

ANT RESOURCES COMPANY LIMITED

**RENTAL AND SALE OF MINING &
CONSTRUCTION EQUIPMENTS AND
ACCESSORIES**

BUSINESS PLAN

PREPARED BY

MANAGEMENT OF ANT RESOURCES COMPANY LIMITED

6th DECEMBER 2025

RENTAL AND SALE OF MINING & CONSTRUCTION EQUIPMENTS AND ACCESSORIES

COMPREHENSIVE BUSINESS PLAN

Address;

P.O. Box 7578,

Dar es salaam – Tanzania.

Office Location:

Plot No. 274–275, Block D, Kinondoni District

Wazo Ward,

Salasala Street,

Bagamoyo Road

Dar es Salaam, Tanzania

Source of Funds: Share Capital

Prepared by; Management of Ant Resources Company Limited

Prepared for Regulatory and Investment Purposes

Project Type;

Rental and Sale of Mining & Construction Equipment and Accessories

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1. EXECUTIVE SUMMARY

Ant Resources Company Limited proposes to establish a professional business specializing in the rental and sale of mining and construction equipment and accessories in Tanzania. The project aims to support mining, construction, infrastructure, and energy sectors by providing reliable, cost-effective, and well-maintained equipment.

The business will offer short-term and long-term equipment rental, direct sales of machinery, and supply of spare parts and accessories, targeting small-scale miners, medium and large mining companies, contractors, infrastructure developers, and government-linked projects.

The head office will be strategically located at Plot No. 274–275, Block D, Kinondoni, Wazo Ward, Salasala Street along Bagamoyo Road, ensuring accessibility to major construction corridors and mining logistics routes.

The project will be fully financed through shareholders' equity (share capital), ensuring financial stability, transparency, and compliance with Tanzanian regulatory and banking requirements.

2. BUSINESS DESCRIPTION

Ant Resources Company Limited is a duly registered company in Tanzania with experience in mining-related activities. This project expands the company's portfolio into equipment rental and sales, addressing market demand for modern machinery without the burden of ownership costs for clients.

Many contractors and mining operators prefer renting equipment to minimize capital expenditure. This project is positioned to meet that demand while also offering outright equipment sales for long-term users

Business Objectives

- To become a trusted provider of mining and construction equipment in Tanzania
- To offer cost-effective, reliable, and well-maintained machinery
- To reduce operational downtime for clients through technical support and spare parts availability
- To achieve sustainable profitability and long-term growth

3. OWNERSHIP, LEGAL STATUS AND CAPITAL STRUCTURE

3.1 Legal Status

Ant Resources Company Limited is a duly incorporated company in the United Republic of Tanzania, operating in compliance with BRELA, TRA, TIC, OSHA, and relevant regulations.

3.2 Ownership

Ownership of this project remains with the same shareholder(s) of Ant Resources Company Limited

No change in ownership structure is proposed for this project

3.3 Source of Capital

- 100% financed through Share Capital
- No external loans at the initial stage

4. MARKET ANALYSIS

4.1 Industry Overview

Tanzania is experiencing sustained growth in:

- Mining (gold, base metals, industrial minerals)
- Road and railway infrastructure
- Real estate and industrial construction
- Energy and public works projects

These sectors require excavators, loaders, bulldozers, drilling equipment, compressors, generators, crushers, and related accessories.

4.2 Target Market

- Mining companies (large, medium, and small-scale)
- Construction contractors and subcontractors
- Infrastructure and civil works projects
- Quarry operators
- Government and public institutions
- Private developers

4.3 Market Opportunity

- High cost of equipment ownership drives demand for rentals
- Limited number of professional rental companies
- Growing preference for flexible, project-based equipment usage

5. PRODUCTS AND SERVICES

The company will provide rental and sale of heavy mining and construction machinery, spare parts, accessories, maintenance services, and equipment mobilization.

5.1 Equipment for Rental and Sale

- Excavators
- Wheel loaders
- Bulldozers
- Drilling rigs
- Crushers and screening equipment
- Generators and compressors
- Trucks and tippers

5.2 Accessories and Spare Parts

- Buckets, drill rods, bits
- Hydraulic components
- Filters, hoses, and wear parts
- Safety and operational accessories

5.3 Value-Added Services

- Equipment mobilization and demobilization
- Preventive maintenance
- On-site technical support
- Operator supply (upon request)

6. MARKETING AND SALES STRATEGY

Marketing will focus on direct corporate engagement, long-term contracts, digital presence, industry networking, and competitive pricing. Sales contracts will emphasize transparency, safety, and reliability.

6.1 Marketing Strategy

- Direct corporate sales to mining and construction firms
- Strategic partnerships with contractors and mine operators
- Strong physical presence at the Bagamoyo Road office
- Participation in mining and construction exhibitions

6.2 Pricing Strategy

- Competitive rental rates based on market benchmarks
- Flexible pricing for long-term contracts
- Discounted packages for repeat and bulk clients

6.3 Customer Retention Strategy

- Reliable equipment uptime
- Transparent contracts
- Prompt technical response
- Relationship-based account management

7. OPERATIONS PLAN

Operations will be managed from the Dar es Salaam office. Equipment will undergo scheduled maintenance, and all rentals will be governed by formal agreements. Safety and compliance will be strictly enforced.

- Equipment stored and dispatched from the Dar es Salaam base
- Preventive maintenance schedule for all machinery
- Dedicated logistics and tracking system
- Strict safety and compliance procedures
- Equipment operated under signed rental agreements with clear liability terms

8. MANAGEMENT AND ORGANIZATIONAL PLAN

The management team will consist of a Managing Director, Operations Manager, Finance Officer, Technical Supervisor, and support staff. The management philosophy emphasizes accountability, professionalism, and compliance

8.1 Management Structure

- Managing Director
- Operations Manager
- Technical & Maintenance Supervisor
- Finance & Administration Officer
- Sales & Marketing Officer
- Equipment Operators & Mechanics

8.2 Management Philosophy

- Professional governance
- Accountability and transparency
- Safety-first operations
- Compliance with all legal and regulatory requirements

9. FINANCIAL PLAN AND SOURCE OF FUNDS

9.1 Source of Funds

- Share Capital Contribution by Shareholders
- No debt financing at startup

9.2 Use of Funds

- Purchase of mining and construction equipment
- Land acquisition where necessary
- Acquisition of spare parts and accessories
- Office setup and yard preparation
- Initial operating capital

9.3 Financial Sustainability

- Stable recurring income from rentals
- High-margin sales of accessories and spare parts
- Asset value retention of equipment fleet

Estimated Capital Investment and Equipment List:

Equipment	Quantity	Unity Value (USD)	Total Value (USD)
Excavators	8	55,000	440,000
Wheel Loaders	3	40,000	120,000
Folklift	1	20,957	20,957
Drilling Rigs	1	69,870	69,870
Generators & compressors	6	15,000	90,000

Trucks & Tippers	18	45,000	810,000
Accessories & Spare Parts	many	200,000	200,000
Land	1	800,000	800,000
TOTAL INVESTMENT			2,550,827

10. RISK ANALYSIS AND MITIGATION

Key risks include equipment downtime, market competition, and regulatory changes. Mitigation strategies include insurance coverage, preventive maintenance, diversified clientele, and continuous regulatory monitoring.

11. CONCLUSION

The Rental and Sale of Mining and Construction Equipment Project by Ant Resources Company Limited is a financially sound and strategically positioned investment. The project supports national development goals while ensuring sustainable returns for shareholders.