

# TANZANIA TRANSPORT OPERATIONS

## PROGRESS REPORT Q1Q2 2024

(January June 2025)

### A. Executive Summary

Market Context:

- Transport sector investment ↑ 28% (TIC 2023)
- 17 new competitors entered → 12-15% price compression

Key Achievements:

- ✓ Fleet expanded to 35 SINOTRUK trucks (95% uptime)
- ✓ Kisemvule transit hub operational since May
- ✓ New accounting system reduced invoicing time by 30%

### B. Fleet Operations

Current Status:

- 35 HOWO A7 trucks in service
- 15 additional units arriving June 2025

SINOTRUK Advantages:

- ✓ 38% market share in Tanzania
- ✓ 15 service centers nationwide
- ✓ 72hour parts guarantee

### C. Kisemvule Transit Hub

Current Facilities:

- Document exchange center
- Secure truck parking

- Emergency parts storage

Q3 Expansion Plan:

! [Construction icon] New Additions:

1. Parts Warehouse (150 m<sup>2</sup>)
  - Stock 300+ highusage SKUs
  - 24/7 access for premium clients

2. Maintenance Area

- 2 repair bays with trench
- Express service (2hour turnaround)

Expected Benefits:

- ↓ 30% breakdown response time
- ↑ 15% client fleet uptime

#### D. **Next Steps**

Q3Q4 Priorities:

1. ! [Recruitment icon] Hire 25 local staff
2. ! [Tool icon] Complete Kisemvule upgrades by August

Strategic Goals:

- Establish connecting cargo transport by Q4
- Achieve 8% operating cost reduction

#### E. **Appendices**

Supporting Documents:

1. Market Share Report (TRA 2023)
2. new purchased sino truck
3. Kisemvule hub picture

Prepared by:

QIU LIANG

---

DIRECTOR