

PROJECT REPORT FOR SUMPRA LTD

A Boutique Hotel at Kigamboni Beach, Dar-Es-Salaam

2020

Promoter:

SUMPRA LTD,

P.O. Box - 2255,

DAR-ES-SALAAM

SUMPRALTD

1. Introduction

Travel and tourism contributed 17.5 percent of Tanzania's gross domestic product in 2016 and employed 11.0 percent of the country's labour force (1,189,300 jobs) in 2013. The sector is growing rapidly, rising from US \$1.74 billion in 2004 to US \$4.48 billion in 2013.

DEVELOPMENT OF TOURISM INDUSTRY SECTOR IN TANZANIA.

TANZANIA is one of the fastest growing tourist destinations in the world. It is enjoying a healthy growth rate of about 30 percent per annum in tourism. From a foreign exchange earning point of view, tourism has the potential of beating other industries.

Tanzania is a country with many tourist attractions. Approximately 38 percent of Tanzania's land area is set aside in protected areas for conservation. There are 16 national parks, 29 game reserves, 40 controlled conservation areas and marine parks. Tanzania is also home to Mount Kilimanjaro, the highest point in Africa. Travel and tourism contributed 17.5 percent of Tanzania's gross domestic product in 2016 and employed 11.0 percent of the country's labor force in 2013.

Tanzania's tourism industry is expected to be among one of the world's fastest growing over the next decade. With 1.28m tourist arrivals in 2016, the country is already one of the most-visited destinations in sub-Saharan Africa, and attractions such as the Serengeti National Park and Zanzibar have an increasingly prominent global profile. **The government aims to attract 3m annual visitors by 2022**, and is in the process of drawing up the first new national tourism strategy in nearly two decades, which is expected to include a focus on high-value segments and infrastructure development. Private investment in hotels and resorts is driving growth, while government infrastructure investment is opening up new areas of the country to tourism. However, the industry continues to face challenges, including the recent imposition of value-added tax and the effects of austerity on business demand. This chapter contains an interview with Nura-Lisa Karamagi, CEO, Hotels Association of Tanzania.

New hotel openings show that investors and international hotel brands are still confident about Tanzania's tourism outlook. Upcoming launches include UAE-based brand Rotana, with a five-star hotel offering 191 rooms and 63 serviced apartments in Dar es Salaam, due to open by the end of 2017; and a 100-room, 50-villa resort in Zanzibar being developed by Thailand-based Anantara, expected to be completed

by 2020. Meanwhile, in July 2016 Sheraton announced that it would be converting two existing hotels in Arusha and Dar es Salaam for its business-oriented Four Points brand, with 108 and 126 rooms, respectively. A state of art International Airport capable to handle five million tourists has recently been opened, which confirms the seriousness of fifth phase government towards tourism sector.

Both the authorities and the private sector believe further investment will be needed to meet growing demand and the diversification of the tourism sector into segments such as ecotourism and meetings, incentives, conferences and events. "The sector will desperately need more accommodation space, including beach-front five-star hotels and lodges, but also to support large 3000-5000 visitor forums like exhibitions and conferences," Jumanne Maghembe, then-minister of natural resources and tourism, told OBG in early 2017.

Tourism itself plays a very significant role in the overall development of any country. As we know that tourism industry is the world's largest employer and the role of it's various resources are important in development process.

Beaches are great resource of tourism. It attracts a large number of domestic and inbound tourists for any country blessed with sea and ocean.

It helps the government to increase the revenue and the development of infrastructure. Local people get employment through beach tourism, directly or indirectly.

Local government utilizes the amount received as tax collected from tourists for the various development works there to maintain the tourist traffic in that area.

There are many countries and cities in the world whose economy's backbone is only sustained due to the great importance of beach tourism.

As the report notes, tourism is also heavily focused on the so-called northern circuit, a region which includes the Ngorongoro Conservation Area, the Serengeti, Lake Manyara, Tarangire National Park and Mount Kilimanjaro. Combined with Zanzibar, these destinations generate 80% of Tanzania's leisure tourism. Poor infrastructure and a lack of marketing have so far held back the development of hugely promising destinations to the south, including the Selous Game Reserve. To this end, in late July 2017 the government announced a TSh340bn (\$154.6m) plan to boost tourism in the southern circuit. The plan, financed by the World Bank, will upgrade roads leading to tourist sites in the zone.

The Way Forward

The DTIS report outlines policy recommendations, most of which involve the private sector having a stronger role. Taking human resources development as an example, the report suggests capacity-building for government employees in the tourism sector; broadening access to training, particularly for SMEs; and exploring opportunities for a public-private partnership to develop the National College of Tourism.

For the business environment, the report suggests establishing a one-stop shop to reduce the bureaucratic burden, with as much access as possible online. Streamlining taxes and fees and facilitating payments through a one-stop shop as has been done in Rwanda and Kenya is also recommended. This may ease pressure from the 2016 imposition of value-added tax.

Lastly, the report acknowledges a shortage of available land for tourism infrastructure. It suggests harmonising policies regarding granting concessions in protected areas that are significant for tourism. A centralised land database and security of tenure in these areas would also help prevent poor development.

Tanzania's tourism sector strategy focuses on product, infrastructure and skills development

As it looks to develop its first new National Tourism Policy in 18 years, the Tanzanian government is likely to have a number of priorities in mind, including boosting visitor numbers, enhancing market and geographical diversification, and improving standards to ensure that the country retains its status as a high-end destination.

The new policy can draw on both the government's overarching Five-Year Development Plan II 2016/ 17-2020/21 (FYDP II) and a report on the tourism industry published by the Ministry of Industry, Trade and Investment (MIT) in 2016 under the diagnostic trade integration study (DTIS). The former provides a framework and targets for development, and the latter offers a more granular analysis of the challenges that the sector faces and ways to address them.

Five-Year Plan

The FYDP II, unveiled in April 2016, acknowledges the importance of tourism to GDP, foreign currency earnings and job creation. It aims to increase tourism's share of GDP from 17.2% in FY 2014/15 to 18.3% by FY 2020/21, and then to 19.5% by FY 2025/26, raising the sector's real growth rate to 6.2% by the beginning of the next decade and 6.5% by FY 2025/26. Visitor arrivals should grow to 1.76m by FY 2020/21 and 2.47m by FY 2025/26. The Tanzania Tourist Board set a considerably higher target of 3m by 2022.

The FYDP lists key interventions to achieve this: aggressive promotion and marketing of Tanzania as a unique tourist destination, diversification of tourism products, infrastructure upgrades, improving training and skills development, encouraging local tourism and creating a broader enabling environment for tourism business. These seek to emphasise Tanzania's strengths and address the industry's existing weaknesses.

Performance Report

The DTIS is a World Bankbacked in-depth analytical study of various sectors of the economy, which evaluates constraints to global economic integration and suggests policy actions to address them. According to the "Tourism Draft Report for the DTIS" by the MIT, "the tourism sector is performing at a fraction of its potential" and is underinvested, with too little linkage to domestic value chains that would benefit social and economic development. Local small and medium-sized enterprises (SMEs) in particular are too infrequently involved in the sector.

2. Economic effect of tourism on a country

The economic effect of tourism on a country

Spending holidays abroad with family, is trendy these days. People around the world visit different places during summers and winters. I and my family too visit different places during vacations. When in a foreign country, I have always wondered, "How does the country benefit from attracting tourists?" I roughly knew the answer that the money that tourists spend in that particular country is the income of the tourism industry. But after this research, I have now understood that tourism is an important part of an economy and the money it earns is helpful to everyone.

GENERAL IMPACTS:

General Positive effects of tourism:

1. It creates employment for people of the country.
2. It promotes cultural awareness and also helps to preserve local culture and traditions.
3. Money gained from tourism can be used to develop the infrastructure and services e.g. new roads and airports.
4. In LEDCs money can be invested on developing education, clean water and sanitation.
5. The foreign money can become aid to local people.
6. Natural attractions can be protected using income from tourism.

GOOD ECONOMIC IMPACTS:

1. It generates foreign exchange.
2. It creates new job and employment opportunities.
3. It stimulates trade, income and entrepreneurship – especially in small business sectors.
4. The provision of new infrastructure which is available for non-tourism uses.
5. It increases regional development – particularly in isolated areas.

3 PROJECT PROPOSAL COMPONENTS

3.1 Description of the Project:

Tourism and cultural tourism is one of the fastest growing sectors in Tanzania. Presently the number of Tourist visiting Tanzania is around One Million and the The government expects this figure to reach 1.5 million by end of 2020.

Due to increased influx of foreign tourist in the country- there is dire need of additional tourist hotels and hence the proposed project in envisaged.

The Government is all out to encourage construction of new Tourist Hotels and Lodges and has laid out varieties of incentives to the proposed developers/investors in the said sector, which in turn will benefit the economy of the country generating valuable foreign exchange as well as create a new venue of additional employment.

Eco friendly hotel is a new concept – whereby natural components are used wherever possible- as well as electricity is produced by usage of solar cells and wind power. Even the wastages produced is recycled and being fully bio gradable will not cause any adverse effect to environment

Sumpra Ltd plans to develop and build during Phase 1 – a boutique hotel and service apartments comprising of 4 independent units of total 16 rooms on their Beach Plot situated on Plot No.37/2 Magogoni, -Kigamaboni- Dar-es-Salaam. Upon completion will create additional accommodation facilities for ever increasing influx of foreign tourists in Tanzania. As a Prospective Developer – Sumpra Ltd has observed that there is growing demand for quality accommodation, and has fully ascertained the viability of the project

During Phase Two, additional twenty rooms will be constructed, for which provision has already being made, depending upon the demand and supply.

3.2 Location of the Project Site

As mentioned earlier, the Proposed Project is to be built on Plot No: 37/2, Magogoni – Kigamboni – Dar-Es-Salaam. The location has been chosen because of its proximity to the market in terms of potential customers. The location is an ideal Beach Plot – which is approximately 5 kilometers from the ferry landing, and the road leading to plot is fully tarmac. The close proximity of the location – and idyllic beach surroundings will ensure that there will be no dearth of potential customers – as we intend to build a world class services and facilities at affordable rates.

During Phase II of the Project – the developers intend to build 20 self-contained rooms above the Proposed Restaurant area to cater demand of potential customers. Due to idyllic location – we envisage no problems in marketing the same. Moreover, with opening of sea link, the commuting has never been much easier.

3.3 Project Financing

The Phase One of the Project is partly self-financed. Apart from own capital, the company will borrow monies from his shareholders, and remaining balance will be borrowed from leading financial institute. Taking into account the viability of the project, - no problems are envisaged in obtaining finance from the local financial institutes. The project we envisage to complete by end of 2020.

3.4 Conclusion

In our view there is an acute shortage of quality tourist's accommodations in Tanzania. Taking into account the Prime Beach location of our project – we see no dearth of potential customers seeking quality accommodation at affordable prices – making the project extremely viable.

PROJECT COST

1. Land & Building Phase 1	227,000.00
2. Furniture and Fixtures	21,000.00
3. Motor Vehicles	15,000.00
4. Pre Operating costs	5,000.00
5. Working Capital	<u>32,000.00</u>
	300,000.00

PROJECT FINANCING

1. Equity	100,000.00
2. Loan from shareholders	50,000.00
3. Term loan from Financial Institute	<u>150,000.00</u>
	300,000.00

SALARIES AND WAGES SCHEDULE PER MONTH/YEAR

1. Administrative Manager	1	500.00	6,000.00
2. Waiters/Bell boys	6	100.00	7,200.00
3. Chef	1	400	4,800.00
4. Masseur	1	200	2,400.00
5. Accountant	1	300	3,600.00

UTILITIES COST PER YEAR

1. Electricity/water	4,000.00
2. Diesel	1,000.00
3. Telephone/internet	2,000.00

SECURITY COST PER YEAR

1 Security cost	2,500.00
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DEPRECIATION SCHEDULE

LAND AND BUILDING	\$.227,000.00	12%	
1 ST YEAR	227,000.00	27,240.00	199,760.00
2 ND YEAR	199,760.00	23,971.20	175,788.80
3 RD YEAR	175,788.80	21,094.65	154,694.14
4 TH YEAR	154,694.14	16,335.70	119,795.14
5 TH YEAR	119,795.14	13,375.41	105,419.72
FURNITURE & FIXTURES	\$.21,000.00	25%	
1 ST YEAR	21,000.00	5,250.00	15,750.00
2 ND YEAR	15,750.00	3,937.50	11,812.50
3 RD YEAR	11,812.50	2,953.12	8,859.37
4 TH YEAR	8,859.37	2,214.84	6,644.53
5 TH YEAR	6,644.53	1,611.13	4,983.39
MOTOR VEHICLES	\$.15,000/00	25%	
1 ST YEAR	15000.00	3,730.00	11,250.00
2 ND YEAR	11,250.00	2,812.50	8,437.50
3 RD YEAR	8,437.50	2,109.37	6,328.12
4 TH YEAR	6,328.12	1,582.00	4,746.09
5 TH YEAR	4,746.09	1,186.52	3,559.37

**INTEREST AND REPAYMENT SCHEDULE - BANK LOAN - \$.150,000
 5 YEARS PERIOD PAYABLE HALF YEARLY AT 8% PER ANNUM
 AT REDUCING BALANCE.**

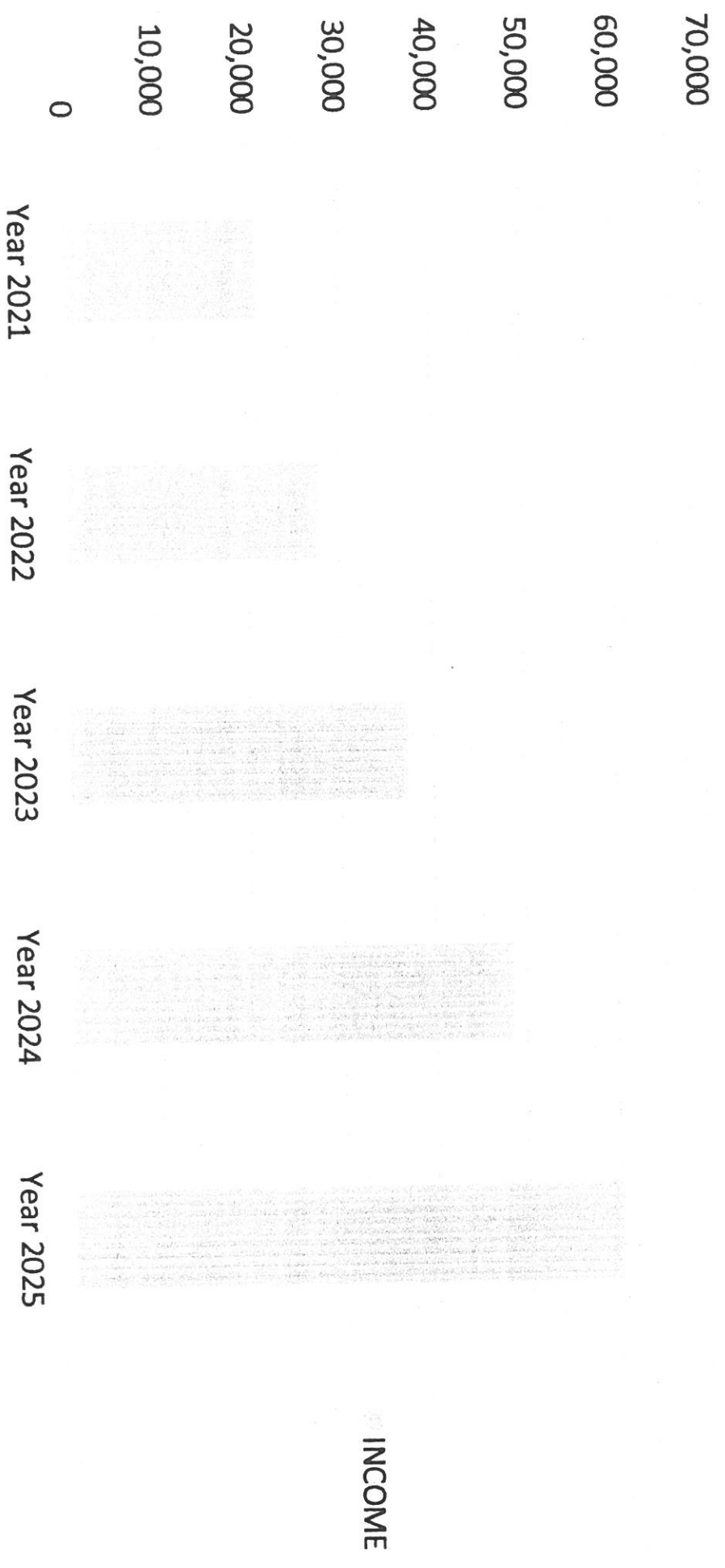
	PRINCIPAL	INTEREST	INSTALLMENT	BALANCE
1ST YEAR	150,000.00	6,000.00	15,000.00	135,000.00
	135,000.00	5,400.00	15,000.00	120,000.00
2ND YEAR	120,000.00	4,800.00	15,000.00	105,000.00
	105,000.00	4,200.00	15,000.00	90,000.00
3RD YEAR	90,000.00	3,600.00	15,000.00	75,000.00
	75,000.00	3,000.00	15,000.00	60,000.00
4TH YEAR	60,000.00	2,400.00	15,000.00	45,000.00
	45,000.00	1,800.00	15,000.00	30,000.00
5TH YEAR	30,000.00	1,200.00	15,000.00	15,000.00
	15,000.00	600.00	15,000.00	NIL
		33,000.00	150,000.00	

SUMPRA LTD

PROFORMA INCOME STATEMENT

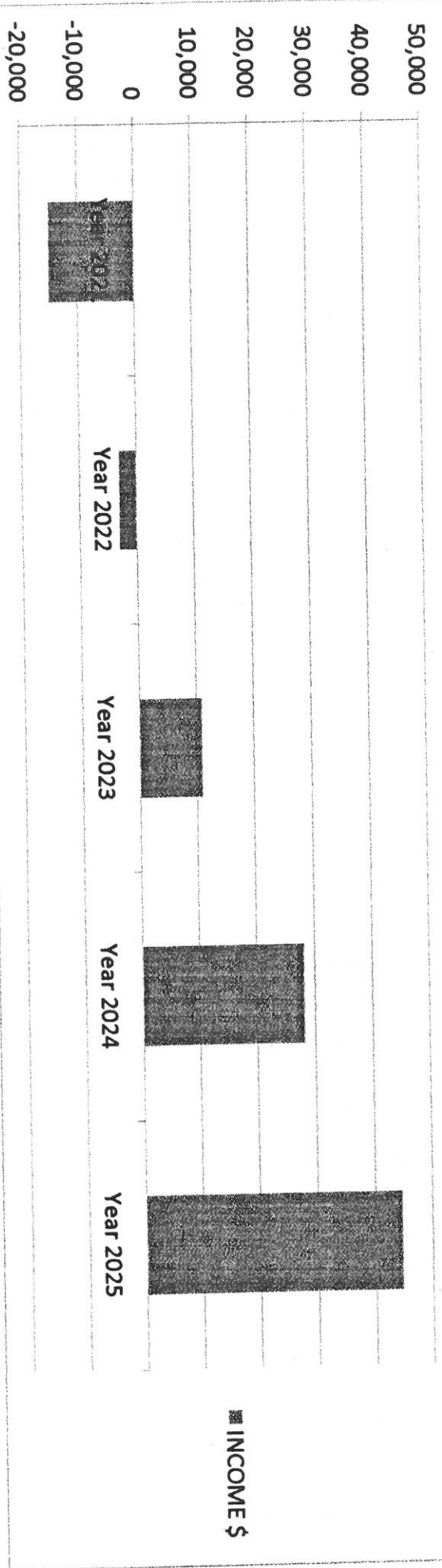
REVENUE IN USD	2021	2022	2023	2024	2025
1. Income from Guest Occupancy	50,000.00	62,500.00	75,000.00	90,000.00	108,000.00
2. Restaurant Income	12,000.00	14,500.00	17,500.00	21,000.00	25,000.00
3. Bar Income	9,000.00	10,000.00	12,000.00	14,000.00	17,000.00
4. Spa Income	7,000.00	7,000.00	8,000.00	10,000.00	12,000.00
5. swimming pool	6,000.00	6,000.00	7,000.00	7,500.00	8,400.00
	84,000.00	100,000.00	119,500.00	142,500.00	170,400.00
OUT GOING OPERATING					
EXPENSES					
1. Salaries & Wages	24,000.00	30,000.00	36,000.00	43,200.00	51,840.00
2. Administrative Expenses	5,000.00	6,000.00	7,000.00	8,500.00	10,200.00
3. Motor Vehicle Running Expenses	2,000.00	2,500.00	3,000.00	3,600.00	4,000.00
4. Kitchen/Bar Consumables	4,000.00	5,000.00	6,500.00	8,000.00	10,000.00
5. Electricity/Water	4,000.00	5,000.00	6,000.00	6,500.00	8,000.00
6. Telephone/Internet	2,000.00	2,500.00	3,000.00	4,000.00	5,000.00
7. Insurance Charges	500.00	600.00	700.00	750.00	800.00
8. Generator running expenses	1,000.00	1,200.00	1,500.00	2,000.00	3,000.00
9. NSSF Contributions	2,900.00	3,600.00	4,500.00	5,170.00	6,204.00
10. WCF Contributions	290.00	360.00	450.00	517.00	620.40
11. Security charges	2,500.00	3,000.00	3,500.00	4,000.00	5,000.00
FIXED EXPENSES					
1. Interest	11,400.00	9,000.00	6,600.00	4,200.00	1,800.00
2. Land Rent	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00
3. License fees	300.00	600.00	600.00	600.00	600.00
TOTAL OUTGOINGS	62,890.00	72,360.00	82,350.00	94,037.00	110,064.40
PROFIT/LOSS	21,110.00	27,640.00	37,150.00	48,463.00	60,335.60

PROJECTED PROFORMA INCOME STATEMENT FOR 5 YEARS



INCOME

PROJECTED PROFORMA BALANCE SHEET FOR 5 YEARS



16 ROOMS HOTEL APARTMENT BLOCK

			Daily	Monthly	Amount	Yearly
40% occupancy	7 rooms		\$25 x 7	\$.175 x 30 days	5,250	63,000.00
30% occupancy	5 rooms		\$.25 x 5	\$.125 x 30 days	3,250	45,000.00
50% occupancy	8 rooms		\$.30 x 8	\$240 x 30 days	7,200	86,400.00
40% occupancy	7 rooms		\$.30 x 7	\$.210 x 30 days	6,300	75,600.00
30% occupancy	5 rooms		\$.30 x 5	\$.150 x 30 days	4,500	54,000.00
40% occupancy	7 rooms		\$40 x 7	\$280 x 30 days	8400	100,00.00
30% occupancy	5 rooms		\$.40 x 5	\$.200 x 30 days	6000	72,000.00
On an average per annum occupancy for the first Year						50,000.00

PROJECTED CASHFLOW FOR YEAR 2020

SUMPRATTD

IN FLOW	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC
Opening Bal	150,000.00											
Balance Brought forward	150,000.00	150,000.00	100,000.00	100,000.00	75,000.00	75,000.00	25,000.00	175,000.00	175,000.00	174,000.00	123,000.00	122,000.00
Loan Disbursement							150,000.00					
REVENUE (SALES)												
Guest Occupancy												
Restaurant Income												
Bar Income												
Spa Income												
swimming pool												
	150,000.00	150,000.00	100,000.00	100,000.00	75,000.00	75,000.00	175,000.00	175,000.00	174,000.00	123,000.00	122,000.00	85,000.00
OUTGOING OPERATING EXPENSES												
Salary & Wages												
Administrative Expenses												
Motor Vehicle Running												
Kitchen Consumables												
Electricity												
Telephone/Internet												
Insurance charges												
Generator Expenses												
Interest on LOAN								1,000.00	1,000.00	1,000.00	1,000.00	1,000.00
Land Rent												
Lincense Fees												
Security Charges												
Nssf Contributions												
WCF contribution												
Contractor fees		50,000.00							50,000.00			
furniture & fixture											21,000.00	
motor vehicle											15,000.00	
Surplus/Dé	150,000.00	100,000.00	100,000.00	75,000.00	75,000.00	25,000.00	175,000.00	174,000.00	123,000.00	122,000.00	85,000.00	32,000.00

PROJECTED CASHFLOW FOR FIRST YEAR -2021

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IN FLOW	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC
Opening Balance	32,000.00											
Balance Brought forward		28,211.00	25,377.00	22,888.00	20,654.00	18,560.00	16,701.00	14,852.00	13,183.00	12,609.00	12,160.00	15,156.00
Loan Disbursement												
REVENUE (SALES)												
Guest Occupancy	2,500.00	2,800.00	3,000.00	3,200.00	3,300.00	3,500.00	3,600.00	3,700.00	5,000.00	5,000.00	7,000.00	7,400.00
Restaurant Income	500.00	550.00	600.00	620.00	630.00	650.00	600.00	700.00	650.00	700.00	1,300.00	5,000.00
Bar Income	500.00	600.00	650.00	680.00	700.00	720.00	750.00	700.00	700.00	725.00	1,000.00	1,275.00
Spa Income	300.00	350.00	400.00	420.00	430.00	450.00	450.00	475.00	480.00	600.00	1,000.00	1,645.00
Swimming pool	400.00	400.00	425.00	450.00	475.00	480.00	400.00	450.00	400.00	430.00	650.00	1,040.00
	35,700.00	32,911.00	30,452.00	28,258.00	26,189.00	24,360.00	22,501.00	20,877.00	20,413.00	20,064.00	23,110.00	31,516.00
OUTGOING OPERATING EXPENSES												
Salary & Wages	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Administrative Exp	420.00	420.00	420.00	420.00	420.00	420.00	420.00	420.00	420.00	420.00	400.00	400.00
Motor Vehicle Rur	120.00	125.00	130.00	135.00	140.00	145.00	150.00	160.00	170.00	180.00	200.00	345.00
Kitchen Consumm	250.00	260.00	270.00	280.00	290.00	300.00	350.00	360.00	380.00	400.00	425.00	435.00
Electricity	250.00	265.00	270.00	285.00	290.00	295.00	320.00	330.00	395.00	450.00	450.00	400.00
Telephone/Intern	120.00	125.00	130.00	135.00	140.00	145.00	150.00	160.00	170.00	180.00	200.00	345.00
Insurance charges	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	60.00
Generator Expens	50.00	60.00	65.00	70.00	70.00	75.00	80.00	85.00	90.00	95.00	100.00	160.00
Installetrn	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Land Rent	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00
Lincense Fees	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00
Security Charges	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	300.00
Nssf Contributions	240.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00	260.00
WCF contribution	24.00	24.00	24.00	24.00	24.00	24.00	24.00	24.00	24.00	24.00	24.00	26.00
Contractor fees												
Intrest on bank lo	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	900.00	900.00	900.00	900.00	900.00	900.00
	7,489.00	7,534.00	7,564.00	7,604.00	7,629.00	7,659.00	7,649.00	7,694.00	7,804.00	7,904.00	7,954.00	8,406.00
Surplus/Deficit	28,211.00	25,377.00	22,888.00	20,654.00	18,560.00	16,701.00	14,852.00	13,183.00	12,609.00	12,160.00	15,156.00	23,110.00

FIRST YEAR PROJECTED INCOME STATEMENT - 2021

SUMPRA LTD

REVENUE (SALES)			
Income from Guest Occupancy			50,000.00
Restaurant Income			12,000.00
Bar Income			9,000.00
Spa Income			7,000.00
Swimming pool income			6,000.00
			84,000.00
Cost of Materials:			19,190.00
Gross Profit:			64,810.00
Operating Expenses:			
Salaries and Wages			24,000.00
Sales and Administrative Expenses			5,000.00
License			300
Total Expenses			29,300.00
Profit/Loss before Tax			35,510.00
Fixed Charges			
Bank Interest			11,400.00
land rent			3,000.00
Depreciation			36,220.00
PRE TAX PROFIT/LOSS			-15,110.00

PROJECTED CASHFLOW FOR YEAR SECOND YEAR - 2022

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IN FLOW	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC
Opening Balance	23,110.00											
Balance Brought forward		20,800.00	18,885.00	17,440.00	15,610.00	14,410.00	13,570.00	11,980.00	10,455.00	9,115.00	8,910.00	12,180.00
Loan Disbursement												
REVENUE (SALES)												
Guest Occupancy	4,000.00	4,200.00	4,500.00	4,000.00	4,600.00	5,000.00	4,500.00	4,600.00	5,000.00	6,000.00	7,500.00	8,600.00
Restaurant Income	600.00	700.00	800.00	850.00	900.00	900.00	650.00	700.00	700.00	700.00	2,000.00	5,000.00
Bar Income	500.00	600.00	650.00	680.00	700.00	720.00	750.00	700.00	700.00	725.00	1,000.00	2,275.00
Spa Income	300.00	350.00	400.00	420.00	430.00	450.00	450.00	475.00	480.00	600.00	1,000.00	1,645.00
Swimming pool	400.00	400.00	425.00	450.00	475.00	480.00	400.00	450.00	400.00	430.00	650.00	1,040.00
	28,910.00	27,050.00	25,660.00	23,840.00	22,715.00	21,960.00	20,320.00	18,995.00	17,735.00	17,570.00	21,060.00	30,740.00
OUTGOING OPERATING EXPENSES												
Salary & Wages	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Administrative Expenses	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00
Motor Vehicle Running	130.00	135.00	140.00	140.00	150.00	165.00	170.00	180.00	200.00	220.00	300.00	570.00
Kitchen Consumables	300.00	310.00	320.00	325.00	350.00	400.00	410.00	430.00	450.00	450.00	480.00	725.00
Electricity	300.00	320.00	350.00	350.00	375.00	380.00	400.00	450.00	450.00	430.00	450.00	745.00
Telephone/Internet	140.00	150.00	150.00	155.00	160.00	165.00	170.00	180.00	190.00	200.00	300.00	540.00
Insurance charges	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00
Generator Expenses	60.00	70.00	80.00	80.00	90.00	100.00	110.00	130.00	150.00	150.00	150.00	30.00
Installment bank	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Land Rent	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00
Lincense Fees	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00
Security Charges	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	300.00	300.00	300.00	500.00
Nssf Contributions	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00
WCF contribution	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00
Contractor fees												
Interest on bank loan	800.00	800.00	800.00	800.00	800.00	800.00	700.00	700.00	700.00	-700.00	700.00	700.00
	8,110.00	8,165.00	8,220.00	8,230.00	8,305.00	8,390.00	8,340.00	8,450.00	8,620.00	8,660.00	8,880.00	9,990.00
Surplus/Deficit	20,800.00	18,885.00	17,440.00	15,610.00	14,410.00	13,570.00	11,980.00	10,455.00	9,115.00	8,910.00	12,180.00	20,750.00

THIRD YEAR PROJECTED INCOME STATEMENT

SUMPRA LTD - 2023

REVENUE (SALES)		
		75,000.00
Income from Guest Occupancy		17,500.00
Restaurant Income		12,000.00
Bar Income		8,000.00
Spa Income		7,000.00
Swimming pool income		119,500.00
		29,150.00
Cost of Materials:		
		90,350.00
Gross Profit:		
Operating Expenses:		
Salaries and Wages		36,000.00
Sales and Adminstrative Expenses		7,000.00
License		600
Total Expenses		43,600.00
Profit/Loss before Tax		46,750.00
Fixed Charges		
Bank Intrerest		6,600.00
land rent		3,000.00
Depreciation		26.157.00
PRE TAX PROFIT/LOSS		10,993.00

PROJECTED CASHFLOW FOR THIRD YEAR 2023

SUMPRA LTD

IN FLOW	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC
Opening Balance												
Balance Brought forward	20,750.00	19,117.50	18,085.00	17,412.50	16,490.00	16,072.50	15,990.00	16,587.50	17,785.00	19,367.50	21,035.00	23,152.50
Loan Disbursement												
REVENUE (SALES)												
Guest Occupancy	5,000.00	5,500.00	5,800.00	5,500.00	6,000.00	6,200.00	6,500.00	6,600.00	6,700.00	6,800.00	7,000.00	7,400.00
Restaurant Income	800.00	850.00	900.00	925.00	960.00	980.00	1,000.00	1,500.00	1,600.00	1,800.00	2,100.00	4,085.00
Bar Income	700.00	750.00	800.00	825.00	800.00	960.00	1,000.00	1,100.00	1,150.00	1,200.00	1,280.00	1,435.00
Spa Income	400.00	450.00	500.00	525.00	580.00	600.00	650.00	700.00	725.00	750.00	800.00	930.00
swimming pool	400.00	420.00	440.00	450.00	460.00	500.00	550.00	600.00	700.00	750.00	800.00	930.00
	28,050.00	27,087.50	26,525.00	25,637.50	25,290.00	25,312.50	25,690.00	27,087.50	28,660.00	30,667.50	32,835.00	38,502.50
OUTGOING OPERATING EXPENSES												
Salary & Wages	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00
Adminstrative Expenses	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00
Motor Vehicle Running	200.00	200.00	220.00	225.00	260.00	275.00	280.00	250.00	250.00	260.00	280.00	290.00
Kitchen Consumables	400.00	420.00	430.00	440.00	450.00	480.00	500.00	560.00	580.00	600.00	610.00	1,030.00
Electricity	400.00	450.00	480.00	500.00	525.00	575.00	440.00	530.00	500.00	500.00	500.00	600.00
Telephone/Internet	200.00	200.00	250.00	250.00	250.00	260.00	250.00	230.00	270.00	290.00	250.00	300.00
Insurance charges	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	100.00	100.00
Generator Expenses	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	130.00	170.00
installment	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Land Rent	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00
License Fees	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00
Security Charges	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00
Nssf Contributions	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00
WCF contribution	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50
Contractor fees												
Intrest on bank loan	600.00	600.00	600.00	600.00	600.00	600.00	600.00	500.00	500.00	500.00	500.00	500.00
	8,932.50	9,002.50	9,112.50	9,147.50	9,217.50	9,322.50	9,102.50	9,302.50	9,292.50	9,632.50	9,682.50	10,602.50
Surplus/Deficit	19,117.50	18,085.00	17,412.50	16,490.00	16,072.50	15,990.00	16,587.50	17,785.00	19,367.50	21,035.00	23,152.50	27,900.00

FOURTH YEAR PROJECTED INCOME STATEMENT

SUMPRA LTD - 2024

REVENUE (SALES)		
		90,000.00
Income from Guest Occupancy		21,000.00
Restaurant Income		14,000.00
Bar Income		10,000.00
Spa Income		7,500.00
Swimming pool income		142,500.00
Cost of Materials:		34,537.00
Gross Profit:		107,963.00
Operating Expenses:		
Salaries and Wages		43,200.00
Sales and Adminstrative Expenses		8,500.00
license		600
Total Expenses		52,300.00
Profit/Loss before Tax		55,663.00
Fixed Charges		
Bank Intrest		4,200.00
land rent		3,000.00
Depreciation		20,132.54
PRE TAX PROFIT/LOSS		28,330.46

PROJECTED CASHFLOW FOR FOURTH YEAR - 2024

SUMPRA LTD

IN FLOW	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC
Opening Balance												
Balance Brought forward	27,900.00	26,314.50	24,969.00	23,203.50	22,893.00	23,917.50	25,287.00	26,646.50	28,166.00	29,665.50	31,365.00	34,679.50
Loan Disbursement												
REVENUE (SALES)												
Guest Occupancy	5,300.00	5,400.00	5,500.00	6,000.00	7,100.00	7,200.00	7,000.00	7,200.00	7,300.00	7,500.00	9,000.00	15,500.00
Restaurant Income	1,200.00	1,250.00	1,300.00	1,400.00	1,500.00	1,600.00	1,650.00	1,700.00	1,800.00	1,850.00	2,000.00	3,750.00
Bar Income	800.00	900.00	950.00	1,000.00	1,100.00	1,200.00	1,250.00	1,300.00	1,400.00	1,500.00	1,600.00	2,000.00
Spa Income	600.00	650.00	70.00	750.00	825.00	900.00	950.00	1,000.00	1,050.00	805.00	1,100.00	1,300.00
swimming pool	400.00	420.00	410.00	550.00	600.00	620.00	600.00	500.00	600.00	700.00	850.00	1,250.00
	36,200.00	34,934.50	33,199.00	32,903.50	34,018.00	35,437.50	36,737.00	38,346.50	40,016.00	41,720.50	45,515.00	58,479.50
OUTGOING OPERATING EXPENSES												
Salary & Wages	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00
Administrative Expenses	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	800.00
Motor Vehicle Running	200.00	230.00	250.00	260.00	250.00	275.00	280.00	250.00	300.00	320.00	350.00	635.00
Kitchen Consumables	500.00	525.00	550.00	530.00	600.00	610.00	625.00	675.00	700.00	750.00	900.00	1,035.00
Electricity	500.00	510.00	480.00	520.00	525.00	540.00	550.00	565.00	500.00	520.00	500.00	790.00
Telephone/Internet	220.00	225.00	230.00	240.00	250.00	260.00	250.00	300.00	475.00	400.00	450.00	700.00
Insurance charges	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50
Generator Expenses	130.00	140.00	150.00	125.00	140.00	130.00	150.00	155.00	140.00	130.00	200.00	410.00
installment	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Land Rent	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00
License Fees	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00
Security Charges	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00
Nssf Contributions	430.00	430.00	430.00	430.00	430.00	430.00	430.00	430.00	430.00	430.00	430.00	440.00
WCF contribution	43.00	43.00	43.00	43.00	43.00	43.00	43.00	43.00	43.00	43.00	43.00	44.00
Contractor fees												300.00
Intrest on bank loan	400.00	400.00	400.00	400.00	400.00	400.00	300.00	300.00	300.00	300.00	300.00	300.00
	9,885.50	9,965.50	9,995.50	10,010.50	10,100.50	10,150.50	10,090.50	10,180.50	10,350.50	10,355.50	10,835.50	12,116.50
Surplus/Deficit	26,314.50	24,969.00	23,203.50	22,893.00	23,917.50	25,287.00	26,646.50	28,166.00	29,665.50	31,365.00	34,679.50	46,363.00

FIFTH YEAR PROJECTED INCOME STATEMENT - 2025

SUMPRA LTD -

REVENUE (SALES)		
		108,000.00
Income from Guest Occupancy		25,000.00
Restaurant Income		17,000.00
Bar Income		12,000.00
Spa Income		8,400.00
Swimming pool income		170,400.00
Cost of Materials:		42,624.40
Gross Profit:		127,775.60
Operating Expenses:		
Salaries and Wages		51,840.00
Sales and Administrative Expenses		10,200.00
License		600.00
Total Expenses		65,735.60
Profit/Loss before Tax		65,735.60
Fixed Charges		
Bank Interest		1,800.00
land rent		3,000.00
Depreciation		16,173.00
PRE TAX PROFIT/LOSS		44,762.60

PROJECTED CASHFLOW FOR FIFTH YEAR - 2025

SUMPRA LTD

IN FLOW	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC
Opening Balance												
Balance Brought forward	46,363.00	46,614.30	46,915.60	47,871.90	49,013.20	50,534.50	52,180.80	54,192.10	56,888.40	59,919.70	63,471.00	68,387.30
Loan Disbursement												
REVENUE (SALES)												
Guest Occupancy	7,500.00	7,600.00	8,000.00	8,200.00	8,500.00	8,600.00	9,000.00	9,200.00	9,400.00	9,800.00	10,000.00	12,200.00
Restaurant Income	1,500.00	1,600.00	1,650.00	1,700.00	1,750.00	1,800.00	1,900.00	1,950.00	2,000.00	2,000.00	3,000.00	4,150.00
Bar Income	900.00	950.00	1,000.00	1,050.00	1,100.00	1,160.00	1,200.00	1,500.00	1,600.00	1,700.00	2,200.00	2,640.00
Spa Income	750.00	800.00	860.00	800.00	900.00	950.00	860.00	1,000.00	1,100.00	1,150.00	1,200.00	1,630.00
swimming pool	600.00	500.00	600.00	650.00	700.00	720.00	640.00	750.00	700.00	820.00	820.00	900.00
	57,613.00	58,064.30	59,025.60	60,271.90	61,963.20	63,764.50	65,780.80	68,592.10	71,688.40	75,389.70	80,691.00	89,907.30
OUTGOING OPERATING EXPENSES												
Salary & Wages	4,320.00	4,320.00	4,320.00	4,320.00	4,320.00	4,320.00	4,320.00	4,320.00	4,320.00	4,320.00	4,320.00	4,320.00
Administrative Expenses	850.00	850.00	850.00	850.00	850.00	850.00	850.00	850.00	850.00	850.00	850.00	850.00
Motor Vehicle Running	250.00	260.00	275.00	300.00	280.00	320.00	350.00	375.00	300.00	400.00	425.00	465.00
Kitchen Consumables	600.00	650.00	625.00	700.00	750.00	800.00	825.00	850.00	900.00	920.00	1,000.00	1,380.00
Electricity	450.00	500.00	525.00	500.00	600.00	650.00	675.00	700.00	750.00	800.00	900.00	950.00
Telephone/Internet	300.00	320.00	280.00	330.00	350.00	375.00	380.00	400.00	420.00	450.00	600.00	795.00
Insurance charges	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	100.00
Generator Expenses	200.00	220.00	250.00	230.00	250.00	240.00	260.00	280.00	300.00	250.00	250.00	240.00
installment	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Land Rent	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00
Lincense Fees	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00
Security Charges	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00
Nssf Contributions	517.00	517.00	517.00	517.00	517.00	517.00	517.00	517.00	517.00	517.00	517.00	517.00
WCF contribution	51.70	51.70	51.70	51.70	51.70	51.70	51.70	51.70	51.70	51.70	51.70	51.70
Contractor fees												
Intrest on bank loan	200.00	200.00	200.00	200.00	200.00	200.00	100.00	100.00	100.00	100.00	100.00	100.00
	10,998.70	11,148.70	11,153.70	11,258.70	11,428.70	11,583.70	11,588.70	11,703.70	11,768.70	11,918.70	12,303.70	13,208.70
Surplus/Deficit	46,614.30	46,915.60	47,871.90	49,013.20	50,534.50	52,180.80	54,192.10	56,888.40	59,919.70	63,471.00	68,387.30	76,698.60