

BUSSINESS PLAN

FOR

LOGISTICS AND TRANSPORTATION

Prepared by:

**INTERWORLD LOGISTICS COMPANY LIMITED
P.O.BOX 80216
DAR ES SALAAM, TANZANIA**

1. Executive Summary

Company& Project concept

Interworld Logistics Company Limited is a privately owned company incorporated in the United Republic of Tanzania on 24 September 2014 and duly registered under incorporation number 111542. The company operates as a freight and logistics service provider, with its core business being road freight transport, supporting the movement of goods across various regions of Tanzania.

The company is headquartered in Dar es Salaam, Ilala CBD, and is managed by an experienced team of directors with strong knowledge of logistics, transport operations, and regulatory compliance. Interworld Logistics Company Limited has an authorized share capital of TZS 1,140,000,000, reflecting its capacity to undertake large-scale logistics and transportation activities.

This program outlines the operational use of more than a 15 trucks intended to strengthen the company's transport capacity, improve efficiency, and enhance service delivery to clients. The trucks will be deployed strictly for business operations, including transportation of cargo, distribution services, and logistical support in line with the company's registered activities.

The implementation of this program is expected to improve operational reliability, reduce turnaround time, and support economic activities through efficient movement of goods. Interworld Logistics Company Limited remains committed to full compliance with all applicable laws, regulations, and reporting requirements governing transport and taxation in Tanzania.

Purpose of the Business Plan

The purpose of this Business Plan is to outline the operational framework, strategic objectives, and implementation approach of Interworld Logistics Company Limited in enhancing its road freight transport services. The plan provides a structured overview of the company's logistics operations, with specific focus on the effective utilization of transport assets to support business growth and service efficiency.

This Business Plan is prepared to demonstrate the company's operational capacity, management structure, and compliance with applicable regulatory requirements in Tanzania. It also serves as a guiding document for internal planning, resource allocation, and performance monitoring.

Additionally, the Business Plan is intended to support engagements with relevant government authorities, financial institutions, and business partners by clearly presenting the company's business model, operational intentions, and commitment to lawful and transparent business practices.

The project promoter,

NAME OF SHAREHOLDERS	NATIONALITY	SHARES%
QIANG ZHANG	TANZANIAN	99
DOREEN JAMES META	TANZANIAN	1

Company Legality, the legal certificates and documents such as Memorandum and Articles of Association, Certificate of Incorporation, Tax Identification Number. Justify that INTERWOLD LOGISTICS COMPANY LIMITED is operating within the ambit of the law of the Land

Investment Structure, the project is estimated to cost \$2,500,000, the money covers building structures but also allocated fund include investment in, building structure, Machineries and Equipment, furniture and fittings, pre-expenses and working Capital. The equity contributed by the shareholders is \$2,500,000 equivalent to 100%. However, a financial policy of the Company state that the profits generated will be re-invested

Forecasted financial Information, Financial information of INTERWOLD LOGISTICS COMPANY LIMITED is projected within five years. The company projected profit and Loss, account show a respectable turnover (for reference you shall see on the last page)

Purpose of Project

Purpose of the Project

The purpose of this project is to enhance the operational capacity and long-term sustainability of Interworld Logistics Company Limited through the strategic acquisition and deployment of additional road freight transport assets. The project is aimed at strengthening the company's ability to deliver efficient, reliable, and compliant logistics services in response to growing demand within the Tanzanian market.

This project seeks to improve transportation efficiency by increasing fleet availability, reducing delivery lead times, and minimizing operational disruptions. By expanding transport capacity, the company will be better positioned to support diverse supply chains, including industrial, commercial, and distribution sectors, while maintaining high standards of safety and service quality.

In addition, the project is intended to support business scalability and operational resilience by optimizing logistics processes, enhancing asset utilization, and improving cost management. The initiative will contribute to improved revenue generation, employment creation, and value addition within the transport and logistics sector.

The project will be implemented in full compliance with all applicable regulatory, tax, and transport laws of the United Republic of Tanzania. It reflects the company's commitment to responsible business practices, transparency, and alignment with national economic development objectives, particularly in facilitating trade and efficient movement of goods.

2.3 Summary of the Expected Results

Summary of the Expected Results

The successful implementation of this project is expected to significantly enhance the operational capacity of Interworld Logistics Company Limited through improved fleet availability and optimized logistics performance. The deployment of additional transport assets will result in increased efficiency, reliability, and timeliness in the delivery of freight services.

The project is anticipated to reduce transportation delays, improve route coverage, and strengthen the company's ability to meet client demand across multiple regions. Enhanced operational efficiency will contribute to better cost control, improved service quality, and increased customer satisfaction.

From a business perspective, the project is expected to support sustainable revenue growth, improve asset utilization, and strengthen the company's competitive position within the road freight transport sector. The initiative will also contribute to job creation and skills development within the logistics and transport industry.

In terms of compliance and governance, the project will reinforce adherence to applicable regulatory, tax, and transport requirements, ensuring transparent and lawful operations. Overall, the project is expected to contribute positively to supply chain efficiency and support broader economic activity through reliable movement of goods.

3. BUSINESS DESCRIPTION

Overview:

INTERWORLD LOGISTICS COMPANY LIMITED is a private limited company registered in Tanzania under incorporation number 111542. Established on **24th September 2014**, the company is headquartered in Dar Es Salaam, specifically in the Ilala CBD area. The company operates with a strong commitment to providing efficient and reliable logistics and personal service activities.

Business Activities:

The company engages primarily in **freight transport by road** (NACE code: 4923), supporting the movement of goods both domestically and potentially regionally. Additionally, it is involved in other personal service activities (NACE code: 9609), demonstrating flexibility in offering tailored logistics solutions and related services.

Corporate Structure:

Directors:

Lilian Mikidadi Mussa (Tanzanian)

Lilian Sospiter Kashura (Tanzanian)

Qi Ang Zhang (Tanzanian)

Doreen James Meta (Tanzanian)

Company Secretary: Doreen James Meta

Shareholding:

Qi Ang Zhang: 999 shares

Doreen James Meta: 1 share

3.1.1. Legal Status

The business operates under the name **INTERWORLD LOGISTICS COMPANY LIMITED**, a **private company limited by shares**, duly incorporated and registered in the United Republic of Tanzania in accordance with the **Companies Act**.

The company is registered with the **Business Registrations and Licensing Agency (BRELA)** under **Incorporation Number 111542**, with a registration date of **24 September 2014**. As of the latest records, the company status is **Registered and Active**.

The registered office of the company is located in **Dar es Salaam Region, Ilala District (CBD)**.

INTERWORLD LOGISTICS COMPANY LIMITED is authorized to conduct business in **freight transport by road and logistics-related services**, in line with its registered business activities. The company has an **authorized share capital of TZS 11,400,000,000**, divided into **1,000 ordinary shares**.

The company is managed by duly appointed directors and a company secretary, and it complies with all statutory requirements, including taxation, licensing, and regulatory obligations relevant to the logistics and transportation sector in Tanzania.

3.1.2. Mission and Vision

Mission Statement

To provide **reliable, efficient, and cost-effective logistics and transportation services** that ensure timely and secure movement of cargo, while maintaining high standards of safety, customer satisfaction, and regulatory compliance.

Vision Statement

To become a **leading logistics and transportation company in Tanzania and the East African region**, recognized for operational excellence, innovative logistics solutions, and long-term partnerships with clients across diverse industries.

3.1.3. Operations

The operations of the company are structured to ensure **efficient cargo handling, timely delivery, cost control, and service reliability**. The company operates a fleet of commercial vehicles and coordinates logistics activities through planned routes, trained personnel, and modern tracking systems.

Operational Structure

Fleet Management:

The company owns and/or leases trucks of various capacities suitable for different cargo types. Vehicles are scheduled based on route planning, cargo size, and delivery timelines.

Route Planning and Scheduling:

Routes are carefully planned to minimize transit time, fuel consumption, and operational costs. Delivery schedules are coordinated with clients to ensure timely pick-up and drop-off.

Cargo Handling and Safety:

Proper loading, securing, and unloading procedures are followed to prevent damage or loss. Cargo is handled in compliance with safety and transport regulations.

Driver and Staff Management:

Qualified drivers and logistics personnel are employed. Continuous training is provided on road safety, cargo handling, customer service, and regulatory compliance.

Maintenance and Vehicle Servicing:

Regular preventive maintenance is conducted to minimize breakdowns and ensure roadworthiness. All vehicles are insured and maintained according to statutory requirements.

Monitoring and Reporting:

The company monitors trips, delivery times, fuel usage, and vehicle performance. Operational records are maintained to support efficiency, accountability, and audit requirements.

3.1.4. Project Location

The project shall be implemented at constructed warehouses, administration block which will be spacious to accommodate project of this nature. The project shall be located at PWANI TANZANIA

3.1.5. Postal Address

INTERWORLD LOGISTICS COMPANY LIMITED

P.O.BOX 80216

4. Core Activities of the company

Freight Transportation by Road

The core business activity involves transporting goods using trucks across urban regional and long distance routes This includes movement of bulk cargo general merchandise and commercial goods scheduled and on demand transportation services full truckload and partial load services

Logistics Coordination and Distribution

The company provides logistics coordination services including pick up and delivery planning distribution of goods to multiple destinations coordination between suppliers warehouses and customers

Cargo Handling and Management

Loading and unloading supervision cargo securing and documentation ensuring cargo safety and integrity during transit

Fleet and Transport Support Services

Fleet scheduling and utilization optimization vehicle tracking and performance monitoring fuel management and cost control

Compliance and Documentation

Preparation and management of transport documents compliance with traffic laws transport regulations and tax requirements insurance and risk management for cargo and vehicles

LOGISTICS INDUSTRY

LOGISTICS AND TRANSPORTATION INDUSTRY

The logistics and transportation industry is a fundamental pillar of economic development as it enables the efficient movement of goods across supply chains from producers to end users. The industry supports domestic trade, regional integration, and international commerce by ensuring that raw materials, intermediate goods, and finished products reach their intended destinations in a timely and cost-effective manner. In Tanzania, the sector plays a strategic role in supporting agriculture, manufacturing, mining, construction, wholesale and retail trade, as well as import and export activities.

Continuous investment in road infrastructure, expansion of industrial zones, growth of ports, and border trade, and increased private sector activity have significantly increased demand for professional logistics and transportation services. The industry is becoming more structured with growing emphasis on reliability, safety, compliance, and service efficiency. Companies operating in this sector are expected to demonstrate operational capacity, regulatory compliance, and strong service delivery systems to remain competitive.

5:2 IMPORTANCE OF LOGISTICS AND TRANSPORTATION INDUSTRY

Logistics and transportation are critical to economic efficiency and market accessibility as they reduce transaction costs improve delivery speed and enhance reliability in supply chains Effective logistics systems enable businesses to maintain optimal inventory levels reduce losses caused by delays or damage and improve customer satisfaction

Reliable transportation services support price stability by reducing distribution inefficiencies and transportation bottlenecks The sector enhances national competitiveness by enabling businesses to access wider markets and participate effectively in regional and global trade Logistics and transportation also support government development objectives by facilitating movement of essential goods including food construction materials fuel and industrial inputs across different regions

5.4 PROJECT JUSTIFICATION

The proposed project is under management of INTERWORDS is in line with Tanzania Government efforts in accordance to support investement . This has also been noted of recent drive of attracting investors in Tanzania in order to maximize annual earnings from investment and also compete effectively with regional competitors. This also has been complemented by following measures

The government is making a critical review of all existing laws and regulations, taxation and policies with ultimate aim of improving and creating conducive environment for private sector Investment.

INTERWORLD LOGISTICS COMPANY LIMITED

Therefore, the establishment and operations for the Poultry farm and processing facility will boost and at the same time strength Agriculture sector in Tanzania. The Company's marketing strategy and intention is to have a wide products base which focuses both to Ordinary consumers and national use.

5:5 SOCIAL AND ECONOMIC IMPACT OF THE PROJECT

The implementation of this logistics and transportation project will generate significant social and economic benefits. The project will create direct employment opportunities for drivers, mechanics, logistics coordinators, supervisors, and administrative staff. In addition, indirect employment opportunities will arise through fuel suppliers, spare parts dealers, vehicle service providers, insurance companies, and other supporting industries.

The project will enhance market access for producers, traders, and businesses by providing reliable transportation services, thereby reducing delivery delays and transportation challenges. Improved logistics services will contribute to increased business productivity, reduced operational costs, and improved profitability for clients. The project will also contribute to government revenue through payment of taxes, licenses, levies, and statutory fees, while supporting national economic growth and infrastructure utilization.

6. OPPORTUNITY DRIVERS

OPPORTUNITY DRIVERS

The logistics and transportation sector presents strong growth opportunities driven by increased domestic production expansion of construction and industrial activities and rising demand for cargo movement. The growth of regional trade under East African integration initiatives continues to increase cross border transportation needs. Improvements in road networks and transport corridors have enhanced accessibility to key markets creating favorable operating conditions for logistics companies.

Urbanization, population growth and expansion of wholesale and retail trade further increase demand for efficient transportation services. The rise of e-commerce distribution networks and supply chain outsourcing creates additional opportunities for professional logistics providers to offer reliable and scalable transportation solutions. These factors collectively position the sector for sustained growth and long term investment potential.

8. Marketing Information

The company will target manufacturers, importers, exporters, wholesalers, retailers, construction firms and commercial enterprises requiring reliable cargo transportation services. Marketing efforts will focus on building long term client relationships through service reliability, competitive pricing and consistent delivery performance.

Marketing strategies will include direct engagement with corporate clients, participation in business networks, referrals and strategic partnerships. The company will utilize digital communication platforms to enhance visibility and customer engagement. Service differentiation will be achieved through timely delivery, flexible service options, strong customer support and strict adherence to safety and regulatory standards. Customer satisfaction and reputation will serve as the primary drivers of market growth.

8.1. Marketing Strategy

The company will operate under a structured management and administrative framework designed to promote efficiency, accountability and effective decision making. The management team will be responsible for strategic planning, operational oversight, financial management and

INTERWORLD LOGISTICS COMPANY LIMITED

regulatory compliance Clear roles and responsibilities will be defined to ensure smooth coordination between operations finance administration and customer service functions

Administrative systems will support financial control human resource management performance monitoring and compliance reporting The management will ensure that company operations adhere to legal regulatory safety and environmental requirements while maintaining high standards of professionalism transparency and ethical conduct Continuous improvement and capacity building will be emphasized to support sustainable growth

9. Management & Administration

Management

The company will operate under a structured management and administrative framework designed to promote efficiency accountability and effective decision making The management team will be responsible for strategic planning operational oversight financial management and regulatory compliance Clear roles and responsibilities will be defined to ensure smooth coordination between operations finance administration and customer service functions

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INTERWORLD LOGISTICS COMPANY LIMITED

Accountant/cash

An accountant will be employed who expected to have good experience in accounting system as well as he will be responsible in managing cash of the company but also keeping books of accounts properly.

Management Agreements

Management Agreements will be executed between the company and other team managers. The purpose of these agreements is to define the expectations of both parties, establish an incentive structure, and define the grounds under which the agreement may be terminated.

Confidentiality Agreements

company will enforce that all employees sign a confidentiality agreement.

Confidentiality agreements with our employees and partners

will protect our products, operating systems, policies and procedures. Having confidentiality agreement in place is essential to protect the company's trade secrets, and show our employees that we take our business seriously.

10. Conclusion

The logistics and transportation project represents a viable and sustainable business opportunity aligned with market demand and national development priorities. The project is well positioned to deliver reliable transportation solutions while generating economic value, employment opportunities, and government revenue. Through effective management, strong operational systems, and customer-focused service delivery, the company is positioned for long-term growth, stability, and success.

INTERWORLD LOGISTICS COMPANY LIMITED
INVESTMENT COST PLAN

PARTICULAR	USD
Land and Buildings	650,000
Vehicles and Trucks	1,050,000
Plant	250,000
Furniture and Office Equipment	85,000
Pre Operating Expenses	65,000
Others	75,000
Working Capital	325,000
TOTAL INVESTMENT	2,500,000

INTERWOLRD LOGISTICS COMPANY LIMITED
FINANCIAL PROJECTION SUMMARY FROM 2025 TO 2029
PROJECTED STATEMENT OF FINANCIAL POSITION FOR 5 YEARS FROM 2025 - 2029

DETAILS	2025	2026	2027	2028	2029
CURRENCY	USD	USD	USD	USD	USD
ASSETS					
NON CURRENT ASSETS					
PPE	420,000.00	430,000.00	440,000.00	460,000.00	480,000.00
TOTAL NON CURRENT ASSET	420,000.00	430,000.00	440,000.00	460,000.00	480,000.00
CURRENT ASSETS					
Inventory	1,050,000.00	1,120,000.00	1,150,000.00	1,180,000.00	1,220,000.00
Trade Receivables	210,000.00	240,000.00	260,000.00	295,000.00	310,000.00
Working Capital	520,000.00	520,000.00	520,000.00	520,000.00	520,000.00
Cash and Cash Equivalent	180,000.00	215,000.00	245,000.00	260,000.00	290,000.00
TOTAL CURRENT ASSET	1,960,000.00	2,095,000.00	2,175,000.00	2,255,000.00	2,340,000.00
TOTAL ASSETS	2,380,000.00	2,525,000.00	2,615,000.00	2,715,000.00	2,820,000.00
EQUITY AND LIABILITIES					
EQUITY					
Share Capital	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00
Retained Earnings	210,000.00	335,000.00	475,000.00	640,000.00	820,000.00
TOTAL EQUITY	1,710,000.00	1,835,000.00	1,975,000.00	2,140,000.00	2,320,000.00
LIABILITIES					
Trade Payables	420,000.00	450,000.00	470,000.00	480,000.00	470,000.00
Other Payables	250,000.00	240,000.00	170,000.00	95,000.00	30,000.00
TOTAL LIABILITIES	670,000.00	690,000.00	640,000.00	575,000.00	500,000.00
TOTAL EQUITY AND LIABILITIES	2,380,000.00	2,525,000.00	2,615,000.00	2,715,000.00	2,820,000.00

INTERWORLD LOGISTICS COMPANY LIMITED

FINANCIAL PROJECTION SUMMARY FROM 2025 TO 2029

PROJECTED STATEMENT OF PROFIT/(LOSS) AND OTHER COMPREHENSIVE INCOME FOR 5 YEARS

DETAILS	2025	2026	2027	2028	2029
CURRENCY	USD	USD	USD	USD	USD
SALES	3,200,000.00	3,520,000.00	3,850,000.00	4,200,000.00	4,600,000.00
TOTAL INFLOW	3,200,000.00	3,520,000.00	3,850,000.00	4,200,000.00	4,600,000.00
COST OF SALES					
Opening Inventory	0.00	1,050,000.00	1,120,000.00	1,150,000.00	1,180,000.00
Add Production Cost	2,200,000.00	2,150,000.00	2,180,000.00	2,200,000.00	2,230,000.00
Less Closing Inventory	-1,050,000.00	-1,120,000.00	-1,150,000.00	-1,180,000.00	-1,220,000.00
COST OF SALES	1,150,000.00	2,080,000.00	2,150,000.00	2,170,000.00	2,190,000.00
GROSS PROFIT	2,050,000.00	1,440,000.00	1,700,000.00	2,030,000.00	2,410,000.00
OPERATING EXPENSES					
Administration Expenses	420,000.00	440,000.00	460,000.00	480,000.00	500,000.00
Sales and Distribution Expenses	390,000.00	405,000.00	420,000.00	440,000.00	460,000.00
Finance Cost	210,000.00	200,000.00	190,000.00	180,000.00	170,000.00
Depreciation Expense	90,000.00	90,000.00	90,000.00	90,000.00	90,000.00
TOTAL OPERATING EXPENSES	1,110,000.00	1,135,000.00	1,160,000.00	1,190,000.00	1,220,000.00
PROFIT FOR THE YEAR	940,000.00	305,000.00	540,000.00	840,000.00	1,190,000.00