



# TANZANIA POSTS CORPORATION

**GROWING FINANCIAL REVENUES TO INCREASE PROFITABILITY.**

PREPARED BY,  
POSTMASTER GENERAL'S OFFICE  
TANZANIA POSTS CORPORATION  
DAR ES SALAAM

SEPTEMBER, 2023



Posta  
Kiganjani  
Twen'zetu Kidigitall!

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Twen'zetu Kidigitall!

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# Introduction

Tanzania Posts Corporation (TPC) is a Public enterprise wholly owned by the United Republic of Tanzania that was established by Act of the Parliament No. 19 of 1993 following the dissolution of the former Tanzania Posts and Telecommunications Corporation (TPTC)

Responsibilities accorded to TPC were:

To provide National and international Postal Services

To meet industrial, commercial, social and household needs

To provide services by which money may be remitted

To provide counter services for the Corporation's own and Government business



It is TPC's excitement to share the journey we've embarked on to grow our financial revenues and drive increased gradual profitability.



## TPC'S JOURNEY.

• Let's begin by exploring the evolution of TPC's Financial Performance:

- Total Revenue Growth of 40B TZS Average
- Profit Margin Improvement
- Expanding Market Presence

This sets the stage for understanding our achievements.



## REVENUE GROWTH INITIATIVES.

Our journey towards profitability was fueled by strategic revenue growth initiatives:

Diversified Product Portfolio: Expanding our offerings to cater to diverse customer needs.

Smart Pricing Strategies: Strategically pricing our products/services for maximum revenue.

Robust Customer Engagement: Attracting and retaining customers through exceptional service.



**Usafirishaji  
(kawaida)**



**Usafirishaji  
(Haraka)**



**Fedha na  
Uwakala**



**Duka la kubadilisha fedha  
za Kigeni**



**Biashara  
Mtandao**



**Upangishaji wa  
miliki**



**Uwekezaji TCB  
Bank (7%)**



**Huduma Pamoja**



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## EFFECTIVE COST MANAGEMENT.

- Simultaneously, we realized the importance of prudent cost management:
  - Operational Excellence: Fine-tuning our operations to eliminate inefficiencies.
  - Lean Processes: Simplifying workflows for cost reduction.
  - Leveraging Technology: Harnessing technology to optimize processes and reduce expenses.





## KEY TAKEAWAYS.

To summarize, our journey exemplifies the power of strategic revenue growth and cost management in driving profitability. Key takeaways:

- [1] Partnerships are inevitable
- [2] Digitization is the key



THANK YOU.

We look forward to continued discussions and collaboration.

I invite you to share your thoughts or pose any questions you may have.

For further inquiries or collaborations, please reach out to:

**Tanzania Posts Corporation**

**Posta House Building, 7 Ghana Street,**

**P. O. Box 9551,**

**11300 DAR-ES-SALAAM**

**info@posta.co.tz**



***Posta Lets Go!***  
***Posta Twenzetu!***

***Posta Kiganjani***



***Posta  
Kiganjani***

***Twen'zetu Kidigitali!***