



SUNCOMOIL

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BUSINESS PLAN

Cargo Transportation & Logistics Services

Head Office: Dar es Salaam, Tanzania

Legal Status: Private Limited Liability

Company Total Investment Capital: TZS

2,500,000,000 Date: 11th February 2026

1. EXECUTIVE SUMMARY

Suncom Oil Limited is a Tanzanian cargo transportation and logistics company headquartered in Dar es Salaam. The company will provide reliable, efficient, and cost-effective cargo transport services across Tanzania and neighboring East and Central African countries.

The company is capitalized at **TZS 2.5 Billion**, enabling strong fleet acquisition, working capital stability, and structured expansion over five years.

Mission

To provide reliable, efficient, and cost-effective cargo transportation solutions across Tanzania and the East African region, ensuring timely and secure delivery of goods.

Vision

To become one of the most trusted and technologically advanced logistics providers in Tanzania by 2030.

Core Objectives (First 5 Years)

- Deploy 12 heavy-duty trucks within 18 months
- Expand to 20+ trucks by Year 5
- Achieve operational profitability by Year 2
- Establish long-term contracts with major industrial clients
- Integrate GPS tracking and digital fleet management systems

2. COMPANY OVERVIEW

Tanzania serves as a major logistics gateway for East and Central Africa through the strategically important Port of Dar es Salaam. The port connects landlocked countries such as Zambia, Rwanda, Burundi, and the Democratic Republic of Congo.

Growing trade volumes, mining activities, oil & gas operations, and construction projects continue to drive demand for reliable cargo transport services.

Services Offered

1. Domestic Road Cargo Transport
2. Container Haulage (Port to Inland)
3. Cross-Border Freight Services
4. Bulk Cargo & Industrial Equipment Transport
5. Refrigerated & Specialized Cargo (Phase 2)
6. Warehousing & Distribution (Phase 3)

Competitive Advantage

- Strategic Dar es Salaam location
- Strong capital base (TZS 2.5 Billion)
- GPS-enabled fleet management
- Competitive pricing with operational efficiency
- Strong compliance and safety culture

3. MARKET ANALYSIS

Industry Outlook

- Tanzania's logistics sector exceeds USD 1.8 billion annually
- Government infrastructure investment supports growth
- Increased trade through Central Corridor

Target Clients

- Importers & Exporters
- Mining & Construction Companies
- FMCG Distributors
- NGOs & Government Institutions
- Agricultural Exporters

Key Competitors

Competitor	Strength	Weakness
Alistair Group	Strong regional network	Premium pricing
Mture Logistics	Local expertise	Smaller fleet
Unifreight Africa	Wide coverage	Slower tech adoption

Opportunity: Mid-cost, tech-driven, customer-focused logistics solutions.

4. OPERATIONS PLAN

Initial Fleet Deployment (Capital-Based)

With TZS 2.5 Billion investment, the company will begin with:

- **12 Heavy-Duty Trucks (30–40 Tons Capacity)**
- GPS tracking system
- Fleet management software
- Fully equipped operations office

Fleet Expansion Plan

Year	Fleet Size	Expansion Plan
Year 1	12 Trucks	Launch operations
Year 2	15 Trucks	Add 3 units
Year 3	18 Trucks	Add specialized trailers
Year 4	20 Trucks	Regional expansion
Year 5	22–25 Trucks	Refrigerated & bulk units

Organizational Structure

- Managing Director
 - Operations Manager
 - Finance & Administration Manager
 - Logistics Coordinators
 - HR & Compliance Officer
 - Drivers & Mechanics
 - Marketing & Client Relations Officer
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5. INVESTMENT BREAKDOWN (TZS 2.5 BILLION)

Item	Estimated Cost (TZS)
12 Heavy-Duty Trucks	1,800,000,000
Office Setup & Equipment	120,000,000
Licensing, Permits & Insurance	80,000,000
GPS & Fleet Management Systems	100,000,000
Working Capital (12 Months)	300,000,000
Marketing & Branding	100,000,000
Contingency Reserve	0
Total Investment	2,500,000,000 TZS

6. FIVE-YEAR FINANCIAL PROJECTIONS

Key Assumptions:

- Average revenue per truck per month: 25–30 Million TZS
- 80% fleet utilization
- Gradual margin improvement due to economies of scale

Projected Revenue & Profit (TZS)

Year	Fleet	Revenue (TZS)	Operating Costs (TZS)	Net Profit (TZS)	Net Margin
Year 1	12	3,000,000,000	2,850,000,000	150,000,000	5%
Year 2	15	4,500,000,000	3,960,000,000	540,000,000	12%
Year 3	18	6,000,000,000	4,980,000,000	1,020,000,000	17%
Year 4	20	7,500,000,000	6,000,000,000	1,500,000,000	20%
Year 5	22–25	9,500,000,000	7,125,000,000	2,375,000,000	25%

Expected Income Growth Summary

- Revenue grows from **3.0 Billion TZS (Year 1)**
- To **9.5 Billion TZS (Year 5)**
- Cumulative 5-Year Revenue: **30.5 Billion TZS**
- Cumulative 5-Year Net Profit: **5.585 Billion TZS**

Return on Investment becomes significant from Year 3 onward.

7. RISK MANAGEMENT

Risk	Mitigation
Fuel price increase	Long-term fuel contracts
Breakdown & downtime	Preventive maintenance
Cash flow pressure	Strong working capital
Competition	Service differentiation
Regulatory risk	Compliance monitoring

8. SUSTAINABILITY & CORPORATE GOVERNANCE

Environmental Responsibility

- Fuel-efficient engines
- Route optimization
- Reduced idle time

Social Impact

- Employment of Tanzanian drivers and technicians
- Skills development programs

Governance

- Transparent financial reporting
- Full TRA compliance
- Strong internal controls

Thanking You



SUNDAY SEVERINE MUHOBUTA