



COMPANY PROFILE





Introduction

PASS Leasing Company Limited is a Financial Leasing Institution in Tanzania, wholly owned by PASS Trust. Incorporated on 20th February 2019 under the Tanzania Companies Act, of 2002, it is licensed by the Bank of Tanzania as a Financial Leasing Institution on 1st March 2021. Since commencing operations in 2021, PASS Leasing has established itself as a reputable provider of leasing services for Agri-entrepreneurs.

PASS Leasing is a pioneering financial leasing institution in Tanzania, uniquely regulated by the central bank, with a primary mission to alleviate poverty by exclusively supporting small and medium-sized agricultural entrepreneurs. This focused approach not only fosters economic growth but also empowers local farmers, particularly women and youth, to enhance their livelihoods. By positioning itself as a vital enabler of agricultural development, PASS Leasing provides tailored financing solutions that significantly contribute to essential agricultural subsectors such as farming, fishery, beekeeping, and livestock.

The company offers flexible and accessible financing options that enable farmers and agribusiness owners to acquire modern equipment and technologies critical for improving productivity and operational efficiency. Whether it involves irrigation systems, tractors, agri-processing tools, storage facilities, or fishing equipment, PASS Leasing is committed to ensuring that agricultural entrepreneurs have access to the necessary resources for enhancing their production capabilities. Furthermore, its innovative leasing models cater to a diverse array of needs within the agricultural sector, from small-scale farmers seeking affordable equipment to larger agribusinesses financing machinery for value-added processes. This commitment not only supports individual entrepreneurs but also contributes significantly to the advancement of Tanzania's agricultural landscape, playing a vital role in economic development and poverty reduction in the region.



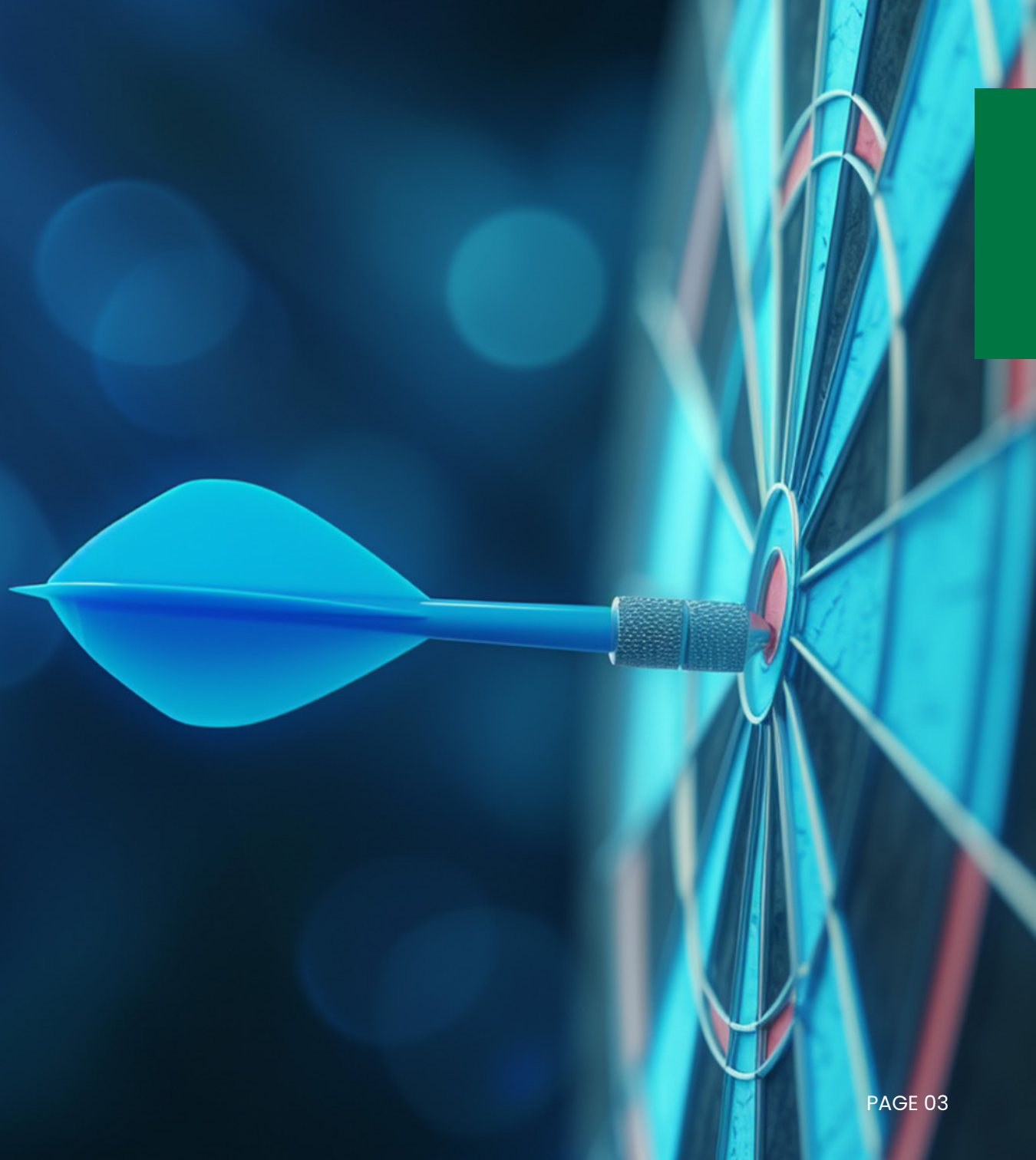
Mission

To empower Agricultural value chains reach their maximum potential through access and usage of sustainable technologies.



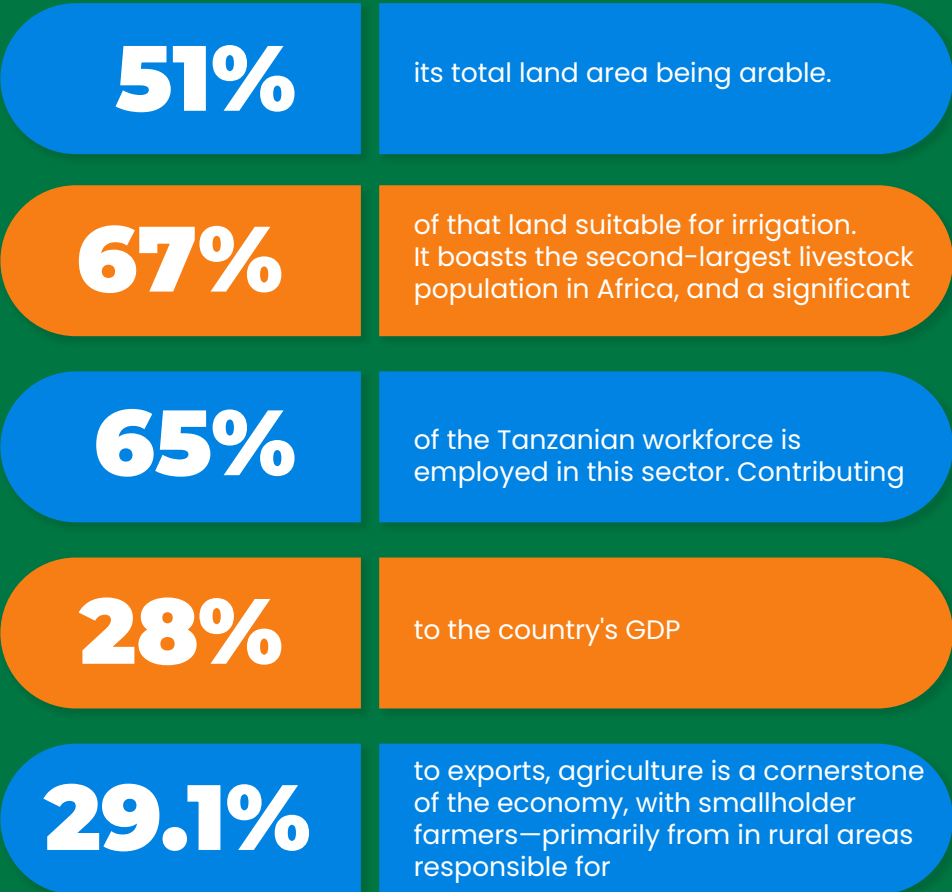
Vision

To be Leading Leasing institution that improves the quality of life for Small and Medium Scale Agri-business entrepreneurs in Tanzania.



Sector background

Agriculture is a vital strategic sector for Tanzania,



Agriculture in Tanzania faces significant challenges, including low productivity, limited value addition, and the impacts of climate change, which create ample opportunities for support and investment. Despite about two-thirds of the population working in agriculture, the sector contributes less than a third of GDP. Livestock remains underperforming, with indigenous cattle significantly lagging behind dairy breeds.

In response, the Tanzanian government is committed to transforming the agricultural sector, as evidenced by a substantial increase in the agricultural budget for 2024/25, exceeding 1.2 trillion shillings a 23.71% rise from the previous year. This commitment fosters an environment conducive to growth for businesses like PASS Leasing, which plans to become the largest investor in modern farming equipment over the next decade. By improving infrastructure and supporting initiatives such as agricultural leasing, PASS Leasing aims not just to provide equipment but also to help modernize Tanzania's agricultural landscape while also exploring untapped opportunities in the fishing industry with fish cage farming in lake regions.



What we do

PASS Leasing is dedicated to supporting the agricultural community through a range of innovative financing products designed to meet the unique needs of agribusiness entrepreneurs. Understanding that the agricultural sector is diverse, PASS Leasing offers three distinct models to ensure that farmers and agribusiness owners can access the equipment necessary for their success.

1 Traditional Financial Leasing: This model is perfect for agribusiness entrepreneurs looking to lease larger, essential equipment such as tractors and agri-processing machines. In this arrangement, PASS Leasing pays the supplier directly, allowing the entrepreneur to manage their cash flow by repaying the company in manageable installments. The flexibility of this model is enhanced by a buy-back option, providing added security for the lessee and ensuring they have a viable path to ownership if they so choose.

2 Micro Leasing: Tailored for small-scale farmers and startups, this financing solution offers access to smaller, portable equipment valued at under TZS 10 million. With a repayment plan of up to one year, micro leasing allows entrepreneurs to obtain vital tools without the burden of substantial upfront costs. This model is particularly important for those just starting or operating on tight budgets, as it enables them to enhance their productivity and operational capabilities.

3 Value Chain Financing Lease: This product specifically targets clients involved in value addition processes within agriculture. Whether it involves processing food, dairy products, or other raw materials, this leasing model supports entrepreneurs who require specialized equipment to meet industry standards and demands. By facilitating access to the right tools, PASS Leasing ensures that these businesses can maintain a consistent supply chain for aggregators and processors, ultimately contributing to increased efficiency and profitability.

Our approaches

PASS Leasing is revolutionizing the way individuals, associations, and companies in agribusiness access the collateral free leasing solutions.

01

Simplified application process.

Designed with the user in mind, PASS Leasing makes it straightforward for applicants to secure financing by focusing on key eligibility criteria such as being engaged in an agricultural-related field, having a viable business, and contributing at least 20 percent of the purchase price for the asset.

From the moment you start your application, PASS Leasing ensures a smooth journey. Applicants are expertly guided through each step—from selecting their desired equipment from a list of approved suppliers to receiving on-site visits and comprehensive business assessments. The dedicated PASS Leasing officers remain available throughout the entire lease process, providing essential support and advice right up until the final repayment stage. This level of assistance not only simplifies the application process but also empowers clients to make informed decisions that align with their business goals.

02

Monitoring and Long-term Support

PASS Leasing goes above and beyond by actively monitoring the use and impact of the leased equipment. Regular site visits allow assess how efficiently the equipment is being utilized, while offering valuable guidance on maximizing its potential to enhance business operations. This commitment to long-term support ensures that clients not only secure funding but also achieve sustainable growth.

Perhaps one of the most appealing aspects of leasing through PASS is the opportunity for lessees to purchase the asset upon successful completion of their lease payments. This feature incentivizes the adoption of modern technology in agriculture, facilitating a prosperous agricultural economy that promises a brighter future for farmers and agribusinesses alike.



Our goals

Our strategic goals are focused on fostering a thriving agribusiness environment that empowers small and medium-sized entrepreneurs while ensuring sustainability and growth.

- a. We aim to enhance the capacity of small and medium agribusiness entrepreneurs by facilitating their access to agricultural machinery and equipment through innovative financial leasing arrangements. By doing so, we will enable these entrepreneurs to acquire the essential tools needed for increased productivity and efficiency in their operations.
- b. Strengthening the relationship between agribusiness entrepreneurs and machinery/equipment suppliers is another critical goal. We believe that by fostering collaboration and communication between these stakeholders, we can significantly improve after-sale servicing and maintenance of the machinery and equipment. This relationship will not only enhance operational reliability but also contribute to the long-term success of the agribusinesses.
- c. Ensuring that PASS Leasing Company Limited is financially and institutionally sustainable is paramount. We are committed to developing robust financial strategies and governance frameworks that will support our mission while ensuring we can continue to serve our clients effectively in the long run.
- d. Finally, we are dedicated to increasing the capacity of both agribusiness entrepreneurs and PASS Leasing staff by enhancing their knowledge of agricultural technology. Our goal is to ensure that all parties adhere to Inclusive Green Growth standards, promoting environmentally friendly practices while maximizing productivity.

Through training programs and continuous education, we will create a knowledgeable workforce ready to tackle the challenges of modern agriculture.





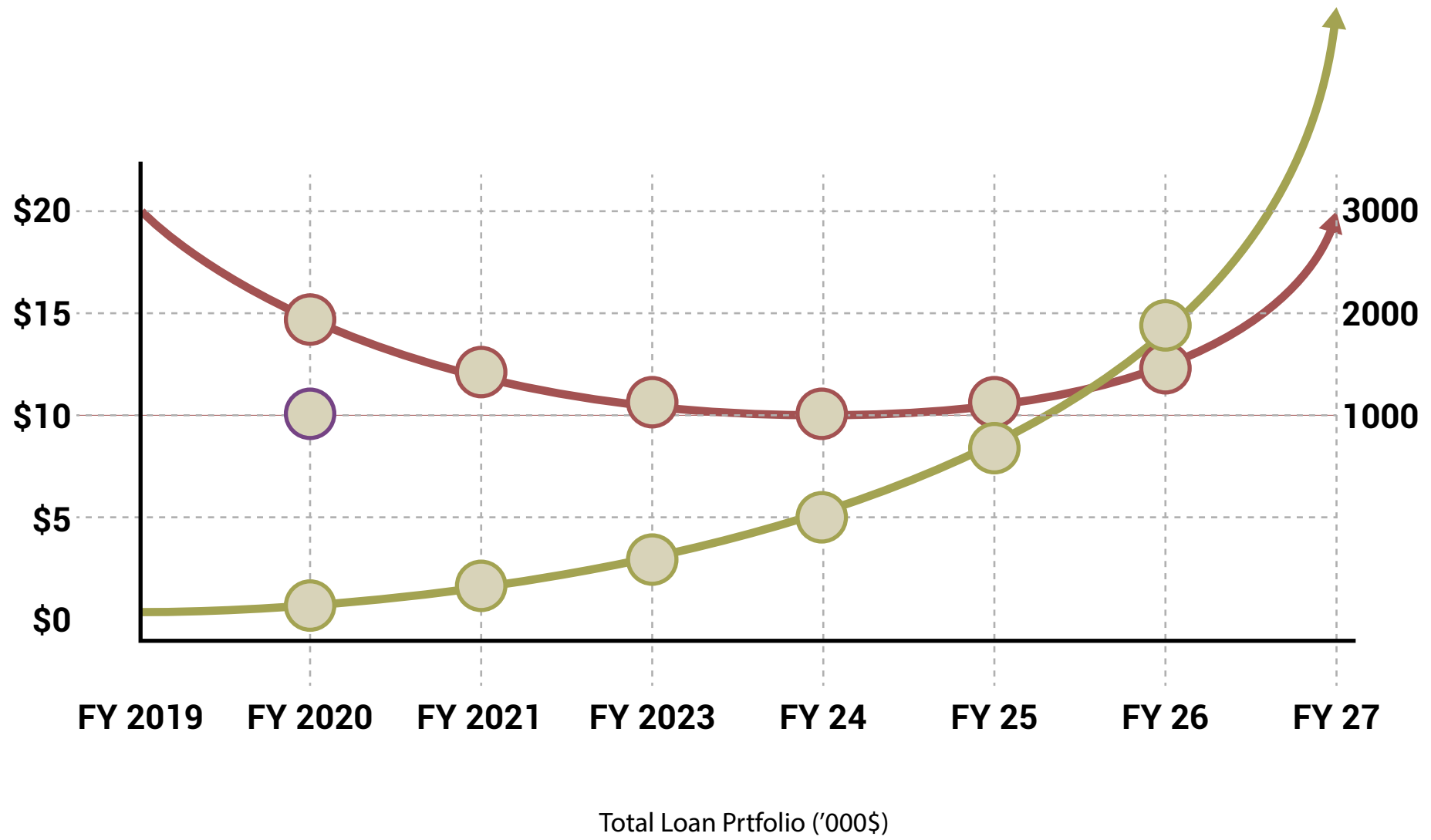
Business Focus and Reach

The primary objective of PASS Leasing Company is to offer financial leasing services to the agricultural sector. By providing competitively priced and collateral-free leased assets, the company empowers producers, through two products Traditional financial leasing and Microlease product; with a particular emphasis on supporting women and youth agricultural entrepreneurs. This focus has resulted in significant growth, expanding



with Equipment financed of over **TZS 65 billion**, creating more than **3,700** direct jobs and impacting over **42,000** beneficiaries.

Growth and Outreach



Future Plans



Looking ahead, PASS Leasing aims to further its impact by reaching over 2,000 clients and achieving a portfolio of TZS 34 billion (US\$ 12,500),



and Value of Equipment to be finance of TZS 95 billion by the year 2027. This ambitious plan aligns with the company's goals to increase agricultural productive investments by Agri entrepreneurs.

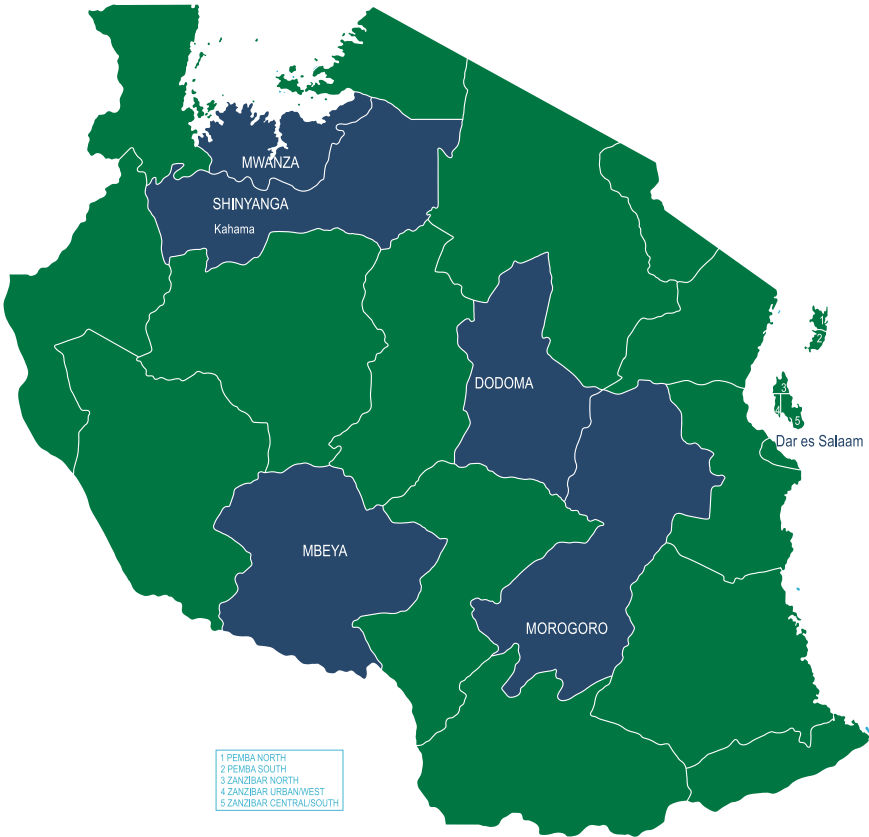


creating over 7,000 direct jobs, and reaching more than 50,000 beneficiaries

Operations Sustainability and Outreach

Demonstrating operational efficiency, PASS Leasing achieved its first profitability on its second year of operations. The company has consistently retained profits and increases shareholders value yearly.

To facilitate its operations across Tanzania, PASS Leasing operates through eight zonal offices strategically located in key regions: Dar Es Salaam (Eastern Zone), Mwanza (Lake Zone), Kahama (Western Zone), Kibaigwa (Central Zone), Morogoro (Southern Zone), Mbeya (Southern Highlands Zone), and Sumbawanga.



Environmental and Social Sustainability Initiatives

In its commitment to sustainable development, PASS Leasing has adopted smart agriculture practices through the Inclusive Green Growth Initiative. This initiative focuses ensuring that PASS Leasing is providing equipment that use low energy, reducing waste and reduces carbon emissions while promoting renewable resources, efficient utilization of material, provides resilience and promotes jobs that are inclusive in the societies. PASS Leasing contributes positively to six United Nation SDG's while fully engaging with financial leasing in the Agricultural sector.

Our Pitch

PASS Leasing Company Limited is poised for continued growth and success in the financial leasing landscape of Tanzania. With a strong focus on empowering the agricultural sector and promoting sustainability, it stands as a vital partner in advancing economic development and improving livelihoods across the nation specifically in rural areas. While implementing this PASS Leasing requires capital injection of about TZS 20 billion (US\$9m) to expand its operations and able to reach more Agri Entrepreneurs who wishes to obtain technologies and machineries to increases their productivity.



Our Pitch

1,255
Number of Clients



25%
Youth



23%
Women

Growth rate



More than 1,100
received Agri- Equipment



More than
23% youth



TZS 23.4 billion (US\$ 8 M)
Portfolio value

TZS 65 billion (US\$ 24 M)
Equipment value leased



114%
Sustainability



TZS 597 million (US\$ 220K)
Profitability

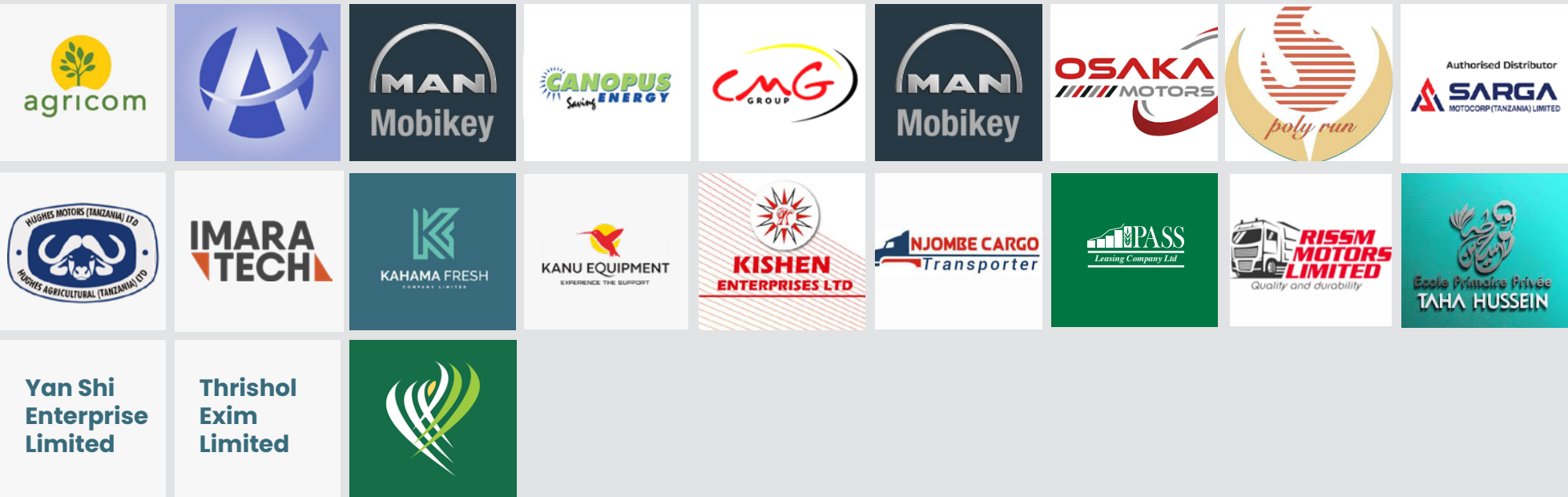


Funding need

CAPEX - \$ 1M
Lease Portfolio expansion - \$ 10 M
Institution Capacity
Training to Farmers - \$ 300K
Training to Staff - \$ 200K
Product development - \$ 300K

Our partners

Equipment Supplier



Insurance



Tracking Devices



Banking



Parent Company



Our Leadership



KILLO LUSSEWA
MANAGING DIRECTOR

Killo is an extraordinary executive with over 23 years of rich experience in business development, finance, leasing, relationship building, and operations management, showcasing his unparalleled ability to drive growth and innovation across various sectors, including startups. His career is marked by a remarkable skill set that allows him to spot and seize emerging opportunities, build strong partnerships, and enhance operational efficiencies. As a Managing Director, Killo harnesses his vast knowledge to inspire teams to reach ambitious goals while cultivating a culture of excellence and collaboration. His unwavering commitment to delivering tangible results truly makes him an invaluable asset in the ever-evolving business landscape.



NEEMA NYANGARAMELA
CHIEF LEASE OFFICER

Neema is an outstanding finance executive with over 20 years of experience in finance, leasing, and operations management, showcasing a proven track record across diverse sectors, including startups and both international and regional organizations. Her deep expertise allows her to adeptly navigate the complexities of the financial landscape, making her an invaluable asset in any organization. Currently serving as Chief Lease Officer, she utilizes her extensive knowledge to enhance leasing operations and drive financial performance. With a strategic mindset and a passion for excellence, Neema is well-positioned to continue creating significant impact in the finance industry.



PETER MO
Finance and Administration Manager

Peter is a seasoned finance professional with over 17 years of experience in financial management, accounting, and auditing, spanning both the banking and non-profit sectors. His diverse background provides him with a unique perspective on financial operations and strategy, allowing him to adeptly navigate the complexities of startups and international organizations alike. Notably skilled in financial planning and microfinance, Peter has a proven track record of developing and executing robust financial strategies that optimize resources while driving growth and sustainability. As a key driver of PASS Leasing's success, he leverages his extensive knowledge to foster innovation and efficiency, aligning financial goals with strategic objectives, which positions the company to achieve its aspirations and maintain a competitive edge in the industry.



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