sector across Sub-Saharan Africa over 2 years. Our primary mission premier logistics partner for seamless fuel and goods transit across East Africa.

As a Tanzanian incorporated company, we bring a dynamic and innovative approach to the transportation industry. Specializing in efficient logistics, our focus extends to Kenya, Uganda, South Sudan, Burundi, and the Democratic Republic of Congo (DRC).

At Bila Hudood, we pride ourselves on reliability, cost-effectiveness, and sustainability. Our commitment is rooted in providing tailored solutions that meet the diverse needs of our clients. With a keen understanding of the intricacies of the East African market, we navigate challenges with agility and deliver excellence in every transit. As a forward-thinking company, we embrace cutting-edge technologies and industry best practices to ensure the highest standards of service. Choose Bila Hudood Holdings Limited for a partnership that goes beyond boundaries, connecting East Africa with efficiency and excellence.

Bila Hudood Holdings Limited stands as the preferred provider of logistics Services in the East African region, embodying a commitment to excellence in every aspect of our operations. We are committed to delivering tailored solutions that elevate logistics standards and contribute to the progressive development of East Africa. Our main services include: Fuel Transit, Cargo Transit, Fleet Management & Clearing and Forwarding



MISSION, VISION & VALUES



Mission

We are committed to achieving logistical excellence by strategically applying our expertise, cutting-edge technology, and an expansive network. Our core objective is to facilitate smooth and secure transit, with a dedicated focus on contributing to the sustainable development of the East African region. By consistently pushing the boundaries of innovation and efficiency in logistics, we aspire to play a pivotal role in the economic growth and prosperity of the region.



Vision

To be the leading logistics partner in East Africa, fostering economic growth through seamless and sustainable transit solutions.

At Bila Hudood, we believe that our commitment to excellence is not just a service but a catalyst for positive change, fostering a resilient and interconnected future for the nations we serve in East Africa.



Values

■ Reliability

Bila Hudood Holdings Limited is committed to providing dependable logistics solutions and ensuring timely and secure transit for our clients.

■ Integrity

We uphold the highest standards of ethics and transparency in all our business dealings, fostering trust and confidence with our clients, partners, and stakeholders.

■ Innovation

Bila Hudood thrives on continuous innovation, embracing cutting-edge technologies and creative solutions to enhance efficiency and deliver value in the ever-evolving logistics landscape.

■ Sustainability

We are dedicated to environmentally conscious practices, promoting sustainability throughout our operations to minimize our ecological footprint and contribute positively to the communities we serve.

■ Collaboration

Recognizing the strength in unity, Bila Hudood actively seeks collaborative opportunities, fostering partnerships with clients, suppliers, and stakeholders to achieve shared success and mutual growth.

KEY OBJECTIVES & STRATEGIES

Bila Hudood Holdings Limited (BHHL) is on a trajectory to scale up its presence in Tanzania by acquiring a fleet of new trucks, enhancing its service capacity to address the escalating market needs. BHHL is poised to catalyze job creation and nurture the agricultural sector, fortify infrastructure, and invigorate the Tanzanian economy through judicious investments.

Government Collaboration

BHHL is championing tax relief measures to forge a pivotal alliance with the government, aiming to achieve shared economic growth and affluence.

Harmony with National Goals

BHHL pledges to align its operations with the national development objectives of Tanzania, channeling its know-how and assets to enrich the lives of the community and fortify local enterprises.

Engine of Economic Progress

The expansion endeavors of BHHL are set to be a driving force for widespread economic progress, bolstering Tanzania's stature as a central node for regional commerce and trade



BILA HUDOOD HOLDINGS LTD OPERATIONS



Fuel Transit

Bila Hudood Holdings Limited is the most trusted provider of fuel transit services. We specialize in the secure and efficient transportation of fuel products across the East African region. Our dedicated team ensures meticulous adherence to stringent industry standards and regulations, guaranteeing the safe transit of fuel. With a focus on precision and compliance, we navigate the complexities of the fuel logistics landscape, providing a reliable and trusted solution for our clients. From sourcing to delivery, our specialized services encompass every stage of the fuel supply chain. Bila Hudood is committed to not only meeting but exceeding industry benchmarks, making us the preferred choice for those seeking a partner dedicated to the highest levels of safety, efficiency, and regulatory compliance in fuel transit services.



Cargo Transit

We are your trusted partner for Cargo Transit services, providing seamless and reliable solutions for the efficient movement of goods across the East African region. Our dedicated team ensures the safe handling and timely delivery of diverse cargo, meeting the unique needs of our clients. From inception to destination, we accurately manage the entire transit process, offering a comprehensive and tailored approach to cargo logistics. With a commitment to excellence, Bila Hudood stands out as a preferred choice for businesses seeking a dependable and cost-effective solution for their cargo transit requirements. Choose us for a service that goes beyond borders, ensuring your goods reach their destination with precision and reliability.



Fleet management

We are experts in fleet management, providing a comprehensive solution to optimize and streamline your vehicle operations across the East African region. Our cutting-edge Fleet Management system incorporates Fuel Tracker: Our advanced fuel tracking system allows real-time monitoring of fuel consumption, promoting cost-effectiveness and reducing fuel related inefficiencies.

Camera System: Integrated camera technology enhances fleet safety and security, providing a visual record of events to aid in incident analysis and driver accountability

Radio Call System: Facilitating seamless communication, our radio call system ensures effective coordination between drivers and central operations, enhancing overall fleet responsiveness.

GPS System: Our GPS tracking system offers Realtime location monitoring, enabling precise route planning, reducing transit time, and enhancing overall fleet visibility.

BILA HUDOOD HOLDINGS LTD OPERATIONS

Why Use Our Fleet Management Services?

Bila Hudood Holdings Limited offers Fleet Management services that stand out for compelling reasons, making us your preferred partner for efficient and reliable vehicle operations across the East African region. Benefits accrued from using our fleet management systems include:
Enhanced Security: Our integrated camera system ensures increased security with real-time visual monitoring, promoting safer driving practices and providing valuable footage for incident analysis.

Optimized Operations

Through advanced GPS tracking, our Fleet Management services enable precise route planning, reducing transit times, minimizing delays, and enhancing overall operational efficiency.

Cost Reduction

The fuel tracker feature allows for real-time monitoring of fuel consumption, aiding in identifying inefficiencies and promoting fuel-saving measures, leading to significant cost reductions.

Data-Driven Decisions

Our comprehensive system provides valuable data insights, empowering informed decision-making for route optimization, maintenance scheduling, and overall fleet management strategy.

Extended Vehicle Lifespan

Proactive maintenance based on data analytics helps extend the lifespan of your vehicles, reducing downtime and ensuring a more cost-effective and sustainable fleet.



Clearing and Forwarding

We take pride in delivering reliable and efficient clearing and forwarding services, ensuring seamless customs clearance and smooth cross-border logistics across the East African region. Our dedicated team navigates the complexities of customs procedures with precision, expediting the movement of goods through international borders.

With a commitment to excellence, we streamline the entire process, minimizing delays and optimizing supply chain efficiency. Bila Hudood is the most trusted partner in clearing and forwarding, where our expertise, attention to detail, and customer focused approach ensure the timely and hassle-free movement of your goods, contributing to the overall success of your business operations.



EXPERIENCE

EXPERIENCE

We have worked extensively with Major clients in energy sector, Logistics, OMCs, and other significant players within Sub Sahara Africa. Our client portfolio features esteemed industry leaders such as Petro lux Limited, Royal Energy Sarl, Urban Trade Sarl, Dalbit Petroleum (T) Ltd, Wald Energy Limited, Top Marine Logistics Agencies Limited, and Maxol Uganda to with operational transportation experience of over 2 years in Africa. We have gained in-depth knowledge of the country local supply chain requirements, People and Cultures. BHHL mature deployment service model and rich experience in African Markets is demonstrated in several. Large-scale multi-country logistics service deployments. As a trusted partner, we seamlessly navigate the complexities of supply chain management, providing tailored solutions that meet and exceed the diverse needs of our clients. Our collaborative approach and commitment to excellence have solidified enduring relationships, making us the preferred choice for logistics solutions in the region.

We have an intimate knowledge of the Africa supply chain environment and focus on:

- A detailed understanding of our client's requirements.
 - Standards-based, tailor-made solutions.
 - In-depth planning and design with attention to detail and budgets.
 - Quality workmanship.
 - Hands-on project management.
 - Constant review of our performance and SLAs
 - Pro-activeness
 - Strategic business partnerships with clients
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MARKET ANALYSIS FOR LOGISTIC BUSINESS IN TANZANIA

This section focuses on the economic feasibility analysis of the proposed expansion and deployment of smart fleet management systems. It details an assessment of the potential financial benefits of the project; the methodology used is the cost-benefit analysis and assesses the economic viability of the proposed project.

In conducting the analysis of the potential benefits of the proposed project, specifically its financial viability, the Net Present Value, Internal rate of return (IRR), Benefit cost ratio and Payback period are calculated under the assumption that all proposed expansion plan and the FMS operates as planned and that the following key underlying assumptions apply:

- i) We assume a slow-growth economy, without major recession.
- ii) We assume that there are no unforeseen changes in the consumer market to make products immediately obsolete or out of favor.
- iii) It is assumed that, overhead costs and revenues will increase by 10% annually.

It is assumed that the fleet expansion plan is built in T=0 at the cost of USD 7,501,500, it is assumed that BHHL is able to collect 100% of revenues from, valuing USD 10,345,000 and exhibit an annual operational cost of USD 9,989,375 once operational from T=1.

investment capital and the cash flow are presented in Table 01 and 02 respectively.

Table 1 : Expected capex & opex

Capital Expenditure					
S/N	Descriptions	Units	Unit Cost	Amount (USD)	Source
1	SINOTRUCK HOWO-NX 6*4 PRIME MOVER	50	51,330	2,566,500	
	Model:ZZ4257V344JB1R RHD			-	
2	IMVUBU fuel tanker Capacity: 46 000 l (7 comp)	50	85,000	4,250,000	
3	FMS-Onfleet delivery management software	50	500	25,000	
4	Tyres Size:315/80or 315/75	500	320	160,000	
Total Capital Expenditure				7,001,500	
Working Capital Requirement					
	Working capital in fuel logistics covers essential costs, including fuel, driver mileage, cross-border fees, and maintenance.	50	10,000	500,000	
Total Capex and WC Requirement				7,501,500	

MARKET ANALYSIS FOR LOGISTIC BUSINESS IN TANZANIA

Table 2 : cash flow projections 5 Years

ALL FIGURES ARE IN US DOLLARS						
BILA HUDOOD HOLDINGS LIMITED						
PROJECTED CASH FLOW FOR THE 5 YEARS						
	Year	Year	Year	Year	Year	TOTAL
DESCRIPTION	1	2	3	4	5	USD
Cash Inflows:						
Revenue from Transit Transport services	10,062,000	11,068,200	12,175,020	13,392,522	14,731,774	61,429,516
Revenue from Fleet Management Services	24,000	26,400	29,040	31,944	35,138	146,522
Commissions and Fees	259,200	285,120	313,632	344,995	379,495	1,582,442
Loan from bank	7,501,500	-	-	-	-	7,501,500
Total Cash Inflows	17,846,700	11,379,720	12,517,692	13,769,461	15,146,407	70,659,981
						-
Cash Outflows:						-
Loan processing fee	75,015					75,015
Purchase of motor vehicles	7,001,500					7,001,500
Fuel, truck service and Lubricant	2,592,000	2,721,600	2,857,680	3,000,564	3,150,592	14,322,436
Motor Vehicle repair and maintainance	1,200,000	1,320,000	1,452,000	1,597,200	1,756,920	7,326,120
Drivers millage	600,000	630,000	661,500	694,575	729,304	3,315,379
Road toll, Border charges, Fees	2,100,000	2,205,000	2,315,250	2,431,013	2,552,563	11,603,826
Salaries and Wages	240,000	264,000	290,400	319,440	351,384	1,465,224
Insurance	315,068	236,297	165,408	115,786	81,050	913,608
Bank charges	960	1,056	1,162	1,278	1,406	5,861
NSSF & WCF	288,000	316,800	348,480	383,328	421,661	1,758,269
Interest on bank overdraft	84,996	89,246	93,708	98,393	103,313	469,657
Corporate tax	17,816	19,598	21,557	23,713	26,084	108,768
Loan Payment	2,790,588	2,790,588	2,790,588			8,371,764
Total Cash outflows	17,305,943	10,594,185	10,997,733	8,665,290	9,174,277	56,737,427
Net cash inflow/(outflow)	540,758	785,535	1,519,959	5,104,172	5,972,130	13,922,554
Balance b/f		540,758	1,326,293	2,846,252	7,950,423	
Balance C/f	540,758	1,326,293	2,846,252	7,950,423	13,922,554	

SUMMARY

This proposal venture benefits BHHL, the local governments as well the Government of United Republic of Tanzania (G.o.T) by will providing an opportunity to expand Revenue collection base, job creation as well as hastening to Develop safe, reliable, effective, efficient and fully integrated transport Infrastructure and Operations which will best meet the needs of travel and transport at improving levels of Service at lower costs in a manner, which supports government strategies for, socio-economic Development whilst being economically and environmentally sustainable.as part of the National Transport Policy.



HEALTH AND SAFETY

HEALTH AND SAFETY

Develop a culture where safety, good housekeeping caring for our environment is second nature

Set an organizational structure that has defined roles and responsibility, with set key performance objectives which must include safety, health and environmental measure

Identify hazards and potential impacts and consequences

Evaluate the risks from the identified hazards against screening criteria, considering the likelihood of occurrence and severity of the consequences Compare these risks against SHE objectives and targets set for the project

Implement management measures to eliminate the risk or reduce it to acceptable levels Measures can include reducing the probability of occurrence and/or the consequences of the hazard Management measures include steps to prevent escalation of the aspect and to reduce the effects

Establish recovery preparedness measures (including emergency procedures) as well as restoration and compensation procedures

Audits: to confirm that we are doing what we say and ensure any deficiencies are closed in a timely manner



EHSS POLICY

BHHL management has identified environmental management as one of its corporate priorities in the context of the organization. We are committed to provide high quality Clearing and forwarding services, in the business of remote fleet Management, Freight Forwarding Services, and Transit of Petroleum Products including other related services to all our interested parties having established policies, programs and practices that reduce risk to the environment and the organization as well as conduct business activities in an environmentally sound manner.

We are committed to environmental management and shall: Integrate our environmental policies and procedures fully into all business activities as a critical element.

Complete environmental assessments for aspects and impacts of all new activities that the company may undertake, promote, develop and design services, facilities, equipment and work practices that have the least environmental impact, considering the efficient use of energy and materials, the sustainable use of renewable resources and the responsible disposal of waste, thereby minimizing any serious or irreversible environmental degradation,

Develop, implement and maintain emergency preparedness plans,

We shall foster openness and dialogue with both employees and the public, encouraging them to respond with their concerns or improvement ideas within the scope of the organization's operations and maintain a set of environmental objectives and targets that are monitored through the management review process to ensure effectiveness. This policy shall be effectively communicated within the organization and made available to all interested parties.



CONTACT US

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Capital Expenditure

S/N	Descriptions	Units	Unit Cost	Amount (USD)	Source
1	SINOTRUCK HOWO-NX 6*4 PRIME MOVER Model:ZZ4257V344JB1R RHD	50	51,330	2,566,500	-
2	IMVUBU fuel tanker Capacity: 46 000 l (7 comp)	50	85,000	4,250,000	
3	FMS-Onfleet delivery management software	50	500	25,000	
4	Tyres Size:315/80or 315/75	500	320	160,000	
Total Capital Expenditure				7,001,500	

Working Capital Requirement

Working capital in fuel logistics covers essential costs, including fuel, driver mileage, cross-border fees, and maintenance.

50	10,000	500,000
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Total Capex and WC Requirement				7,501,500	
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Cashflow Projections for 1 Year

ALL FIGURES ARE IN USD
BILA HUDOOD HOLDINGS LIMITED

PROJECTED CASH FLOW FOR THE 12 MONTHS

	Month	Month	Month	Month	Month
DESCRIPTION	1	2	3	4	5
Cash Inflows:					
Revenue from Transit Transport services	838,500	838,500	838,500	838,500	838,500
Revenue from Fleet Management Services	2,000	2,000	2,000	2,000	2,000
Commisions and Fees	21,600	21,600	21,600	21,600	21,600
Loan from bank	7,501,500	-	-	-	-
Total Cash Inflows	8,363,600	862,100	862,100	862,100	862,100
Cash Outflows:					
Loan processing fee	75,015				
Purchase of motor vehicles	7,001,500				
Fuel, truck service and Lubricant	216,000	216,000	216,000	216,000	216,000
Motor Vehicle repair and maintainance	100,000	100,000	100,000	100,000	100,000
Drivers millage	50,000	50,000	50,000	50,000	50,000
Road toll, Border charges, Fees	175,000	175,000	175,000	175,000	175,000
Salaries and Wages	20,000	20,000	20,000	20,000	20,000
Insurance	315,068		-	-	-
Bank charges	80	80	80	80	80
NSSF & WCF	2,000	2,000	2,000	2,000	2,000
Interest on bank overdraft	7,083	7,083	7,083	7,083	7,083
Corporate tax			17,816		
Loan Payment	232,549	232,549	232,549	232,549	232,549
Total Cash outflows	8,194,295	802,712	820,528	802,712	802,712
Net cash inflow/(outflow)	169,306	59,388	41,572	59,388	59,388
Balance b/f	10,000	179,306	238,694	280,266	339,654
Balance C/f	179,306	238,694	280,266	339,654	399,042

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Eliud Gichuki Mwangi
Managing Director

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Month	Month	Month	Month	Month	Month	Month
6	7	8	9	10	11	12
838,500	838,500	838,500	838,500	838,500	838,500	838,500
2,000	2,000	2,000	2,000	2,000	2,000	2,000
21,600	21,600	21,600	21,600	21,600	21,600	21,600
-	-	-	-	-	-	-
862,100	862,100	862,100	862,100	862,100	862,100	862,100
216,000	216,000	216,000	216,000	216,000	216,000	216,000
100,000	100,000	100,000	100,000	100,000	100,000	100,000
50,000	50,000	50,000	50,000	50,000	50,000	50,000
175,000	175,000	175,000	175,000	175,000	175,000	175,000
20,000	20,000	20,000	20,000	20,000	20,000	20,000
-	-	-	-	-	-	-
80	80	80	80	80	80	80
2,000	2,000	2,000	2,000	2,000	2,000	2,000
7,083	7,083	7,083	7,083	7,083	7,083	7,083
17,816			17,816			17,816
232,549	232,549	232,549	232,549	232,549	232,549	232,549
820,528	802,712	802,712	820,528	802,712	802,712	820,528
41,572	59,388	59,388	41,572	59,388	59,388	41,572
399,042	440,614	500,002	559,390	600,962	660,350	719,738
440,614	500,002	559,390	600,962	660,350	719,738	761,310

TOTAL
USD
10,062,000
24,000
259,200
7,501,500
17,846,700
-
-
75,015
7,001,500
2,592,000
1,200,000
600,000
2,100,000
240,000
315,068
960
24,000
84,996
71,264
2,790,588
17,095,391
751,310
761,310

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Managing Director