

**TANZANIA INVESTMENT CENTRE**  
**DAR ES SALAAM**

# PROGRESS REPORT

*(Information required for the project's progress report after every six months or for amendment of Certificate of Incentives)*

Planned activities for the period.

1. Achievements made on the project implementation to date.  
(i.e., from the date the project was approved to the date of writing the report)

As of January 2026, the project is very much still ongoing. While we are yet to find and procure the right office space for our training facilities we have been conducting thousands of effective training hours since our initial plan.

Key points:

- a) We have changed our company name from Nordic Computers Ltd. to now Nordic Distribution Tz Ltd. to reflect that our company is not concentrating on computers nowadays, but rather more advanced equipment.
- b) We are in talks with a new bank, CRDB, on procuring property. Currently we are still looking for the right property to settle on.
- c) Investment budget (sources of finance) now increased from before TZS 3.4bn to now TZS 9.6bn..

2. Provide updated information on the following aspects:

S/No.	Information	Description	Current Project Status
1	Shareholder's Information	Current Shareholders names, nationality and percentage of ownership	No change.
2	Company communication Information	Email address Mobile Number Land Line Telephone Number Physical Address (Plot No. Block No. Street, District and Region)	No change
3	Contact Person	Name Position Communication details (Email, Mobile and telephone)	No change
4	Incorporation	Certificate of Incorporation Number	70019
5	TIN Information	TIN Certificate No.	107-781-927

6	Project Objective	Project Core Activity	No change
7	Capacity	Project capacity per year	No change
8	Direct Employment	Foreign Men Foreign Women Local Men Local Women	Foreign Men: <b>2</b> (1of 2 is a shareholder) Foreign Women <b>Zero</b> Local Men <b>23</b> Local Women <b>18</b> <b>(Increase of 8 full-time staff past 12 months)</b>
9	Indirect employment	Type/areas of Indirect employment	We have one casual labour cleaning lady that just started (1 female staff). - We often use casual labour for warehouse operations, e.g. empty containers and more around goods. - We also use casual labour and subcontractors for technical projects quite regularly.

## Project Financing Expenditure to date (USD)

	<b>Foreign (USD)</b>	<b>Local (USD)</b>	<b>Total (USD)</b>
Land and Buildings	USD 19,398.40	USD 4,849.6	<b>USD 24,248</b> in advance payment of 12 months rent for additional 270 m2
Plant and machinery	USD 19,369	USD 5,092	<b>USD 24,461</b> Hioki Battery tester: USD 2,661 Fluke Networks Cable Analyzer: USD 11,800 86" Display ~ \$ 2,500 (imported) USD 8,500 Anritsu OTDR (imported)
Vehicles/Aircrafts			
Furniture	USD 6,951	USD 1,737	~ <b>USD 8,688</b>
Office equipment	USD 924	USD 230	~ USD 1,154 in 2x extra AC units
Insurance Cover	USD 5,134	USD 1,282	USD 6,416.00
Pre-operational expenses			Difficult to separate from existing business, our total <b>indirect</b> expenditure in calendar year 2022 was about TZS 1.5bn.
Working sub-total capital			Total working capital ~ USD 1,615,000 (TZS 4.12bn)
<b>Grand Total</b>			

## Project Financing

*Explain how the project is being financed e.g., equity, loans, sources of loans, conditions etc. see table below.*

	<b>Amount (USD)</b>	<b>Source Country</b>
Local equity	USD 208,500	Tanzania
Local loans	Overdraft with Habib African Bank of USD 180,000 in place. Further pre-approval of USD 281,000 loan from Habib Bank obtained. Loan not to be released until needed.	Tanzania
Foreign equity	USD 834,300	Denmark
Foreign Loans	0	
<b>Total Investment</b>	USD 1,222,800 + USD 281,000 extra in pre-approved loan.	
	*In above we use USD rate 2,550	

## Problems and Solutions

*Explain problems, which the management is encouraging in executing the project and the steps being taken to solve them*

- 1) We continue our search for a plot where we can establish our facility, warehouse, and office, but after opening our new second expansion office in end 2022, we have been able to optimize and manage our warehouse in a more effective way, so our plans for relocation have been postponed for now as we have quite a large space available for meetings and trainings.  
This business office have been a big success, as we now are capable expanding our business reach to large security, construction, and consultant companies etc., provide project and educational services needed for clients to propose and resell our even more high-level solutions across Tanzania.
- 2) The new facilities enables us to entertain specialized training session and in-house train-the-trainer, technical trouble-shooting training, and joint large customer training effort together with our partners.
- 3) **We have greatly expanded our area of technical knowledge by hiring dedicated technical staff within OTDR/Fiber Optical field.**
- 4) Also, we have finally found a strategic partner enabling us to create/expand our education business within power and in particular solar, water and power solutions in close partnership with a US based NGO.
- 5) We continue specializing in various areas and overall, we have been hiring local warehouse supervisors, technical power specialists, optical fiber specialists and on the administrative side we have expanded our finance as well.
- 6) These new specialists/hires are also part of Nordic expanding effort to intensify our training effort across power, fiber, and security, so over the next 12 months+ we will see a higher technical educational standard provided by Nordic.  
We are currently carrying out training on a mid-level technical level supported by foreign manufacturers in specialized areas like physical security products (metal detectors, CCTV, access control) and high-level power and fiber, where we currently do not have the skilled resources, but our latest hiring should close that gap.
- 7) This year, we had participants from over 200 Tanzanian companies and more than 350 individuals.
- 8) **We have inquired for a trade license stating we are now engaging in training facilities and have been informed by COSTECH that this is not required. We should receive the same response in writing from them within next 7-14 days from day's date, which will be submitted to you.**

## Plan for the future

*Explain the future for the next upcoming months and planned financial commitments.*

The aim is to find a property of 2,500-3,500m<sup>2</sup> within the areas of Mikocheni A, Kawe, Mbezi Beach, SalaSala or nearby these areas. These areas offer easy access to our clients, and many properties are near main roads, where there is easy access for trucks to load/offload cargo. We want to avoid Temeke area, since this is very far from our customers, and we have many clients that prefer picking up products from our office in person. Ilala does not offer the kind of properties we wish for, and trucks are not allowed to pass by Ilala/City Centre during daytime with containers. At our current rented office in Regent Estate, we had to set up 11 units of 20 ft containers in our yard over the past years, in addition to our indoor storage, in order to have sufficient storage space. But even that is now proving to be too small for us. We are also facing shortage on office space, limiting the number of employees we can hire and amount of training of clients we can facilitate. We have done a lot of research in the past 2 years, and we find that the prices of real estate within the selected areas are generally as per the following for 2,000-3,500m<sup>2</sup>:

Without buildings on it: TZS 350 – 450 million.

With building(s) on it: TZS 450 – 600 million.

**Update 2026 January:**

**We are in advanced talks with CRDB and have increased budget to USD 800,000 for the purchase of just a plot. We are now looking for the right plot.**

**We see two options:**

- 1) Buy land without building(s) on it. Then over a period of 12-24 months slowly move our office to this location, by gradually building first a steel warehouse and later also an attached sales/training office.
- 2) Buy land with buildings on it. Many of these properties have residential houses on them. We could with small funds re-build these into a temporary office, while we construct a steel-shed warehouse of international standards on the property. Then later on, we can construct a full-fledged office on the property when cash flow allows this.

We already have more than 300m<sup>2</sup> of storage space at our current location (including the 11 x 20ft shipping containers). In our new warehouse we will need a minimum of 500m<sup>2</sup>. However using a forklift, we will be able to stack multiple layers of pallets, hence highly increase the amount of CBM we have available for storage.

Here are examples of what such a steel shed warehouse looks like. The quotes we have received are for 8-11m height.



We will continue to seek and employ skilled technical local personnel within network & power, high-level security, fiber, following our expansion of our product portfolio into larger and more top-level products and suppliers.

Continuously we will seek closer partnership with top strategic partners in Tanzania, providing the necessary educational level and services which are required to full-fill partnership.

Seek new business areas providing turn-key solutions to our strategic partners where products, education and services become a more integrated part of the Nordic offerings.

In order to execute our strategy, we need to continue hiring highly skilled local people in particular with the technical and project-oriented part of our business.

It is also a part of our plan to expand our physical presence outside Dar es Salaam in cities like Arusha, Dodoma, Mwanza etc. either through our strategic partnerships or opening local subsidiaries of Nordic. These plans are still in the planning phase and will be covered in more detail later.

In raw numbers we expect from next 12 months:

- 1) An increase in training sessions by minimum 50%
- 2) To continue to introduce training of new technologies in Tanzania:
  - Solar powered water pumps for irrigation
  - Large-capacity lithium battery back-up systems for use with solar inverters (which we already sell)
  - Fiber Optical specialization. (Note that we did specialized installation for contractor on the Julius Nyerere Hydropower Station on Rufiji River in 2023).
- 3) Increase our staff by an additional 5-10 full-time positions.

## Recommendations and any other comments

We have over the years ourselves received a lot of training from foreign suppliers, sales and technical. Below is a list of the most important. These are commonly conducted with suppliers visiting from abroad, to train ourselves.

Below are a list of training and educational sessions undertaken in 2023-25 at our new facility, which is a big step up.

Year	Type	Nordic staff attended	place
2023	EVI Networks/Power	6	Tanzania
2023	Yeastar/Yealink	4	Tanzania
2023	HIKvision	4	Tanzania
2023	ZKteco	5	Tanzania
2024	Knowledge Update EVI Networks/Power	6	Tanzania
2024	Knowledge Update Yeastar/Yealink	4	Tanzania
2024	Knowledge Update HIKvision	4	Tanzania
2024	Knowledge Update ZKteco	5	Tanzania
2024	HUAWEI	4	Tanzania
2024	EVI Networks	10	Tanzania
2025	Knowledge Update EVI Networks/Power	6	Tanzania
2025	Knowledge Update Yeastar/Yealink	4	Tanzania
2025	Knowledge Update HIKvision	4	Tanzania
2025	Knowledge Update ZKteco	5	Tanzania
2025	Knowledge update Huawei	5	Tanzania
2025	TP-Link	4	Tanzania
2025	GoodWe	6	Tanzania
2025	JA Solar	3	Tanzania

The knowledge is passed onto our list of customers. Here is a list of training sessions we have facilitated to our customers in the past years.

CUSTOMER EDUCATION PAST						
Date	Brand/Type	No of Attendees	No of Classes	Avg. Hours	Total Hours	
2022	All brands	250	10	5	1,250	
2023	All brands	580	13	5	2,900	
2024	All brands	1250	16	5	6,250	
2025	All brands	1800	24	5	9,000	
TOTAL AVERAGE TRAININGS HOURS		3880	63	19,400		

Photos from past training sessions:

Training & Introduction event by Chinese HUAWEI:



TP-Link hands on education by Nordic for client's staff. Nordic office, 2025:



JA Solar education event:

