



MTENGO COURIER SERVICES PTY LTD -BUSINESS PLAN 2025

Registration number[K2025/466597/07]

Executive Summary

MTENGO Courier Services is a VAT-compliant logistics company based in Letsitele, Limpopo. We provide affordable, transparent, and reliable courier services to local shops, farmers, and township businesses. The market gap we address is the lack of trusted delivery options in rural and township areas.

We seek R1.5 million funding to expand operations, secure equipment, and strengthen contracts with suppliers. This investment will allow us to grow a debt-free, compliant business that creates jobs and improves access to delivery services in Limpopo.

Funding break-down[R1.5 million]

Category	Amount(R)	Purpose
Delivery vehicles (2 bakkies)	R600,000	Reliable transport for deliveries
Motorbikes (3 units)	R150,000	Fast township deliveries
Depot and office setup	R200,000	Storage, premises admin and equipment
Packaging and safety gear	R100,000	Uniform, boxes,GPS,protection gear
Marketing and branding	R150,000	Flyers,brochures,campaigns, signage
Working capital	R300 000	Fuel, salaries, maintance,insurance
Compliance and legal	R100,000	Vat,contract, Funder ready annexes
Total	R1,500,0000	

Target Market

- Township Shops & Spaza Stores – need affordable daily deliveries of stock and supplies.
- Farmers & Fresh Produce Suppliers – require bulk transport to reach markets in Tzaneen and Phalaborwa.
- Small Businesses & Local Entrepreneurs – need reliable courier services for parcels, documents, and goods.
- Households in Townships – demand fast, low-cost delivery for groceries, online purchases, and essentials.
- Future Expansion – student accommodation in Phalaborwa, where residents will need regular delivery services.

How We Make Money

- Per-Parcel Fees: Township shops and households pay R50–R100 per delivery.
- Bulk Transport Fees: Farmers pay R500–R1,000 per trip for larger loads.
- Supplier Contracts: Monthly agreements with wholesalers and suppliers provide steady income.
- Premium Services: Urgent or same-day deliveries at higher rates.
- Future Revenue Stream: Student accommodation deliveries (food, parcels, essentials) once expansion begins.

Operational Model – Township Loop

- Deliveries run in two shifts daily (morning and afternoon).
- Township loop covers Letsitele → Tzaneen → Phalaborwa, ensuring farmers, shops, and township businesses get same-day delivery.
- Motorbikes handle small parcels and urgent deliveries inside townships.
- Vans and bakkie handle bulk deliveries for shops and suppliers.

Profit Model

- Revenue Streams:
 - Township shops pay per delivery (R50–R100 per parcel).
 - Farmers pay for bulk transport (R500–R1,000 per trip).
 - Contracts with suppliers ensure steady monthly income.
- Projected Monthly Income:
 - Township deliveries: ~R120,000
 - Bulk farmer deliveries: ~R80,000
 - Supplier contracts: ~R50,000
 - Total: ~R250,000 per month
- Projected Monthly Expenses:
 - Fuel & maintenance: R60,000

- Salaries (9 staff): R90,000
- Marketing & admin: R20,000
- Insurance & compliance: R10,000
- Total: ~R180,000 per month
- Net Profit: ~R70,000 per month (~R840,000 per year).



***“Delivering Growth, Building
Trust.”***
