

TANZANIA INVESTMENT CENTRE

FILE BEGINS

ENDS

PART

FILE NUMBER
TIC

PP 10

FILE TITLE

CONFIDENTIAL

041606

PART

FILE NUMBER

PP10/041606
TIC/

INDEX HEADINGS

Officer or Section	For Action F/M	Initials	Date	Action taken Vide F/M	Officer or Section	For Action F/M	Initials	Date	Action taken Vide F/M
DIF	F1	g	11/1/06						
Wabwani	F1	h	11/1/06						
DIF	M1	h	25/1/06						
DIF	F4	h	11/12/06						
Wabwani	F1	h	11/12/06						
EXO	M2	h	18/12/06						

RAJA'S DELI LTD



MWANZA CITY COUNCIL.

No 0004851

ENGINEERING DEPARTMENT
MWANZA CITY COUNCIL
P. O. Box 1333 - MWANZA

Date 19.2.2008

BUILDING PERMIT

The Township (Building) Rules, (Cap. 101)

Permission is hereby given to MR. RIJWAN KANZI
P.O. Box 647, MWANZA

to erect a building as a FENCE
on PLOT NO 536 & 537
BLOCK B' NYAMHONKOLE

in accordance with the approved plan No. 21701 attached hereto and
with all the conditions imposed by the Township (Building) Rules, Cap. 101.

Andy
City Engineer.

Your attention is invited to the following Rules and By-laws:

- I. The Electrical Rules, (Cap. 131) which require you before commencing to erect a building to notify the Tanganyika Electric Supply Company Limited and the Regional Director (Eng.) Tanzania P. O. Box 1350, Mwanza and Telecommunications Admin. P. O. Box 8 Mwanza, should the electric wires or telephone wires or cables in the street be accessible from any portion of such building when erected or from the scaffolding required during its construction.
- II. Rule 18 (4) Township Rules (Cap. 101) "Every Contractor or other person employing workmen for the erection of any building or other work shall provide for such workmen sufficient and convenient latrine accommodation to the satisfaction of the authority"
- III. Rule 28 of the Township (Building) Rules (Cap. 101), relating to design and decoration.
- IV. By-law 32 of Mwanza City (Streets) By-laws, 1951, relating to the posting of bills and advertising devices.



MWANZA CITY COUNCIL.

No 0004675


ENGINEERING DEPARTMENT
MWANZA CITY COUNCIL
P. O. Box 1333 - MWANZA.

Date 16.12.07

BUILDING PERMIT

The Township (Building) Rules, (Cap. 101)

Permission is hereby given to RIZWAN KASSI
PO BOX 647 MWANZA
to erect a building as a Godowns
on PLOT NO 536 x 537
Block B NYAMILONI 1020
in accordance with the approved plan No. 21387 attached hereto and
with all the conditions imposed by the Township (Building) Rules, Cap. 101.


City Engineer
For CITY ENGINEER
MWANZA

Your attention is invited to the following Rules and By - laws:

- I. The Electrical Rules, (Cap. 131) which require you before commencing to erect a building to notify the Tanganyika Electric Supply Company Limited and the Regional Director (Eng.) Tanzania P. O. Box 1350, Mwanza and Telecommunications Admin. P. O. Box 8 Mwanza, should the electric wires or telephone wires or cables in the street be accessible from any portion of such building when erected or from the scaffolding required during its construction.
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- IV. By-law 32 of Mwanza City (Streets) By-laws, 1951, relating to the posting of bills and advertising devices.

MWANZA CITY COUNCIL

ALL CORRESPONDANCE SHOULD BE ADDRESSED TO THE CITY DIRECTOR

TEL: CITY DIRECTOR: 225 28 2501375
ALL OFFICES: 255-28-40334

FAX: 255 -028 -2500785
Ema: mwacity@the.net.co.tz



ENGINEERING DEPARTMENT,
P.O. Box 1333,
MWANZA

To: THE CITY ENGINEER
MWANZA CITY COUNCIL,
P.O. BOX 1333,
MWANZA.

BUILDING
Date: 17/7/08

NOTICE REQUESTING INSPECTION OF CONSTRUCTION WORK FOR A BUNGALOW

TO BE SUBMITTED IN DUPLICATE

I hereby give notice that, I shall begin constructing my building on the under mentioned Plot on the ... 536 A 537 ... Day of ... 17/7/08

I hereby give notice that, the under mentioned works have been accomplished for, your inspection on Plot No. 536 A 537 ... Block B ... Location Nyamitanga

S/No.	DESCRIPTION OF WORK DONE TO DATE READY FOR INSPECTION	DATE OF INSPECTION	SIGNATURE OF INSPECTOR & DATE
1.	Pegging out of foundation		
2.	Digging of foundation trenches		
3.	Concrete foundation		
4.	Foundation wall to Damp course		
5.	Floor		
6.	Walling to lintels		
7.	Beams lintel and reinforced concrete Pillars etc. (before pouring)		
8.	Roofing Timber		
9.	Septic Tank and Soak way		
10.	Drains		

Signature of Contractor/Owner: [Signature]

Address: 0756733427

APPROVED BY
BUILDING INSPECTOR
17/7/08

THE TOWN AND COUNTRY PLANNING ORDINANCE (CAP.378)
 THE TOWN AND COUNTRY (APPLICATION FOR PLANNING CONSENT)
 REGULATION 1960

APPLICATION No.	ZONE	CATEGORY
20701	I	III

MWANZA CITY COUNCIL

Planning Committee.

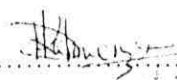
TO: RIZWAN KANJI,
 P.O. BOX 647,
 MWANZA

Your application for Planning Consent bearing the above Code Number and concerning proposed development on **PLOT NO 536 & 537 BLOCK ' B '** **NYAMHONGOLO**

- 1) Planning consent has been given on **8 FEBRUARY , 2008** (date)
 - (2) ~~Planning Consent has been refused for the reasons stated on the reverse.~~
 - (3) Planning consent has been given subject to the conditions set out below.
- * (Delete as necessary)

You are advised that planning consent only entitle you to use the land or premise concerned in the manner described in your application on where building or involved separate consent to the technical and constructional aspects is required under the Township (building) rules.

Date: 08/02/2008

Signature: 
 CITY PLANNER

c.c. City Land Development Officer,
MWANZA

c.c. City Engineer,
MWANZA



THE UNITED REPUBLIC OF TANZANIA

The National Industries (Licensing and Registration) Act, 1967
(Sections 11, 12, 15)

INDUSTRIAL LICENCE

Licence No 00002062

ISIC Class No. 3113/12/20080215

Issued at DAR ES SALAAM

Name of firm and Address RAJA'S DELI

P.O. BOX 642

MWANZA

This Licence permits operating a factory to manufacture for sale

SNACKS AND PROCESSED FOODS

Subject to the following conditions:

- (i) that the bearer is obliged to submit annual progress reports on the project
(ii) that the products produced shall conform to the standards accepted by Tanzania Bureau of standards.
(iii) Others: That locally available inputs must be used

Location of the factory Plot No. 536/537 B Nyam Hongolo Mwanza

15th February 2008

Date

Handwritten signature of T. A. Massawe

T. A. Massawe

Registrar: Ministry of Industry and Trade

FFN 226
(Rev. 2/76)



TAMBUHU YA MUUNGANO WATANZANIA

LESENI YA BIASHARA

B N° 01055241

(imetolewa chini ya Sheria ya Leseni za Biashara N° 45 ya Mwaka 1972 - marekebisho ya mwaka 1980 na masharti yaliyo nyuma)

*Futa isiyotakiwa.

1. Ofisi iliyotolewa *Mwami wa Muungano wa Watanzania, Dar es Salaam*
2. Nambari ya Ushuru wa mapato *102-786-849*
3. Leseni imetolewa kwa *Riwayani Kani* kuendesha biashara ya *PROCESSING* kutika Wilaya/Kanda ya *MWAMI*
4. Ni ya Shina/Tawi *Ada Sh* Nambani ya Stakabadi *102-786-849* ya tarehe *28/6/87*
5. Mpya maendeleza* muda wa leseni Na *102-786-849* ya tarehe *28/6/87* (i) Muda wa leseni hii utaitishia *30 Juni 20*

Sahihni na Muhuri wa Mtaaji Leseni
CITY TRADE OFFICER
MWANZA

GP DSM

CTIN.:

0254511



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION FOR TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 3A(4) OF THE INCOME TAX ACT NO. 33 OF 1973)
AS AMMENDED BY THE FINANCIAL LAWS (MISCELLANEOUS AMENDMENTS) 2000

THIS IS TO CERTIFY THAT

.....
RIZWAN KANJI
.....

has been registered with the Tanzania Revenue
Authority and assigned the Taxpayer
Identification Number

.....
102-986-849
.....

with effect from09/09/2004.....


P. N. Kassera

OFFICIAL SEAL

COMMISSIONER FOR INCOME TAX

NOTE: THE REQUIREMENTS UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF

MWANZA CITY



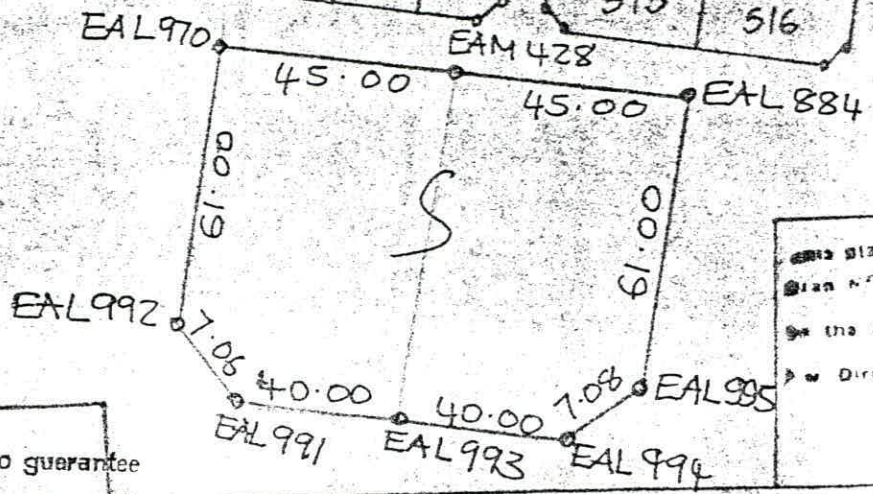
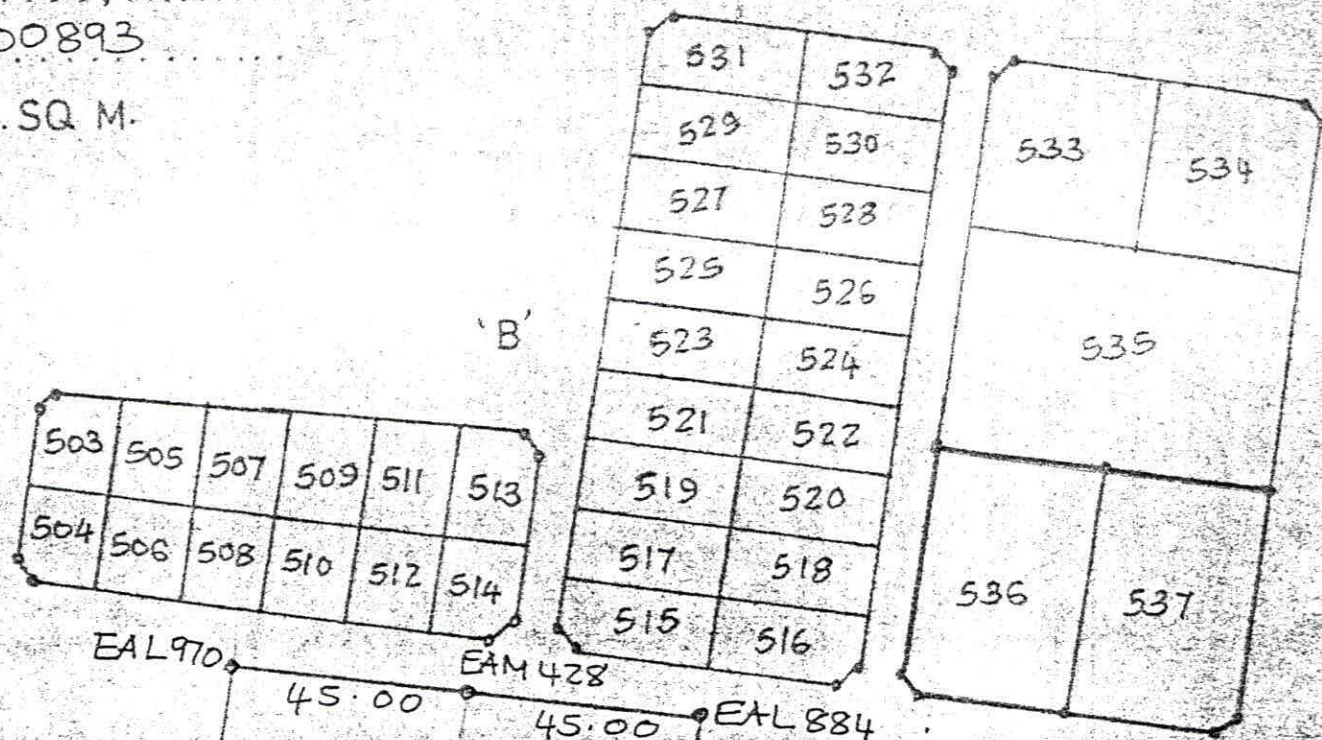
LOCATION. NYAMHONGOLO SERVICE INDUSTRY

BLOCK B

PLOT No. 536 & 537

LO No. 300893

AREA. 5921 SQ M.



This plan prepared in accordance with Registered Plan No 44285 is approved for the purposes of the Land Registration ordinance.

Director of Surveys and Mapping, Date 4.8.20
 Ministry of Lands, Housing and Urban Development, Dar es Salaam

The Issue of This plan Implies no guarantee or admission of title of the Government

5. The Occupier(s) shall deliver to the Commissioner notification of disposition in prescribed form before or at the time the disposition is carried out together with the payment of all premia, taxes and dues prescribed in connection with that disposition.
6. The president may revoke the right for good cause or in public interest.

SCHEDULE

All land known as **Plot No: 536 & 537 Block 'B'**

situate at **Nyamhongolo** in **Mwanza City** containing **five thousand nine hundred twenty one (5921)** square metres/~~square feet/meters~~ shown for identification only edged red on the plan attached to this Certificate and defined on the registered Survey Plan Numbered **44285** deposited at the Office of the Director for Surveys and mapping at Dar es Salaam.

Given under my hand and official seal the day and year first above written.


 COMMISSIONER FOR LANDS

I, the within named **RIZWAN KANJI** hereby accept the terms and conditions contained in the foregoing Certificate of Occupancy.

SIGNED and BELIVERED by the said)
 RIZWAN KANJI who is known to me)
 personally/identified to me by)
 the latter)
 being know n to me personally in)
 my presence this *6th*)
 day of *August* 2007.)

Change

Witness')
 Signature: *Brenton ali*)
 Postal Address: *Box 3077*)
Mwanza)
 Qualification: *Advocate*)

(ii) Do everything necessary to preserve the environment and protect the soil and prevent soil erosion on the land and do all things which may be required by the authorities responsible for environment and to achieve such objective.

(iii) Buildings to be in permanent materials.

(iv) Building plans to be submitted to the Mweze City Council within six months from the commencement of the Right.

(v) Building construction to begin within six months after approval of the plans.

(vi) Buildings to be completed within thirty six months from the commencement of the Right.

3. USER: The land and the buildings to be erected thereon shall be used for Service Industry, Purposes only; Use Group 'M' Use Class (a) as defined in the Town and Country Planning (Use Classes) Regulations 1960 as amended in 1993.

4. The Occupier(s) shall not assign the right within three years of the date hereof without the prior approval of the Commission.

REGISTERED on

28-8-07
11:00 A.M.

M. M. Mway

Asst. Registrar of Lands



Land Form No. 22

THE UNITED REPUBLIC OF TANZANIA

THE LAND ACT, 1999
NO. 4 OF 1999

CERTIFICATE OF OCCUPANCY
(Under Section 29)

Area: 266012
 Survey No. 2935589
 Date: 24-7-07
 M. M. Mway
 Principal Registrar

Title No. 19185
 L.O. No. 300893.
 L.D. No. MCC/L/45400.

The 16th day of August, 2007.

THIS IS TO CERTIFY that RIZWAN KANJI of P.O. BOX 647, NWANZA.

(hereinafter called "the Occupier"/"the Occupiers") is/are entitle to a right of Occupancy (hereinafter called the Right) in and over the land described in the Schedule hereto (hereinafter called "the Land") as joint occupants/occupants in common in equal shares for a term of sixty six years from the first day of July Two Thousand and seven according to the true intent and meaning of the Land Act and subject to the provisions thereof and to any regulations made thereunder and to any enactment in substitution, therefor or amendment thereof and to the following special conditions:-

1. The Occupier(s) having paid rent up to the thirtieth day of June 20 08 shall thereafter pay rent of shillings two hundred sixty seven thousand and thirty (TShs: 267,030/=) a year in advance on the first day of July in every year of the term without deduction PROVIDED that the rent may be revised by the Commissioner for Lands.
2. The Occupier(s) shall:-
 - (i) Be responsible for the protection of all beacons on the land throughout the term of the Right. Missing beacons will have to be re-established at any time at the Occupier's expenses as assessed by the Director responsible for Surveys and mapping.

TANZANIA

THE LAND ACT 1999

(NO. 4 OF 1999)

CERTIFICATE OF OCCUPANCY

(Under Section 29)

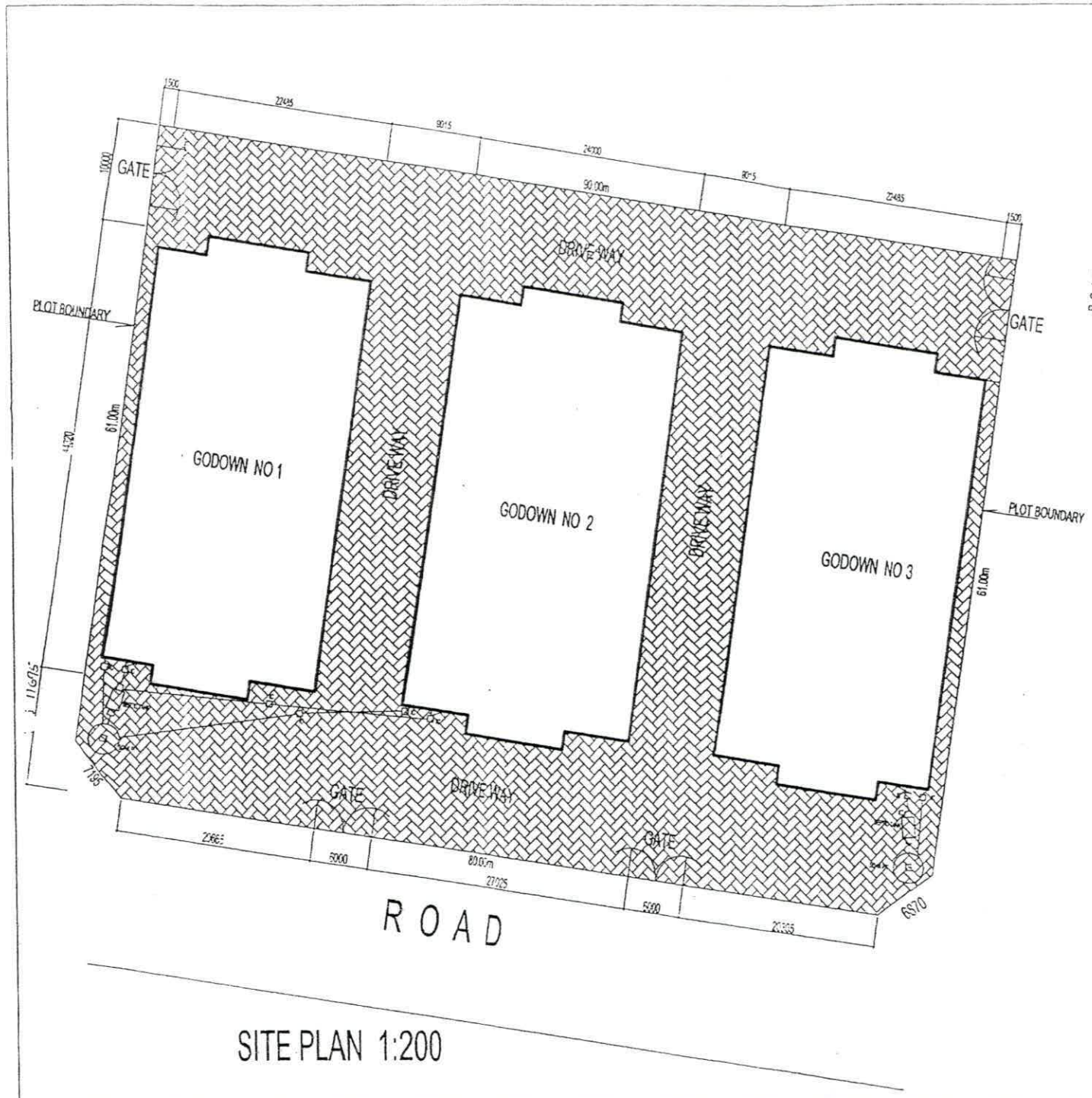
Date of Issue: 28.8.07

Title Number: 19185 LR Mwanza

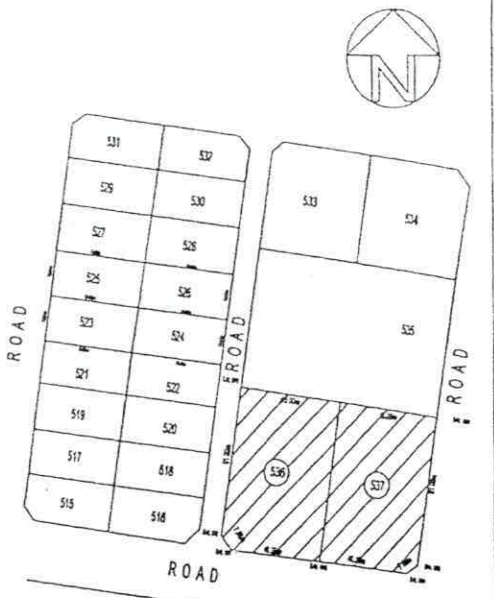
Land Office Number: 300893.

Land: PLOT NO: 536 & 537 BLOCK 'B' NYAMHONGOLA IN MWANZA CITY.

Term: SIXTY SIX YEARS.




SITE PLAN 1:200



LOCATION PLAN 1:1000

PLOT DATA	
TOTAL PLOT AREA	5909.95sqm
TOTAL BUILT UP AREA	2921 sqm
AREA OF GODOWN NO 1	954sqm
AREA OF GODOWN NO 2	1013 sqm
AREA OF GODOWN NO 3	954 sqm
PLOT COVERAGE	49%
PLOT RATIO49

Project Title: PROPOSED GODOWN AT NYAMHONGOLO	
Client: MOYAN KANA P.O. Box 647 MWANZA - TANZANIA	Location: NYAMHONGOLO Block and Plot Number: PLOT 536 & 537 BLOCK 'B'
ARCHITECT  HOUSING DEVELOPMENT CONSULTANTS & PLANNERS LTD. Architects, Planners, Interior Designers and Project Managers 1st Floor, Makindoo Building, 1st Floor, Plot No. 1, P.O. Box 88, MWANZA CITY. Contact: 26512 53250404, 53250405, 53250406, 53250407, 53250408	
Sheet Title: SITE & LOCATION PLAN	Drawing Title: GODOWN NO 1 & 2
Designed: RAHEEM UJAMA	Checked: RAHEEM UJAMA
Scale: 1:75	Date: OCTOBER 2017
GD 00	

TANZANIA



Certificate of Incorporation

Section 15

No **67904**

I HEREBY CERTIFY THAT

RAJA'S DELI LIMITED =====

=====

is this day incorporated under the Companies Act, 2002 and that the Company is Limited

Given under my hand at Dar es salaam

this **13TH** day of **OCTOBER**

TWO THOUSAND AND EIGHT

Assist. Registrar of Companies

**RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
PAYBACK PERIOD**

SCHEDULE XIII

Tshs,000

YEAR	Invest\Opening Balance	PAT	Depr.	Net Cash flow	Un Recovered Balance
1	795,856	172,706	33,353	206,059	589,797
2	589,797	200,142	33,353	233,495	356,302
3	356,302	265,888	33,353	299,241	57,061
4	57,061	274,848	33,353	308,201	-251,140
5	-251,140	283,808	33,353	317,161	-568,301
6	-568,301	292,768	33,353	326,121	-894,422
7	-894,422	292,768	33,353	326,121	-1,220,543
8	-1,220,543	292,768	33,353	326,121	-1,546,664
Payback period:		3.2 years			

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
FINANCIAL RATE OF RETURN

SCHEDULE XII
Tshs. 000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
CASH INFLOWS								
Net Profit After Tax	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
Depreciation	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Interest	64,000	51,200	38,400	25,600	12,800	0	0	0
Interest of O/D	12,800	0	0	0	0	0	0	0
Salvage Value								562,385
TOTAL INFLOWS	282,859	284,695	337,641	333,801	329,961	326,121	326,121	888,506
OUTFLOWS								
Investment & Re-investments	795,856	0	0	0	0	0	0	0
Increase in W/Capital	10,000	5,015	5,047	0	0	0	0	0
TOTAL OUTFLOWS	805,856	5,015	5,047	0	0	0	0	0
NET CASH FLOW	-522,997	279,680	332,594	333,801	329,961	326,121	326,121	888,506
Discount Factor at 20%	1.000	0.833	0.694	0.579	0.482	0.402	0.335	0.279
Net Present Value	(522,997)	232,974	230,820	193,271	159,041	131,101	109,251	247,893
NPV at 20% =	781,354							
Discount Factor at 50%	1.000	0.667	0.444	0.296	0.198	0.132	0.088	0.059
Net Present Value	(522,997)	155,393	102,484	57,208	31,490	17,305	9,614	14,626
NPV at 50% =	(134,876)							
	23,440,608							
	916,230							
	25.58							
				IRR > 45.6%				

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
BALANCE SHEET

Schedule XI
Tshs. 000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
Fixed Assets at Cost	795,856	795,856	795,856	795,856	795,856	795,856	795,856	795,856
Less: Acc. Depreciation	33,353	66,706	100,059	133,412	166,765	200,118	233,471	266,824
Net Fixed Assets	762,503	729,150	695,797	662,444	629,091	595,738	562,385	529,032
Current Assets								
Cash	116,059	264,539	478,734	706,935	944,096	1,270,217	1,596,338	1,922,459
Debtors	12,747	15,296	17,845	17,845	17,845	17,845	17,845	17,845
Stocks	12,326	14,792	17,289	17,289	17,289	17,289	17,289	17,289
Total Current Assets	141,132	294,627	513,868	742,069	979,230	1,305,351	1,631,472	1,957,593
Current Liabilities								
Creditors	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Current Liabilities	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Net Current Assets	126,059	279,554	498,795	726,996	964,157	1,290,278	1,616,399	1,942,520
Net Total Assets.	888,562	1,008,704	1,194,592	1,389,440	1,593,248	1,886,016	2,178,784	2,471,552
Represented by								
Equity	395,856	395,856	395,856	395,856	395,856	395,856	395,856	395,856
Term Loan	320,000	240,000	160,000	80,000	-	-	-	-
Retained Earnings	172,706	372,848	638,736	913,584	1,197,392	1,490,160	1,782,928	2,075,696
Total Assets	888,562	1,008,704	1,194,592	1,389,440	1,593,248	1,886,016	2,178,784	2,471,552
	-	0	0	0	0	1	1	1

RAJA'S DELI LIMITED
PROPOSED CORN SHIPS PRODUCTION PLANT
CASH FLOW PROJECTIONS

SCHEDULE X
Tshs. '000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
CASH INFLOW:								
Equity	395,856	0	0	0	0	0	0	0
Term Loan	400,000	0	0	0	0	0	0	0
Overdraft	10,000							
Depreciation	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Net Profit After Tax	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
TOTAL INFLOWS	1,011,915	233,495	299,241	308,201	317,161	326,121	326,121	326,121
CASH OUTFLOW:								
Investment & Reinv.	795,856	0	0	0	0	0	0	0
Working Capital Increase	10,000	5,015	5,047	-	-	-	-	-
Loan Repayment	80,000	80,000	80,000	80,000	80,000	-	-	-
Overdrat Retirement	10,000							
TOTAL OUTFLOWS	895,856	85,015	85,047	80,000	80,000	0	0	0
NET CASH BALANCE	116,059	148,480	214,194	228,201	237,161	326,121	326,121	326,121
CUMULATIVE CASH	116,059	264,539	478,734	706,935	944,096	1,270,217	1,596,338	1,922,459

RAJA'S DELI LIMITED
 PROPOSED CORN CHIPS PRODUCTION PLANT
 WORKING CAPITAL REQUIREMENT

SCHEDULE IX
 Tshs.

Year	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
Current Assets:								
Debtors (1Week Total Sales)	12,747	15,296	17,845	17,845	17,845	17,845	17,845	17,845
Raw Material Stocks (3 Month)	12,326	14,792	17,289	17,289	17,289	17,289	17,289	17,289
TOTAL	25,073	30,088	35,134	35,134	35,134	35,134	35,134	35,134
Less:Creditors								
Staff Salaries (1 Month)	4,968	4,968	4,968	4,968	4,968	4,968	4,968	4,968
Trade Creditors	10,105	10,105	10,105	10,105	10,105	10,105	10,105	10,105
Total Creditors	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Net Current Assets	10,000	15,015	20,061	20,061	20,061	20,061	20,061	20,061
Working Capital Increase	10,000	5,015	5,047	-	-	-	-	-

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
PROJECTED INCOME STATEMENT

	SCHEDULE VIII								
	Tshs. 000								
	MONTHLY	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	0	1	2	3	4	5	6	7	8
TOTAL SALES	50,987	611,840	734,208	856,576	856,576	856,576	856,576	856,576	856,576
Less: Direct Costs	20,729	248,751	289,138	329,580	329,580	329,580	329,580	329,580	329,580
Gross Income	30,257	363,089	445,070	526,996	526,996	526,996	526,996	526,996	526,996
Gross Income (%)	0.59	0.59	0.61	0.62	0.62	0.62	0.62	0.62	0.62
Less: Operating Expenses:	6,202	74,429	74,600	75,403	75,403	75,403	75,403	75,403	75,403
Operating Surplus	24,055	288,660	370,470	451,593	451,593	451,593	451,593	451,593	451,593
Less: Capital Charges:									
Depreciation	2,779	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Interest on Loan	5,333	64,000	51,200	38,400	25,600	12,800	0	0	0
Interest on O/D	1,067	12,800	0	0	0	0	0	0	0
TOTAL	8,113	110,153	84,553	71,753	58,953	46,153	33,353	33,353	33,353
Profit Before Tax	15,942	178,507	285,917	379,840	392,640	405,440	418,240	418,240	418,240
Less 20% Invest Allowance		159,171							
Taxable Income	1,611	19,335	285,917	379,840	392,640	405,440	418,240	418,240	418,240
Tax Provision	483	5,801	85,775	113,952	117,792	121,632	125,472	125,472	125,472
Profit After Tax	15,459	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
Retained Earnings	15,459	172,706	372,848	638,736	913,584	1,197,392	1,490,160	1,782,928	2,075,696

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LOAN REPAYMENT SCHEDULE

SCHEDULE VI

Tshs. '000'

Term Loan Amount: 400,000

Interest Rate: 16%

Year	Opening Balance	Principal Repayment	Interest	Closing Balance
1	400,000	80,000	64,000	320,000
2	320,000	80,000	51,200	240,000
3	240,000	80,000	38,400	160,000
4	160,000	80,000	25,600	80,000
5	80,000	80,000	12,800	0
6	0	-	0	0
7	0	-	0	0
8	0	-	0	0
	TOTAL	400,000	192,000	

Overdraft Facility 10,000
Interest Rate: 16%

Month	Opening Balance	Principal Repayment	Interest	Closing Balance
1	10,000	-	1,600	10,000
2	10,000	-	1,600	10,000
3	10,000	-	1,600	10,000
4	10,000	-	1,600	10,000
5	10,000	-	1,600	10,000
6	10,000	-	1,600	10,000
7	10,000	-	1,600	10,000
8	10,000	-	1,600	10,000
9	10,000	-	1,600	10,000
10	10,000	-	1,600	10,000
11	10,000	-	1,600	10,000
12	10,000	10,000	1,600	0
	TOTAL	10,000	12,800	

**RAJA'S DELI LIMITED
PROPOSED CORN SHIPS PRODUCTION PLANT
MANPOWER SALERIES**

SCHEDULE III
Tshs

S/No	Category	No.	Monthly Salary	Monthly Salaries	Annual Salaries
Administration:					
1	General Manager	1	800,000	800,000	9,600,000
2	Accountant	1	500,000	500,000	6,000,000
3	Production Engineer	1	550,000	550,000	6,600,000
4	Marketing / Sales Manager	1	500,000	500,000	6,000,000
5	Sales Store Officer	2	150,000	300,000	3,600,000
6	Accounts Clerk	1	150,000	150,000	1,800,000
5	Secretary / Reception	1	150,000	150,000	1,800,000
6	Sweepers & Cleaners	2	120,000	240,000	2,880,000
7	Security Gurds	2	120,000	240,000	2,880,000
	Sub Total	12	3,040,000	3,430,000	41,160,000
Direct Salaries					
8	Production Supervisor	1	400,000	400,000	4,800,000
9	Mixers	2	120,000	240,000	2,880,000
10	Extruders	2	120,000	240,000	2,880,000
11	Seasoning	2	120,000	240,000	2,880,000
12	Dryer	2	120,000	240,000	2,880,000
13	Packing / Manual	4	120,000	480,000	5,760,000
14	Sub Total:	13	1,000,000	1,840,000	22,080,000
	TOTAL SALARIES	25	4,040,000	5,270,000	63,240,000
	Add: NSSF 10%			527,000	6,324,000
	SDL 5%			263,500	3,162,000
	TOTAL			6,060,500	72,726,000

**RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LIST OF MOTOR VEHICLES AND EQUIPMENT**

SCHEDULE ID

S/No.	Vehicles	Nos.	Unit Costs USD	Total USD	TOTAL Tshs. Equiv.
1	Pick up	4	3,000	12,000	14,400,000
2	Vans	3	3,000	9,000	10,800,000
3	Vibrator Roller	1	10,000	10,000	12,000,000
4	Tractor Dozer	1	29,000	29,000	34,800,000
	SUB TOTAL			60,000	72,000,000
	Add:				
	Freight & Insurence		7,000	7,000	8,400,000
	Local Transport		5,000	5,000	6,000,000
	SUB TOTAL			12,000	14,400,000
	TOTAL			72,000	86,400,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
COST OF BUILDINGS AND CIVIL WORKS

S/NO	Description	Amount Invested	Additional Investment	SCHEDULE IC
				Tshs. 000'
				Total Investment
1	Land Acquisition	50,219	-	50,219
2	Land Clearing	2,500	-	2,500
3	Architectural Drawings	13,500	-	13,500
4	Bills of Quantities and Feasibility Study	2,850	-	2,850
5	Materials at site	11,000	-	11,000
6	Land Development	16,000	497,931	513,931
	TOTAL	96,069	497,931	594,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
BILLS OF QUANTITIES - GENERAL SUMMARY

SCHEDULE IB
Tshs.

ITEM	DESCRIPTIONS	AMOUNT (TSHS.)
1	Bill Nr. 1 Preliminaries and General Conditions of Contract	6,600,000
2	Bill Nr. 4. Measured Works One Unit Godown	350,990,975
3	Bill No. 5 Fence	124,023,000
4	Bill Nr. 6 Prime Cost and Provisional Sums	13,160,000
	<u>ADD</u> : 20% VALUE ADDED TAX (VAT)	98,954,795.00
	TOTAL ESTIMATED COSTS	593,728,770
	Say	594,000,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LIST OF MACHINERY AND EQUIPMENT

SCHEDULE IA
Tshs.

LIST OF PLANT & EQUIPMENT

	Nos.	Unit Cost Ind RPS	Total Costs Ind RPS	Total Costs Tshs. Equiv.	Additional Machinery	Total Investments
1 Pulverizer	2	50,000	100,000	2,850,000	0	2,850,000
2 Mixer	2	45,000	90,000	2,565,000	0	2,565,000
3 Puff Extruder	2	200,000	400,000	11,400,000	0	11,400,000
4 Batch Type Drum Coating	1	45,000	45,000	1,282,500	0	1,282,500
5 Fryer with diesel owner	1	50,000	50,000	1,425,000	0	1,425,000
6 Hydrolyser	1	20,000	20,000	570,000	0	570,000
7 Continuous masala coater tunnel	1	175,000	175,000	4,987,500	0	4,987,500
8 Bag sealing machine	1	7,750	7,750	220,875	0	220,875
9 Nitrogen Gas Generator	1	190,000	190,000	5,415,000	0	5,415,000
10 HP Air Compressor	1	50,000	50,000	1,425,000	0	1,425,000
11 Ref Air dryer	1	35,000	35,000	997,500	0	997,500
12 Accessories for Air Dryer	1	10,000	10,000	285,000	0	285,000
13 Weighing machines	1	13,000	13,000	370,500	0	370,500
14 Electric control Board	1	120,000	120,000	3,420,000	0	3,420,000
14 Starter 20HP / 15HP	1	19,488	19,488	555,408	0	555,408
16 Starter 7.5 / 5 / 2	1	11,891	11,891	338,894	0	338,894
17 63 Amp Starter	1	1,800	1,800	51,300	0	51,300
18 32 Amp Starter	1	3,553	3,553	101,261	0	101,261
19 On / Off Boxes for above	1	2,366	2,366	67,431	0	67,431
20 400 Amp mainswitch Isolator	1	18,563	18,563	529,046	0	529,046
21 Exhaust fan	1	10,212	10,212	291,042	0	291,042
22 Extractor fan	1	60,000	60,000	1,710,000	0	1,710,000
23 Packing Machines	3	150,000	-	-	12,825,000	12,825,000
24 Baking Unit	1	200,000	-	-	5,700,000	5,700,000
25 Confectionary Machine	1	438,600	-	-	12,500,000	12,500,000
SUB TOTAL			1,433,623	40,858,256	31,025,000	71,883,256
25 Transport, Clearance & Duties:						
Transportation 20ft Container India Freight	1	96,000	96,000	2,736,000	0	2,736,000
Noida - Mumbai with packing charge	1	77,000	77,000	2,194,500	0	2,194,500
India - Mombasa - Container Costs	1	-	-	1,912,500	0	1,912,500
Mombasa - Mza - Transport	1	-	-	2,313,000	0	2,313,000
Customs Duties	1	-	-	4,559,070	0	4,559,070
Miscellaneous Expenses	1	-	-	1,000,000	0	1,000,000
Sub - Total				14,715,070	0	14,715,070
26 Transport, Clearance & Duties:						
2nd Lot of Equipment 40ft Container					0	-
Transport Noida - Mum - Bangalore Mum					0	-
Nitrogen pack charges - Extruder					0	-
Bhiwandi - Customs - Warehouse storage	1	-	-	3,360,150	0	3,360,150
Freight & Clearing India	1	-	-	4,323,764	0	4,323,764
Transport Mombasa - MZA	1	-	-	5,640,000	0	5,640,000
Customs Duties	1	-	-	5,233,310	0	5,233,310
Miscellaneous Expenses	1	-	-	2,000,000	0	2,000,000
SUB TOTAL				20,557,224	0	20,557,224
TOTAL COST OF MACHINERY AND EQUIPMENT				76,130,549	31,025,000	107,155,549

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
INVESTMENT AND FINANCING PLAN

SCHEDULE I

Tshs.000

S/No. Investments	Existing	Additions	TOTAL
1 Land and Buildings	96,069	497,931	594,000
2 Machinery & Equipment	76,130	31,026	107,156
3 Furniture & Fittings	-	4,500	4,500
4 Office & Equipment	-	3,800	3,800
5 Motor Vehicles	-	86,400	86,400
TOTAL CAPITAL COSTS	172,199	623,657	795,856
6 Working Capital	-	10,000	10,000
TOTAL INVESTMENTS	172,199	633,657	805,856

B: Financing Plan.

S/No/ Investment	Existing Investment		Additional Investment		Total Investment		GRAND TOTAL Investment
	Equity	Loans	Equity	Loans	Equity	Loans	
1 Land and Buildings	96,069	-	97,931	400,000	194,000	400,000	594,000
2 Machinery & Equipment	76,130	-	31,026	-	107,156	-	107,156
3 Furniture & Fittings	-	-	4,500	-	4,500	-	4,500
4 Office & Equipment	-	-	3,800	-	3,800	-	3,800
5 Motor Vehicles	-	-	86,400	-	86,400	-	86,400
TOTAL CAPITAL COSTS	172,199	-	223,657	400,000	395,856	400,000	795,856
Financial Gearing					50%	50%	100%
6 Working Capital	-	-	-	10,000	-	10,000	10,000
TOTAL INVESTMENTS FINANCING	172,199	-	223,657	410,000	395,856	410,000	805,856
Financial Gearing					49%	51%	100%

6.5 Internal Rate of Return:

The project registers a healthy rate of return of 45.6% as compared to the assumed cost of capital of 16% for the term loan. As such, the project is able to service its loans comfortably and is similarly able to withstand unforeseen risks that may arise during the duration of the bank loan.

7.0 COLLATERAL SECURITY:

The assumed loans are to be secured by the business assets on Plot No. 536 & 537 Block "B" Nyamhongoro, Igoma, Mwanza City. The project promoter is however a competent and experienced businessman capable of managing the business well to ensure that the bank loans are repaid on schedule.

8.0 SOCIAL ECONOMIC BENEFITS.

The proposed project in food processing has the following social economic benefits.

8.1 Social Economic Benefits:

The production of corn chips provides a quality and tasty snack for school children and other consumers. It will serve to meet food needs for school children in urban centers.

8.2 Revenue to the Government:

The business will also benefit the Government through increased realization of revenue through payment of corporate and other taxes.

8.3 The business also provides direct employment to Tanzanians hence, providing them with income for their living.

9.0 CONCLUSION & RECOMMENDATION:

9.1 Conclusion:

Based on the technical and financial analysis carried out in this report, the business proposal by Mr. Rizwan Kanji to borrow 400 Million as term loan from Diamond Trust Bank is technically feasible and commercially viable.

9.2 Recommendation:

In view of the above conclusion, it is recommended that the M/S Raja's Deli Limited be supported by way of term loan of Tshs. 400 Million to finance capital investments for the proposed plant and working capital requirement of Tshs. 10 Million at the opportune time.

===== & =====

6.1.7 Loan Financing:-

A term loan of Tshs. 400 Million has been assumed to be availed by a local commercial bank repayable over 5 years with interest 16% per annum. An overdraft facility of Tshs. 10 Million has also been assumed to be availed by same Bank at interest of 16% per annum.

6.2 Projected Income Statement:

Based on assumptions used in the financial evaluation of this project, the business is a profitable venture. It is projected to generate total sales volume of Tshs. 611.8 Million for the first year increasing to Tshs. 856.5 Million by the third and subsequent years. The Net Profit after Tax is projected at Tshs. 172.7 Million for the first year increasing to Tshs. 200.1 Million by the second year and to over Tshs. 265.9 Million by the third and subsequent years. The projected profits are based on production level of 50% capacity utilization for the first year, 60% and 70% for the second and third years respectively.

6.3 Projected Cash Flow:

The projected cash flow indicates a positive trend through out the 8 years projected period of operation. The net cash balance is estimated at Tshs. 116.1 Million in the first year increasing to Tshs. 148.5 Million by the second year and to over Tshs. 228.2 Million by the third and subsequent years. The cash flow has taken into account the repayment of the Tshs. 400 Million term loan in annual installments of Tshs. 80 Million equivalent to about Tshs. 6.7 million monthly installments. The business is therefore projected to have a sound liquidity position through out the projected period.

6.4 Projected Balance Sheet:

The total net assets the company for the first year of operation are estimated at Tshs. 888.6 Million Increasing to Tshs. 2.5 Billion by the 8 year by the project period. The retained earnings increase from Tshs. 172.7 Million in the first year to Tshs. 2.1 Billion by end of the 8th year. On the whole the financial position of the project is healthy during the entire period of analysis. Details are as shown in schedule XI.

6.0 FINANCIAL ANALYSIS.

6.1 Assumptions and Considerations:

6.1.1 The business is a new venture. After its establishment however it has been assumed that, it will continue running as a going concern.

6.1.2 Plant Capacity:-

The plant has the capacity to process 80 kgs of raw materials per day to produce corn chips at 80% yield. The plant has however been assumed to operate at 50% of capacity in year 1 increasing to 60% by second year stabilizing at 70% by third and subsequent years.

6.1.3 Raw Material Costs:

The costs for raw material for production of corn chips are based on current market prices as given by the company management.

6.1.4 Revenue from Operations:

The revenue from business operations based on given assumptions is projected as under:-

Year	Sales Value (Tshs.000')
1	611,800
2	734,200
3 – 8	856,576

6.1.5 Operating Costs:-

Operating costs are based on current market costs for various inputs and services to be purchased by the plant.

6.1.6 Business Requirement:

The financial business requirement is Tshs. 400 Million as term loan to finance remaining capital investments in building and civil works. The company will also need Tshs. 10 Million as working capital at start up of business operations. This amount is to cover for procurement of the necessary raw materials for production of corn chips.

EXHIBITIONS/SEMINARS:

Cable and Satellite – Mumbai 1994

Symposium:

Trade Exhibition Organized by UNIDO

- Delhi 1995

Participation with Pansian Systems at

Trade Exhibition KICC- Nairobi 1996.

Aitec – Nairobi 1996

Project Africa 97 – KICC Nairobi – 1997

Cable & Satellite Exhibition Dubai – 1997

National Association of Broadcasters – Las

Vegas 1999.

Cable & Satellite Exhibition – Dubai 2003

Media International, Dubai World Trade

Centre – 2003

Gitex – Dubai 2003

Cable & Satellite Exhibition – Mumbai 2003

Cable & Satellite Exhibition – Mumbai 2004

Cable & Satellite Exhibition – Mumbai 2006

Agro Technology Fair – Delhi 2006

India Label Show – Delhi 2006

Photo Imaging Asia – Delhi 2006

International Food Exhibition India

- Delhi 2006.

Cable and Satellite Exhibition–Mumbai 2007

Broadcast India – Mumbai 2007

Annapoorna – World of food India-Mumbai
2007.

Food and Beverage Tech – Mumbai 2007.

International Packtech India– Mumbai 2007

MEMBER:

Past Treasure of TCCIA and still a member

Lions Club of Mwanza.

Mwanza Yatch Club

Mwanza Sports Club

Mwanza Lodge

Cromabu - NGO

WORKING EXPERIENCE:

1974 to Date:

Shareholder & Director – Jafferries Hotel Ltd
Assignment: Financial Management.

1979 – 1988:

Shareholder & Director – Victoria
Products (T)
Assignment – Technical operations and
Administration.

1988 - 1996

Proprietor: Boutique Shariza.

1992 – 2002:

Shareholder & Director/CEO-Mwanza
Satellite CATV Networks Ltd.

2002 – To date:

Major Shareholder Man. Director/CEO-
Mwanza Satellite CATV Networks Ltd.

2007 – to Date:

Managing Direct / Major Shareholder/Corn
Chips Production Plant – Rajas Deli Ltd.

PRESENT ASSIGN. / PROJECTS: Mwanza Satellite CATV Networks Ltd.

- To extend cable network coverage into
Newly developed areas.
- Migrate to Digital convergence.

Corn chips – Rajas Deli Ltd.

- To complete factory building
- Install machinery
- Start production

1991

Satellite Installation Course, Tek-Tran Services.

Diploma in Consumer Electronics, Angus Polytechnic, Fife Scotland.

2004

PC World IT Training Centre – Mwanza
Computer Course, Windows, word, excel, Access, publisher, paint brush, PowerPoint & Internet. NR-Institute of Information Technology – Mwanza, Tally with Accounting.

OTHER OPPORTUNITIES:

Shyam Communications

Did practice's for TVRO, SMATV Installations, Cable TV Installations, Designing Networks, Cable TV Engineering, Delhi – India.

Business Management Skills Course:

Organized by CBC & British Council, Bot – Mwanza.

Chamber Management & Administration:

Organized by TCCIA & Chamber of Commerce and Industries, Southern – Sweden.

Workshop – 2005:

The Seven Habits of Highly Effective People, Certificate of Achievement J.K. – Mwanza.

5.2 Management:

The plant management will be under the direction of the Managing Director Mr. Rizwan Kanji. However the day to day of operation of the plant will be under the General Manager assisted by the Departmental Managers for the three units given above. The Managing Director will have full autonomy to make decisions for the company without having to make reference to any individual or institution. The Managers will be recruited from the open labour market based on individual qualifications and competence. The personal particulars of the Managing Director are as given in para 5.3 below.

5.3 CURRICULUM VITAE OF THE MANAGING DIRECTOR:

NAME: Mr. Rizwan Kanji
NATIONALITY: Tanzanian
AGE: Adult
MARITAL STATUS: Married with two (2) Children
RESIDENCE: Nkomo Street, Mwanza City.
ACADEMIC QUALIFICATION: **Nov, 1973**
Completed O'Levels
Lake Secondary School – Mwanza.
July, 1974
Did Bookkeeping II, Store Keeping I,
Commerce I, Office Practice I. N. S. T. I.
Mwanza.
1977
Grade 3 Motor Vehicle Mech. N.V.T.C.
Mwanza.
1978
Grade 2 Motor Vehicle Mech. N.V.T.C.
Mwanza.
1981 – 1983
Certificate in Fisheries.
Nyegezi Fisheries Institute – Mwanza.
1984
Grade I Motor Vehicle Mech. N.V.T.C.
Mwanza.

4.3 Distribution Channels:

The large share of the company business will be distributed through wholesalers. The second largest channel will be the retailers. It is through these two channels that the company will distribute its products and possibly appoint agents in the suburbs of Mwanza City and District urban centers.

4.4 Competition and Marketing Strategy:

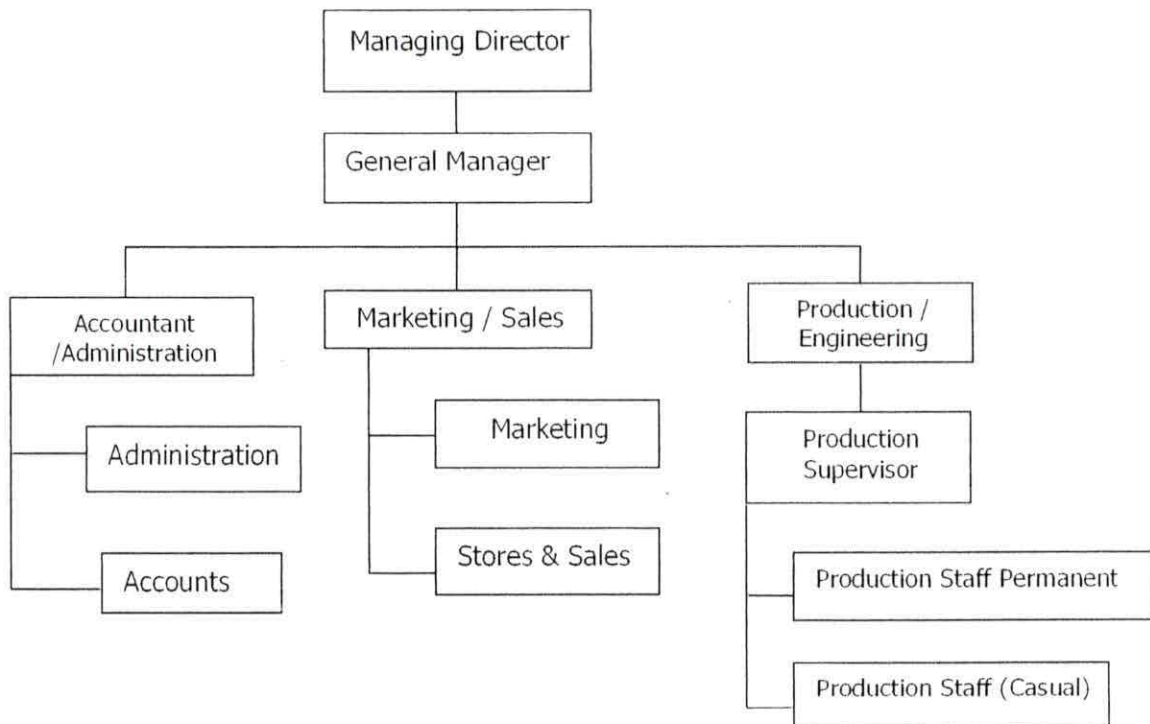
The company plans to produce quality and tasty corn chips to be marketed under the brand name of **RAJA'S DELI** at reasonable costs so as to penetrate the market and establish itself in this business. Similar products currently in the market sell at Tshs. 250 per 20gms package where as products from the company will sell at Tshs. 150 per 20gms package. This is one of the competitive strategies that the company will employ to penetrate and consolidate its market share in the business. Other strategies would include advertising and personal visits by company sales staff to supermarkets, retail stores and other distribution channels.

5.0 ORGANISATION AND MANAGEMENT.

5.1 Company Organization Structure:

The business organization structure will consist of three departments i.e., Production/Engineering Department, Sales and Marketing and Accounts Administration under the Departmental Managers who will be reporting to the General Manager. The organization structure is as given below;-

THE COMPANY ORGANIZATION STRUCTURE:



3.10 Project Implementation:

The project is already being implemented by the promoter. Construction of the factory buildings and godowns for storage of raw materials and final products is already going on. The value of implemented works in building and civil works is Tshs 96 Million with un-executed works estimated at Tshs. 497.9 Million. Almost all the machinery and equipment required has been imported and is already in Mwanza. Implementation of the remaining works has at the moment been suspended pending full mobilization of the required funding to complete the project. Assuming that the required funding is firmed up by end of October, 2008, implementation of the remaining works is estimated to take six (6) months. The plant should therefore be ready for commercial operations by May, 1st 2009.

3.11 Environmental and occupational safety considerations:

All health and safety precautions will be observed at the factory as required for a food manufacturing plant. The disposal of wastes will also be done in adherence with national and local regulations as required by Mwanza City Council.

4.0 MARKETS AND MARKETING:

4.1 Target Market:

The target market for the company products are school children particularly at pre-primary and primary levels. Generally corn chips are most preferred by children since they form cheap but quality and tasty snacks for school children to carry and consume. The products also have a good market for picnic events or tour safaris by individuals, families or group events particularly in urban areas. The market demand from the above mentioned market segment is quite big and will continue to grow with increasing expansion in school enrollment at preprimary and primary levels. It is therefore anticipated that production at the plant will expand steadily from 50% capacity utilization to 70% by the 3rd and subsequent years of operations.

4.2 Demand and Supply;

The demand for the products is expected to be available all year round since it is consumed by almost every individual mainly in urban centers. However high demand is expected during school days since this constitutes the major market segment for the products.

Puffs that are dry will burn in the dryer). Moisture content is determined by weighing a 0.07. 105 oz (2 – 3) portion of cornmeal, placing it uncovered in the shelf of an oven for exactly 60 seconds, then re-weighing the samples and calculating the amount of moisture loss. The mean must not lose more than 0.2% of weight (moisture) of the cornmeal.

The equipment used in the manufacture of the extruded snacks is calibrated and checked very carefully throughout the production process. Industry and food technology manuals indicate the proper rate of feed into and through the extruder, the number of revolutions per minute as which are extruder must run, the temperature of the extruder, the pressure (measured in Atmospheres) that must be maintained in the extruder, the speed of the extruder, and the rotating speed of the knife that cuts the collettes. Human operators constantly check the extruding dies to ensure they have not plugged up.

Extremely important is determining the amount of water that must be added to the cornmeal in order for it to become gelatinous. The moisture content of the product as it enters the extruder, as well as when it exits (Just before the baking that crisps it up), is carefully assessed. Machinery is programmed so that the duration of the processes described above are perfectly timed in order to ensure each step is thoroughly completed.

3.9 Production Plan:

The project has the capacity to process 640 kgs of raw materials per day. However plant has been assumed to operate at 50% capacity for the first year increasing to 60% by the second year and to 70% by the third and subsequent years. Based on this assumption, production of corn chips is projected as follows; -

Year	Kgs	Gms	Tshs. '000
			Sales
1	61,440	61,440,000	611,840
2	73,728	73,728,000	734,208
3 – 8	86,016	86,016,000	856,576

3.7.5 Flavoring the Collettes:

As the collettes move through the oven, they are sent to the flavor coating station. They are still bland cornmeal crisps and must receive a coating in order to be palatable. They may be coated using one of two methods. In the first method, the extruded corn curls are first sprayed with vegetable oil and then dusted with a variety of dry flavors, seasoning, and color. In the second method, the oils flavors, spices and color may be mixed together in a tank and sprayed on the collettes as they are tumbled in what its called a flavor reel. In either process, it is essential that oil is placed on the surface of the collette in order for the flavors and spices to stick to the snack. The flavored snacks now sit on a conveyor before they are packaged.

3.7.6 Packing the Corn Chips:

The corn chips move along the conveyor belt. A vibrating conveyor belt moves the snacks along until they fall into the weighing machine. The weighing machine weighs out just the right amount of curls to go into a bag and puts them into a chute. Corn chips bags may be made of polypropylene which are resistant to moisture and keep the product crisp.) Huge rolls of flattened bags are loaded into the weighing machine, formed, and prepared to receive the corn chips that drop into the bags. The bags are than heat sealed. Cartons of bags are packed and stored into a warehouse.

3.8 Quality Control:

One of the most important quality control steps in the entire process is selecting cornmeal for use. First it must be finely ground because big grains or gritty meal result in an undesirable feel as the finished product is consumed. Cornmeal is tested for grit size by weighting 1.75 (50g) of a well-mixed, representative sample of meal. Then, the test sample is transferred to the top sieve of a series of different grades of sieves. The grain is poured on top and agitated as it is put through the sieves. The grain remaining on the sieves is considered too coarse to use; this amount is weighed and the approximated usable grain is calculated and compared to specifications sent from the supplier. Next, moisture content of the grain is assessed because to – wet or to-dry cornmeal will create inferior product. (Excessive moisture will cause formation of small, heavy hard puffs, while too –dry cornmeal will create light, long, straight puffs.

3.7.2 Extruding the collettes:

The cornmeal mixture is loaded into the top of the extruding machine. The batch becomes rather gelatinous as it is exposed to heat, moisture, and pressure. The mixture is then propelled through the extruder using an auger or tapered screw. This screw forces the mixture against the inside of the extrusion chamber, creating a shearing effect when pressure is increased. Steam jackets line the extrusion chamber to assist in cooking the meal mixture. When the cornmeal reaches the die it should be hot, elastic, and viscous. The moisture is liquid under high pressure but changes to steam as it reaches lower pressure on the other side of the extrusion process. The result is that the cornmeal dough expands and puffs up as it moves through the extrusion dies. The shape of the die is a critical aspect of its product because it gives the product its distinctive shape. As the dough is pushed through the dies, it looks like puffy snakes. These extruded snakes called collettes are cut to the desired length by a rotating knife.

3.7.3 Drying the Collettes:

The collettes still contain between 6 to 10% water at this point (depending on the recipe and the manufacturer) and must be dried out so that the collette's are conveyed, (either for drying or frying) to large oven called a dryer whereby it moves continuously through the dryer until they emerge at the other end crisped up considerably. The dryer generally is about 140°C hot enough to get the moisture out but not to darken the collette. The collette require about 5 minutes to dry out and are reduced to between 1 – 2% moisture.

3.7.4 Separating the Fines:

The fines or small particles that are produced as the collettes are conveyed to the dryers must be separated from the nicely – formed collettes. (The fines tend to absorb oil and flavorings and are undesirable to include in a package of cheese curls. Some modern dryers are self-cleaning and automatically deposit the fines in a cross conveyor for removal from the machine.

3.6 Raw Material for Corn Chips:

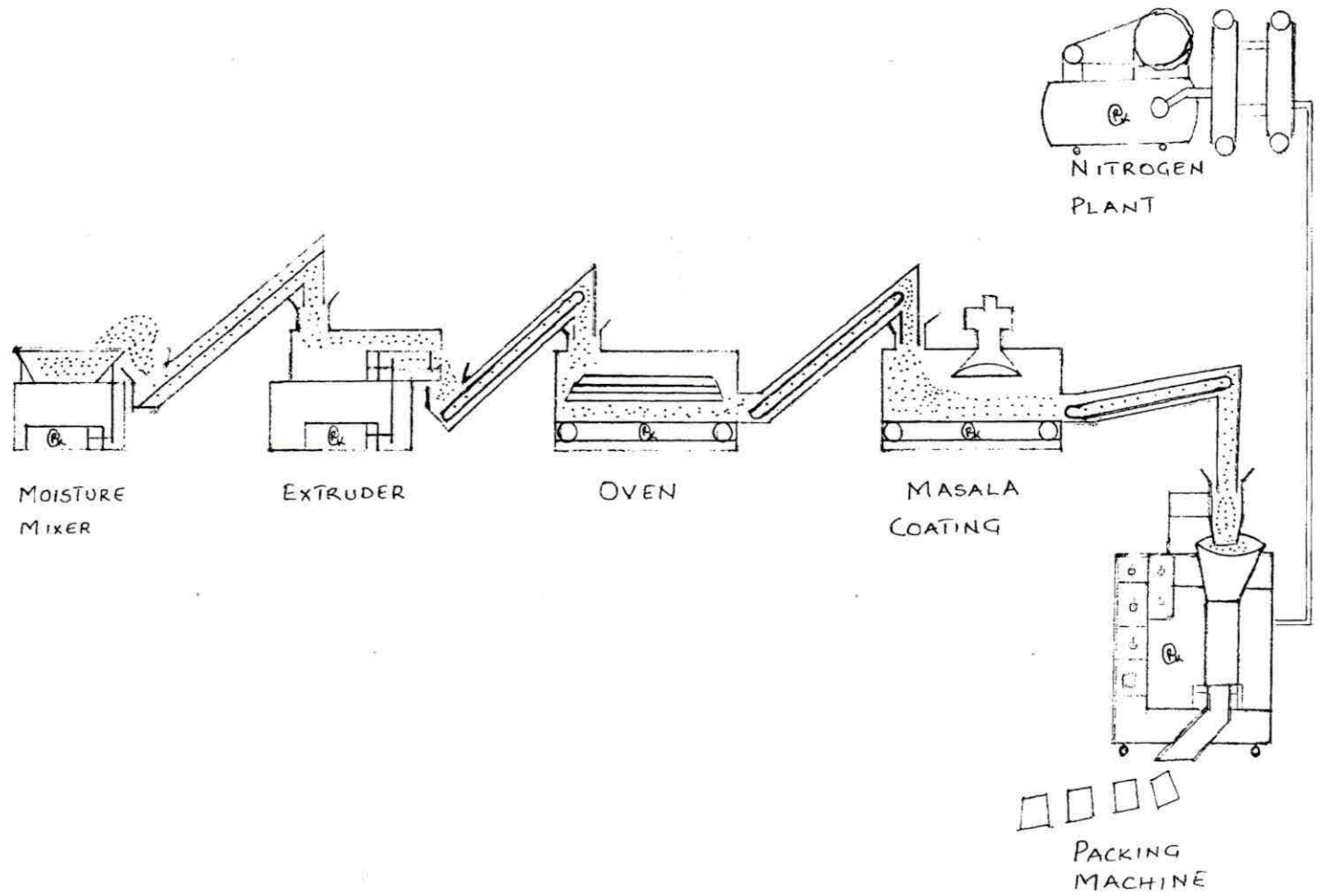
The major raw materials for production of corn chips are; maize, rice, oil, salt, flavors and water. All the materials are locally available except for seasonings (flavors) which will be imported from Nairobi, Kenya. The project is therefore, heavily depended on local raw materials which are abundantly available.

3.7 The Manufacturing Process:

The primary step in the manufacture of corn chips is the extrusion of the cornmeal mixture. Using a tapered screw, the extruder forces the mixture against the inside of the extrusion chamber, creating a shearing effect when pressure is increased. Steam jackets line the extrusion chamber to assist in cooking the meal mixture. When the cornmeal reaches the die it is hot, elastic, and viscous. The moisture is liquid under high pressure but changes to steam as it reaches lower pressure on the other side of the extrusion process. The result is that the cornmeal dough expands and puffs up as it moves through the die. Fried cheese curls differ only in that the product is fried after drying. In general, the manufacturing process for any extruded puff is relatively standard. It includes the heating of kernels of grain and then subjecting the meal to extremely high temperature and pressure. Starch in the mixture is gelatinized prior to its extrusion, and as the gelatinous mix is extruded, it is shaped and puffed.

3.7.1 Mixing:

Cornmeal is carefully chosen for use in corn chips production. The cornmeal must be of the texture so that it produces pleasant feel as it is eaten. Also, cornmeal with a low moisture content of 6 -10% is used in this process. Too much moisture in the meal will render the product soggy. Cornmeal is inspected for moisture content, placed into a mixing bin and sprayed with a fine mist of water as it is stirred. Water poured directly into the meal will result in gluten formation, uneven distribution of moisture, and clumping of wet grain. When the desired consistency is achieved, the mixture is immediately extruded. Holding the mixture too long often results in additional water absorption and the mixture cannot be used. If the cornmeal slurry cannot be used immediately, it must be stored in an airtight container.



3.3 Project Investment & Financing Plan:

The project investment costs and financing plant are estimated at Tshs. 795.9 Million consisting of Tshs. 172.2 Million being amount invested and Tshs. 623.7 Million as additional investments required to complete the project as summarized below;-

		Tshs.'000		
Investments:	Equity	Loans	Total	
1. Land and Building	194,000	400,000	594,000	
2. Machinery & Equipment	107,156	0	107,156	
3. Furniture & Fittings	4,500	0	4,500	
4. Motor Vehicles	86,400	0	86,400	
5. Office Equipment	<u>3,800</u>	<u>0</u>	<u>3,800</u>	
TOTAL CAPITAL COSTS	395,856	400,000	795,856	
6. Working Capital	<u>-</u>	<u>10,000</u>	<u>10,000</u>	
7. TOTAL INVESTMENT	395,856	410,000	805,856	

3.4 Utilities Requirements:

The location is well served with electricity from Tanesco Grid Line and water from the City water supply system. It is also well served with all other basic economic infrastructure.

3.5 Plant Capacity and Layout:

The proposed plant has the capacity to process **80 kgs** of raw materials for production of **corn chips per hour**. At a yield rate of 80%, this translates into 64 kgs of corn chips per hour or 512 kgs per day based on 8 hours working shift per day. The plant will consist of the following machinery and equipment;

- Moisture Mixer
- Extruder
- Oven
- Masala Coating Equipment
- Nitrogen Plant
- Packing Machine.

The plant layout is as given in exhibit I below;

(b) **Jefferies Hotel Ltd.**

	2007	2006
Rental Income (Tshs.000')	44,400	42,000
Operating Expenses	25,892	25,507
Net Profit for the Year	18,507	16,494

Source: Audited Business Accounts.

3.0 TECHNICAL ANALYSIS.

3.1 Location:

The project is located on Plot Nos. 536 and 537 at Nyamhongolo, a new industrial service area of Mwanza City about 14 Kilometers from Mwanza City Centre. The plot area covers a total of 5,921 Square Meters which is quite adequate to accommodate the proposed plant including further expansion plans. The location is quite ideal since it is along the Mwanza – Musoma – Nairobi Highway. It is easily accessible for all commercial purposes whether for procurement of raw materials or distribution of the final products. All other basic economic infrastructure is easily available including water, electricity and telecommunication services. The industrial Plot is owned by Mr Rizwan Kanji under Sixty Six (66) years lease terms effective from 28/08/2007.

3.2 The Product:

Corn chips, sometimes referred to as corn curls or cheese puffs, are a popular snack food consumed mostly in urban centre. These crispy cheese snacks are formed from cornmeal, water, oil, and flavored coatings. Cheese curls are an extruded snack, meaning they are cooked, pressurized, and pushed out of a die that forms the particular snack shape. They are then baked or fried, depending on the product then flavored with oil and seasonings. The products consumed in the market today are either extruded corn snacks that are ball-shaped, curly, straight, or irregularly shaped depending on the shape of the die. Flavorings added after baking or frying varies greatly. Different brands have distinctive flavors. These snacks are extremely popular with children. The corn chips industry packages them so that they are an easy choice to drop into school lunches.

2.2 The Business Proposal:

M/S Raja's Deli Limited under the direction of Mr. Rizwan Kanji who is the project promoter proposes to borrow Tshs. 400 Million from a local commercial bank as term loan to finance un completed works of building and civil works for installation of machinery and storage godowns. The requirement, if availed will enable the company to implement the project to its final conclusion ready for commercial operations by April, 1st 2009.

2.3 Business Objectives:

The major objectives of the business proposal include;

2.3.1 Operational Objectives:

- To ensure that the business produces the products in good quality and at reasonable capacity so as to meet customer demand and generate the planned sales volume.
- To penetrate the market in this business, increase and sustain its market share in this line of business.

2.3.2 Financial Objectives:

- To raise the required credit facility to finance un completed works in building and civil works.
- To ensure that the liquidity position of the business remains sound to be able to meet its financial obligations without problems.
- To ensure that the business operates profitably and generates reasonable returns to the investor.

2.4 Past Business Performance:

M/S Raja's Deli Limited is a new company recently incorporated for purpose of promoting this project. It has therefore no record of past performance. However, the major shareholder Mr. Rizwan Kanji is a long established businessman operating businesses under the name of Cable Television Net Work and Jafferries Hotel Ltd which is involved in rented properties based in Mwanza City. His businesses are doing well as per audited financial statements for the last 2 years summarized below.

(a) Mwanza Satellite Cable Television Network Ltd.

	2007	2006
Income (Tshs. 000')	133,830	113,827
Operating Expenses	86,125	67,173
Net Profit for the Year	47,704	46,654

2.0 THE BUSINESS PROPOSAL:

2.1 Business Background: -

M/S RAJA'S DELI LIMITED is a private Ltd company based in Mwanza City incorporated on 13th October, 2008 by the major shareholder **Mr. Rizwan Gulam Kanji** for purpose of promoting the proposed project for corn chips production. Mr. Kanji, a local investor operates a Satellite Cable Television business for customers in Mwanza city and its surrounding suburbs. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. He now proposes to expand his business operations to include the proposed **Corn Chips production Plant** to meet the local demand for the product in Mwanza City and its surrounding areas. This product is currently being imported from Kenya and Dubai. The corn chips are a popular food snack preferred mostly by school children and for special events such as picnics and tour safaris for groups or families. The business is being promoted by Mr. Rizwan Kanji, a local private investor based in Mwanza City who is the major shareholder.

2.2 Company Objects and Ownership:

The objects for which the company is formed include the following;-

- (a) To acquire and take over as a going concern the business carried now under the name and style of RAJA'S DELI with all its assets and liabilities.
- (b) To set up modern facilities for and engage in the production, importation, exportation and distribution of processed foods, snacks confectioneries, cakes, buns, table delicacies and any other provisions, goods and all kinds of drinks and foodstuffs preparations and processing and to carry on business as bakers, ice merchants, restaurants owners and operators; and to process edible oil, flour, beverages and domestic consumables of all sorts and description.

The authorized share capital of the company is Tshs. 200,000,000/= divided into 1,000 shares of Tshs. 200,000 each. The names of the company shareholders with their respective shareholding are as given under;

	Names	No. of Shares
1.	Rizwan Kanji	400
2.	Shenur Kanji	200
3.	Shariza Kanji	100
4.	Raheel Kanji	100
5.	Rajendra Kumar Patel	100
6.	Ripal Patel	<u>100</u>
	Total	<u>1,000</u>

1.17 PROJECTED CASH FLOW:

The projected cash flow indicates a positive trend through out the 8 years projected period of operation. The net cash balance is estimated at Tshs. 116.1 Million in the first year increasing to Tshs. 148.5 Million by the second year and to over Tshs. 214.2 Million by the third and subsequent years. The cash flow has taken into account the repayment of the Tshs. 400 Million term loan in annual installments of Tshs. 80 Million equivalent to about Tshs. 6.7 million monthly installments. The business is therefore projected to have a sound liquidity position through out the projected period.

1.18 INTERNAL RATE OF RETURN:

The project registers a healthy rate of return of 45.6% as compared to the assumed cost of capital of 16% for the term loan. As such, the project is able to service its loans comfortably and is similarly able to withstand unforeseen risks that may arise during the duration of the bank loan.

1.19 COLLATERAL SECURITY:

The assumed loans are to be secured by the business assets on Plot No. 536 & 537 Block "B" Nyamhongolo, Igoma, Mwanza City. The project promoter is a competent and experienced businessman capable of managing the business well, to ensure that the bank loans are repaid on schedule.

1.20 CONCLUSIONS:

Based on the technical and financial analysis carried out in this report, the business proposal by Mr. Rizwan Kanji to borrow Tshs. 400 Million as term loan and working capital of Tshs. 10 Million from a local commercial bank is technically feasible and commercially sound.

1.21 RECOMMENDATION:

In view of the above, it is recommended that the M/S Raja's Deli Limited be supported by way of term loan of Tshs. 400 Million to finance capital investments for the proposed plant and working capital requirement of Tshs. 10 Million at the opportune time.

===== & =====

1.13 MARKETING, COMPETITION AND DISTRIBUTION:

The product to be produced at the factory is not new to the market. It will however be locally produced for the first time in Mwanza, Tanzania. At present, the same is being imported from Kenya and Dubai and distributed through existing super markets and retail stores in Mwanza City. The management will therefore ensure that the product produced has the right quality and taste, selling at a competitive price as compared to the corn chips currently being imported from Kenya. Distribution of the product will be done by the company using available distribution channels in supermarkets and retail stores.

1.14 ORGANIZATION AND MANAGEMENT:

The business organization structure will consist of three Departments i.e. Production, Marketing/Sales and the Accounts /Administration Departments. These departments will be headed by Departmental Managers reporting directly to General Manager who will be reporting directly to the Managing Director Mr. Rizwan Kanji. The Managing Director will be the chief authority for over all company policy and guidelines since he has major stake in the business. The General Manager with the assistance of Departmental Managers will over see the day to day operations of the business. All required staff will be recruited from the open labor market based on qualification, experience and competence.

1.15 WORKING CAPITAL REQUIREMENT:

The business will need working capital financing of up to Tshs. 10 Million. This is to enable the business to purchase adequate raw materials for production of corn chips at 50% capacity utilization for the first year. The requirement is proposed to be sourced as overdraft facility from Local Commercial Bank Mwanza Branch at the opportune time.

1.16 PROJECTED INCOME STATEMENT:

Based on assumptions used in the financial evaluation of this project, the business is a profitable venture. It is projected to generate total sales volume of Tshs. 611.8 Million for the first year increasing to Tshs. 856.5 Million by the third and subsequent years. The Net Profit after Tax is projected at Tshs. 172.7 Million for the first year increasing to Tshs. 200.1 Million by the second year and to over Tshs. 265.9 Million by the third and subsequent years. The projected profits are based on production level of 50% capacity utilization for the first year, 60% and 70% for the second and third years respectively.

1.9 PRODUCTION PLAN:

The project has however been assumed to operate at 50% capacity for the first year increasing to 60% by the second year and to 70% by the third and subsequent years. Based on this assumption, production of corn chips is therefore projected are as follows; -

Year	Kgs	Gms	Tshs. '000
			Sales
1	61,440	61,440,000	611,840
2	73,728	73,728,000	734,208
3 - 8	86,016	86,016,000	856,576

1.10 RAW MATERIALS:

The major raw materials for production of corn chips are; maize, rice, oil, salt, flavors and water. All the materials are locally available except for seasonings (flavors) which will be imported from Nairobi, Kenya. The project is therefore, heavily depended on local raw materials which are abundantly available.

1.11 THE PROJECT PROMOTER:

The project is being promoted by M/S Raja's Deli Limited a Private Ltd company whose major shareholder is Mr. Rizwan Kanji, a local investor with vast experience in managing businesses. Mr. Kanji is based in Mwanza city operating a Cable Television Networks business serving customers in Mwanza City and its suburbs for the last 28 years. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. He is resourceful local investor with adequate capital to contribute towards additional equity financing required to complete the project. Past records of his business show a healthy financial position for all businesses he operates at present.

1.12 THE MARKET PERSPECTIVE:

Corn chips are a common and preferred, snack food for school children since the food is tasty, healthy and easy to carry particularly for school children. The market however also includes individual households particularly in urban centers and group events such as camping, tour safaris etc. Mwanza City is the second commercial and industrial centre of Tanzania. The urban population including school children is quite big growing at a rate of 11.5% per annum as per the 2002 National Population Census. Prospects in the growth of the market demand for the product is therefore quite promising given the fact that the city's urban population continues to grow with increasing economic activities in the city.

1.5 PROJECT INVESTMENT COSTS:

The project capital investment costs are estimated at Tshs. 795.9 Million consisting of Tshs. 594 Million for building and civil works and Tshs. 107.2 Million for machinery and equipment. Tshs. 8.3 Million for furniture and equipment and the balance of Tshs. 86.4 Million is for motor vehicles. The estimated costs for building and civil works are based on the Bills of Quantities for the works as prepared by the Architect. The costs for machinery and equipment are based on actual invoice price as paid for by the project promoter since most of the machinery and equipment has already been imported and is already in Mwanza awaiting installation.

1.6 PROJECT FINANCIAL PLAN:

The Capital investment Costs have been assumed to be financed through a combination of equity and term loan financing. A total of Tshs. 172.2 Million has so far been invested by the project promoter into the project. The amount has mainly been invested in building and civil works, importation of the required machinery and equipment A total of Tshs. 623.7 Million is required as additional funding which is proposed to be mobilized as term loan of Tshs. 400 Million from Local commercial Banks and Tshs. 223.7 Million as additional equity injection by the project promoter.

1.7 PROJECT IMPLEMENTATION:

The project is already being implemented by the promoter. Construction of the factory buildings and godowns for storage of raw materials and final products is already going on. The value of implemented works in building and civil works is Tshs 172.2 Million with un-executed works estimated at Tshs. 623.7 Million. Almost all the machinery and equipment required has been imported and is already in Mwanza. Implementation of the remaining works has at the moment been suspended pending full mobilization of the required funding to complete the project. Assuming that the required funding is firmed up by end of October, 2008, implementation of the remaining works is estimated to take six (6) months. The plant should therefore be ready for commercial operations by May, 1st 2009.

1.8 PLANT CAPACITY:

The proposed plant has the capacity to process **80 kgs.** of raw materials for production of **corn chips per hour.** At a yield rate of 80%; this translates into 64 kgs of corn chips per hour or 512 kgs per day based on 8 hours working shift per day. Planned future production will include; Kurkure, papad, corn flakes banana, cassava and potatoes crisps.

RAJA'S DELI LIMITED

PROPOSED CORN CHIPS PRODUCTION PLANT

FEASIBILITY STUDY REPORT

EXECUTIVE SUMMARY.

1.1 INTRODUCTORY REMARKS:

M/S RAJA'S DELI LIMITED is a private company based in Mwanza City incorporated on 13th October, 2008 by the Managing Director **Mr. Rizwan Gulam Kanji** for purpose of promoting the proposed project for corn chips production. Mr. Kanji operates a Satellite Cable Television business for customers in Mwanza city and its surrounding suburbs. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. Mr. Kanji proposes to expand his business operations to include the proposed **Corn Chips production Plant** to meet the local demand for the product in Mwanza City. This product is currently being imported from Kenya and Dubai in the Middle East.

1.2 THE PRODUCT:

The proposed project is in the food manufacturing business that will produce **Corn Chips** sometimes referred to as **Corn Curls or Cheese Puffs**, a **popular snack food**. These crispy cheese snacks are formed from cornmeal, water, oil and flavored coatings. The snacks are extremely popular snacks with children. The product packaging is easy and safe making it an easy choice for school children luncheon.

1.3 PRODUCT DESCRIPTION:

Corn chips are an extended snack, which are cooked, pressurized and pushed out of a die through extruder that forms the particular snack shape. They are then baked or fried, depending on the product and then flavored with oil and seasonings. The product may therefore be ball shaped, curly, and straight or irregular shaped depending on the shape of the die. Flavorings added after baking or frying varies greatly and different brands have distinctive flavors. The major raw materials for its production are maize, rice, oil, salt, water and flavors.

1.4 LOCATION AND SITE:

The proposed project is located on Plot Nos. 536 and 537 Nyamhongolo, a new industrial service area of Mwanza City, which is about 14 kilometers from the City Centre. The location is quite ideal, since it is along the Mwanza – Musoma – Nairobi Highway. It is easily accessible for all commercial purposes whether for procurement of raw materials or distribution of the final products. All other basic economic infrastructure is easily available including water, electricity and telecommunication services. The industrial Plot is owned by Mr Rizwan Kanji under Sixty Six (66) years lease terms effective from 28/08/2007.

RAJA'S DELI LIMITED

PROPOSED CORN CHIPS PRODUCTION PLANT

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RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
NYAMHONGOLO INDUSTRIAL AREA
MWANZA CITY.

FEASIBILITY STUDY REPORT
FOR
INVESTMENT FINANCING

PROMOTOR:
RIZWAN GULAM KANJI
MANAGING DIRECTOR
RAJA'S DELI LIMITED
P. O. BOX 647
MWANZA, Tanzania.

Consultant:
Equities Consult Limited
Investments & Stock Brokerage Agent
Liberty Street, Ibadhi Mosque Bldg.
P. O. Box 11885,
MWANZA
Tel: 028 - 2540179

October, 2008

2.	Shenur Kanji Plot No: 111/112 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	200	<i>Shenur Kanji</i>
3.	Sinariza Kanji Plot No: 111/112 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	100	<i>S.P. Kanji</i>
4.	Raheel Kanji Plot No: 111/112 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	100	<i>R. Kanji</i>
5.	Rajendra Kumar Patel Plot No: 98 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	100	<i>Rajendra B. Patel</i>
6.	Ripal Patel Plot No: 98 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	100	<i>Ripal Patel.</i>

Dated this 3 day of October 2008.

WITNESS to the above Signatures:

Name *State Attorney*

Signature *[Signature]*

Postal Address: *331 Mwanza*


Qualification: *STATE ATTORNEY*



57. No number shall (as such) have right of inspecting any accounting records or other book or document of the company except as conferred by statute or authorized by the directories or by ordinary resolution of the company.
58. The directors shall from time to time in accordance with sections 153, 155 and 150 of the Act, cause to be prepared and to be laid before the company in general meeting, such profit and loss accounts, balance sheets, group accounts (if any) and reports as are referred to in those sections.
59. In accordance with section 164 of the Act, the copy of the company's annual accounts to be laid before the company in general meeting together with a copy of the directors' report and the auditors shall not less than twenty – one days before the date of the meeting be sent to every member of, and every holder of debentures of, the company. Provided that this regulation shall not require a copy of those documents to be sent to any person of whose address the company is not aware or to more than one of the joint holders of any debentures.

AUDIT

60. Auditors shall be appointed and their duties regulated in accordance with sections 170 to 179 of the Act.
61. Any notice to be given to or by any person pursuant to the articles shall be in writing except that a notice calling a meeting of directors need not be in writing. The company may give any notice to a member either personally or by sending it by post in a prepared envelope addressed to the member at his registered address, or by leaving it at that address. Where a notice is sent by post, service of the notice shall be deemed to be effected by properly addressing, prepaying, and posting a letter containing the notice, and to have been effected at the expiration of seventy – two hours after the letter containing the same was posted. A member whose registered address is not within the Tanzania and who gives to the company an address within the Tanzania at which notices may be given him shall be entitled to have notices given to him at that address, but otherwise no such member shall be entitled to receive any notice from the company.

S/No:	Name, Postal Address and Occupation of Subscribers	Number of Shares Taken by Each Subscriber	Signature and Seal/Rubber Stamp of Subscribers
1.	Rizwan Kanji Plot No: 111/112 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	400	

50. All act done by a meeting of the directors or of a committee of directors or by a person acting as a director shall, notwithstanding that it be afterwards discovered that there was some defect in the appointment of any such director, or that any of them were disqualified from holding office, or had vacated office, or were not entitled to vote, be as valid as if every such person had been duly appointed and was qualified and had continued to be a director and was entitled to vote.

51. A resolution in writing signed by all the directors entitled to receive notice of a meeting of the directors, or of a committee of directors, shall be as valid and effectual as if it had been passed at a meeting of the directors or {as the case may be} a committee of directors duly convened and held, and may consist of several documents in the like form each signed by one or more directors.

SECRETARY

52. The Secretary shall be appointed by the directors for such term, at such remuneration and upon such conditions as they may think fit: and any secretary so appointed may be removed by them.

53. A provisions of the Act or these articles requiring or authorizing a thing to be done by or to a director and the secretary shall not be satisfied by its being done by or to the same person acting both as director and as, or in place of, the secretary.

THE SEAL

54. The seal shall only be used by the authority of the directors or of a committee of the directors authorized by the directors. The directors may determine who shall sign any instrument to which the seal is affixed and unless otherwise so determined it shall be signed by a director and by the secretary or by a second director.

55. The directors shall cause proper books of account to be kept with respect to:-

- a. all sums of money received and expended by the company and the matters in respect to which the receipt and expenditure takes place;
- b. all sales and purchase of goods by the company; and
- c. the assets and liabilities of the company.

Property books shall not be deemed to be kept if there are not kept such books of account as are necessary to give a true and air view of the state of the company's affairs and to explain its transactions.

56. The books of account shall be kept at the registered officer of the company, or subject to section 151 (4) of the Act, at such other place or places as the directors think fit, and shall always be open to the inspection of the directors.

of directors shall not at anytime exceed the number fixed by or in accordance with these articles. Any director so appointed shall hold office only until the next following annual general meeting, and shall then be eligible for re – election.

43. The company may by ordinary resolution, of which special notice had been given in accordance with section 144 of the Act, remove any director before the expiration of his period of office notwithstanding anything in the article or any agreement between the company and such director. Such removal shall be without prejudice to any claim such director may have for damages for breach of any contract of service between him and the company.
44. The company may by ordinary resolution appoint another person in place of a director removed from office under the immediately preceding article. Without prejudice to the powers of the directors under article 40 the company in general meeting may appoint any person to be a director either to fill a vacancy or as an additional director.
45. Subject to the provisions of the articles, the directors may regulate their meetings as they think fit. Questions arising at a meeting shall be decided by a majority of votes. In case of an equality of votes, the chairman shall have a second or casting vote. A director may, and the secretary at the request of a director shall, call a meeting of the directors. It shall not be necessary to give notice of a meeting of directors to any directors who are absent from Tanzania.
46. The quorum necessary for the transaction of the business of the directors may be fixed by the directors and unless so fixed shall be two.
47. The continuing directors may act notwithstanding any vacancy but, if and so long as their number is reduced below the number fixed by or pursuant to the articles of the act for the purpose of increasing the number of directors to that number, or summoning a general meeting of the company, but for no other purpose.
48. The directors may appoint one of their numbers to be the chairman of the board of directors and determine the period of which he is to hold office. Unless he is unwilling to do so, the director so appointed shall preside at every meeting of directors at which he is present. But if no such chairman is appointed, or if he is unwilling to preside, or if at any meeting the chairman is not present within five minutes after the time appointed for holding the same, the directors present may choose one of their number to be chairman of the meeting.
49. The directors may delegate any of their powers to any committee consisting of one or more directors; any committees so formed shall in the exercise of the powers so to any such regulations, the proceedings of a committee with two or more members shall be governed by the articles regulating the proceedings of directors so far as they are capable of applying.

exercise all the powers of the company, shall manage the business of the company. No alteration of the memorandum or articles and no such directions shall invalidate any prior act of the directors, which would otherwise have been valid. The powers given by this article shall not be limited by any special power given to the directors by the articles and a meeting of directors at which a quorum is present may exercise all powers exercisable by the directors.

37. The directors may by power of attorney appoint any person to be the attorney or agent of the company for such purposes and on such conditions as they determine, including authority for the attorney or agent to delegate all or any of his powers.
38. All cheques, promissory notes, drafts, bills of exchange and other negotiable instruments, and all receipts for moneys paid to the company, shall be signed, drawn, accepted, endorsed, or otherwise executed, as they case may be, in such manner as the directors shall from time to time by resolution determine.
39. The directors shall cause minutes to be made in books provided for the purpose:-
 - a. of all appointments of officers made by the directors;
 - b. of the names of the directors present at each meeting of the directors and of any committees of the directors;
 - c. of all resolutions and proceedings at all meetings of the company, and of the directors, and of committees of directors.

DISQUALIFICATION OF DIRECTORS

40. The office of director shall be vacated if the directors:-
 - a. Without the consent of the company in general meeting holds any other office of profit under the company; or
 - b. Becomes bankrupt or makes any arrangement or composition with his creditors generally; or
 - c. Cases to be a director by virtue of any provision of the Act or becomes prohibited by law from being a director; or
 - d. Becomes of unsound mind; or
 - e. Resigns his office by notice in writing to the company; or
 - f. Is directly or indirectly interested in any contract with the company and fails to declare the nature of his interest in manner required by the Act.

A director shall not vote in respect of any contract in which he is interested or any matter arising thereat, and if he does so vote shall not be counted.

41. The company may by ordinary resolution appoint a person who is willing to act as director to fill a vacancy or be an additional director.
42. The directors may appoint a person who is to act to be a director, either to fill a vacancy or as an additional director, but so that the total number

30. A vote given in accordance with the terms of an instrument of proxy, or poll demanded by proxy, or by the duly authorized representative of a corporation shall be valid notwithstanding the previous determination of the authority of the person voting or demanding a poll unless notice of the determination was received by the company at its registered office (or at such other place at which the instrument of proxy was duly deposited) before the commencement of the meeting or adjourned meeting at which the proxy is used.

CORPORATIONS ACTING BY REPRESENTATION AT MEETINGS

31. Any corporation which is a member of the company may by resolution of its directors or other governing body authorize such person as it thinks fit to act as its representative at any meeting of the company, and the person so authorized shall be entitled to exercise the same powers on behalf of the corporation which he represents as that corporation could exercise if it were an individual member of the company.

DIRECTORS

32. The Number of the directors and the names of the first directors shall be determined in writing by the subscribers of the Memorandum of Association or a majority of them. Unless and until otherwise determined by ordinary resolution, the number of directors shall not be subject to any maximum but shall be not less than two.

33. The following persons shall be first Directors to the company:-

1. Rizwan Kanji
2. Shenur Kanji
3. Rajendra Kumar Patel

34. The remuneration of the directors shall from time to time be determined by the Company in general meeting. Such remuneration shall be deemed to accrue from day to day. The directors shall also be paid all traveling, hotel and other expenses properly incurred by them in attending and returning from meetings of the directors or any committee of the directors or general meetings of the company or in connection with the business of the company.

BORROWING POWERS

35. The director may exercise all the powers of the company to borrow money, and to mortgage or charge its undertaking and property, or any part thereof, and to issue debentures, debenture stock and other securities, whether outright or as security for any debt, liability or obligation of the company or any third party.

POWERS AND DUTIES OF DIRECTORS

36. Subject to the provisions of the Act, the memorandum and the articles and to any directions given by special resolution, the directors, who may

officer or attorney duly authorized. A proxy need not be a member of the company.

26. The instrument appointing a proxy and the power of attorney or other authority, if any, under which it is signed or a notarially certified copy of that power or authority shall be deposited at the registered office of the company or at such other place within the Territory as is specified for that purpose in the notice convening the meeting, not less than 48 hours before the time for holding the meeting of adjourned meeting at which the person named in the instrument proposes to vote, or, in the case of a poll, not less than 24 hours before the time appointed for the taking of the poll, and in default the instrument of proxy shall not be treated as valid.

27. An instrument appointing a proxy shall be in the following form or a form as near hereto as circumstances admit:-

“ Limited
I/We of, being a member/
members of the above – named company, hereby appoint
....., of or
failing him of, as my/our proxy
to vote for me/us on my/or behalf at the {annual or extraordinary, as
the case maybe} general meeting of the company to be held on the
.....day of200....., and at any adjournment
thereof.

Signed this day of20.....”

28. Where it is desired to afford members an opportunity of voting for or against a resolution the instrument appointing a proxy shall be in the following form or a form as near thereto as circumstances admit:-

“ Limited.
I/We of Being a member/members of
the above named company, hereby appoint of of
..... or failing him of, as my/our proxy
to vote for me/us on my/our behalf at the {annual or extraordinary, as
the case may be} general meeting of the company to be held on the
.....day of.....200....., and at any adjournment
thereof.

Signed thisday of.....200

This form is to be used* in favour of/against the resolution. Unless otherwise instructed, the proxy will vote as he thinks fit.

*Strike out which ever is not desire”

29. The instrument appointing a proxy shall be deemed to confer authority to demand or join in demanding a poll.

exception of declaring a dividend, the consideration of the accounts, balance sheets, and the reports of the directors and auditors, the election in the place of those retiring and the appointment of, and the fixing of the remuneration of the auditors.

11. No business shall be transacted at any general meeting unless a quorum of members is present at the time when the meeting proceeds to business; four persons, entitled to vote on the business to be transacted, each being a member or a proxy for a member or a duly authorized representative of a corporation, shall be a quorum.
12. If within half an hour from the time appointed for the meeting quorum is not present, or if during the course of a meeting a quorum is not present, the meeting shall stand adjourned to the same day in the next week, at the same time and place, or to such other day and at such other time and place as the directors may determine.
13. The Chairman, if any, of the board of directors or in his absence some other director nominated by the directors shall preside as chairman of the general meeting, but if neither the chairman nor such other director (if any) be present within fifteen minutes after the time appointed for the holding of the meeting and willing to act, the directors present shall elect one of their number to be chairman of the meeting and, if there is only one director and willing to act, he shall be chairman.
14. If at any meeting no director is willing to act as chairman or if no director is present within fifteen minutes after the time appointed for holding the meeting, the members present shall choose one of their number to be a chairman of the meeting.
15. The Chairman may, with the consent of any meeting at which a quorum is present (and shall if so directed by the meeting), adjourn the meeting from time to time and from place to place, but no business shall be transacted at any adjourned meeting other than the business which might properly have been transacted at the meeting had the adjournment not taken place. When a meeting is adjourned for fourteen days or more, at least seven clear days notice of the adjourned meeting shall be given specifying the time and place of the meeting and the general nature of the business to be transacted. Save as aforesaid it shall not be necessary to give any notice of an adjournment or of the business to be transacted at an adjourned meeting.
16. At any general meeting a resolution put to the vote of the meeting shall be decided on a show of hands unless a poll is (before or on the declaration of the result of the show of hands) so demanded:-
 - a. by the chairman; or
 - b. by at least (four) members present in person or by proxy; or
 - c. by any member or members present in person or by proxy and representing not less than one – tenth of the total voting rights of all the members having the right to vote at the meeting.

4. The Company shall in each year hold a general meeting as its annual general meeting in addition to any other meetings in that year, and shall specify the meeting as such in the notice calling it; and not more than fifteen months shall elapse between the date of one annual general meeting of the company and that of the next.

Provided that so long as the company holds its first annual general meeting within eighteen months of its incorporation, it need not hold it in the year of its incorporation or in the following year. The annual general meeting shall be held at such time and place, as the directors shall appoint.

5. All general meetings other than annual general meetings shall be called extraordinary general meetings.
6. The directors may, whenever they think fit, convene an extraordinary general meeting, and extraordinary general meetings shall also be convened on such requisition, or in default, may be convened by such requisitionists, as provided by section 133 of the Act. If at any time there are not within the Tanzania sufficient directors capable of acting to form a quorum, any director or any two members of the company may convene an extraordinary general meeting in the same manner as nearly as possible as that in which meeting may be convened by the directors.

NOTICE OF GENERAL MEETINGS

7. Every general meeting shall be called by twenty-one clear days' notice in writing at the least. The notice shall specify the place, the day and hour of meeting and, in case of special business, the general nature of that business:

Provided that a meeting of the company shall, notwithstanding that it is called by shorter notice than that specified in this article be deemed to have been duly called if it so agreed:-

- a. in the case of a meeting called as the annual general meeting, by all the members entitled to attend and vote thereat; and
 - b. in the case of any other meeting, by a majority in number of the members having a right to attend and vote at the meeting, being a majority together representation not less than ninety – five percent of the total voting rights at that meeting of all the members.
8. Subject to the provisions of the articles, the notice shall be given to all the members, to all persons entitled to a share in consequence of the death or bankruptcy of a member and to the directors and auditors. The accidental omission to give notice of a meeting to, or the non receipt to notice of a meeting by, any person entitled to receive notice shall not invalidate the proceedings at that meeting.

9. PROCEEDINGS AT GENERAL MEETINGS

10. All business shall be deemed special that is transacted at an extraordinary general meeting, and also all that is transacted at an annual general meeting, with the

3.	Shariza Kanji Plot No: 111/112 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	100	S.R. Kanji
4.	Raheel Kanji Plot No: 111/112 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	100	Raheel Kanji
5.	Rajendra Kumar Patel Plot No: 98 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	100	Rajendra Patel
6.	Ripal Patel Plot No: 98 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	100	Ripal Patel.

Dated this... 3 ... day of October ... 2008.

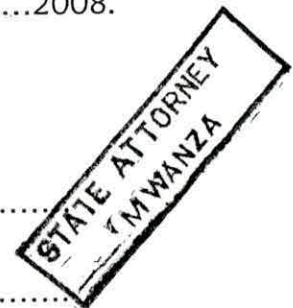
WITNESS to the above Signatures:

Name ... S.R. Kanji ...

Signature ... [Handwritten Signature] ...

Postal Address: ... 331 Mwanza ...

Qualification: ... STATE ATTORNEY ...



"Person" shall include any company as well as any other legal or natural person,

"Securities" shall include any fully, partly or nil paid or no par value share, stock, unit, debenture, debenture or loan stock, deposit receipt, bill, note, warrant, coupon, right to subscribe or convert, or similar right or obligation,



"And" and "or" shall mean "and/or" where the context so permits,

"Other" and "otherwise" shall not be construed *eiusdem generis* where a wider construction is possible.

The objects specified in the different paragraphs of this clause shall not, except where the context expressly so requires, be in any way limited or restricted by reference to or inference from the terms of any other paragraph or the name of the Company or the nature of any business carried on by the Company, but may be carried out in as full and ample a manner and shall be construed in as wide a sense as if each of the said paragraph defined the objects of a separate, distinct and independent company.

4. The liability of the members is limited.
5. The share capital of the company is Tshs 200,000,000/= (Shillings Two Hundred Million) divided into 1,000 (One Thousand) equity shares of Tshs 200,000/= (Two Hundred Thousand) each, and the Company shall have the power to divide the original or any increased capital into several classes, and to attach thereto any preferential, deferred, qualified or other special rights, privileges, restrictions or conditions.

We, the several persons whose names and addresses are subscribed, are desirous of being formed into a company, in pursuance of the Memorandum of Association, and we respectively agree to take the number of shares in the capital of the company set opposite our respective names:

S/No:	Name, Postal Address and Occupation of Subscribers	Number of Shares Taken by Each Subscriber	Signature and Seal/Rubber Stamp of Subscribers
1.	Rizwan Kanji Plot No: 111/112 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	400	
2.	Shenur Kanji Plot No: 111/112 Block 'S' Nkomo Street, Nyamagana P.O. Box 647 Mwanza	200	

stock, perpetual or otherwise, charged upon all or any of the company's property (both present and future) including its uncalled capital, and to purchase, redeem or pay off any such securities.

- (rr) To amalgamate with any other company having objects altogether or in part similar to those of the company.
- (ss) To remunerate any person or company for services rendered or to be rendered, in placing or assisting to place or guaranteeing and placing of any of the shares in the company's capital or any debenture stock or other securities of the company, or in or about the formation or promotion of the company or the conduct of its business.
- (tt) To draw, make, accept, endorse, discount, execute and issue promissory notes, bills of lading, warrants, debentures and other negotiable or transferable instruments.
- (uu) To sell or dispose of the undertaking of the company or any part thereof for such consideration as the company may think fit, and in particular for shares, debentures or securities of any other company having objects altogether or in part similar to those of this company.
- (vv) To obtain any provisions order, Ordinance or Act of Parliament for enabling the company to carry on any of its objects into effect or for effecting any modification of the company's constitution, or for any proceedings or applications which may seem expedient, and to oppose any proceedings or applications which may seem calculated, directly or indirectly, to prejudice the company's interest.
- (ww) To distribute any of the property of the company among the members in specie.
- (xx) Pursue as a matter of priority investments that are geared to exporting or the generation of foreign currency along with investments that have activities within Tanzania, and pursue establishing an investment presence in East African Countries and other African countries as a basis for global growth with Tanzania being the home base of the company.
- (yy) To do all or any of the above things in any part of the world and as principals, managing agents, agents, contractors, trustees, or otherwise, and by or through trustees, managing agents, or otherwise, and either alone or in conjunction with others.
- (zz) To do all such other things as are incidental or conducive to the attainment of the above objects.

And it is hereby declared that "company" in this clause, except where used in reference to this Company, shall include any partnership or other body of persons, whether incorporated or not incorporated, and wherever formed, incorporated, domiciled or resident.

- (ii) To apply for, purchase or otherwise acquire, any patents brevets d'invention, licences, concessions and the like, conferring any exclusive or non-exclusive or limited right to use, or any secret or other information as to an invention which may seem capable of being used for any of the purposes of the company or the acquisition of which may seem calculated directly or indirectly to benefit the company, and to use, exercise, develop, grant licenses in respect of, or otherwise turn to account, the property, rights or information so acquired.
- (jj) To enter into partnership or into any arrangement for sharing profits, union or interests, co-operation, joint venture, reciprocal concession or otherwise, with any person or company carrying on or engage in any business or transaction which this company is authorised to carry on or engaged in, or any business or transaction capable of being conducted so as directly or indirectly to benefit this company.
- (kk) To guarantee the repayment of money by and the contracts of, or otherwise assist, any person, firm or company, and to take or otherwise acquire shares and securities of any such company and to sell, hold, reissue, with or without guarantee, or otherwise deal with the same.
- (ll) To take, or otherwise acquire and hold shares in any other company having objects altogether or in part similar to those of this company, or any business capable of being conducted so as directly or indirectly to benefit this company.
- (mm) To enter into any arrangements with any Governments or authorities, supreme, municipal, local or otherwise, that may seem conducive to the company's objects or any of them, and to obtain from any such Government or authority, any rights, privileges and concessions which the company may think it is desirable to obtain and to carry out, exercise and comply with any such arrangements, rights, privileges and concessions.
- (nn) To promote any company or companies for the purpose of acquiring all or any of the property, rights and liabilities of the company, or for any other purpose, which may seem directly or indirectly calculated to benefit this company.
- (oo) To invest the money of the company not immediately required in such manner as may from time to time be determined.
- (pp) To lend money to such persons or companies and on such terms as may seem expedient, and in particular to customers and others having dealings with the company, or contracts by any persons, firms or companies.
- (qq) To borrow or raise or secure the payment of money in such manner as the company shall think fit, and in particular by the by mortgaging Company property or issue of debentures or debenture

wire drawing, barbed wire, weld mesh, pipes and fittings, tubular pipes, welding rods, and all kinds of metallurgical products.

- (bb) To carry on business as importers and exporters as sales agents and dealers in all kinds, makes and descriptions of motor vehicles including but not limited to saloon cars, four wheel drive vehicles, pick ups, heavy duty trucks, buses, lorries, tractors, caterpillars, cranes and all sorts of transportation equipment, transporters, road haulage specialists, container operators, freight chatters and general cargo dealers as well as conducting the business of clearing and forwarding agents, and for that purpose acquire or lease bonded warehouses.
- (n) To carry on the business of importation, assembling, installations, repairing, distribute and supply equipment for routing of telephone calls to the cheapest network, otherwise known as Least Cost Routing, and supervise, manage and market the least cost telephone routing business as well as providing on the job training and establishing training centres for the same.
- (cc) To carry on business as importers, dealers, sellers, distributors and suppliers of telephones, cellular phones office equipment and similar electronic products; and parts for telephone, cellular phone, office equipment and similar electronic products, and to carry out repairs and services for such products.
- (dd) To carry on the business of or art printers, colour printers, copper plate printers, lithographic printers, offset printers, photographers, artists, designers, and draughtsman and as roll-form and automatic printers, cheque printers, trade printers and of printers generally and graphics and silk screen of all types of newspaper, magazine, periodical and journal proprietors, press agents, news agents, journalists, literacy, dramatic and music critics.
- (ee) To manufacture, build, buy, sell and deal in goods, wares, tools and merchandise of every nature, kind and description whatsoever.
- (ff) To develop the resources and turn to account the lands, buildings and rights for the time being of the company in such manner as the company may think fit and may divide the land of the company into smallholdings.
- (gg) To carry on any other business (whether manufacturing or otherwise) which may seem to the company capable of being conveniently carried on in connection with the above, or calculated directly or indirectly to enhance the value of or render profitable any of the company's property or rights.
- (hh) To acquire and undertake the whole, or any part of the business property and liabilities of any person or company carrying on any business which the company is authorised to carry on, or possessed of property suitable for the purposes of the company.

- (s) To carry on business of electronic engineering, communication engineering, communication equipment including satellite communication, wireless loop, internet services, cable television providers and any other form of communication, navigation equipment engineering and data processing engineering and to offer to any person, firm or entity for consulting services relating to these business for fee.
- (t) To carry on the business of production and distribution of audiovisual materials, television and radio programmes; fiction, documentary and information films, videos and cinemas and engage in training, support and consultancy services to the film and television industry as a whole; and to manage and promote the business of media including but not limited to radio and television broadcasting, professional advertisement and act as advertisement and publicity agents of all kinds and descriptions.
- (u) To carry on business of music recording, audio plays, recording of live events, and audio engineering facilities
- (v) To carry on business as owner and manager of radio stations and television networks and programmes thereto related in the United Republic of Tanzania and elsewhere.
- (w) To carry on the business of computer networks, sales of computers, consultancy, computer training, graphic, design, internet café, computer programming, photocopying (sales and repairs, faxing, note counting machines, stationeries, websites, telecommunication equipment, telephones, cellular phones, TV transmission equipment, and all types of computer networks and related activities
- (x) To carry on the business of manufacturers, designers, repairers, importers and exporters, buyers, sellers, hirers, renters, agents and representatives for manufacturers of computer hardware and software units and systems of all types and descriptions
- (y) To purchase or otherwise acquire, explore, develop and work claims or mines, drill and sink shafts or wells and raise, pump, dig and quarry for gold, silver, mineral ores, diamonds, gemstones and precious stones, oil, petroleum, natural gas, coal, earth and other substances and generally to carry on business of mining and dealers in minerals of whatever description.
- (z) To carry out on business as gemstones and precious stones cutters, sorters, polishers, sellers and exporters of minerals and all types of mineral products as well as gold, diamond, tanzanite and all other minerals and gemstones
- (aa) To carry on business as manufacturers, importers, exporters, wholesale and retail dealers of all types of steel, iron, aluminium, copper, including all types of household utensils and general containers, iron bars, screws, guttering, wire nails, expanded metals,

container operators, freight chatters and general cargo dealers as well as conducting the business of clearing and forwarding agents, distributors, sales agents and dealers in heavy trucks, buses, lorries, tractors, caterpillars, cranes and all sorts of transportation equipment and appliances.

- (m) To establish, acquire, own and operate affordable schools and institutions of all levels including day care centres, nursery schools, primary schools, secondary schools, colleges, community-based vocational training, medical and school projects which are intended to fight ignorance, diseases and to alleviate poverty in the society, and related educational establishments of all kinds and descriptions.
- (n) To establish, acquire, own and operate training centres and facilities for conducting computer and related training activities for remuneration, such activities including but not limited to the designing and conducting of general and customer-tailored courses in computer systems installations, computer software operations, operations, installations and operation of network systems of all types and descriptions
- (o) To carry on the business of electricity generation and production of electric power by solar energy and other energy sources to facilitate information communication technology (ICT) in rural centres and enhance the use of ICT by rural communities.
- (p) To carry on the business of fishing and marketing of all sea and freshwater products in international market (including interior Africa) and local markets; fish merchants; fishing operations in the sea and fresh water and to process, buy and export all types of fish and seafood including but not limited to reef cod, red snapper, sea breams, octopus, prawns, lobster, Nile perch and sardines, processed, dried, smoked and salted fish, canned fish, fresh fish, sea shells and sea products and generally all types of marine products.
- (q) To carry on the business of manufacturers, principals or manufacturers' representatives, importers, exporters, buyers and sellers of industrial and agricultural machineries and spares, automobile spares, engines, iron bars, steel ware, hardboards, road construction materials and other related products and building materials; and engage in the manufacturing, assembling, repairing and distribution of electrical appliances of all kinds and descriptions.
- (r) To carry on the business of commercial banking, micro financing, bureau de change operations, and deal in travellers cheques, credit card, smart cards, bank drafts and all commercial instruments of payments, and to make use of venture capital investment strategies for rural investment drives where capital and management skills will be invested in order to obtain returns prior to selling the business to the rural entrepreneurs.

and food products, agricultural commodities and agricultural inputs, chemicals, machinery, equipment, requisites and necessities of all kinds and descriptions and to act as promoters, agents, and salesmen of all the producers and manufacturers of the same.

- (g) To acquire land by purchase, lease or otherwise for livestock and agricultural use and other investments purposes, and develop the land into livestock farming or animal fattening farms, paddy rice farms, wheat farms, cotton farms, sesame seed farms, aloe vera plantations, oil palm plantations, coconut plantations, cashew nut plantations, and into any other crop farms and plantations and engage in livestock processing to produce export quality meat and other various livestock products, and engage in agro-processing to produce export quality rice, cotton lint, edible oils, all kinds of flours, cashew nuts, bio-fuels, and any other product from the farms, the plantations and from any other crop.
- (h) To engage in and otherwise carry on the business of cultivating, planting, growing, buying, marketing and selling of agricultural crops, fruits, horticultural products and livestock products of all kinds and descriptions, and carry on business as importers and exporters of every kind of agricultural products and other produce of the soil, and to prepare, preserve, process, cure, blend, refine, treat and render marketable any such produce either in its prepared, manufactured, raw or other state.
- (i) To engage on the business of development, operating, managing and owning safari camps and lodges, golf clubs and related activities as well as to build and own restaurants, hotels, lodgings, tented camps, water park resorts, amusement parks and other leisure and entertainment centres; commercial centres, apartments, and to develop and manage buildings and civil works structures of all kinds and descriptions
- (j) To carry on business as tour operators, tourist agents, car rental service providers, hotel reservationists, photographic safaris, camping and hunting safaris, travel agents, flight charter contractors, road and marine transporters, self and chauffer-driven cabs, and to facilitate creation and operation of cultural tourism programmes and other services desirable for the advancement of goals and mission of the company.
- (k) To carry on business as real estate developers and managers, civil engineering contractors, building agency, mining support services, as well as to build and own showrooms, warehousing facilities, and to develop and manage buildings and civil works structures of all kinds and descriptions including construction of residential houses for rental and sale as a company and or enter into joint venture partnership or any arrangement for sharing profits in carrying on such business.
- (l) To carry on business as transporters, road haulage specialists,

THE COMPANIES ACT
(ACT NO. 12 OF 2002)

PRIVATE COMPANY LIMITED BY SHARES

MEMORANDUM OF ASSOCIATION

OF

RAJA'S DELI LIMITED

TANZANIA
Stamp Duty Shts
PAID
Receipt No. 10382
10/08/2011

TANZANIA
Stamp Duty Shts
PAID
Receipt No. 10382
10/08/2011

1. The name of the Company is RAJA'S DELI LIMITED
2. The registered office of the Company will be situated in United Republic of Tanzania.
3. The objects for which the company is formed are:
 - (a) To acquire and take over as a going concern the business carried now under the name and style of RAJA'S DELI with all its assets and liabilities.
 - (b) To set up modern facilities for and engage in the production, importation, exportation and distribution of processed foods, snacks, confectioneries, cakes, buns, table delicacies and any other provisions, goods and all kinds of drinks and foodstuffs preparations and processing and to carry on business as bakers, ice merchants, restaurants owners and operators; and to process edible oil, flour, beverages and domestic consumables of all sorts and description.
 - (c) To carry on business of scrap and recycling of paper, oils, ferrous and non-ferrous metals, plastic, textiles, electronics, batteries; and to carry on business of waste management, collection, disposal and recycling.
 - (d) To buy, sell, manufacture and deal in refreshments, packaging materials and consumable stores of all kinds and to carry on business as manufacturing chemists and ice merchants and importers of all kinds of chemicals, syrups bottles and machineries, refrigerators, cold storage plants, bottle coolers required in the carrying out of the business aforesaid.
 - (e) To carry on the business of processing and bottling of pure drinking water; manufacturing aerated and mineral waters, cordials, syrups, beverages, ice and ice creams, juices and to establish in Tanzania and in any part of East Africa shops, refreshment rooms, depots and distribution network for the sale of the said products either in wholesale or retail.
 - (f) To import, export, sell, market, store, transport, pack, process, preserve and generally deal in all manners possible with agricultural

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incorporation

No:

I HEREBY CERTIFY THAT

RAJA'S DELI LIMITED

Is this day incorporated under the Companies Act, 2002 and that the Company is Limited.

Given under my hand at Dar-es-Salaam, this day of two thousand and eight.

Registrar of Companies

THE COMPANIES ACT 2002

COMPANY LIMITED BY SHARES

Memorandum

and

Articles of Association

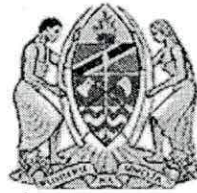
of

RAJA'S DELI LIMITED

Incorporated this *day of* *2008*

Drawn by:
Rizwan Kanji
(Subscriber)
P.O.BOX 647
Mwanza
Tanzania

TANZANIA



Certificate of Incorporation

Section 15

No **67904**

I HEREBY CERTIFY THAT

RAJA'S DELI LIMITED =====

=====

is this day incorporated under the Companies Act, 2002 and that the Company is Limited

Given under my hand at Dar es salaam

this **13TH** day of **OCTOBER**

TWO THOUSAND AND EIGHT

Assist. Registrar of Companies



**DIAMOND
TRUST
BANK**

DTB/MWZ/0133/08

31st October 2008

EXECUTIVE DIRECTOR
TANZANIA INVESTMENT CENTRE
P.O. BOX 968
DAR ES SALAAM

RE: INTRODUCTION LETTER I.F.O RIZWAN KANJI

The above captioned heading refers.

Kindly be informed that Mr Rizwan Kanji of P.O. Box 647, Mwanza is our esteemed customer operating current account number 0000248284. The customer has been operating the account since 20th March 2007 and the account operations are perceived to be satisfactory.

Mr Rizwan Kanji is our corporate customer for DTB dealing with cable business along Nkomo St. in Mwanza.

The customer has proposed to invest in FOOD PROCESSING project on plot number 536 & 537 Block B, Nyamhongolo.

Board of Directors:

Mahmood Marji
(Chairman)(Kenyan)
(Mrs) Nasim Devji (British)
Hassan Dhalla (Tanzanian)
Amin Kurji (Tanzanian)
Kabir Hyderally (Pakistani)
Mehboob Champsi (Tanzanian)
Fayaz Bhojani (Tanzanian)

The following information is available in our records:

Account Holder: M/S Rizwan Kanji
Account Type: Current
Account number: 0000248284
Address Number: P.O. Box 647, Mwanza Tanzania

He has registered Rajas Deli Ltd.

This letter has been issued at the specific request of the customer and without any risk or responsibility on the part the bank or any of its officials.

Thanking you
Yours truly,
For and on behalf of
DIAMOND TRUST BANK TANZANIA LIMITED

**NASHIMUN KARIM
ASST MANAGER**

**MEHEJABIN HAIDERALI
HEAD OF CASH**

Diamond Trust Bank
Tanzania Limited
Mwanza Branch
19K Kenyatta Road, Mwanza
P.O. Box 10965
Mwanza, Tanzania

Tel: (255-28) 2501086
2501087, 2501088
Fax: (255-28) 2501089

Swift Code: DTKETZTZ

RAJA'S DELI LIMITED
P.O. Box 647, MWANZA. Tel: 2500077/0713 700077.

Extracts from the minutes of meeting of board of Directors of Rajas Deli ltd held on 20th October 2008 at Nkomo St, Plot No: 111/112 Block S, Mwanza.

In Attendance:

1. Rizwan Kanji - Man. Director.
2. Shenur Kanji - Director.
3. Rajendra Kumar Patel - Director.

Agenda No: 2/20.10.2008:

1. Application to Tanzania Investment Centre for Certificate of Incentives.

Resolved:

It was resolved that:

1. To apply for the certificate of Incentive from Tanzania investment Centre to be able to facilitate Implementation of the proposed project for development of Snacks and Food Processing plant at Plot No: 536 & 537 Block 'B' Nyamhongolo, Mwanza.
2. Mr. Rizwan Kanji, Man Director of this company be and is hereby authorized ,directed and empowered to execute for and on behalf of this company and its name any and all documents required in connection with this application.

(By Order Of the Board)



Man. Director



Director.



Director.

RAJA'S DELI LTD
P.O. BOX 647 ,
MWANZA, TANZANIA
+255 713 700077

MWANZA CITY.

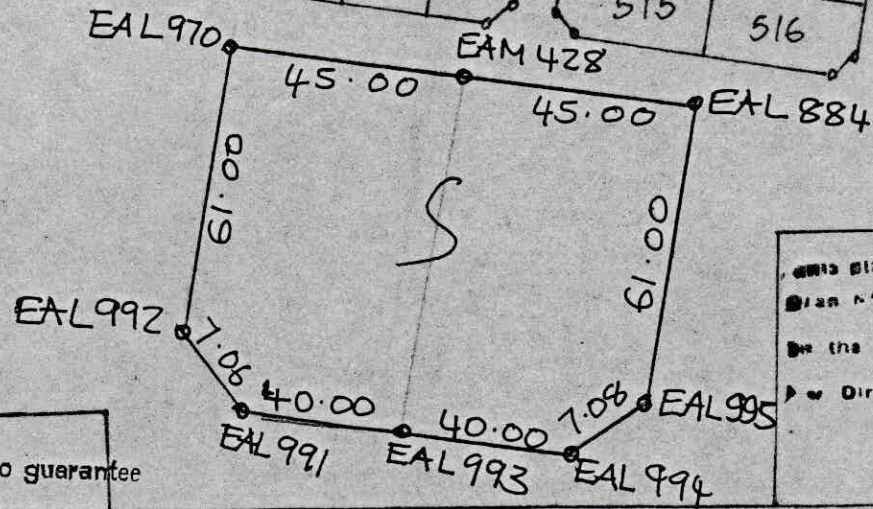


LOCATION. NYAMHONDOLO SERVICE INDUSTRY
 BLOCK..... B
 PLOT No. 536 & 537
 LO No. 300893
 AREA. 5921 SQ M.



CERTIFIED AS A TRUE COPY
 OF THE ORIGINAL THIS 02ND DAY OF November 2007

Charles M. S. Rutahindurwa
 Advocate, Notary Public and
 Commissioner for Oaths
 P. O. Box 1302
 Mwanza



This plan prepared in accordance with Registered
 Plan No 44285 is approved for the purposes
 by the Land Registration Ordinance.
 Director of Surveys and Mapping, Date 4.8.2007
 Ministry of Lands, Housing and
 Urban Development, Dar es Salaam

The issue of This plan Implies no guarantee
 or admission of title of the Government

5. The Occupier(☉) shall deliver to the Commissioner notification of disposition in prescribed form before or at the time the disposition is carried out together with the payment of all premia, taxes and dues prescribed in connection with that disposition.
6. The president may revoke the right for good cause or in public interest.

SCHEDULE

All land known as **Plot No: 536 & 537 Block 'B'**

situate at **Nyamhongolo** in **Mwanza City** containing **five thousand nine hundred twenty one (5921)**

square metres/square feet/hectares shown for identification only edged red on the plan attached to this Certificate and defined on the registered Survey Plan Numbered **44285** deposited at the Office of the Director for Surveys and mapping at Dar es Salaam.

Given under my hand and official seal the day and year first above written.


COMMISSIONER FOR LANDS

I, the within named RIZWAN KANJI hereby accept the terms and conditions contained in the foregoing Certificate of Occupancy.

SIGNED and DELIVERED by the said)
 RIZWAN KANJI who is known to me)
 personally/identified to me by)
 the latter)
 being known to me personally in)
 my presence this *6th*)
 day of *August* 2007.)

Rizwan Kanji

Witness')
 Signature:.....*Rutahindurwa*.....)
 Postal Address:.....*Box 3077*.....)
*Mwanza*.....)
 Qualification:.....*ADVOCATE*.....)



CERTIFIED AS A TRUE COPY
 OF THE ORIGINAL THIS *03rd* DAY OF *November, 2008*
[Signature]
 Deocles M. S. Rutahindurwa
 Advocate, Notary Public and
 Commissioner for Oaths
 P. O. Box 1302
 Mwanza

(ii) Do everything necessary to preserve the environment and protect the soil and prevent soil erosion on the land and do all things which may be required by the authorities responsible for environment and to achieve such objective.

(iii) **Buildings to be in permanent materials.**

(iv) **Building plans to be submitted to the Mwanza City Council within six months from the commencement of the Right.**

(v) **Building construction to begin within six months after approval of the plans.**

(vi) **Buildings to be completed within thirty six months from the commencement of the Right.**

3. **USER: The land and the buildings to be erected thereon shall be used for Service Industry, Purposes only; Use Group 'M' Use class (a) as defined in the Town and Country Planning (Use Classes) Regulations, 1960 as amended in 1993. - - - - -**

4. **The Occupier(●) shall not assign the right within three years of the date hereof without the prior approval of the Commissioner.**

TITLE No. 19185

REGISTERED on
28-8-07
11:00 AM



M Mway
Asst. Registrar of Titles



Land Form No. 22

THE UNITED REPUBLIC OF TANZANIA

THE LAND ACT, 1999
NO. 4 OF 1999

CERTIFICATE OF OCCUPANCY
(Under Section 29)

Stamp Duty No. 26600/-

and Revenue Receipt No. 2935589

at 24-7-07

M Mway
Princ Assistant Registrar of Titles

Title No. 19185 L.R. Mwanza

L.O. No. 300893.

L.D. No. MCC/L/45400.

The 16th day of August, 2007.

THIS IS TO CERTIFY that **RIZWAN KANJI of P.O. BOX 647, MWANZA.**

(hereinafter called "the Occupier"/"the Occupiers") is/are entitle to a right of Occupancy (hereinafter called the Right) in and over the land described in the Schedule hereto (hereinafter called "the Land") as joint occupants/occupants in common in equal shares for a term of **sixty six** years from the first day of **July** Two Thousand **and seven** according to the true intent and meaning of the Land Act and subject to the provisions thereof and to any regulations made thereunder and to any enactment in substitution therefor or amendment thereof and to the following special conditions:

1. The Occupier(s) having paid rent up to the thirtieth day of June 20 **08** shall thereafter pay rent of shillings **two hundred sixty seven thousand and thirty - - - - - (TShs: 267,030/-)** - - - - - a year in advance on the first day of July in every year of the term without deduction PROVIDED that the rent may be revised by the Commissioner for Lands.

2. The Occupier(s) shall:-

(i) Be responsible for the protection of all beacons on the land throughout the term of the Right. Missing beacons will have to be re-established at any time at the Occupier's expenses as assessed by the Director responsible for Surveys and mapping.

CERTIFIED AS A TRUE COPY
OF THE ORIGINAL THIS 23rd DAY OF November 2007

M. S. Rutahindurwa
Notary Public and
Commissioner for Oaths
P. O. Box 1302
Mwanza

TANZANIA

THE LAND ACT 1999

(NO. 4 OF 1999)

CERTIFICATE OF OCCUPANCY

(Under Section 29)

Date of Issue: 28-8-07

Title Number: 19185 LR Mwanza

Land Office Number: 300893.

Land: PLOT NO: 536 & 537 BLOCK 'B' NYAMHONGOLO - MWANZA CITY.

Term: SIXTY SIX YEARS.

CERTIFIED AS A TRUE COPY
OF THE ORIGINAL THIS 28th DAY OF November, 2007

[Signature]
Deccles M. S. Rutahindurwa
Advocate, Notary Public and
Commissioner for Oaths
P. O. Box 1302
Mwanza

IN WITNESS of which the parties have signed this Agreement the day and year first above written.

SIGNED at MWANZA and DELIVERED by the said RIZWAN KANJI who is known to me personally/identified to me by

Rizwan Kanji
Assignor

the latter being known to me personally in my presence

this 31st day of October, 2008

Name: Deeds Ms. Rutahinda
Signature: [Signature]
Postal Address: Box 1302, Mwanza
Qualification: Advocate

*Deeds Ms. Rutahinda
Advocate, Notary Public and
Commissioner for Oaths
P. O. Box 1302
Mwanza*



SEALED with the COMMON SEAL of the said RAJA'S DELI LIMITED and DELIVERED

in our presence this 31st day of October, 2008

Name: SHENUR KANJI

Signature: [Signature]

Postal Address: P.O. BOX 647, MWANZA

Designation: DIRECTOR.

RAJA'S DELI LTD
P.O. BOX 647 ,
MWANZA, TANZANIA
+255 713700077

Name: RAJENDRA KUMAR PATEL

Signature: [Signature]

Postal Address: P.O. BOX 647, MWANZA

Designation: DIRECTOR.

RAJA'S DELI LTD
P.O. BOX 647 ,
MWANZA, TANZANIA
+255 713700077

ASSIGNMENT OF PROPERTY

Right of Occupancy over Plot No 536 & 537 Block 'B' situated at Nyamhongolo in Mwanza City

THIS AGREEMENT is made this 31st day of October 2008

BETWEEN

RIZWAN KANJI, a natural person and director of M/S RAJA'S DELI LIMITED of P.O. Box 647 Mwanza (hereinafter referred to as the "Assignor" which expression shall include and extend to his heir executor and legal representatives) of the one Part;

AND

RAJA'S DELI LIMITED, a body corporate duly established and existing under the laws of Tanzania whose address is Postal Office Box No: 647 Mwanza (hereinafter referred to as the "Assignee") of the other Part.

NOW IT IS HEREBY AGREED as follows:

1. In consideration of the payment of the sum of Tanzanian Shillings One Thousand (Tshs 1,000/=) only (for purposes of stamp duty payment, receipt for which the **Assignor** hereby acknowledges), the **Assignor** hereby assigns to the **Assignee** all rights to the title and interests in the properties registered as Plot No 536 & 537 Block 'B' situated at Nyamhongolo, Mwanza City as part of the **Assignor's** equity contribution to **RAJA'S DELI LIMITED** of which he is a shareholder.
2. The **Assignor** warrants that he has full title to the properties and authority to assign the same free from any encumbrances.
3. This Agreement shall be binding upon and inure to the benefits of the parties, their successors and assignees.

This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, 1997 and subject to the conditions prescribed under item 14 and 15 hereafter:—

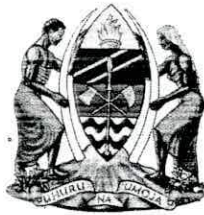
1. Shareholders

Shareholders	Nationality	Shareholding (%)
Rizwan Kanji	Tanzanian	40
Shenur Kanji	Tanzanian	20
Shariza Kanji	Tanzanian	10
Raheel Kanji	Tanzanian	10
Rajendra K. Patel	Indian	10
Ripal Patel	Indian	10
2. Proposed Activities : To establish and operate manufacturing facilities for snacks and other processed foods
3. Sector: Manufacturing Subsector Food processing
4. Investment cost: Foreign - Local USD 0.62m. Total USD 0.62m.
5. Project Financing: Equity USD 0.305m. Loans USD 0.315m. Total USD 0.62m.
6. Source, terms and conditions of loan.
7. Assets to be invested:

Capital items:	Foreign	Local	Total
	-	USD 0.62m.	USD 0.62m.
		None	
8. Technology Agreement None
9. Date of TIC Registration: 25th November 2008
10. Implementation period November 2008 - October 2011
11. Operative date November 2011
12. Investment Incentive Grade: As defined in part III Section 19 (1), (2) and Section 20 of the Tanzania Investment Act, 1997 And VAT as per Customs Tariff Act, 1976 & VAT Act, 1997
 - (i) Applicable Import Duty
 - (ii) Applicable with-holding Tax As per Income Tax Act, 2004 (as amended)
 - (iii) Eligibility of Capital Allowances As per Income Tax Act, 2004 (as amended)
13. Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act.
14. Conditions attached to this Certificate of Incentives
 - (i) Date of Commencement of investment has to be notified to the Centre.
 - (ii) Certificate not to be transferred, assigned or amended
 - (iii) Failure to commence implementation within two years invalidates Certificate
 - (iv) Failure to operate investment must be notified to the Centre
 - (v) Changes in shareholding, project activities and level of invested capital must be notified to the centre
15. Additional conditions attached to Certificate

Finished goods are not allowed under this Certificate.

Signed 
Executive Director



No 00215215

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

No: 041606

This is to certify that

RAJA'S DELI LIMITED

of address P.O. BOX 647

MWANZA

has been granted a Certificate of Incentives to invest in a new, ~~rehabilitation~~ expansion or equity of the enterprise known as

RAJA'S DELI LIMITED

Which is located at PLOT NO. 536 & 537 BLOCK B, NYAMHONGOLO

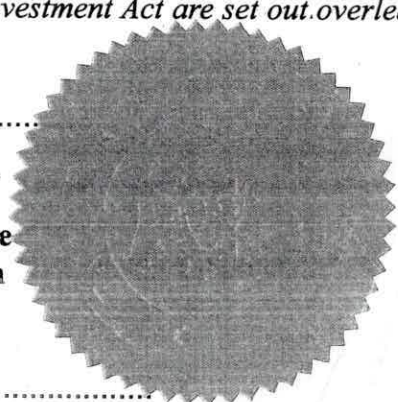
MWANZA CITY

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.

Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam

Dated 18TH DECEMBER 2008





TIC Evaluation Report

Name of the Company
Raja's Deli Ltd.

Post Box	Nyamhongolo Plot No. 536/537 Block B	COI Number	67904	Contact	Mr. Rizwan Kanji
Post Office	647	COI Date	13/10/2008	Designation	Director
Region	Mwanza	Application F. No	07501	Phone	0
Country	Tanzania	Status	New	Direct Phone	0
		Sector	Manufacturing	Cell Phone	0713 700 077
		Sub Sector	Food Processing	Fax	028 2500 162
		File No	041606	E-Mail Address	r-kanji@yahoo.com

Project Location		Investment Finance Plan in Millions USD			
Plot/Block	Plot No. 536 and 537 Block B	Foreign Equity	Local Equity	Foreign Loan	Local Loan
Street	Nyamhongolo	0	0.305	0	0.315
District	Ilemela				
Region	Mwanza				

Shareholders Detail			Investment Breakdown (USD Million)	
Name	Nationality	(%)	Land/Building	0.457
Ripal Patel	Indian	10	Plant	0.082
Rajendra Kumar Patel	Indian	10	Vehicles	0.066
Raheel Kanji	Tanzanian	10	Furniture & Fittings	0.004
Shariza Kanji	Tanzanian	10	Pre-expenses	0
Shenur Kanji	Tanzanian	20	Others	0.003
Rizwan Kanji	Tanzanian	40	Working Capital	0.008
			Total	0.62

Employment	28	Evaluated By	Sospeter Ndelema Dome
Capacity	80 kgs per hour	Drawn By	Shokko Registry
Project Turn Over			

Description

To establish and operate manufacturing facilities for snacks and other processed foods

Recommendations

Be approved subject to providing evidence as required by section 17 of Tanzania Investment Act, 1997

Decision

Approved - [Signature]
[Signature]

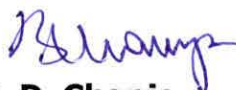
TICC/PP.10/041606

25 November 2008

We wish you every success in the implementation of the project.

Yours sincerely,

Tanzania Investment Centre



B. D. Chonjo

For: Executive Director

Copy to: Permanent Secretary,
Ministry of Finance and Economic Affairs,
P. O. Box 9111,
DAR ES SALAAM

Permanent Secretary,
Ministry of Industry, Trade and Marketing,
P.O. Box 9503,
DAR ES SALAAM

Commissioner General,
Tanzania Revenue Authority,
P. O. Box 11491,
DAR ES SALAAM

TICC/PP.10/041606

25 November 2008

Managing Director,
Raja's Deli Ltd,
P.O. Box 647,
MWANZA

**RE: CERTIFICATE OF INCENTIVES FOR INVESTMENT IN THE
ESTABLISHMENT OF MANUFACTURING FACILITIES FOR SNACKS
AND OTHER PROCESSED FOODS**

We wish to acknowledge receipt of your project proposal to establish and operate manufacturing facilities for snacks and other processed foods as presented in the TIC P.A. 1 Form No. 07501 and Feasibility Study with a projected investment of USD 0.620m.

We have studied your project proposal and are pleased to inform you that your investment proposal is now officially registered and therefore your project will be granted a CERTIFICATE OF INCENTIVES, given under authority conferred upon TIC under Part III, Section 17 (1-8) of the Tanzania Investment Act, 1997.

You will be required to submit to the Centre a Progress Report on the implementation of the project after every six months for our information and review. Guidelines for the preparation of the report are contained in annexure 2 also attached to this letter. Please do not hesitate to contact the Centre for any clarification if the need arises. Please also note that a facilitation fee equivalent to US\$ 750.00 is payable at the ruling exchange rate before your Certificate of Incentives is prepared. Please arrange to make payments at your earliest convenience.

.../2

SARAW:

Rebeja amekamilisha kila kitu,
Tafadhali pelekia jafada likaandikiwe certificate.

Lulwa

Bm(4) 10/12/08



JAMHURI YA MUUNGANO WA TANZANIA
THE UNITED REPUBLIC OF TANZANIA
STAKABADHI YA SERIKALI
EXCHEQUER RECEIPT

30320689 1

TFN. 614 (Rev. 8.94)

NIMEPOKEA KWA
Received from

RAJA'S DELI LIMITED

KIASI
Amount

Shs	Shs	Cs.
97	5000	00

JUMLA YA SHILINGI (KWA HABEHO)
The Sum of Shillings (Words)

NINE HUNDRED SEVENTY FIVE THOUSAND
ONLY.

NA SENI
And Cents

KWA MALIPO YA
In Respect of

CERTIFICATE OF INCENTIVES

KWA PEDHA TASLIM/HUNDI NAMBA
By Cash/Cheque No.

CASH

Kituo - Station

TIC - L

SAMHI YA MPOKEAJI - Receiving Officer's
Signature

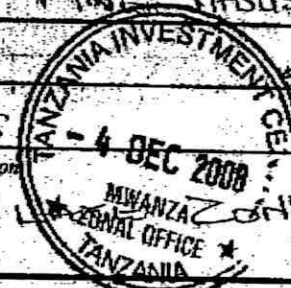
[Signature]

CHEO - Title

PS

TAREHE - Date
4/12/2008

Govt. Press, Dar.



Handwritten 'F' in a circle

Investment Breakdown US\$/Tshs.M

Land/Building	0.594
Plant	0.107
Vehicles	0.086
Furniture & Fittings	0.005
Pre-expenses	
Others OFFICE EQT	0.004
Working Capital	0.010
TOTAL	0.806

Contact Details:

Name: RIZWAN KANJI Title: DIRECTOR
Telephone: 0713 700077 Fax: 028 2500162
Email: r_kanji@yahoo.com

Payments to be made payable to:

TANZANIA INVESTMENT CENTRE
STANDARD CHARTERED BANK TANZANIA LTD.
SWIFT ADDRESS: SCBLTZTX
ACCOUNT NO.: 8702006002000

APPLICATION SUMMARY

Company Name: RAJA'S DELI LIMITED

Certificate of Incorporation Number: 67904 Status: NEW PROJECT

Certificate of Incorporation Date: 13th OCTOBER 2008

Post Box: 647

Town: MWANZA

Sector: MANUFACTURING

Sub-Sector: FOOD PROCESSING

Investment Financing Plan in Million US\$/Tshs.

Foreign Equity	Local Equity	Foreign Loan	Local Loan
.....	<u>0.396</u>	<u>0.410</u>

Project Objectives: TO ESTABLISH AND OPERATE FACILITIES FOR FOOD PROCESSING INCLUDING SNACKS & PROCESSED FOODS.

Capacity: 80 kgs Per hour.

Employment: Foreign: 3 Local: 25 Total: 28

Implementation Period: 3 YEARS

Project Location

Site/Plot/Block No.: 536 & 537 BLOCK 'B'

Street: NYAMHONGOLO District: ILEMELA Region: MWANZA
(Attach sketch map showing project location)

Shareholders	Nationality	%
<u>RIZWAN KANJI</u>	<u>TANZANIAN</u>	<u>40%</u>
<u>SHENUR KANJI</u>	<u>TANZANIAN</u>	<u>20%</u>
<u>SHARIZA KANJI</u>	<u>TANZANIAN</u>	<u>10%</u>
<u>RAHEEL KANJI</u>	<u>TANZANIAN</u>	<u>10%</u>
<u>RAJENDRA K. PATEL</u>	<u>INDIAN</u>	<u>10%</u>
<u>RIPAL PATEL</u>	<u>INDIAN</u>	<u>10%</u>

7. The intended capital investment of the Company in terms of Section 2(2) of the Act is Tshs./US\$ 805,856,000/=

8. The month and day of the financial year end is 31st DECEMBER

Note: *failure to provide all the required information will result in the return of the application by the Centre.*

I/We enclose a cheque/cash made payable to the **Tanzania Investment Centre** for Tshs./US\$ 100.00 Being the Registration Fees. *In the event this application is unsuccessful we understand that this fee will not be refunded.*

I, RIZWAN KANJI of Post Office Number 647, MWANZA

do solemnly and sincerely declare that I am a director/duly authorized agent of RAJA'S DELI LIMITED

AND that all the requirements of the Tanzania Investment Act, 1997 in respect of matters precedent to the registration of the business enterprise under the Act and incidental thereto have been complied with, AND I make this solemn declaration conscientiously believing the same to be true.

Declared at Mwanza Dar es Salaam }
The 31st day of October, 2008 }

R Kanji
Applicant

Before me:

[Signature]
Commissioner for Oaths
Deocles M. S. Rutahindurwa
Advocate, Notary Public and
Commissioner for Oaths
P. O. Box 1302
Mwanza

UNITED REPUBLIC OF TANZANIA

THE TANZANIA INVESTMENT ACT
(No. 26 of 1997)

APPLICATION FOR REGISTRATION
(Made under Regulation 42)

To: The Executive Director
Tanzania Investment Centre
P. O. Box 938
DAR ES SALAAM
Tanzania

1. I/We RIZWAN KANJI
(director/directors/agent of RAJA'S DELI LIMITED
(name of business enterprise) apply for registration of RAJA'S DELI LIMITED
under Section 17 of the Act and Part IV of the Investment Regulations, 2002.

2. The registered office of the company will be situated at PLOT NO: 536 & 537
BLOCK 'B' NYAMHONGOLO, MWANZA

Copies of the following documents are attached to this application:

- (i) The Memorandum and Articles of Association/or partnership agreement
- (ii) Certificate of Incorporation/Registration
- (iii) A copy of the Project Profile or Feasibility Study showing the implementation period, programme of implementation and operative date
- (iv) Evidence of financing and evidence of land ownership for the project

3. The Head Office of the Company will be situated at PLOT NO: 536 & 537 NYAMHONGOLO

4. The Principal Officers of the Company are 1. RIZWAN KANJI
2. SHENUR KANJI
3. RAJENDRA KUMAR PATEL

5. Auditors of the Company are ONDUCHI ASSOCIATES
P.O. BOX 7349, MWANZA

6. The authorized share capital of the Company is Tshs./US\$ 200,000,000/= Divided
Into 1000 SHARES OF TSHS 200,000/= EACH.



TANZANIA INVESTMENT CENTRE

REGISTRATION FORM

FOR

CERTIFICATE OF INCENTIVES

**(Tanzania Investment Act 1997, Section 17 and 18,
and the Investment Regulations:
Regulation 42, Government Notice No. 318A of 2002)**

Tanzania Investment Centre
9A & B Shaaban Robert Street
P. O. Box 938

DAR ES SALAAM

Tel. 022 2116328

Fax. 022 2118253

e-mail: information@tic.co.tz

Website: www.tic.co.tz

(Please fill the form in duplicate)

Investment Breakdown US\$/Tshs.M

Land/Building	0.594
Plant	0.107
Vehicles	0.086
Furniture & Fittings	0.005
Pre-expenses	
Others OFFICE EQT	0.004
Working Capital	0.010
TOTAL	0.806

Contact Details:

Name: RIZWAN KANJI Title: DIRECTOR
Telephone: 0713 700077 Fax: 028 2500162
Email: r_kanji@yahoo.com

Payments to be made payable to:

TANZANIA INVESTMENT CENTRE
STANDARD CHARTERED BANK TANZANIA LTD.
SWIFT ADDRESS: SCBLTZTX
ACCOUNT NO.: 8702006002000

APPLICATION SUMMARY

Company Name: RAJA'S DELI LIMITED

Certificate of Incorporation Number: 67904 Status: NEW PROJECT

Certificate of Incorporation Date: 13th OCTOBER 2008

Post Box: 647

Town: MWANZA

Sector: MANUFACTURING

Sub-Sector: FOOD PROCESSING

Investment Financing Plan in Million US\$/Tshs.

Foreign Equity	Local Equity	Foreign Loan	Local Loan
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Implementation Period: 3 YEARS

Project Location

Site/Plot/Block No.: 536 & 537 BLOCK 'B'

Street: NYAMHONGOLO District: ILEMELA Region: MWANZA
(Attach sketch map showing project location)

Shareholders	Nationality	%
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<u>SHENUR KANJI</u>	<u>TANZANIAN</u>	<u>20%</u>
<u>SHARIZA KANJI</u>	<u>TANZANIAN</u>	<u>10%</u>
<u>RAHEEL KANJI</u>	<u>TANZANIAN</u>	<u>10%</u>
<u>RAJENDRA K. PATEL</u>	<u>INDIAN</u>	<u>10%</u>
<u>RIPAL PATEL</u>	<u>INDIAN</u>	<u>10%</u>

7. The intended capital investment of the Company in terms of Section 2(2) of the Act is Tshs./US\$ 805,856,000/=

8. The month and day of the financial year end is 31st DECEMBER

Note: *failure to provide all the required information will result in the return of the application by the Centre.*

I/We enclose a cheque/cash made payable to the **Tanzania Investment Centre** for Tshs./US\$

100.00 Being the Registration Fees. *In the event this application is unsuccessful we understand that this fee will not be refunded.*

I, RIZWAN KANJI of Post Office Number 647, MWANZA

do solemnly and sincerely declare that I am a director/~~duly~~

authorized agent of RAJA'S DELI LIMITED

AND that all the requirements of the Tanzania Investment Act, 1997 in respect of matters precedent to the registration of the business enterprise under the Act and incidental thereto have been complied with, AND I make this solemn declaration conscientiously believing the same to be true.

Declared at Mwanza }
~~Dares Salaam~~ }

The 31st day of October, 2008 }

R Kanji
Applicant

Before me:

[Signature]
Commissioner for Oaths

Deocles M. S. Rutahindurwa
Advocate, Notary Public and
Commissioner for Oaths
P. O. Box 1302
Mwanza

UNITED REPUBLIC OF TANZANIA

THE TANZANIA INVESTMENT ACT
(No. 26 of 1997)

APPLICATION FOR REGISTRATION
(Made under Regulation 42)

To: The Executive Director
Tanzania Investment Centre
P. O. Box 938
DAR ES SALAAM
Tanzania

1. I/We RIZWAN KANJI
.....
(director/directors/agent of RAJA'S DELI LIMITED
.....
(name of business enterprise) apply for registration of RAJA'S DELI LIMITED
.....
under Section 17 of the Act and Part IV of the Investment Regulations, 2002.

2. The registered office of the company will be situated at PLOT NO: 536 & 537
BLOCK 'B' NYAMHONGOLO, MWANZA
.....

Copies of the following documents are attached to this application:

- (i) The Memorandum and Articles of Association/or partnership agreement
- (ii) Certificate of Incorporation/Registration
- (iii) A copy of the Project Profile or Feasibility Study showing the implementation period, programme of implementation and operative date
- (iv) Evidence of financing and evidence of land ownership for the project

3. The Head Office of the Company will be situated at PLOT NO: 536 & 537 NYAMHONGOLO
.....

4. The Principal Officers of the Company are 1. RIZWAN KANJI
.....
2. SHENUR KANJI
.....
3. RAJENDRA KUMAR PATEL
.....

5. Auditors of the Company are ONDUCHI ASSOCIATES
.....
P.O. BOX 7349, MWANZA
.....

6. The authorized share capital of the Company is Tshs./US\$ 200,000,000/= Divided
Into 1000 SHARES OF TSHS 200,000/= EACH.
.....
.....



TANZANIA INVESTMENT CENTRE

REGISTRATION FORM

FOR

CERTIFICATE OF INCENTIVES

**(Tanzania Investment Act 1997, Section 17 and 18,
and the Investment Regulations:
Regulation 42, Government Notice No. 318A of 2002)**

Tanzania Investment Centre
9A & B Shaaban Robert Street
P. O. Box 938
DAR ES SALAAM
Tel. 022 2116328
Fax. 022 2118253
e-mail: information@tic.co.tz
Website: www.tic.co.tz

(Please fill the form in duplicate)



SKETCH MAP SHOWING PROJECT LOCATION



Investment Breakdown US\$/Tshs.M

Land/Building	0.594
Plant	0.107
Vehicles	0.086
Furniture & Fittings	0.005
Pre-expenses	
Others OFFICE EQT	0.004
Working Capital	0.010
TOTAL	0.806

Contact Details:

Name: RIZWAN KANJI Title: DIRECTOR
Telephone: 0713 700077 Fax: 028 2500162
Email: r_kanji@yahoo.com

Payments to be made payable to:

TANZANIA INVESTMENT CENTRE
STANDARD CHARTERED BANK TANZANIA LTD.
SWIFT ADDRESS: SCBLTZTX
ACCOUNT NO.: 8702006002000

APPLICATION SUMMARY

Company Name: RAJA'S DELI LIMITED

Certificate of Incorporation Number: 67904 Status: NEW PROJECT

Certificate of Incorporation Date: 13th OCTOBER 2008

Post Box: 647

Town: MWANZA

Sector: MANUFACTURING Sub-Sector: FOOD PROCESSING

Investment Financing Plan in Million US\$/Tshs.

Foreign Equity	Local Equity	Foreign Loan	Local Loan
.....	<u>0.396</u>	<u>0.410</u>

Project Objectives: TO ESTABLISH AND OPERATE FACILITIES FOR
FOOD PROCESSING INCLUDING SNACKS & PROCESSED
FOODS.

Capacity: 80 kgs Per hour.

Employment: Foreign: 3 Local: 25 Total: 28

Implementation Period: 3 YEARS

Project Location

Site/Plot/Block No.: 536 & 537 BLOCK 'B'

Street: NYAMHONGOLO District: ILEMELA Region: MWANZA

(Attach sketch map showing project location)

Shareholders	Nationality	%
<u>RIZWAN KANJI</u>	<u>TANZANIAN</u>	<u>40%</u>
<u>SHENUR KANJI</u>	<u>TANZANIAN</u>	<u>20%</u>
<u>SHARIZA KANJI</u>	<u>TANZANIAN</u>	<u>10%</u>
<u>RAHEEL KANJI</u>	<u>TANZANIAN</u>	<u>10%</u>
<u>RAJENDRA K. PATEL</u>	<u>INDIAN</u>	<u>10%</u>
<u>RIPAL PATEL</u>	<u>INDIAN</u>	<u>10%</u>

7. The intended capital investment of the Company in terms of Section 2(2) of the Act is Tshs./US\$ 805,856,000/=

8. The month and day of the financial year end is 31st DECEMBER

Note: *failure to provide all the required information will result in the return of the application by the Centre.*

I/We enclose a cheque/cash made payable to the **Tanzania Investment Centre** for Tshs./US\$

100.00 Being the Registration Fees. *In the event this application is unsuccessful we understand that this fee will not be refunded.*

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AND that all the requirements of the Tanzania Investment Act, 1997 in respect of matters precedent to the registration of the business enterprise under the Act and incidental thereto have been complied with, **AND** I make this solemn declaration conscientiously believing the same to be true.

Declared at Mwanza }
~~Dares Salaam~~

The 31st day of October, 2008 }

R Kanji
Applicant

Before me:

[Signature]
Commissioner for Oaths

Deocles M. S. Rutahindurwa
Advocate, Notary Public and
Commissioner for Oaths
P. O. Box 1302
Mwanza

UNITED REPUBLIC OF TANZANIA

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P.O. BOX 7349, MWANZA

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Into 1000 SHARES OF TSHS 200,000/= EACH.



TANZANIA INVESTMENT CENTRE

REGISTRATION FORM

FOR

CERTIFICATE OF INCENTIVES

**(Tanzania Investment Act 1997, Section 17 and 18,
and the Investment Regulations:
Regulation 42, Government Notice No. 318A of 2002)**

Tanzania Investment Centre
9A & B Shaaban Robert Street
P. O. Box 938
DAR ES SALAAM
Tel. 022 2116328
Fax. 022 2118253
e-mail: information@tic.co.tz
Website: www.tic.co.tz

(Please fill the form in duplicate)

RAJA'S DELI LIMITED

Registered Office: Plot N: 536 & 537 Block 'B' Nyamhongolo Area
P.O. Box 647 Mwanza Tel: +255 713 700 077

Ref. No: RDL /TIC/08/1

Date: November 3 2008

Executive Director
Tanzania Investment Centre
P.O. Box 938
Dar es Salaam

RE: APPLICATION FOR TIC CERTIFICATE OF INCENTIVES

We are planning to construct factory buildings at Plot No: 536 & 537 situated at Nyamhongolo Area, Mwanza. The buildings will be utilized by the applicants to set up manufacturing facilities for production of snacks and other various processed foods. The project calls for the procurement of building materials, equipment, utility vehicles and other project capital goods.

We hereby submit our application for TIC Certificate of Incentives to facilitate smooth implementation of the project.

Attached herewith please find the following basic documents for ease of reference and approval:

1. Three copies of Application for TIC Certificate of Incentives form
2. Certified true copy of Certificate of Incorporation
3. A certified copy of Company Memorandum and Articles of Association
4. Three copies of project Business Plan
5. Land evidence in respect of the project site
6. Banker's Letter of Reference
7. Company Board Resolution to register the project with TIC

Thanking you for your kind cooperation.

Yours sincerely,
RAJA'S DELI LIMITED


Rizwan Kanji
MANAGING DIRECTOR

RAJA'S DELI LIMITED

Registered Office: Plot N: 536 & 537 Block 'B' Nyamhongolo Area
P.O. Box 647 Mwanza Tel: +255 713 700 077

Ref. No: RDL /TIC/08/1

Date: November 3 2008

Executive Director
Tanzania Investment Centre
P.O. Box 938
Dar es Salaam



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7. Company Board Resolution to register the project with TIC

Thanking you for your kind cooperation.

Yours sincerely,
RAJA'S DELI LIMITED


Rizwan Kanji
MANAGING DIRECTOR

MINUTE

PAGE NO. _____



EXD

The approved project has fulfilled the investment requirements, which are: -

- (a) Minimum finance investment threshold has been exceeded, the project expects to invest US\$ 0.62 m
- (b) Legal entity has been incorporated under certificate

No. 67904 of 13/10/2008

Based on the above, the letter of approval is hereby submitted for signature in order for the project to comply with the requirements of Section 17 of Tanzania Investment Act, 1997.

Submitted for signature.



N. A. Senzia

DIF

25th November 2008

EXD

In response to the TIC letter of registration dated 25th Nov 2008

the project has submitted the required documents namely: -

- (a) Company Board Resolution.
- (b) Reference letter/Financing from Diamond Trust LTP
- (c) Deed of assignment and title deed as evidence of land.

With the above submission EXD is requested to sign Certificate of Incentives No. herein attached.



MWANZA CITY COUNCIL.

No 3004851

ENGINEERING DEPARTMENT
MWANZA CITY COUNCIL
P. O. Box 1333 - MWANZA.

Date 19.2.2008

BUILDING PERMIT

The Township (Building) Rules, (Cap. 101)

Permission is hereby given to MR. RIZWAN KANJI

P.O. Box 647 MWANZA

to erect a building as a

FENCE

on

PLOT NO 536 x 537

BLOCK B' NYAMHONGOLO

in accordance with the approved plan No.

21701

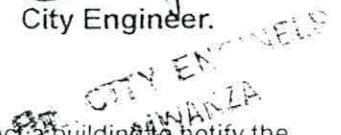
attached hereto and

with all the conditions imposed by the Township (Building) Rules, Cap. 101.


City Engineer.

Your attention is invited to the following Rules and By-laws:

- I. The Electrical Rules, (Cap. 131) which require you before commencing to erect a building to notify the Tanganyika Electric Supply Company Limited and the Regional Director (Eng.) Tanzania P. O. Box 1350, Mwanza and Telecommunications Admin. P. O. Box 8 Mwanza, should the electric wires or telephone wires or cables in the street be accessible from any portion of such building when erected or from the scaffolding required during its construction.
- II. Rule 18 (4) Township Rules (Cap. 101) "Every Contractor or other person employing workmen for the erection of any building or other work shall provide for such workmen sufficient and convenient latrine accommodation to the satisfaction of the authority"
- III. Rule 28 of the Township (Building) Rules (Cap. 101), relating to design and decoration.
- IV. By-law 32 of Mwanza City (Streets) By-laws, 1951, relating to the posting of bills and advertising devices.





MWANZA CITY COUNCIL.

No 0004675

ENGINEERING DEPARTMENT
MWANZA CITY COUNCIL
P. O. Box 1333 - MWANZA.

Date 16.12.07.

BUILDING PERMIT

The Township (Building) Rules, (Cap. 101)

Permission is hereby given to RIZWAN LIANSI
P.O. BOX 647 MWANZA
to erect a building as a Godowns
on PLOT NO 536 & 537
Block B NYAMHONUORO
in accordance with the approved plan No. 21387 attached hereto and
with all the conditions imposed by the Township (Building) Rules, Cap. 101.

Your attention is invited to the following Rules and By - laws:

- I. The Electrical Rules, (Cap. 131) which require you before commencing to erect a building to notify the Tanganyika Electric Supply Company Limited and the Regional Director (Eng.) Tanzania P. O. Box 1350, Mwanza and Telecommunications Admin. P. O. Box 8 Mwanza, should the electric wires or telephone wires or cables in the street be accessible from any portion of such building when erected or from the scaffolding required during its construction.
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- IV. By-law 32 of Mwanza City (Streets) By-laws, 1951, relating to the posting of bills and advertising devices.

[Signature]
City Engineer
For CITY ENGINEER
MWANZA

MWANZA CITY COUNCIL

ALL CORRESPONDANCE SHOULD BE ADDRESSED TO THE CITY DIRECTOR

TEL: CITY DIRECTOR: 225 28 2501375
ALL OFFICES: : 255-28-40334

FAX : 255 -028 -2500785
Ema: mwacity@the net.co.tz



ENGINEERING DEPARTMENT,
P.O. Box 1333,
MWANZA.

To: THE CITY ENGINEER
MWANZA CITY COUNCIL
P.O. BOX 1333,
MWANZA.

APPROVED
BY
BUILDING INSPECTOR
Date 17/7/08 2008

NOTICE REQUESTING INSPECTION OF CONSTRUCTION WORK FOR A BUNGALOW

TO BE SUBMITTED IN DUPLICATE

I hereby give notice that, I shall begin constructing my building on the under mentioned Plot on the ... 536 A 537 ... Day of ... 17/7/08 ...

I hereby give notice that, the under mentioned works have been accomplished for, your inspection on Plot No. 536 A 537 ... Block ... B ... Location ... NYAMITENKOLU ...

S/No.	DESCRIPTION OF WORK DONE TO DATE READY FOR INSPECTION	DATE OF INSPECTION	SIGNATURE OF INSPECTOR & DATE
1.	Pegging out of foundation		
2.	Digging of foundation trenches		
3.	Concrete foundation		
4.	Foundation wall to Damp course		
5.	Floor		
6.	Walling to lintels		
7.	Beams lintel and reinforced concrete Pillars etc. (before pouring)		
8.	Roofing Timber		
9.	Septic Tank and Soak way		
10.	Drains		

Signature of Contractor/Owner ... [Signature] ...

Address: ... 0756733427 ...

APPROVED
BY
BUILDING INSPECTOR
Date 17/7/08 2008

THE TOWN AND COUNTRY PLANNING ORDINANCE (CAP.378)
 THE TOWN AND COUNTRY (APPLICATION FOR PLANNING CONSENT)
 REGULATION 1960

APPLICATION No.	ZONE	CATEGORY
20701	I	III

MWANZA CITY COUNCIL

Planning Committee.

TO: RIZWAN KANJI,
 P.O. BOX 647,
MWANZA

Your application for Planning Consent bearing the above Code Number and concerning proposed development on **PLOT NO 536 & 537 BLOCK ' B ' NYAMHONGOLO**

- 1) Planning consent has been given on **8 FEBRUARY , 2008** (date)
 - (2) ~~Planning Consent has been refused for the reasons stated on the reverse.~~
 - (3) Planning consent has been given subject to the conditions set out below.
- * (Delete as necessary)

You are advised that planning consent only entitle you to use the land or premise concerned in the manner described in your application on where building or involved separate consent to the technical and constructional aspects is required under the Township (building) rules.

Date: 08/02/2008

Signature:
CITY PLANNER

c.c. City Land Development Officer,
MWANZA

c.c. City Engineer,
MWANZA



THE UNITED REPUBLIC OF TANZANIA

The National Industries (Licensing and Registration) Act, 1967
(Sections 11, 12, 15)

INDUSTRIAL LICENCE

Licence No 00002062

ISIC Class No 3113/12/20080215

Issued at DAR ES SALAAM

Name of firm and Address RAJA'S DELI

P.O. BOX 642

MWANZA

This Licence permits operating a factory to manufacture for sale

SNACKS AND PROCESSED FOODS

Subject to the following conditions:

- (i) that the bearer is obliged to submit annual progress reports on the project
(ii) that the products produced shall conform to the standards accepted by Tanzania Bureau of standards.
(iii) Others: That locally available inputs must be used

Location of the factory Plot No. 536/537 B Nyam Hongolo Mwanza

15th February 2008
Date

Handwritten signature of T. A. Massawe

T. A. Massawe
Registrar: Ministry of Industry and Trade

CTIN.:

0254511



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION FOR TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 3A(4) OF THE INCOME TAX ACT NO. 33 OF 1973)
AS AMMENDED BY THE FINANCIAL LAWS (MISCELLANEOUS AMENDMENTS) 2000

THIS IS TO CERTIFY THAT

.....
RIZWAN KANJI
.....

has been registered with the Tanzania Revenue
Authority and assigned the Taxpayer
Identification Number

.....
102-986-849
.....

with effect from09/09/2004.....


P. N. Kassera

OFFICIAL SEAL

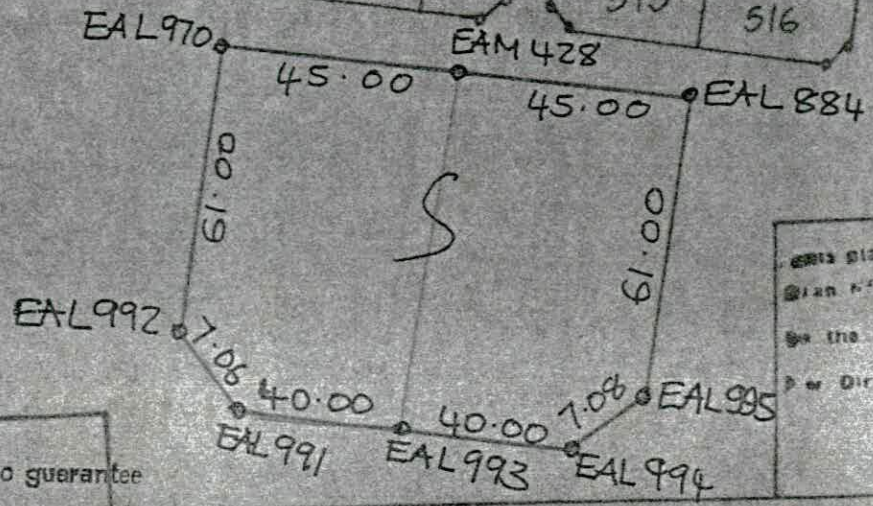
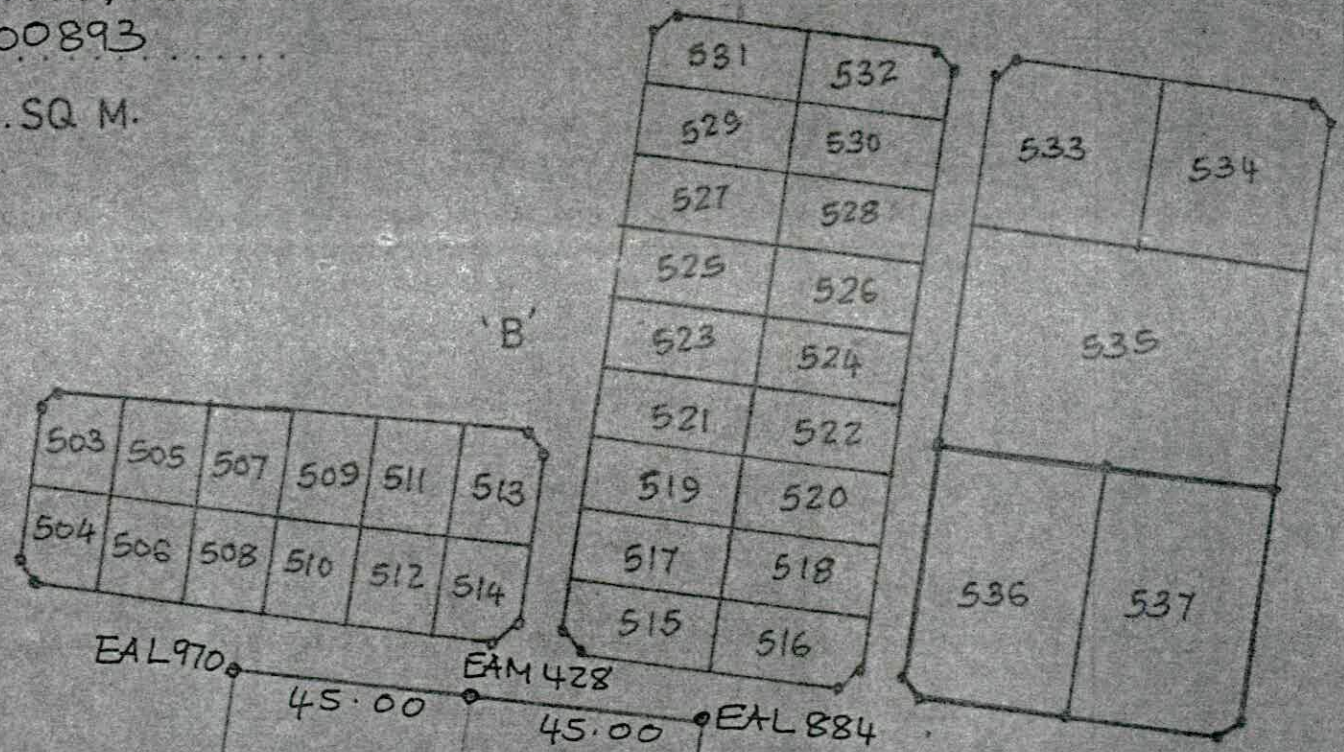
COMMISSIONER FOR INCOME TAX

NOTE: THE REQUIREMENTS UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF

MWANZA CITY.



LOCATION. NYAMHONGOLO SERVICE INDUSTRY
 BLOCK B
 PLOT No. 536 & 537
 LO No. 300893
 AREA 5921 SQ M.



This plan prepared in accordance with Registered Plan No. 44285 is approved for the purposes of the Land Registration Ordinance.
 Director of Surveys and Mapping, Date 4.8.20
 Ministry of Lands, Housing and Urban Development, Dar es Salaam

The Issue of This plan Implies no guarantee or admission of title of the Government

(ii) Do everything necessary to preserve the environment and protect the soil and prevent soil erosion on the land and do all things which may be required by the authorities responsible for environment and to achieve such objective.

(iii) **Buildings to be in permanent materials.**

(iv) **Building plans to be submitted to the Mwanza City Council within six months from the commencement of the Right.**

(v) **Building construction to begin within six months after approval of the plans.**

(vi) **Buildings to be completed within thirty six months from the commencement of the Right.**

3. **USER: The land and the buildings to be erected thereon shall be used for Service Industry, Purposes only; Use Group 'M' Use class (a) as defined in the Town and Country Planning (Use Classes) Regulations, 1960 as amended in 1993. - - - - -**

4. - The Occupier(●) shall not assign the right within three years of the date hereof without the prior approval of the Commissioner.

FILE NO. 1110
REGISTERED on
28-8-07
11:00 A.M.
M. M. Mway
Asst. Registrar of Titles



Land Form No. 22

THE UNITED REPUBLIC OF TANZANIA

THE LAND ACT, 1999
NO. 4 OF 1999

CERTIFICATE OF OCCUPANCY
(Under Section 29)

Stamp Duty Shs. 26600/= Paid
Revenue Receipt No. 2935509
24-7-07
M. M. Mway
Princ. Assistant Registrar of Titles

Title No. 19185 L.R. Mwanza
L.O. No. 300893.
L.D. No. MCC/L/45400.

The 16th day of August, 2007.

THIS IS TO CERTIFY that RIZWAN KANJI of P.O. BOX 647, MWANZA. - - - - -

(hereinafter called "the Occupier"/"the Occupiers") is/are entitle to a right of Occupancy (hereinafter called the Right) in and over the land described in the Schedule hereto (hereinafter called "the Land") as joint occupants/occupants in common in equal shares for a term of sixty six years from the first day of July Two Thousand and seven according to the true intent and meaning of the Land Act and subject to the provisions thereof and to any regulations made thereunder and to any enactment in substitution, therefor or amendment thereof and to the following special conditions:-

- The Occupier(s) having paid rent up to the thirtieth day of June 20 08 shall thereafter pay rent of shillings two hundred sixty seven thousand and thirty - - - - - (TShs: 267,030/=) - - - - - a year in advance on the first day of July in every year of the term without deduction PROVIDED that the rent may be revised by the Commissioner for Lands.
- The Occupier(s) shall:-
 - Be responsible for the protection of all beacons on the land throughout the term of the Right. Missing beacons will have to be re-established at any time at the Occupier's expenses as assessed by the Director responsible for Surveys and mapping.

TANZANIA

THE LAND ACT 1999

(NO. 4 OF 1999)

CERTIFICATE OF OCCUPANCY

(Under Section 29)

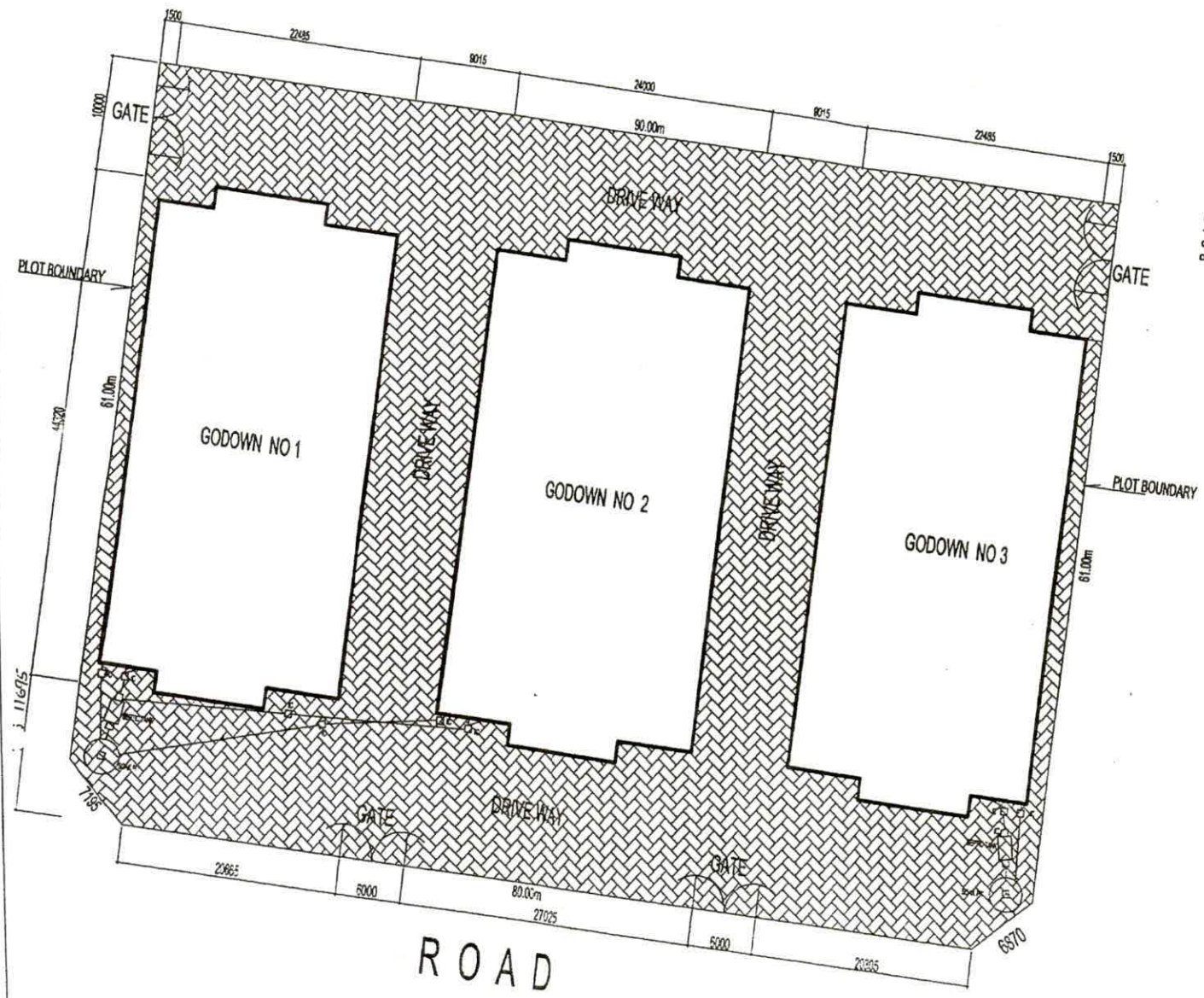
Date of Issue: 28.8.07

Title Number: 19185 LR Mwanza

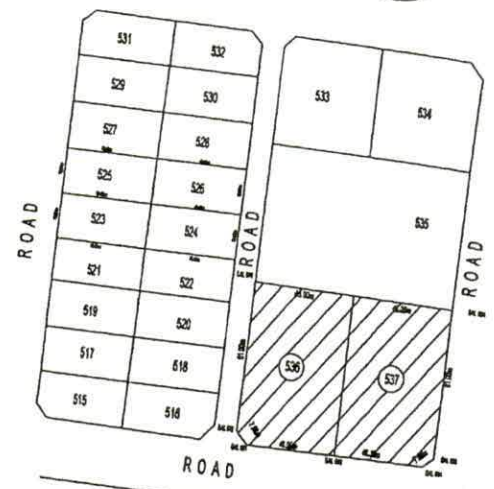
Land Office Number: 300893.

Land: PLOT NO: 536 & 537 BLOCK 'B' NYAMHONGOLO - MWANZA CITY.

Term: SIXTY SIX YEARS.




SITE PLAN 1:200



LOCATION PLAN 1:1000

PLOT DATA

TOTAL PLOT AREA.....	5909.95sqm
TOTAL BUILT UP AREA.....	2921 sqm
AREA OF GODOWN NO 1.....	954sqm.....
AREA OF GODOWN NO 2.....	1013 sqm
AREA OF GODOWN NO 3.....	954 sqm
PLOT COVERAGE.....	49%
PLOT RATIO.....	.49

Project Title: PROPOSED GODOWN AT NYAMHONGOLO	
Client: MIZENYANA P.O. Box 647 MWANZA - TANZANIA	Location: NYAMHONGOLO Block and Plot Number: PLOT 536 & 537 BLOCK 'B'
ARCHITECT  JDC&P HOUSING DEVELOPMENT CONSULTANTS & PLANNERS LTD. Architects, Planners, Interior Designers and Project Managers Liberty Street, Mwalimu Nyerere Bldg, 1st Floor Room No 1, P.O. Box 882, MWANZA CITY. Contact: Tel: Fax: 2252624 Mobile: 2744 61403, 0748 26777, 0748 821020	
Sheet Title: SITE & LOCATION PLAN	Drawing Title: GODOWN NO 1 & 2
Designer: VENICE AMELIA G. M. SANGU	Drawn: RACHEL MUSA
Checked: VENICE AMELIA G. M. SANGU	Approved: [Signature]
Scale: 1:75	Date: OCTOBER 2027
Revision:	GD 00

TANZANIA



Certificate of Incorporation

Section 15

No 67904

I HEREBY CERTIFY THAT

RAJA'S DELI LIMITED =====

=====

is this day incorporated under the Companies Act, 2002 and that the Company is Limited

Given under my hand at Dar es salaam

this **13TH** day of **OCTOBER**

TWO THOUSAND AND EIGHT

Assist. Registrar of Companies

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
PAYBACK PERIOD

SCHEDULE XIII

Tshs,000

YEAR	Invest/Opening Balance	PAT	Depr.	Net Cash flow	Un Recovered Balance
1	795,856	172,706	33,353	206,059	589,797
2	589,797	200,142	33,353	233,495	356,302
3	356,302	265,888	33,353	299,241	57,061
4	57,061	274,848	33,353	308,201	-251,140
5	-251,140	283,808	33,353	317,161	-568,301
6	-568,301	292,768	33,353	326,121	-894,422
7	-894,422	292,768	33,353	326,121	-1,220,543
8	-1,220,543	292,768	33,353	326,121	-1,546,664
Payback period:		3.2 years			

RAJA'S DELI LIMITED
 PROPOSED CORN CHIPS PRODUCTION PLANT
 FINANCIAL RATE OF RETURN

SCHEDULE XII
 Tshs. 000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
CASH INFLOWS								
Net Profit After Tax	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
Depreciation	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Interest	64,000	51,200	38,400	25,600	12,800	0	0	0
Interest of O/D	12,800	0	0	0	0	0	0	0
Salvage Value								562,385
TOTAL INFLOWS	282,859	284,695	337,641	333,801	329,961	326,121	326,121	888,506
OUTFLOWS								
Investment & Re-investments	795,856	0	0	0	0	0	0	0
Increase in W/Capital	10,000	5,015	5,047	0	0	0	0	0
TOTAL OUTFLOWS	805,856	5,015	5,047	0	0	0	0	0
NET CASH FLOW	-522,997	279,680	332,594	333,801	329,961	326,121	326,121	888,506
Discount Factor at 20%	1.000	0.833	0.694	0.579	0.482	0.402	0.335	0.279
Net Present Value	(522,997)	232,974	230,820	193,271	159,041	131,101	109,251	247,893
NPV at 20% =	781,354							
Discount Factor at 50%	1.000	0.667	0.444	0.296	0.198	0.132	0.088	0.059
Net Present Value	(522,997)	155,393	102,484	57,208	31,490	17,305	9,614	14,626
NPV at 50% =	(134,876)							
	23,440,608							
	916,230							
	25.58			IRR > 45.6%				

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
BALANCE SHEET

Schedule XI
Tshs. 000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
Fixed Assets at Cost	795,856	795,856	795,856	795,856	795,856	795,856	795,856	795,856
Less: Acc. Depreciation	33,353	66,706	100,059	133,412	166,765	200,118	233,471	266,824
Net Fixed Assets	762,503	729,150	695,797	662,444	629,091	595,738	562,385	529,032
Current Assets								
Cash	116,059	264,539	478,734	706,935	944,096	1,270,217	1,596,338	1,922,459
Debtors	12,747	15,296	17,845	17,845	17,845	17,845	17,845	17,845
Stocks	12,326	14,792	17,289	17,289	17,289	17,289	17,289	17,289
Total Current Assets	141,132	294,627	513,868	742,069	979,230	1,305,351	1,631,472	1,957,593
Current Liabilities								
Creditors	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Current Liabilities	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Net Current Assets	126,059	279,554	498,795	726,996	964,157	1,290,278	1,616,399	1,942,520
Net Total Assets.	888,562	1,008,704	1,194,592	1,389,440	1,593,248	1,886,016	2,178,784	2,471,552
Represented by								
Equity	395,856	395,856	395,856	395,856	395,856	395,856	395,856	395,856
Term Loan	320,000	240,000	160,000	80,000	-	-	-	-
Retained Earnings	172,706	372,848	638,736	913,584	1,197,392	1,490,160	1,782,928	2,075,696
Total Assets	888,562	1,008,704	1,194,592	1,389,440	1,593,248	1,886,016	2,178,784	2,471,552
	-	0	0	0	0	1	1	1

RAJA'S DELI LIMITED
PROPOSED CORN SHIPS PRODUCTION PLANT
CASH FLOW PROJECTIONS

SCHEDULE X
Tshs. '000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
CASH INFLOW:								
Equity	395,856	0	0	0	0	0	0	0
Term Loan	400,000	0	0	0	0	0	0	0
Overdraft	10,000							
Depreciation	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Net Profit After Tax	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
TOTAL INFLOWS	1,011,915	233,495	299,241	308,201	317,161	326,121	326,121	326,121
CASH OUTFLOW:								
Investment & Reinv.	795,856	0	0	0	0	0	0	0
Working Capital Increase	10,000	5,015	5,047	-	-	-	-	-
Loan Repayment	80,000	80,000	80,000	80,000	80,000	-	-	-
Overdrat Retirement	10,000							
TOTAL OUTFLOWS	895,856	85,015	85,047	80,000	80,000	0	0	0
NET CASH BALANCE	116,059	148,480	214,194	228,201	237,161	326,121	326,121	326,121
CUMULATIVE CASH	116,059	264,539	478,734	706,935	944,096	1,270,217	1,596,338	1,922,459

RAJA'S DELI LIMITED
 PROPOSED CORN CHIPS PRODUCTION PLANT
 WORKING CAPITAL REQUIREMENT

SCHEDULE IX
 Tshs.

Year	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
Current Assets:								
Debtors (1Week Total Sales)	12,747	15,296	17,845	17,845	17,845	17,845	17,845	17,845
Raw Material Stocks (3 Month)	12,326	14,792	17,289	17,289	17,289	17,289	17,289	17,289
TOTAL	25,073	30,088	35,134	35,134	35,134	35,134	35,134	35,134
Less:Creditors								
Staff Salaries (1 Month)	4,968	4,968	4,968	4,968	4,968	4,968	4,968	4,968
Trade Creditors	10,105	10,105	10,105	10,105	10,105	10,105	10,105	10,105
Total Creditors	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Net Current Assets	10,000	15,015	20,061	20,061	20,061	20,061	20,061	20,061
Working Capital Increase	10,000	5,015	5,047	-	-	-	-	-

RAJA'S DELI LIMITED
 PROPOSED CORN CHIPS PRODUCTION PLANT
 PROJECTED INCOME STATEMENT

SCHEDULE VIII
 Tshs. 000

	MONTHLY	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	0	1	2	3	4	5	6	7	8
TOTAL SALES	50,987	611,840	734,208	856,576	856,576	856,576	856,576	856,576	856,576
Less: Direct Costs	20,729	248,751	289,138	329,580	329,580	329,580	329,580	329,580	329,580
Gross Income	30,257	363,089	445,070	526,996	526,996	526,996	526,996	526,996	526,996
Gross Income (%)	0.59	0.59	0.61	0.62	0.62	0.62	0.62	0.62	0.62
Less: Operating Expenses:	6,202	74,429	74,600	75,403	75,403	75,403	75,403	75,403	75,403
Operating Surplus	24,055	288,660	370,470	451,593	451,593	451,593	451,593	451,593	451,593
Less: Capital Charges:									
Depreciation	2,779	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Interest on Loan	5,333	64,000	51,200	38,400	25,600	12,800	0	0	0
Interest on O/D	1,067	12,800	0	0	0	0	0	0	0
TOTAL	8,113	110,153	84,553	71,753	58,953	46,153	33,353	33,353	33,353
Profit Before Tax	15,942	178,507	285,917	379,840	392,640	405,440	418,240	418,240	418,240
Less 20% Invest Allowance		159,171							
Taxable Income	1,611	19,335	285,917	379,840	392,640	405,440	418,240	418,240	418,240
Tax Provision	483	5,801	85,775	113,952	117,792	121,632	125,472	125,472	125,472
Profit After Tax	15,459	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
Retained Earnings	15,459	172,706	372,848	638,736	913,584	1,197,392	1,490,160	1,782,928	2,075,696

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LOAN REPAYMENT SCHEDULE

SCHEDULE VI

Tshs. '000'

Term Loan Amount: 400,000

Interest Rate: 16%

Year	Opening Balance	Principal Repayment	Interest	Closing Balance
1	400,000	80,000	64,000	320,000
2	320,000	80,000	51,200	240,000
3	240,000	80,000	38,400	160,000
4	160,000	80,000	25,600	80,000
5	80,000	80,000	12,800	0
6	0	-	0	0
7	0	-	0	0
8	0	-	0	0
	TOTAL	400,000	192,000	

Overdraft Facility 10,000

Interest Rate: 16%

Month	Opening Balance	Principal Repayment	Interest	Closing Balance
1	10,000	-	1,600	10,000
2	10,000	-	1,600	10,000
3	10,000	-	1,600	10,000
4	10,000	-	1,600	10,000
5	10,000	-	1,600	10,000
6	10,000	-	1,600	10,000
7	10,000	-	1,600	10,000
8	10,000	-	1,600	10,000
9	10,000	-	1,600	10,000
10	10,000	-	1,600	10,000
11	10,000	-	1,600	10,000
12	10,000	10,000	1,600	0
	TOTAL	10,000	12,800	

RAJA'S DELI LIMITED
PROPOSED CORN SHIPS PRODUCTION PLANT
MANPOWER SALERIES

S/No	Category	No.	Monthly Salary	Monthly Salaries	SCHEDULE III
					Tshs
					Annual Salaries
Administration:					
1	General Manager	1	800,000	800,000	9,600,000
2	Accountant	1	500,000	500,000	6,000,000
3	Production Engineer	1	550,000	550,000	6,600,000
4	Marketing / Sales Manager	1	500,000	500,000	6,000,000
5	Sales Store Officer	2	150,000	300,000	3,600,000
6	Accounts Clerk	1	150,000	150,000	1,800,000
5	Secretary / Reception	1	150,000	150,000	1,800,000
6	Sweepers & Cleaners	2	120,000	240,000	2,880,000
7	Security Gurds	2	120,000	240,000	2,880,000
	Sub Total	12	3,040,000	3,430,000	41,160,000
Direct Salaries					
8	Production Supervisor	1	400,000	400,000	4,800,000
9	Mixers	2	120,000	240,000	2,880,000
10	Extruders	2	120,000	240,000	2,880,000
11	Seasoning	2	120,000	240,000	2,880,000
12	Dryer	2	120,000	240,000	2,880,000
13	Packing / Manual	4	120,000	480,000	5,760,000
14	Sub Total:	13	1,000,000	1,840,000	22,080,000
	TOTAL SALARIES	25	4,040,000	5,270,000	63,240,000
	Add: NSSF 10%			527,000	6,324,000
	SDL 5%			263,500	3,162,000
	TOTAL			6,060,500	72,726,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LIST OF MOTOR VEHICLES AND EQUIPMENT

SCHEDULE ID

S/No.	Vehicles	Nos.	Unit Costs USD	Total USD	TOTAL Tshs. Equiv.
1	Pick up	4	3,000	12,000	14,400,000
2	Vans	3	3,000	9,000	10,800,000
3	Vibrator Roller	1	10,000	10,000	12,000,000
4	Tractor Dozer	1	29,000	29,000	34,800,000
	SUB TOTAL			60,000	72,000,000
	Add:				
	Freight & Insurence		7,000	7,000	8,400,000
	Local Transport		5,000	5,000	6,000,000
	SUB TOTAL			12,000	14,400,000
	TOTAL			72,000	86,400,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
COST OF BUILDINGS AND CIVIL WORKS

S/NO	Description	Amount Invested	Additional Investment	SCHEDULE IC
				Tshs. 000'
				Total Investment
1	Land Acquisition	50,219	-	50,219
2	Land Clearing	2,500	-	2,500
3	Architectural Drawings	13,500	-	13,500
4	Bills of Quantities and Feasibility Study	2,850	-	2,850
5	Materials at site	11,000	-	11,000
6	Land Development	16,000	497,931	513,931
	TOTAL	96,069	497,931	594,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
BILLS OF QUANTITIES - GENERAL SUMMARY

SCHEDULE IB
Tshs.

ITEM	DESCRIPTIONS	AMOUNT (TSHS.)
1	Bill Nr. 1 Preliminaries and General Conditions of Contract	6,600,000
2	Bill Nr. 4. Measured Works One Unit Godown	350,990,975
3	Bill No. 5 Fence	124,023,000
4	Bill Nr. 6 Prime Cost and Provisional Sums	13,160,000
	<u>ADD</u> : 20% VALUE ADDED TAX (VAT)	98,954,795.00
	TOTAL ESTIMATED COSTS	593,728,770
	Say	594,000,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LIST OF MACHINERY AND EQUIPMENT

SCHEDULE IA
Tshs.

LIST OF PLANT & EQUIPMENT

	Nos.	Unit Cost Ind RPS	Total Costs Ind RPS	Total Costs Tshs. Equiv.	Additional Machinery	Total Investments
1 Pulverizer	2	50,000	100,000	2,850,000	0	2,850,000
2 Mixer	2	45,000	90,000	2,565,000	0	2,565,000
3 Puff Extruder	2	200,000	400,000	11,400,000	0	11,400,000
4 Batch Type Drum Coating	1	45,000	45,000	1,282,500	0	1,282,500
5 Fryer with diesel owner	1	50,000	50,000	1,425,000	0	1,425,000
6 Hydrolyser	1	20,000	20,000	570,000	0	570,000
7 Continuous masala coater tunnel	1	175,000	175,000	4,987,500	0	4,987,500
8 Bag sealing machine	1	7,750	7,750	220,875	0	220,875
9 Nitrogen Gas Generator	1	190,000	190,000	5,415,000	0	5,415,000
10 HP Air Compressor	1	50,000	50,000	1,425,000	0	1,425,000
11 Ref Air dryer	1	35,000	35,000	997,500	0	997,500
12 Accessories for Air Dryer	1	10,000	10,000	285,000	0	285,000
13 Weighing machines	1	13,000	13,000	370,500	0	370,500
14 Electric control Board	1	120,000	120,000	3,420,000	0	3,420,000
14 Starter 20HP / 15HP	1	19,488	19,488	555,408	0	555,408
16 Starter 7.5 / 5 / 2	1	11,891	11,891	338,894	0	338,894
17 63 Amp Starter	1	1,800	1,800	51,300	0	51,300
18 32 Amp Starter	1	3,553	3,553	101,261	0	101,261
19 On / Off Boxes for above	1	2,366	2,366	67,431	0	67,431
20 400 Amp mainswitch Isolator	1	18,563	18,563	529,046	0	529,046
21 Exhaust fan	1	10,212	10,212	291,042	0	291,042
22 Extractor fan	1	60,000	60,000	1,710,000	0	1,710,000
23 Packing Machines	3	150,000	-	-	12,825,000	12,825,000
24 Baking Unit	1	200,000	-	-	5,700,000	5,700,000
25 Confectionary Machine	1	438,600	-	-	12,500,000	12,500,000
SUB TOTAL			1,433,623	40,858,256	31,025,000	71,883,256
25 Transport, Clearance & Duties:						
Transportation 20ft Container India Freight	1	96,000	96,000	2,736,000	0	2,736,000
Noida - Mumbai with packing charge	1	77,000	77,000	2,194,500	0	2,194,500
India - Mombasa - Container Costs	1	-	-	1,912,500	0	1,912,500
Mombasa - Mza - Transport	1	-	-	2,313,000	0	2,313,000
Customs Duties	1	-	-	4,559,070	0	4,559,070
Miscellaneous Expenses	1	-	-	1,000,000	0	1,000,000
Sub - Total				14,715,070	0	14,715,070
26 Transport, Clearance & Duties:						
2nd Lot of Equipment 40ft Container					0	-
Transport Noida - Mum - Bangalore Mum					0	-
Nitrogen pack charges - Extruder					0	-
Bhiwandi - Customs - Warehouse storage	1	-	-	3,360,150	0	3,360,150
Freight & Clearing India	1	-	-	4,323,764	0	4,323,764
Transport Mombasa - MZA	1	-	-	5,640,000	0	5,640,000
Customs Duties	1	-	-	5,233,310	0	5,233,310
Miscellaneous Expenses	1	-	-	2,000,000	0	2,000,000
SUB TOTAL				20,557,224	0	20,557,224
TOTAL COST OF MACHINERY AND EQUIPMENT				76,130,549	31,025,000	107,155,549

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
INVESTMENT AND FINANCING PLAN

SCHEDULE I

Tshs.000

S/No. Investments	Existing	Additions	TOTAL
1 Land and Buildings	96,069	497,931	594,000
2 Machinery & Equipment	76,130	31,026	107,156
3 Furniture & Fittings	-	4,500	4,500
4 Office & Equipment	-	3,800	3,800
5 Motor Vehicles	-	86,400	86,400
TOTAL CAPITAL COSTS	172,199	623,657	795,856
6 Working Capital	-	10,000	10,000
TOTAL INVESTMENTS	172,199	633,657	805,856

B: Financing Plan.

S/No/ Investment	Existing Investment		Additional Investment		Total Investment		GRAND TOTAL Investment
	Equity	Loans	Equity	Loans	Equity	Loans	
1 Land and Buildings	96,069	-	97,931	400,000	194,000	400,000	594,000
2 Machinery & Equipment	76,130	-	31,026	-	107,156	-	107,156
3 Furniture & Fittings	-	-	4,500	-	4,500	-	4,500
4 Office & Equipment	-	-	3,800	-	3,800	-	3,800
5 Motor Vehicles	-	-	86,400	-	86,400	-	86,400
TOTAL CAPITAL COSTS	172,199	-	223,657	400,000	395,856	400,000	795,856
Financial Gearing					50%	50%	100%
6 Working Capital	-	-	-	10,000	-	10,000	10,000
TOTAL INVESTMENTS FINANCING	172,199	-	223,657	410,000	395,856	410,000	805,856
Financial Gearing					49%	51%	100%

6.5 Internal Rate of Return:

The project registers a healthy rate of return of 45.6% as compared to the assumed cost of capital of 16% for the term loan. As such, the project is able to service its loans comfortably and is similarly able to withstand unforeseen risks that may arise during the duration of the bank loan.

7.0 COLLATERAL SECURITY:

The assumed loans are to be secured by the business assets on Plot No. 536 & 537 Block "B" Nyamhongoro, Igoma, Mwanza City. The project promoter is however a competent and experienced businessman capable of managing the business well to ensure that the bank loans are repaid on schedule.

8.0 SOCIAL ECONOMIC BENEFITS.

The proposed project in food processing has the following social economic benefits.

8.1 Social Economic Benefits:

The production of corn chips provides a quality and tasty snack for school children and other consumers. It will serve to meet food needs for school children in urban centers.

8.2 Revenue to the Government:

The business will also benefit the Government through increased realization of revenue through payment of corporate and other taxes.

8.3 The business also provides direct employment to Tanzanians hence, providing them with income for their living.

9.0 CONCLUSION & RECOMMENDATION:

9.1 Conclusion:

Based on the technical and financial analysis carried out in this report, the business proposal by Mr. Rizwan Kanji to borrow 400 Million as term loan from Diamond Trust Bank is technically feasible and commercially viable.

9.2 Recommendation:

In view of the above conclusion, it is recommended that the M/S Raja's Deli Limited be supported by way of term loan of Tshs. 400 Million to finance capital investments for the proposed plant and working capital requirement of Tshs. 10 Million at the opportune time.

===== & =====

6.1.7 Loan Financing:-

A term loan of Tshs. 400 Million has been assumed to be availed by a local commercial bank repayable over 5 years with interest 16% per annum. An overdraft facility of Tshs. 10 Million has also been assumed to be availed by same Bank at interest of 16% per annum.

6.2 Projected Income Statement:

Based on assumptions used in the financial evaluation of this project, the business is a profitable venture. It is projected to generate total sales volume of Tshs. 611.8 Million for the first year increasing to Tshs. 856.5 Million by the third and subsequent years. The Net Profit after Tax is projected at Tshs. 172.7 Million for the first year increasing to Tshs. 200.1 Million by the second year and to over Tshs. 265.9 Million by the third and subsequent years. The projected profits are based on production level of 50% capacity utilization for the first year, 60% and 70% for the second and third years respectively.

6.3 Projected Cash Flow:

The projected cash flow indicates a positive trend through out the 8 years projected period of operation. The net cash balance is estimated at Tshs. 116.1 Million in the first year increasing to Tshs. 148.5 Million by the second year and to over Tshs. 228.2 Million by the third and subsequent years. The cash flow has taken into account the repayment of the Tshs. 400 Million term loan in annual installments of Tshs. 80 Million equivalent to about Tshs. 6.7 million monthly installments. The business is therefore projected to have a sound liquidity position through out the projected period.

6.4 Projected Balance Sheet:

The total net assets the company for the first year of operation are estimated at Tshs. 888.6 Million Increasing to Tshs. 2.5 Billion by the 8 year by the project period. The retained earnings increase from Tshs. 172.7 Million in the first year to Tshs. 2.1 Billion by end of the 8th year. On the whole the financial position of the project is healthy during the entire period of analysis. Details are as shown in schedule XI.

6.0 FINANCIAL ANALYSIS.

6.1 Assumptions and Considerations:

6.1.1 The business is a new venture. After its establishment however it has been assumed that, it will continue running as a going concern.

6.1.2 Plant Capacity:-

The plant has the capacity to process 80 kgs of raw materials per day to produce corn chips at 80% yield. The plant has however been assumed to operate at 50% of capacity in year 1 increasing to 60% by second year stabilizing at 70% by third and subsequent years.

6.1.3 Raw Material Costs:

The costs for raw material for production of corn chips are based on current market prices as given by the company management.

6.1.4 Revenue from Operations:

The revenue from business operations based on given assumptions is projected as under;-

Year	Sales Value (Tshs.000')
1	611,800
2	734,200
3 - 8	856,576

6.1.5 Operating Costs:-

Operating costs are based on current market costs for various in puts and services to be purchased by the plant.

6.1.6 Business Requirement:

The financial business requirement is Tshs. 400 Million as term loan to finance remaining capital investments in building and civil works. The company will also need Tshs. 10 Million as working capital at start up of business operations. This amount is to cover for procurement of the necessary raw materials for production of corn chips.

EXHIBITIONS/SEMINARS:

Cable and Satellite – Mumbai 1994

Symposium:

Trade Exhibition Organized by UNIDO

- Delhi 1995

Participation with Pansian Systems at

Trade Exhibition KICC- Nairobi 1996.

Aitec – Nairobi 1996

Project Africa 97 – KICC Nairobi – 1997

Cable & Satellite Exhibition Dubai – 1997

National Association of Broadcasters – Las

Vegas 1999.

Cable & Satellite Exhibition – Dubai 2003

Media International, Dubai World Trade

Centre – 2003

Gitex – Dubai 2003

Cable & Satellite Exhibition – Mumbai 2003

Cable & Satellite Exhibition – Mumbai 2004

Cable & Satellite Exhibition – Mumbai 2006

Agro Technology Fair – Delhi 2006

India Label Show – Delhi 2006

Photo Imaging Asia – Delhi 2006

International Food Exhibition India

- Delhi 2006.

Cable and Satellite Exhibition–Mumbai 2007

Broadcast India – Mumbai 2007

Annapoorna – World of food India-Mumbai
2007.

Food and Beverage Tech – Mumbai 2007.

International Packtech India– Mumbai 2007

MEMBER:

Past Treasure of TCCIA and still a member

Lions Club of Mwanza.

Mwanza Yatch Club

Mwanza Sports Club

Mwanza Lodge

Cromabu - NGO

WORKING EXPERIENCE:

1974 to Date:

Shareholder & Director – Jafferries Hotel Ltd
Assignment: Financial Management.

1979 – 1988:

Shareholder & Director – Victoria
Products (T)
Assignment – Technical operations and
Administration.

1988 - 1996

Proprietor: Boutique Shariza.

1992 – 2002:

Shareholder & Director/CEO-Mwanza
Satellite CATV Networks Ltd.

2002 – To date:

Major Shareholder Man. Director/CEO-
Mwanza Satellite CATV Networks Ltd.

2007 – to Date:

Managing Direct / Major Shareholder/Corn
Chips Production Plant – Rajas Deli Ltd.

PRESENT ASSIGN. / PROJECTS: Mwanza Satellite CATV Networks Ltd.

- To extend cable network coverage into
Newly developed areas.
- Migrate to Digital convergence.

Corn chips – Rajas Deli Ltd.

- To complete factory building
- Install machinery
- Start production

1991

Satellite Installation Course, Tek-Tran Services.

Diploma in Consumer Electronics, Angus Polytechnic, Fife Scotland.

2004

PC World IT Training Centre – Mwanza
Computer Course, Windows, word, excel, Access, publisher, paint brush, PowerPoint & Internet. NR-Institute of Information Technology – Mwanza, Tally with Accounting.

OTHER OPPORTUNITIES:

Shyam Communications

Did practice's for TVRO, SMATV Installations, Cable TV Installations, Designing Networks, Cable TV Engineering, Delhi – India.

Business Management Skills Course:

Organized by CBC & British Council, Bot – Mwanza.

Chamber Management & Administration:

Organized by TCCIA & Chamber of Commerce and Industries, Southern – Sweden.

Workshop – 2005:

The Seven Habits of Highly Effective People, Certificate of Achievement J.K. – Mwanza.

5.2 Management:

The plant management will be under the direction of the Managing Director Mr. Rizwan Kanji. However the day to day of operation of the plant will be under the General Manager assisted by the Departmental Managers for the three units given above. The Managing Director will have full autonomy to make decisions for the company without having to make reference to any individual or institution. The Managers will be recruited from the open labour market based on individual qualifications and competence. The personal particulars of the Managing Director are as given in para 5.3 below.

5.3 CURRICULUM VITAE OF THE MANAGING DIRECTOR:

NAME: Mr. Rizwan Kanji
NATIONALITY: Tanzanian
AGE: Adult
MARITAL STATUS: Married with two (2) Children
RESIDENCE: Nkomo Street, Mwanza City.
ACADEMIC QUALIFICATION: **Nov, 1973**
Completed O'Levels
Lake Secondary School – Mwanza.
July, 1974
Did Bookkeeping II, Store Keeping I,
Commerce I, Office Practice I. N. S. T. I.
Mwanza.
1977
Grade 3 Motor Vehicle Mech. N.V.T.C.
Mwanza.
1978
Grade 2 Motor Vehicle Mech. N.V.T.C.
Mwanza.
1981 – 1983
Certificate in Fisheries.
Nyegezi Fisheries Institute – Mwanza.
1984
Grade I Motor Vehicle Mech. N.V.T.C.
Mwanza.

4.3 Distribution Channels:

The large share of the company business will be distributed through wholesalers. The second largest channel will be the retailers. It is through these two channels that the company will distribute its products and possibly appoint agents in the suburbs of Mwanza City and District urban centers.

4.4 Competition and Marketing Strategy:

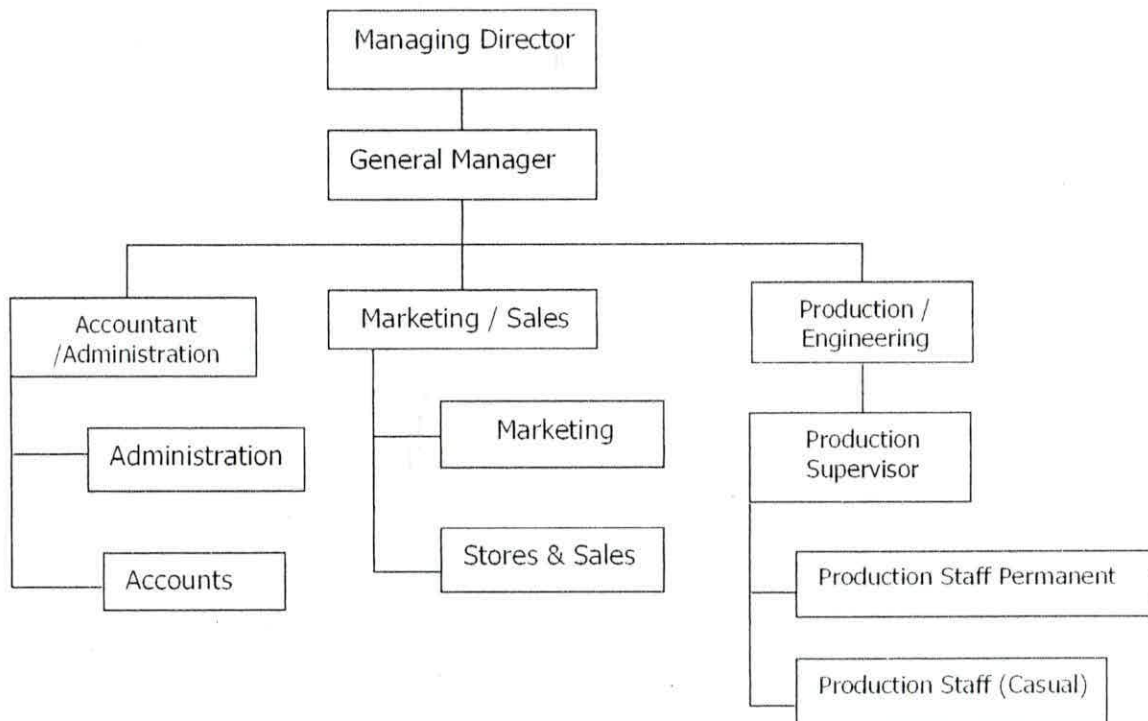
The company plans to produce quality and tasty corn chips to be marketed under the brand name of **RAJA'S DELI** at reasonable costs so as to penetrate the market and establish itself in this business. Similar products currently in the market sell at Tshs. 250 per 20gms package where as products from the company will sell at Tshs. 150 per 20gms package. This is one of the competitive strategies that the company will employ to penetrate and consolidate its market share in the business. Other strategies would include advertising and personal visits by company sales staff to supermarkets, retail stores and other distribution channels.

5.0 ORGANISATION AND MANAGEMENT.

5.1 Company Organization Structure:

The business organization structure will consist of three departments i.e., Production/Engineering Department, Sales and Marketing and Accounts Administration under the Departmental Managers who will be reporting to the General Manager. The organization structure is as given below;-

THE COMPANY ORGANIZATION STRUCTURE:



3.10 Project Implementation:

The project is already being implemented by the promoter. Construction of the factory buildings and godowns for storage of raw materials and final products is already going on. The value of implemented works in building and civil works is Tshs 96 Million with un-executed works estimated at Tshs. 497.9 Million. Almost all the machinery and equipment required has been imported and is already in Mwanza. Implementation of the remaining works has at the moment been suspended pending full mobilization of the required funding to complete the project. Assuming that the required funding is firmed up by end of October, 2008, implementation of the remaining works is estimated to take six (6) months. The plant should therefore be ready for commercial operations by May, 1st 2009.

3.11 Environmental and occupational safety considerations:

All health and safety precautions will be observed at the factory as required for a food manufacturing plant. The disposal of wastes will also be done in adherence with national and local regulations as required by Mwanza City Council.

4.0 MARKETS AND MARKETING:

4.1 Target Market:

The target market for the company products are school children particularly at pre-primary and primary levels. Generally corn chips are most preferred by children since they form cheap but quality and tasty snacks for school children to carry and consume. The products also have a good market for picnic events or tour safaris by individuals, families or group events particularly in urban areas. The market demand from the above mentioned market segment is quite big and will continue to grow with increasing expansion in school enrollment at preprimary and primary levels. It is therefore anticipated that production at the plant will expand steadily from 50% capacity utilization to 70% by the 3rd and subsequent years of operations.

4.2 Demand and Supply;

The demand for the products is expected to be available all year round since it is consumed by almost every individual mainly in urban centers. However high demand is expected during school days since this constitutes the major market segment for the products.

Puffs that are dry will burn in the dryer). Moisture content is determined by weighing a 0.07. 105 oz (2 – 3) portion of cornmeal, placing it uncovered in the shelf of an oven for exactly 60 seconds, then re-weighing the samples and calculating the amount of moisture loss. The mean must not lose more than 0.2% of weight (moisture) of the cornmeal.

The equipment used in the manufacture of the extruded snacks is calibrated and checked very carefully throughout the production process. Industry and food technology manuals indicate the proper rate of feed into and through the extruder, the number of revolutions per minute as which are extruder must run, the temperature of the extruder, the pressure (measured in Atmospheres) that must be maintained in the extruder, the speed of the extruder, and the rotating speed of the knife that cuts the collettes. Human operators constantly check the extruding dies to ensure they have not plugged up.

Extremely important is determining the amount of water that must be added to the cornmeal in order for it to become gelatinous. The moisture content of the product as it enters the extruder, as well as when it exits (Just before the baking that crisps it up), is carefully assessed. Machinery is programmed so that the duration of the processes described above are perfectly timed in order to ensure each step is thoroughly completed.

3.9 Production Plan:

The project has the capacity to process 640 kgs of raw materials per day. However plant has been assumed to operate at 50% capacity for the first year increasing to 60% by the second year and to 70% by the third and subsequent years. Based on this assumption, production of corn chips is projected as follows; -

Year	Kgs	Gms	Tshs. '000
			Sales
1	61,440	61,440,000	611,840
2	73,728	73,728,000	734,208
3 – 8	86,016	86,016,000	856,576

3.7.5 Flavoring the Collettes:

As the collettes move through the oven, they are sent to the flavor coating station. They are still bland cornmeal crisps and must receive a coating in order to be palatable. They may be coated using one of two methods. In the first method, the extruded corn curls are first sprayed with vegetable oil and then dusted with a variety of dry flavors, seasoning, and color. In the second method, the oils flavors, spices and color may be mixed together in a tank and sprayed on the collettes as they are tumbled in what its called a flavor reel. In either process, it is essential that oil is placed on the surface of the collette in order for the flavors and spices to stick to the snack. The flavored snacks now sit on a conveyor before they are packaged.

3.7.6 Packing the Corn Chips:

The corn chips move along the conveyor belt. A vibrating conveyor belt moves the snacks along until they fall into the weighing machine. The weighing machine weighs out just the right amount of curls to go into a bag and puts them into a chute. Corn chips bags may be made of polypropylene which are resistant to moisture and keep the product crisp.) Huge rolls of flattened bags are loaded into the weighing machine, formed, and prepared to receive the corn chips that drop into the bags. The bags are than heat sealed. Cartons of bags are packed and stored into a warehouse.

3.8 Quality Control:

One of the most important quality control steps in the entire process is selecting cornmeal for use. First it must be finely ground because big grains or gritty meal result in an undesirable feel as the finished product is consumed. Cornmeal is tested for grit size by weighting 1.75 (50g) of a well-mixed, representative sample of meal. Then, the test sample is transferred to the top sieve of a series of different grades of sieves. The grain is poured on top and agitated as it is put through the sieves. The grain remaining on the sieves is considered too coarse to use; this amount is weighed and the approximated usable grain is calculated and compared to specifications sent from the supplier. Next, moisture content of the grain is assessed because to – wet or to-dry cornmeal will create inferior product. (Excessive moisture will cause formation of small, heavy hard puffs, while too –dry cornmeal will create light, long, straight puffs.

3.7.2 Extruding the collettes:

The cornmeal mixture is loaded into the top of the extruding machine. The batch becomes rather gelatinous as it is exposed to heat, moisture, and pressure. The mixture is then propelled through the extruder using an auger or tapered screw. This screw forces the mixture against the inside of the extrusion chamber, creating a shearing effect when pressure is increased. Steam jackets line the extrusion chamber to assist in cooking the meal mixture. When the cornmeal reaches the die it should be hot, elastic, and viscous. The moisture is liquid under high pressure but changes to steam as it reaches lower pressure on the other side of the extrusion process. The result is that the cornmeal dough expands and puffs up as it moves through the extrusion dies. The shape of the die is a critical aspect of its product because it gives the product its distinctive shape. As the dough is pushed through the dies, it looks like puffy snakes. These extruded snakes called collettes are cut to the desired length by a rotating knife.

3.7.3 Drying the Collettes:

The collettes still contain between 6 to 10% water at this point (depending on the recipe and the manufacturer) and must be dried out so that the collette's are conveyed, (either for drying or frying) to large oven called a dryer whereby it moves continuously through the dryer until they emerge at the other end crisped up considerably. The dryer generally is about 140⁰C hot enough to get the moisture out but not to darken the collette. The collette require about 5 minutes to dry out and are reduced to between 1 – 2% moisture.

3.7.4 Separating the Fines:

The fines or small particles that are produced as the collettes are conveyed to the dryers must be separated from the nicely – formed collettes. (The fines tend to absorb oil and flavorings and are undesirable to include in a package of cheese curls. Some modern dryers are self-cleaning and automatically deposit the fines in a cross conveyor for removal from the machine.

3.6 Raw Material for Corn Chips:

The major raw materials for production of corn chips are; maize, rice, oil, salt, flavors and water. All the materials are locally available except for seasonings (flavors) which will be imported from Nairobi, Kenya. The project is therefore, heavily depended on local raw materials which are abundantly available.

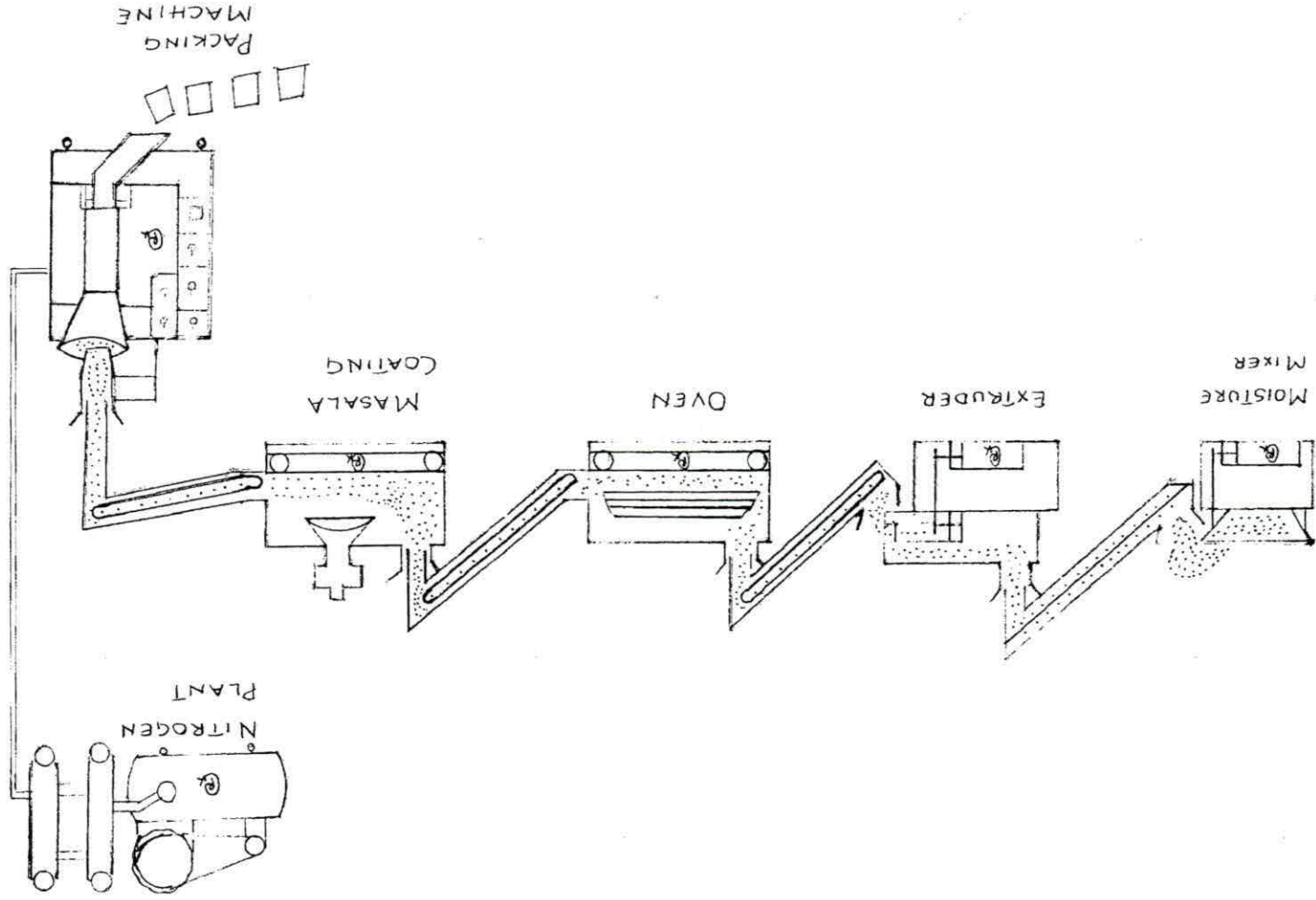
3.7 The Manufacturing Process:

The primary step in the manufacture of corn chips is the extrusion of the cornmeal mixture. Using a tapered screw, the extruder forces the mixture against the inside of the extrusion chamber, creating a shearing effect when pressure is increased. Steam jackets line the extrusion chamber to assist in cooking the meal mixture. When the cornmeal reaches the die it is hot, elastic, and viscous. The moisture is liquid under high pressure but changes to steam as it reaches lower pressure on the other side of the extrusion process. The result is that the cornmeal dough expands and puffs up as it moves through the die. Fried cheese curls differ only in that the product is fried after drying. In general, the manufacturing process for any extruded puff is relatively standard. It includes the heating of kernels of grain and then subjecting the meal to extremely high temperature and pressure. Starch in the mixture is gelatinized prior to its extrusion, and as the gelatinous mix is extruded, it is shaped and puffed.

3.7.1 Mixing:

Cornmeal is carefully chosen for use in corn chips production. The cornmeal must be of the texture so that it produces pleasant feel as it is eaten. Also, cornmeal with a low moisture content of 6 -10% is used in this process. Too much moisture in the meal will render the product soggy. Cornmeal is inspected for moisture content, placed into a mixing bin and sprayed with a fine mist of water as it is stirred. Water poured directly into the meal will result in gluten formation, uneven distribution of moisture, and clumping of wet grain. When the desired consistency is achieved, the mixture is immediately extruded. Holding the mixture too long often results in additional water absorption and the mixture cannot be used. If the cornmeal slurry cannot be used immediately, it must be stored in an airtight container.

CORN CHIPS PRODUCTION PLANT LAYOUT: EXHIBIT - I



3.3 Project Investment & Financing Plan:

The project investment costs and financing plant are estimated at Tshs. 795.9 Million consisting of Tshs. 172.2 Million being amount invested and Tshs. 623.7 Million as additional investments required to complete the project as summarized below;-

		Tshs.'000		
Investments:		Equity	Loans	Total
1.	Land and Building	194,000	400,000	594,000
2.	Machinery & Equipment	107,156	0	107,156
3.	Furniture & Fittings	4,500	0	4,500
4.	Motor Vehicles	86,400	0	86,400
5.	Office Equipment	<u>3,800</u>	<u>0</u>	<u>3,800</u>
	TOTAL CAPITAL COSTS	395,856	400,000	795,856
6.	Working Capital	<u>-</u>	<u>10,000</u>	<u>10,000</u>
7.	TOTAL INVESTMENT	395,856	410,000	805,856

3.4 Utilities Requirements:

The location is well served with electricity from Tanesco Grid Line and water from the City water supply system. It is also well served with all other basic economic infrastructure.

3.5 Plant Capacity and Layout:

The proposed plant has the capacity to process **80 kgs** of raw materials for production of **corn chips per hour**. At a yield rate of 80%, this translates into 64 kgs of corn chips per hour or 512 kgs per day based on 8 hours working shift per day. The plant will consist of the following machinery and equipment;

- Moisture Mixer
- Extruder
- Oven
- Masala Coating Equipment
- Nitrogen Plant
- Packing Machine.

The plant layout is as given in exhibit I below;

(b) **Jefferies Hotel Ltd.**

	2007	2006
Rental Income (Tshs.000')	44,400	42,000
Operating Expenses	25,892	25,507
Net Profit for the Year	18,507	16,494

Source: Audited Business Accounts.

3.0 TECHNICAL ANALYSIS.

3.1 Location:

The project is located on Plot Nos. 536 and 537 at Nyamhongolo, a new industrial service area of Mwanza City about 14 Kilometers from Mwanza City Centre. The plot area covers a total of 5,921 Square Meters which is quite adequate to accommodate the proposed plant including further expansion plans. The location is quite ideal since it is along the Mwanza – Musoma – Nairobi Highway. It is easily accessible for all commercial purposes whether for procurement of raw materials or distribution of the final products. All other basic economic infrastructure is easily available including water, electricity and telecommunication services. The industrial Plot is owned by Mr Rizwan Kanji under Sixty Six (66) years lease terms effective from 28/08/2007.

3.2 The Product:

Corn chips, sometimes referred to as corn curls or cheese puffs, are a popular snack food consumed mostly in urban centre. These crispy cheese snacks are formed from cornmeal, water, oil, and flavored coatings. Cheese curls are an extruded snack, meaning they are cooked, pressurized, and pushed out of a die that forms the particular snack shape. They are then baked or fried, depending on the product then flavored with oil and seasonings. The products consumed in the market today are either extruded corn snacks that are ball-shaped, curly, straight, or irregularly shaped depending on the shape of the die. Flavorings added after baking or frying varies greatly. Different brands have distinctive flavors. These snacks are extremely popular with children. The corn chips industry packages them so that they are an easy choice to drop into school lunches.

2.2 The Business Proposal:

M/S Raja's Deli Limited under the direction of Mr. Rizwan Kanji who is the project promoter proposes to borrow Tshs. 400 Million from a local commercial bank as term loan to finance un completed works of building and civil works for installation of machinery and storage godowns. The requirement, if availed will enable the company to implement the project to its final conclusion ready for commercial operations by April, 1st 2009.

2.3 Business Objectives:

The major objectives of the business proposal include;

2.3.1 Operational Objectives:

- To ensure that the business produces the products in good quality and at reasonable capacity so as to meet customer demand and generate the planned sales volume.
- To penetrate the market in this business, increase and sustain its market share in this line of business.

2.3.2 Financial Objectives:

- To raise the required credit facility to finance un completed works in building and civil works.
- To ensure that the liquidity position of the business remains sound to be able to meet its financial obligations without problems.
- To ensure that the business operates profitably and generates reasonable returns to the investor.

2.4 Past Business Performance:

M/S Raja's Deli Limited is a new company recently incorporated for purpose of promoting this project. It has therefore no record of past performance. However, the major shareholder Mr. Rizwan Kanji is a long established businessman operating businesses under the name of Cable Television Net Work and Jafferries Hotel Ltd which is involved in rented properties based in Mwanza City. His businesses are doing well as per audited financial statements for the last 2 years summarized below.

(a) Mwanza Satellite Cable Television Network Ltd.

	2007	2006
Income (Tshs. 000')	133,830	113,827
Operating Expenses	86,125	67,173
Net Profit for the Year	47,704	46,654

2.0 THE BUSINESS PROPOSAL:

2.1 Business Background: -

M/S RAJA'S DELI LIMITED is a private Ltd company based in Mwanza City incorporated on 13th October, 2008 by the major shareholder **Mr. Rizwan Gulam Kanji** for purpose of promoting the proposed project for corn chips production. Mr. Kanji, a local investor operates a Satellite Cable Television business for customers in Mwanza city and its surrounding suburbs. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. He now proposes to expand his business operations to include the proposed **Corn Chips production Plant** to meet the local demand for the product in Mwanza City and its surrounding areas. This product is currently being imported from Kenya and Dubai. The corn chips are a popular food snack preferred mostly by school children and for special events such as picnics and tour safaris for groups or families. The business is being promoted by Mr. Rizwan Kanji, a local private investor based in Mwanza City who is the major shareholder.

2.2 Company Objects and Ownership:

The objects for which the company is formed include the following;-

- (a) To acquire and take over as a going concern the business carried now under the name and style of RAJA'S DELI with all its assets and liabilities.
- (b) To set up modern facilities for and engage in the production, importation, exportation and distribution of processed foods, snacks confectioneries, cakes, buns, table delicacies and any other provisions, goods and all kinds of drinks and foodstuffs preparations and processing and to carry on business as bakers, ice merchants, restaurants owners and operators; and to process edible oil, flour, beverages and domestic consumables of all sorts and description.

The authorized share capital of the company is Tshs. 200,000,000/= divided into 1,000 shares of Tshs. 200,000 each. The names of the company shareholders with their respective shareholding are as given under;

	Names	No. of Shares
1.	Rizwan Kanji	400
2.	Shenur Kanji	200
3.	Shariza Kanji	100
4.	Raheel Kanji	100
5.	Rajendra Kumar Patel	100
6.	Ripal Patel	<u>100</u>
	Total	<u>1,000</u>

1.17 PROJECTED CASH FLOW:

The projected cash flow indicates a positive trend through out the 8 years projected period of operation. The net cash balance is estimated at Tshs. 116.1 Million in the first year increasing to Tshs. 148.5 Million by the second year and to over Tshs. 214.2 Million by the third and subsequent years. The cash flow has taken into account the repayment of the Tshs. 400 Million term loan in annual installments of Tshs. 80 Million equivalent to about Tshs. 6.7 million monthly installments. The business is therefore projected to have a sound liquidity position through out the projected period.

1.18 INTERNAL RATE OF RETURN:

The project registers a healthy rate of return of 45.6% as compared to the assumed cost of capital of 16% for the term loan. As such, the project is able to service its loans comfortably and is similarly able to withstand unforeseen risks that may arise during the duration of the bank loan.

1.19 COLLATERAL SECURITY:

The assumed loans are to be secured by the business assets on Plot No. 536 & 537 Block "B" Nyamhongolo, Igoma, Mwanza City. The project promoter is a competent and experienced businessman capable of managing the business well, to ensure that the bank loans are repaid on schedule.

1.20 CONCLUSIONS:

Based on the technical and financial analysis carried out in this report, the business proposal by Mr. Rizwan Kanji to borrow Tshs. 400 Million as term loan and working capital of Tshs. 10 Million from a local commercial bank is technically feasible and commercially sound.

1.21 RECOMMENDATION:

In view of the above, it is recommended that the M/S Raja's Deli Limited be supported by way of term loan of Tshs. 400 Million to finance capital investments for the proposed plant and working capital requirement of Tshs. 10 Million at the opportune time.

===== & =====

1.13 MARKETING, COMPETITION AND DISTRIBUTION:

The product to be produced at the factory is not new to the market. It will however be locally produced for the first time in Mwanza, Tanzania. At present, the same is being imported from Kenya and Dubai and distributed through existing super markets and retail stores in Mwanza City. The management will therefore ensure that the product produced has the right quality and taste, selling at a competitive price as compared to the corn chips currently being imported from Kenya. Distribution of the product will be done by the company using available distribution channels in supermarkets and retail stores.

1.14 ORGANIZATION AND MANAGEMENT:

The business organization structure will consist of three Departments i.e. Production, Marketing/Sales and the Accounts /Administration Departments. These departments will be headed by Departmental Managers reporting directly to General Manager who will be reporting directly to the Managing Director Mr. Rizwan Kanji. The Managing Director will be the chief authority for over all company policy and guidelines since he has major stake in the business. The General Manager with the assistance of Departmental Managers will over see the day to day operations of the business. All required staff will be recruited from the open labor market based on qualification, experience and competence.

1.15 WORKING CAPITAL REQUIREMENT:

The business will need working capital financing of up to Tshs. 10 Million. This is to enable the business to purchase adequate raw materials for production of corn chips at 50% capacity utilization for the first year. The requirement is proposed to be sourced as overdraft facility from Local Commercial Bank Mwanza Branch at the opportune time.

1.16 PROJECTED INCOME STATEMENT:

Based on assumptions used in the financial evaluation of this project, the business is a profitable venture. It is projected to generate total sales volume of Tshs. 611.8 Million for the first year increasing to Tshs. 856.5 Million by the third and subsequent years. The Net Profit after Tax is projected at Tshs. 172.7 Million for the first year increasing to Tshs. 200.1 Million by the second year and to over Tshs. 265.9 Million by the third and subsequent years. The projected profits are based on production level of 50% capacity utilization for the first year, 60% and 70% for the second and third years respectively.

1.9 PRODUCTION PLAN:

The project has however been assumed to operate at 50% capacity for the first year increasing to 60% by the second year and to 70% by the third and subsequent years. Based on this assumption, production of corn chips is therefore projected are as follows; -

Year	Kgs	Gms	Tshs. '000
			Sales
1	61,440	61,440,000	611,840
2	73,728	73,728,000	734,208
3 - 8	86,016	86,016,000	856,576

1.10 RAW MATERIALS:

The major raw materials for production of corn chips are; maize, rice, oil, salt, flavors and water. All the materials are locally available except for seasonings (flavors) which will be imported from Nairobi, Kenya. The project is therefore, heavily depended on local raw materials which are abundantly available.

1.11 THE PROJECT PROMOTER:

The project is being promoted by M/S Raja's Deli Limited a Private Ltd company whose major shareholder is Mr. Rizwan Kanji, a local investor with vast experience in managing businesses. Mr. Kanji is based in Mwanza city operating a Cable Television Networks business serving customers in Mwanza City and its suburbs for the last 28 years. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. He is resourceful local investor with adequate capital to contribute towards additional equity financing required to complete the project. Past records of his business show a healthy financial position for all businesses he operates at present.

1.12 THE MARKET PERSPECTIVE:

Corn chips are a common and preferred, snack food for school children since the food is tasty, healthy and easy to carry particularly for school children. The market however also includes individual households particularly in urban centers and group events such as camping, tour safaris etc. Mwanza City is the second commercial and industrial centre of Tanzania. The urban population including school children is quite big growing at a rate of 11.5% per annum as per the 2002 National Population Census. Prospects in the growth of the market demand for the product is therefore quite promising given the fact that the city's urban population continues to grow with increasing economic activities in the city.

1.5 PROJECT INVESTMENT COSTS:

The project capital investment costs are estimated at Tshs. 795.9 Million consisting of Tshs. 594 Million for building and civil works and Tshs. 107.2 Million for machinery and equipment. Tshs. 8.3 Million for furniture and equipment and the balance of Tshs. 86.4 Million is for motor vehicles. The estimated costs for building and civil works are based on the Bills of Quantities for the works as prepared by the Architect. The costs for machinery and equipment are based on actual invoice price as paid for by the project promoter since most of the machinery and equipment has already been imported and is already in Mwanza awaiting installation.

1.6 PROJECT FINANCIAL PLAN:

The Capital investment Costs have been assumed to be financed through a combination of equity and term loan financing. A total of Tshs. 172.2 Million has so far been invested by the project promoter into the project. The amount has mainly been invested in building and civil works, importation of the required machinery and equipment. A total of Tshs. 623.7 Million is required as additional funding which is proposed to be mobilized as term loan of Tshs. 400 Million from Local commercial Banks and Tshs. 223.7 Million as additional equity injection by the project promoter.

1.7 PROJECT IMPLEMENTATION:

The project is already being implemented by the promoter. Construction of the factory buildings and godowns for storage of raw materials and final products is already going on. The value of implemented works in building and civil works is Tshs 172.2 Million with un-executed works estimated at Tshs. 623.7 Million. Almost all the machinery and equipment required has been imported and is already in Mwanza. Implementation of the remaining works has at the moment been suspended pending full mobilization of the required funding to complete the project. Assuming that the required funding is firmed up by end of October, 2008, implementation of the remaining works is estimated to take six (6) months. The plant should therefore be ready for commercial operations by May, 1st 2009.

1.8 PLANT CAPACITY:

The proposed plant has the capacity to process **80 kgs.** of raw materials for production of **corn chips per hour.** At a yield rate of 80%, this translates into 64 kgs of corn chips per hour or 512 kgs per day based on 8 hours working shift per day. Planned future production will include; Kurkure, papad, corn flakes banana, cassava and potatoes crisps.

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
FEASIBILITY STUDY REPORT

EXECUTIVE SUMMARY.

1.1 INTRODUCTORY REMARKS:

M/S RAJA'S DELI LIMITED is a private company based in Mwanza City incorporated on 13th October, 2008 by the Managing Director **Mr. Rizwan Gulam Kanji** for purpose of promoting the proposed project for corn chips production. Mr. Kanji operates a Satellite Cable Television business for customers in Mwanza city and its surrounding suburbs. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. Mr. Kanji proposes to expand his business operations to include the proposed **Corn Chips production Plant** to meet the local demand for the product in Mwanza City. This product is currently being imported from Kenya and Dubai in the Middle East.

1.2 THE PRODUCT:

The proposed project is in the food manufacturing business that will produce **Corn Chips** sometimes referred to as **Corn Curls or Cheese Puffs**, a **popular snack food**. These crispy cheese snacks are formed from cornmeal, water, oil and flavored coatings. The snacks are extremely popular snacks with children. The product packaging is easy and safe making it an easy choice for school children luncheon.

1.3 PRODUCT DESCRIPTION:

Corn chips are an extended snack, which are cooked, pressurized and pushed out of a die through extruder that forms the particular snack shape. They are then baked or fried, depending on the product and then flavored with oil and seasonings. The product may therefore be ball shaped, curly, and straight or irregular shaped depending on the shape of the die. Flavorings added after baking or frying varies greatly and different brands have distinctive flavors. The major raw materials for its production are maize, rice, oil, salt, water and flavors.

1.4 LOCATION AND SITE:

The proposed project is located on Plot Nos. 536 and 537 Nyamhongolo, a new industrial service area of Mwanza City, which is about 14 kilometers from the City Centre. The location is quite ideal, since it is along the Mwanza – Musoma – Nairobi Highway. It is easily accessible for all commercial purposes whether for procurement of raw materials or distribution of the final products. All other basic economic infrastructure is easily available including water, electricity and telecommunication services. The industrial Plot is owned by Mr Rizwan Kanji under Sixty Six (66) years lease terms effective from 28/08/2007.

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT

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RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
NYAMHONGOLO INDUSTRIAL AREA
MWANZA CITY.

FEASIBILITY STUDY REPORT
FOR
INVESTMENT FINANCING

PROMOTOR:
RIZWAN GULAM KANJI
MANAGING DIRECTOR
RAJA'S DELI LIMITED
P. O. BOX 647
MWANZA, Tanzania.

Consultant:
Equities Consult Limited
Investments & Stock Brokerage Agent
Liberty Street, Ibadhi Mosque Bldg.
P. O. Box 11885,
MWANZA
Tel: 028 - 2540179

October, 2008



MWANZA CITY COUNCIL.

No 0004851

ENGINEERING DEPARTMENT
MWANZA CITY COUNCIL
P. O. Box 1333 - MWANZA.

Date 19.2.2008

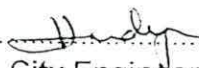
BUILDING PERMIT

The Township (Building) Rules, (Cap. 101)

Permission is hereby given to MR. RIZWAN KANJI
P.O. BOX 647 MWANZA

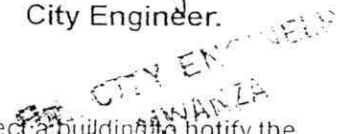
to erect a building as a FENCE
on PLOT NO 536 & 537
BIDAK B' NYAMHONKULO

in accordance with the approved plan No. 21701 attached hereto and
with all the conditions imposed by the Township (Building) Rules, Cap. 101.


City Engineer.

Your attention is invited to the following Rules and By - laws:

- I. The Electrical Rules, (Cap. 131) which require you before commencing to erect a building to notify the Tanganyika Electric Supply Company Limited and the Regional Director (Eng.) Tanzania P. O. Box 1350, Mwanza and Telecommunications Admin P. O. Box 8 Mwanza, should the electric wires or telephone wires or cables in the street be accessible from any portion of such building when erected or from the scaffolding required during its construction.
- II. Rule 18 (4) Township Rules (Cap. 101) "Every Contractor or other person employing workmen for the erection of any building or other work shall provide for such workmen sufficient and convenient latrine accommodation to the satisfaction of the authority"
- III. Rule 28 of the Township (Building) Rules (Cap. 101), relating to design and decoration.
- IV. By-law 32 of Mwanza City (Streets) By-laws, 1951, relating to the posting of bills and advertising devices.


MWANZA CITY ENGINEER



MWANZA CITY COUNCIL.

No 0004675

ENGINEERING DEPARTMENT
MWANZA CITY COUNCIL
P. O. Box 1333 - MWANZA.

Date 16.12.07.

BUILDING PERMIT

The Township (Building) Rules, (Cap. 101)

Permission is hereby given to RIZWAN UANSI

P.O. BOX 647 MWANZA

erect a building as a Godowns

PLOT NO 536 & 537

Block 'B' NYAMHONUORO

in accordance with the approved plan No. 21387 attached hereto and

with all the conditions imposed by the Township (Building) Rules, Cap. 101.

Your attention is invited to the following Rules and By - laws:

I. The Electrical Rules, (Cap. 131) which require you before commencing to erect a building to notify the Tanganyika Electric Supply Company Limited and the Regional Director (Eng.) Tanzania P. O. Box 1350, Mwanza and Telecommunications Admin. P. O. Box 8 Mwanza, should the electric wires or telephone wires or cables in the street be accessible from any portion of such building when erected or from the scaffolding required during its construction.

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Rule 28 of the Township (Building) Rules (Cap. 101). relating to design and decoration.

IV. By-law 32 of Mwanza City (Streets) By-laws, 1951, relating to the posting of bills and advertising devices.

A. J. J.
City Engineer
For CITY ENGINEER
MWANZA

MWANZA CITY COUNCIL

ALL CORRESPONDANCE SHOULD BE ADDRESSED TO THE CITY DIRECTOR

TEL: CITY DIRECTOR: 225 28 2501375
ALL OFFICES: : 255-28-40334

FAX : 255 -028 -2500785
Ema : mwacity@the net.co.tz



ENGINEERING DEPARTMENT,
P.O. Box 1333,
MWANZA.

To: THE CITY ENGINEER
MWANZA CITY COUNCIL
P.O. BOX 1333.
MWANZA.

APPROVED
BY
BUILDING INSPECTOR
Date: 17/7/08

NOTICE REQUESTING INSPECTION OF CONSTRUCTION WORK FOR A BUNGALOW

TO BE SUBMITTED IN DUPLICATE

I hereby give notice that, I shall begin constructing my building on the under mentioned Plot on the S36 & S37 Day of 17/7/08

I hereby give notice that, the under mentioned works have been accomplished for, your inspection on Plot No. S36 & S37 Block B Location Nyamitengele

S/No.	DESCRIPTION OF WORK DONE TO DATE READY FOR INSPECTION	DATE OF INSPECTION	SIGNATURE OF INSPECTOR & DATE
1.	Pegging out of foundation		
2.	Digging of foundation trenches		
3.	Concrete foundation		
4.	Foundation wall to Damp course		
5.	Floor		
6.	Walling to lintels		
7.	Beams lintel and reinforced concrete Pillars etc. (before pouring)		
8.	Roofing Timber		
9.	Septic Tank and Soak way		
10.	Drains		

APPROVED
BY
BUILDING INSPECTOR
Date: 17/7/08

Signature of Contractor/Owner [Signature]

Address: 0756733427

APPROVED
BY
BUILDING INSPECTOR
Date: 17/7/08

THE TOWN AND COUNTRY PLANNING ORDINANCE (CAP.378)
THE TOWN AND COUNTRY (APPLICATION FOR PLANNING CONSENT)
REGULATION 1960

APPLICATION No.	ZONE	CATEGORY
20701	I	III

MWANZA CITY COUNCIL

Planning Committee.

TO: RIZWAN KANJI,
P.O. BOX 647,
MWANZA

Your application for Planning Consent bearing the above Code Number and concerning proposed development on **PLOT NO 536 & 537 BLOCK ' B ' NYAMHONGOLO**

- 1) Planning consent has been given on **8 FEBRUARY , 2008** (date)
 - ~~(2) Planning Consent has been refused for the reasons stated on the reverse.~~
 - (3) Planning consent has been given subject to the conditions set out below.
- * (Delete as necessary)

You are advised that planning consent only entitle you to use the land or premise concerned in the manner described in your application on where building or involved separate consent to the technical and constructional aspects is required under the Township (building) rules.

Date: 08/02/2008

Signature:


CITY PLANNER

c.c. City Land Development Officer,
MWANZA

c.c. City Engineer,
MWANZA



THE UNITED REPUBLIC OF TANZANIA

The National Industries (Licensing and Registration) Act, 1967
(Sections 11, 12, 15)

INDUSTRIAL LICENCE

Licence No 00002062

ISIC Class No 3113/12/20080215

Issued at DAR ES SALAAM

Name of firm and Address RAJA'S DELL

P.O. BOX 642

MWANZA

This Licence permits operating a factory to manufacture for sale

SNACKS AND PROCESSED FOODS

Subject to the following conditions:

- (i) that the bearer is obliged to submit annual progress reports on the project
- (ii) that the products produced shall conform to the standards accepted by Tanzania Bureau of standards.
- (iii) Others: That locally available inputs must be used

Location of the factory Plot No. 536/537 B Nyam Hongolo Mwanza

15th February 2008

Date

T. A. Massawe

Registrar: Ministry of Industry and Trade

CTIN.:

0254511



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION

FOR

TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 3A(4) OF THE INCOME TAX ACT NO. 33 OF 1973;
AS AMMENDED BY THE FINANCIAL LAWS (MISCELLANEOUS AMENDMENTS) 2000

THIS IS TO CERTIFY THAT

.....
RIZWAN KANJI
.....

has been registered with the Tanzania Revenue
Authority and assigned the Taxpayer
Identification Number

.....
102-986-849
.....

with effect from 09/09/2004
.....


P. N. Kasser

OFFICIAL SEAL

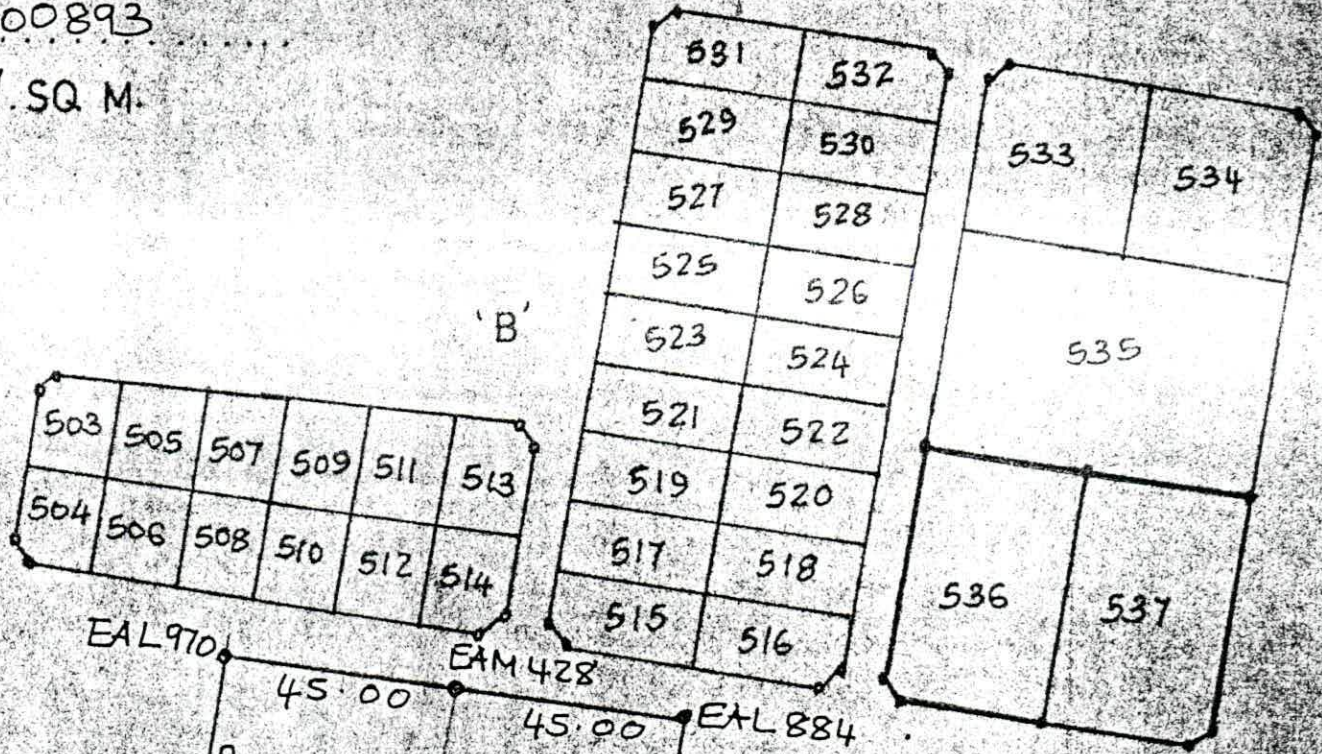
COMMISSIONER FOR INCOME TAX

NOTE: THE REQUIREMENTS UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVER LEAF 2

MWANZA CITY



LOCATION. NYAMHONDOLO SERVICE INDUSTRY
 BLOCK B
 PLOT No. 536 & 537
 LO No. 300893
 AREA. 5921. SQ. M.



This plan prepared in accordance with Registrar's
 Plan No. 44285 is approved for the purposes
 of the Land Registration Ordinance.
 Director of Surveys and Mapping, Date 4.8.20
 Ministry of Lands, Housing and
 Urban Development, Dar es Salaam

The Issue of This plan Implies no guarantee
 or admission of title of the Government

5. The Occupier(+) shall deliver to the Commissioner notification of disposition in prescribed form before or at the time the disposition is carried out together with the payment of all premia, taxes and dues prescribed in connection with that disposition.
6. The president may revoke the right for good cause or in public interest.

SCHEDULE

All land known as **Plot No: 536 & 537 Block 'B'**

situate at **Nyamhongolo** in **Mwanza City** containing **five thousand nine hundred twenty one (5921)**

square metres/square feet/hectares shown for identification only edged red on the plan attached to this Certificate and defined on the registered Survey Plan Numbered **44285** deposited at the Office of the Director for Surveys and mapping at Dar es Salaam.

Given under my hand and official seal the day and year first above written.


 COMMISSIONER FOR LANDS

I, the within named **RIZWAN KANJI** hereby accept the terms and conditions contained in the foregoing Certificate of Occupancy.

SIGNED and BELIVERED by the said)
 RIZWAN KANJI who is known to me)
 personally/identified to me by)
 the latter)
 being know n to me personally in)
 my presence this *6th*)
 day of *August* 2007.)

Rizwan Kanji

Witness')
 Signature: *Benjamin alii*)
 Postal Address: *Box 3077*)
Mwanza)
ADVOCATE)
 Qualification:)



(ii) Do everything necessary to preserve the environment and protect the soil and prevent soil erosion on the land and buildings which may be required by the authorities responsible for environment and to preserve such objective.

(iii) **Buildings to be in permanent materials.**

(vi) **Building plans to be submitted to the Mwanza City Council within six months from the commencement of the Right.**

(vii) **Building construction to begin within six months after approval of the plans.**

(viii) **Buildings to be completed within thirty six months from the commencement of the Right.**

3. **USER:** The land and the buildings to be erected thereon shall be used for Service Industry, purposes only; Use Group 'M' Use Class (ii) as defined in the Town and Country Planning (Use Classes) Regulations, 1960 as amended in 1993. -----

4. The Occupier(s) shall not assign the right within three years of the date hereof without the prior approval of the Commissioner.

REGISTRATION
28-8-07
11:00 AM
Mwray
Asst. Registrar



Land Form No. 22

THE UNITED REPUBLIC OF TANZANIA

THE LAND ACT, 1999
NO. 4 OF 1999

CERTIFICATE OF OCCUPANCY
(Under Section 29)

Area No. 266001
Volume No. 2935589
24-7-07
Mwray
Princ. Assistant Registrar

Title No. 19185
L.O. No. 300893
L.D. No. MCC/L/45400

The 16th day of August, 2007.

THIS IS TO CERTIFY that RIZWAN KANJI OF P.O. BOX 647, NWANZA.

(hereinafter called "the Occupier"/"the Occupiers") is/are entitle to a right of Occupancy (hereinafter called the Right) in and over the land described in the Schedule hereto (hereinafter called "the Land") as joint occupant/occupants in common in equal shares for a term of **sixty six** years from the first day of **July** Two Thousand **and seven** according to the true intent and meaning of the Land Act and subject to the provisions thereof and to any regulations made thereunder and to any enactment in substitution, therefor or amendment thereof and to the following special conditions:-

1. The Occupier(s) having paid rent up to the thirtieth day of June 20 **08** shall thereafter pay rent of shillings **two hundred sixty seven thousand and thirty** (TShs: **267,030/-**) a year in advance on the first day of July in every year of the term without deduction PROVIDED that the rent may be revised by the Commissioner for Lands.
2. The Occupier(s) shall:-
 - (i) Be responsible for the protection of all beacons on the land throughout the term of the Right. Missing beacons will have to be re-established at any time at the Occupier's expenses as assessed by the Director responsible for Surveys and mapping.

Land Form 23A.

TANZANIA

THE LAND ACT 1999

(NO. 4 OF 1999)

CERTIFICATE OF OCCUPANCY

(Under Section 29)

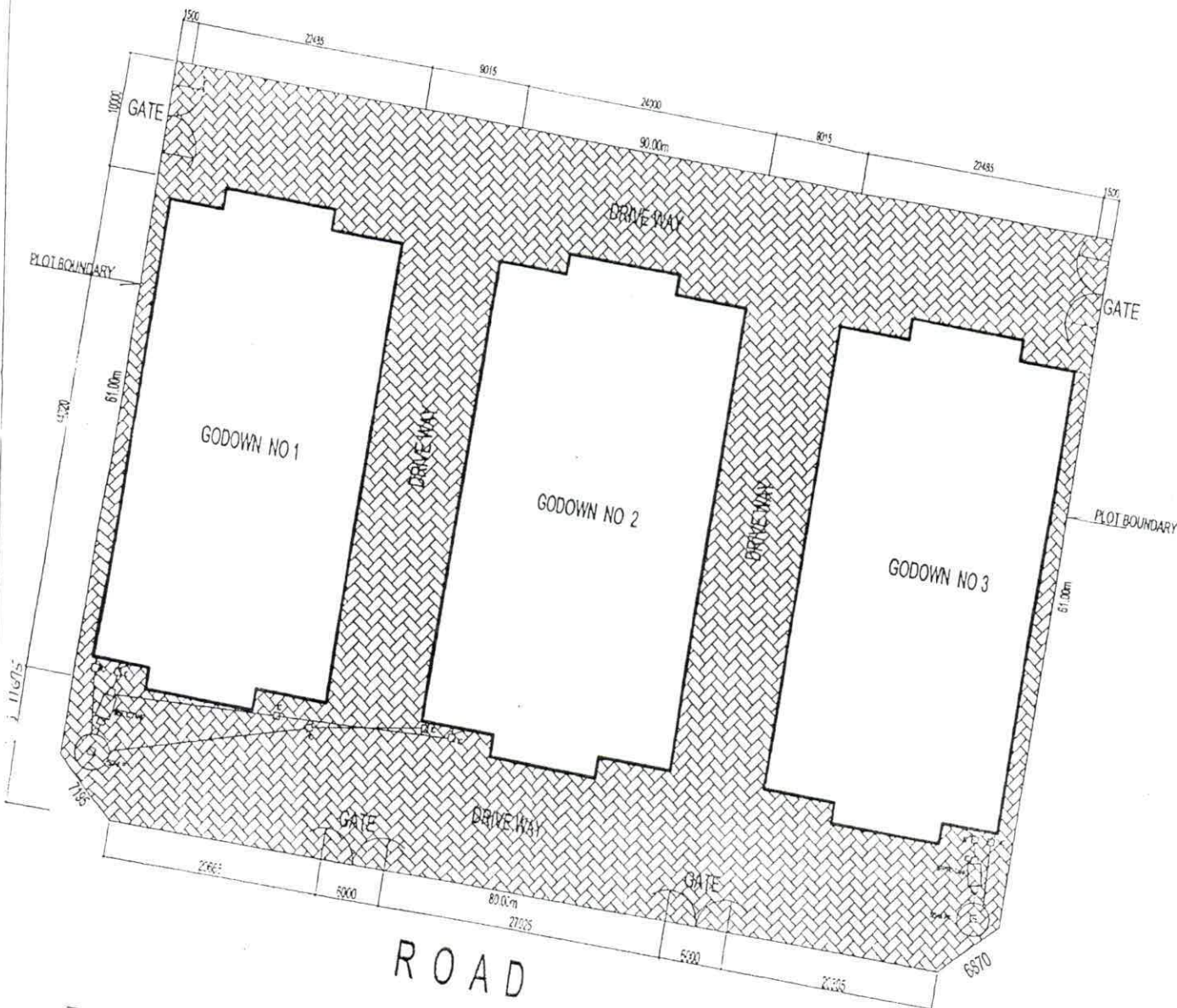
Date of Issue: 28-8-07

Title Number: 19185 LR Mwanza

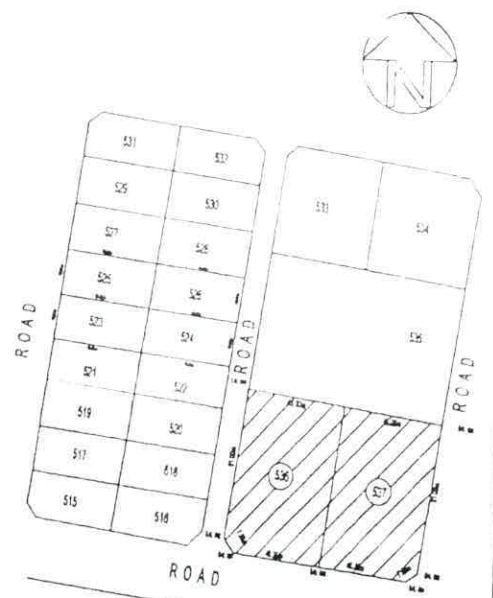
Land Office Number: 300893.

Land: PLOT NO: 536 & 537 BLOCK 'B' NYAMHONGOLO - MWANZA CITY.

Term: SIXTY SIX YEARS.



SITE PLAN 1:200



LOCATION PLAN 1:1000

PLOT DATA	
TOTAL PLOT AREA	5909.95sqm
TOTAL BUILT UP AREA	2921 sqm
AREA OF GODOWN NO 1	954sqm
AREA OF GODOWN NO 2	1013 sqm
AREA OF GODOWN NO 3	954 sqm
PLOT COVERAGE	49%
PLOT RATIO	49

Project Title		PROPOSED GODOWN AT NYAMHONGOLO	
Client	NYAMHONGOLO P.O. BOX 847 MWANZA - TANZANIA	Location	NYAMHONGOLO
Architect	JHCO JHCO CONSULTING DEVELOPMENT CONSULTANTS & PLANNERS LTD. Architects, Planners, Interior Designers and Project Managers Plot 536 & 537 Block 'B' P.O. BOX 10000 MWANZA	Block and Plot Number	PLOT 536 & 537 BLOCK 'B'
Sheet Title	SITE & LOCATION PLAN	Sheet No.	GODOWN NO 1 & 2
Designed	BY: RAJESH KUMAR	Checked	BY: RAJESH KUMAR
Drawn	BY: RAJESH KUMAR	Approved	BY: RAJESH KUMAR
Scale	1:200	Date	2024

TANZANIA



Certificate of Incorporation

Section 15

No **67904**

I HEREBY CERTIFY THAT

RAJA'S DELI LIMITED =====

=====

is this day incorporated under the Companies Act, 2002 and that the Company is Limited

Given under my hand at Dar es salaam

this **13TH** day of **OCTOBER**

TWO THOUSAND AND EIGHT

Assist. Registrar of Companies

**RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
PAYBACK PERIOD**

SCHEDULE XIII

Tshs,000

YEAR	Invest\Opening Balance	PAT	Depr.	Net Cash flow	Un Recovered Balance
1	795,856	172,706	33,353	206,059	589,797
2	589,797	200,142	33,353	233,495	356,302
3	356,302	265,888	33,353	299,241	57,061
4	57,061	274,848	33,353	308,201	-251,140
5	-251,140	283,808	33,353	317,161	-568,301
6	-568,301	292,768	33,353	326,121	-894,422
7	-894,422	292,768	33,353	326,121	-1,220,543
8	-1,220,543	292,768	33,353	326,121	-1,546,664
Payback period:		3.2 years			

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
FINANCIAL RATE OF RETURN

SCHEDULE XII
Tshs. 000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
CASH INFLOWS								
Net Profit After Tax	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
Depreciation	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Interest	64,000	51,200	38,400	25,600	12,800	0	0	0
Interest of O/D	12,800	0	0	0	0	0	0	0
Salvage Value								562,385
TOTAL INFLOWS	282,859	284,695	337,641	333,801	329,961	326,121	326,121	888,506
OUTFLOWS								
Investment & Re-investments	795,856	0	0	0	0	0	0	0
Increase in W/Capital	10,000	5,015	5,047	0	0	0	0	0
TOTAL OUTFLOWS	805,856	5,015	5,047	0	0	0	0	0
NET CASH FLOW	-522,997	279,680	332,594	333,801	329,961	326,121	326,121	888,506
Discount Factor at 20%	1.000	0.833	0.694	0.579	0.482	0.402	0.335	0.279
Net Present Value	(522,997)	232,974	230,820	193,271	159,041	131,101	109,251	247,893
NPV at 20% =	781,354							
Discount Factor at 50%	1.000	0.667	0.444	0.296	0.198	0.132	0.088	0.059
Net Present Value	(522,997)	155,393	102,484	57,208	31,490	17,305	9,614	14,626
NPV at 50% =	(134,876)							
	23,440,608							
	916,230							
	25.58			IRR > 45.6%				

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
BALANCE SHEET

Schedule XI
Tshs. 000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
Fixed Assets at Cost	795,856	795,856	795,856	795,856	795,856	795,856	795,856	795,856
Less: Acc. Depreciation	33,353	66,706	100,059	133,412	166,765	200,118	233,471	266,824
Net Fixed Assets	762,503	729,150	695,797	662,444	629,091	595,738	562,385	529,032
Current Assets								
Cash	116,059	264,539	478,734	706,935	944,096	1,270,217	1,596,338	1,922,459
Debtors	12,747	15,296	17,845	17,845	17,845	17,845	17,845	17,845
Stocks	12,326	14,792	17,289	17,289	17,289	17,289	17,289	17,289
Total Current Assets	141,132	294,627	513,868	742,069	979,230	1,305,351	1,631,472	1,957,593
Current Liabilities								
Creditors	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Current Liabilities	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Net Current Assets	126,059	279,554	498,795	726,996	964,157	1,290,278	1,616,399	1,942,520
Net Total Assets.	888,562	1,008,704	1,194,592	1,389,440	1,593,248	1,886,016	2,178,784	2,471,552
Represented by								
Equity	395,856	395,856	395,856	395,856	395,856	395,856	395,856	395,856
Term Loan	320,000	240,000	160,000	80,000	-	-	-	-
Retained Earnings	172,706	372,848	638,736	913,584	1,197,392	1,490,160	1,782,928	2,075,696
Total Assets	888,562	1,008,704	1,194,592	1,389,440	1,593,248	1,886,016	2,178,784	2,471,552
	-	0	0	0	0	1	1	1

RAJA'S DELI LIMITED
 PROPOSED CORN SHIPS PRODUCTION PLANT
 CASH FLOW PROJECTIONS

SCHEDULE X
 Tshs. '000

YEAR	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
CASH INFLOW:								
Equity	395,856	0	0	0	0	0	0	0
Term Loan	400,000	0	0	0	0	0	0	0
Overdraft	10,000							
Depreciation	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Net Profit After Tax	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
TOTAL INFLOWS	1,011,915	233,495	299,241	308,201	317,161	326,121	326,121	326,121
CASH OUTFLOW:								
Investment & Reinv.	795,856	0	0	0	0	0	0	0
Working Capital Increase	10,000	5,015	5,047	-	-	-	-	-
Loan Repayment	80,000	80,000	80,000	80,000	80,000	-	-	-
Overdrat Retirement	10,000							
TOTAL OUTFLOWS	895,856	85,015	85,047	80,000	80,000	0	0	0
NET CASH BALANCE	116,059	148,480	214,194	228,201	237,161	326,121	326,121	326,121
CUMULATIVE CASH	116,059	264,539	478,734	706,935	944,096	1,270,217	1,596,338	1,922,459

RAJA'S DELI LIMITED
 PROPOSED CORN CHIPS PRODUCTION PLANT
 WORKING CAPITAL REQUIREMENT

SCHEDULE IX
 Tshs.

Year	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17
	1	2	3	4	5	6	7	8
Current Assets:								
Debtors (1Week Total Sales)	12,747	15,296	17,845	17,845	17,845	17,845	17,845	17,845
Raw Material Stocks (3 Month)	12,326	14,792	17,289	17,289	17,289	17,289	17,289	17,289
TOTAL	25,073	30,088	35,134	35,134	35,134	35,134	35,134	35,134
Less:Creditors								
Staff Salaries (1 Month)	4,968	4,968	4,968	4,968	4,968	4,968	4,968	4,968
Trade Creditors	10,105	10,105	10,105	10,105	10,105	10,105	10,105	10,105
Total Creditors	15,073	15,073	15,073	15,073	15,073	15,073	15,073	15,073
Net Current Assets	10,000	15,015	20,061	20,061	20,061	20,061	20,061	20,061
Working Capital Increase	10,000	5,015	5,047	-	-	-	-	-

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
PROJECTED INCOME STATEMENT

SCHEDULE VIII

	MONTHLY	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	Tshs. 000 2016/17
	0	1	2	3	4	5	6	7	8
TOTAL SALES	50,987	611,840	734,208	856,576	856,576	856,576	856,576	856,576	856,576
Less: Direct Costs	20,729	248,751	289,138	329,580	329,580	329,580	329,580	329,580	329,580
Gross Income	30,257	363,089	445,070	526,996	526,996	526,996	526,996	526,996	526,996
Gross Income (%)	0.59	0.59	0.61	0.62	0.62	0.62	0.62	0.62	0.62
Less: Operating Expenses:	6,202	74,429	74,600	75,403	75,403	75,403	75,403	75,403	75,403
Operating Surplus	24,055	288,660	370,470	451,593	451,593	451,593	451,593	451,593	451,593
Less: Capital Charges:									
Depreciation	2,779	33,353	33,353	33,353	33,353	33,353	33,353	33,353	33,353
Interest on Loan	5,333	64,000	51,200	38,400	25,600	12,800	0	0	0
Interest on O/D	1,067	12,800	0	0	0	0	0	0	0
TOTAL	8,113	110,153	84,553	71,753	58,953	46,153	33,353	33,353	33,353
Profit Before Tax	15,942	178,507	285,917	379,840	392,640	405,440	418,240	418,240	418,240
Less 20% Invest Allowance		159,171							
Taxable Income	1,611	19,335	285,917	379,840	392,640	405,440	418,240	418,240	418,240
Tax Provision	483	5,801	85,775	113,952	117,792	121,632	125,472	125,472	125,472
Profit After Tax	15,459	172,706	200,142	265,888	274,848	283,808	292,768	292,768	292,768
Retained Earnings	15,459	172,706	372,848	638,736	913,584	1,197,392	1,490,160	1,782,928	2,075,696

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LOAN REPAYMENT SCHEDULE

SCHEDULE VI

Tshs. '000'

Term Loan Amount: 400,000

Interest Rate: 16%

Year	Opening Balance	Principal Repayment	Interest	Closing Balance
1	400,000	80,000	64,000	320,000
2	320,000	80,000	51,200	240,000
3	240,000	80,000	38,400	160,000
4	160,000	80,000	25,600	80,000
5	80,000	80,000	12,800	0
6	0	-	0	0
7	0	-	0	0
8	0	-	0	0
	TOTAL	400,000	192,000	

Overdraft Facility 10,000

Interest Rate: 16%

Month	Opening Balance	Principal Repayment	Interest	Closing Balance
1	10,000	-	1,600	10,000
2	10,000	-	1,600	10,000
3	10,000	-	1,600	10,000
4	10,000	-	1,600	10,000
5	10,000	-	1,600	10,000
6	10,000	-	1,600	10,000
7	10,000	-	1,600	10,000
8	10,000	-	1,600	10,000
9	10,000	-	1,600	10,000
10	10,000	-	1,600	10,000
11	10,000	-	1,600	10,000
12	10,000	10,000	1,600	0
	TOTAL	10,000	12,800	

RAJA'S DELI LIMITED
PROPOSED CORN SHIPS PRODUCTION PLANT
MANPOWER SALERIES

SCHEDULE III
Tshs

S/No	Category	No.	Monthly Salary	Monthly Salaries	Annual Salaries
Administration:					
1	General Manager	1	800,000	800,000	9,600,000
2	Accountant	1	500,000	500,000	6,000,000
3	Production Engineer	1	550,000	550,000	6,600,000
4	Marketing / Sales Manager	1	500,000	500,000	6,000,000
5	Sales Store Officer	2	150,000	300,000	3,600,000
6	Accounts Clerk	1	150,000	150,000	1,800,000
5	Secretary / Reception	1	150,000	150,000	1,800,000
6	Sweepers & Cleaners	2	120,000	240,000	2,880,000
7	Security Gurds	2	120,000	240,000	2,880,000
	Sub Total	12	3,040,000	3,430,000	41,160,000
Direct Salaries					
8	Production Supervisor	1	400,000	400,000	4,800,000
9	Mixers	2	120,000	240,000	2,880,000
10	Extruders	2	120,000	240,000	2,880,000
11	Seasoning	2	120,000	240,000	2,880,000
12	Dryer	2	120,000	240,000	2,880,000
13	Packing / Manual	4	120,000	480,000	5,760,000
14	Sub Total:	13	1,000,000	1,840,000	22,080,000
	TOTAL SALARIES	25	4,040,000	5,270,000	63,240,000
	Add: NSSF 10%			527,000	6,324,000
	SDL 5%			263,500	3,162,000
	TOTAL			6,060,500	72,726,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LIST OF MOTOR VEHICLES AND EQUIPMENT

SCHEDULE ID

S/No.	Vehicles	Nos.	Unit Costs USD	Total USD	TOTAL Tshs. Equiv.
1	Pick up	4	3,000	12,000	14,400,000
2	Vans	3	3,000	9,000	10,800,000
3	Vibrator Roller	1	10,000	10,000	12,000,000
4	Tractor Dozer	1	29,000	29,000	34,800,000
	SUB TOTAL			60,000	72,000,000
	Add:				
	Freight & Insurence		7,000	7,000	8,400,000
	Local Transport		5,000	5,000	6,000,000
	SUB TOTAL			12,000	14,400,000
	TOTAL			72,000	86,400,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
COST OF BUILDINGS AND CIVIL WORKS

SCHEDULE IC
Tshs. 000'

S/NO	Description	Amount Invested	Additional Investment	Total Investment
1	Land Acquisition	50,219	-	50,219
2	Land Clearing	2,500	-	2,500
3	Architectural Drawings	13,500	-	13,500
4	Bills of Quantities and Feasibility Study	2,850	-	2,850
5	Materials at site	11,000	-	11,000
6	Land Development	16,000	497,931	513,931
	TOTAL	96,069	497,931	594,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
BILLS OF QUANTITIES - GENERAL SUMMARY

SCHEDULE IB
Tshs.

ITEM	DESCRIPTIONS	AMOUNT (TSHS.)
1	Bill Nr. 1 Preliminaries and General Conditions of Contract	6,600,000
2	Bill Nr. 4. Measured Works One Unit Godown	350,990,975
3	Bill No. 5 Fence	124,023,000
4	Bill Nr. 6 Prime Cost and Provisional Sums	13,160,000
	<u>ADD: 20% VALUE ADDED TAX (VAT)</u>	98,954,795.00
	TOTAL ESTIMATED COSTS	593,728,770
	Say	594,000,000

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
LIST OF MACHINERY AND EQUIPMENT

SCHEDULE IA
Tshs.

LIST OF PLANT & EQUIPMENT

	Nos.	Unit Cost Ind RPS	Total Costs Ind RPS	Total Costs Tshs. Equiv.	Additional Machinery	Total Investments
1 Pulverizer	2	50,000	100,000	2,850,000	0	2,850,000
2 Mixer	2	45,000	90,000	2,565,000	0	2,565,000
3 Puff Extruder	2	200,000	400,000	11,400,000	0	11,400,000
4 Batch Type Drum Coating	1	45,000	45,000	1,282,500	0	1,282,500
5 Fryer with diesel owner	1	50,000	50,000	1,425,000	0	1,425,000
6 Hydrolyser	1	20,000	20,000	570,000	0	570,000
7 Continuous masala coater tunnel	1	175,000	175,000	4,987,500	0	4,987,500
8 Bag sealing machine	1	7,750	7,750	220,875	0	220,875
9 Nitrogen Gas Generator	1	190,000	190,000	5,415,000	0	5,415,000
10 HP Air Compressor	1	50,000	50,000	1,425,000	0	1,425,000
11 Ref Air dryer	1	35,000	35,000	997,500	0	997,500
12 Accessories for Air Dryer	1	10,000	10,000	285,000	0	285,000
13 Weighing machines	1	13,000	13,000	370,500	0	370,500
14 Electric control Board	1	120,000	120,000	3,420,000	0	3,420,000
14 Starter 20HP / 15HP	1	19,488	19,488	555,408	0	555,408
16 Starter 7.5 / 5 / 2	1	11,891	11,891	338,894	0	338,894
17 63 Amp Starter	1	1,800	1,800	51,300	0	51,300
18 32 Amp Starter	1	3,553	3,553	101,261	0	101,261
19 On / Off Boxes for above	1	2,366	2,366	67,431	0	67,431
20 400 Amp mainswitch Isolator	1	18,563	18,563	529,046	0	529,046
21 Exhaust fan	1	10,212	10,212	291,042	0	291,042
22 Extractor fan	1	60,000	60,000	1,710,000	0	1,710,000
23 Packing Machines	3	150,000	-	-	12,825,000	12,825,000
24 Baking Unit	1	200,000	-	-	5,700,000	5,700,000
25 Confectionary Machine	1	438,600	-	-	12,500,000	12,500,000
SUB TOTAL			1,433,623	40,858,256	31,025,000	71,883,256
25 Transport, Clearance & Duties:						
Transportation 20ft Container India Freight	1	96,000	96,000	2,736,000	0	2,736,000
Noida - Mumbai with packing charge	1	77,000	77,000	2,194,500	0	2,194,500
India - Mombasa - Container Costs	1	-	-	1,912,500	0	1,912,500
Mombasa - Mza - Transport	1	-	-	2,313,000	0	2,313,000
Customs Duties	1	-	-	4,559,070	0	4,559,070
Miscellaneous Expenses	1	-	-	1,000,000	0	1,000,000
Sub - Total				14,715,070	0	14,715,070
26 Transport, Clearance & Duties:						
2nd Lot of Equipment 40ft Container					0	-
Transport Noida - Mum - Bangalore Mum					0	-
Nitrogen pack charges - Extruder					0	-
Bhiwandi - Customs - Warehouse storage	1	-	-	3,360,150	0	3,360,150
Freight & Clearing India	1	-	-	4,323,764	0	4,323,764
Transport Mombasa - MZA	1	-	-	5,640,000	0	5,640,000
Customs Duties	1	-	-	5,233,310	0	5,233,310
Miscellaneous Expenses	1	-	-	2,000,000	0	2,000,000
SUB TOTAL				20,557,224	0	20,557,224
TOTAL COST OF MACHINERY AND EQUIPMENT				76,130,549	31,025,000	107,155,549

RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
INVESTMENT AND FINANCING PLAN

SCHEDULE I
Tshs.000

S/No. Investments	Existing	Additions	TOTAL
1 Land and Buildings	96,069	497,931	594,000
2 Machinery & Equipment	76,130	31,026	107,156
3 Furniture & Fittings	-	4,500	4,500
4 Office & Equipment	-	3,800	3,800
5 Motor Vehicles	-	86,400	86,400
TOTAL CAPITAL COSTS	172,199	623,657	795,856
6 Working Capital	-	10,000	10,000
TOTAL INVESTMENTS	172,199	633,657	805,856

S/No/ Investment	Existing Investment		Additional Investment		Total Investment		GRAND TOTAL Investment
	Equity	Loans	Equity	Loans	Equity	Loans	
1 Land and Buildings	96,069	-	97,931	400,000	194,000	400,000	594,000
2 Machinery & Equipment	76,130	-	31,026	-	107,156	-	107,156
3 Furniture & Fittings	-	-	4,500	-	4,500	-	4,500
4 Office & Equipment	-	-	3,800	-	3,800	-	3,800
5 Motor Vehicles	-	-	86,400	-	86,400	-	86,400
TOTAL CAPITAL COSTS	172,199	-	223,657	400,000	395,856	400,000	795,856
Financial Gearing					50%	50%	100%
6 Working Capital	-	-	-	10,000	-	10,000	10,000
TOTAL INVESTMENTS FINANCING	172,199	-	223,657	410,000	395,856	410,000	805,856
Financial Gearing					49%	51%	100%

6.5 Internal Rate of Return:

The project registers a healthy rate of return of 45.6% as compared to the assumed cost of capital of 16% for the term loan. As such, the project is able to service its loans comfortably and is similarly able to withstand unforeseen risks that may arise during the duration of the bank loan.

7.0 COLLATERAL SECURITY:

The assumed loans are to be secured by the business assets on Plot No. 536 & 537 Block "B" Nyamhongoro, Igoma, Mwanza City. The project promoter is however a competent and experienced businessman capable of managing the business well to ensure that the bank loans are repaid on schedule.

8.0 SOCIAL ECONOMIC BENEFITS.

The proposed project in food processing has the following social economic benefits.

8.1 Social Economic Benefits:

The production of corn chips provides a quality and tasty snack for school children and other consumers. It will serve to meet food needs for school children in urban centers.

8.2 Revenue to the Government:

The business will also benefit the Government through increased realization of revenue through payment of corporate and other taxes.

8.3 The business also provides direct employment to Tanzanians hence, providing them with income for their living.

9.0 CONCLUSION & RECOMMENDATION:

9.1 Conclusion:

Based on the technical and financial analysis carried out in this report, the business proposal by Mr. Rizwan Kanji to borrow 400 Million as term loan from Diamond Trust Bank is technically feasible and commercially viable.

9.2 Recommendation:

In view of the above conclusion, it is recommended that the M/S Raja's Deli Limited be supported by way of term loan of Tshs. 400 Million to finance capital investments for the proposed plant and working capital requirement of Tshs. 10 Million at the opportune time.

===== & =====

6.1.7 Loan Financing:-

A term loan of Tshs. 400 Million has been assumed to be availed by a local commercial bank repayable over 5 years with interest 16% per annum. An overdraft facility of Tshs. 10 Million has also been assumed to be availed by same Bank at interest of 16% per annum.

6.2 Projected Income Statement:

Based on assumptions used in the financial evaluation of this project, the business is a profitable venture. It is projected to generate total sales volume of Tshs. 611.8 Million for the first year increasing to Tshs. 856.5 Million by the third and subsequent years. The Net Profit after Tax is projected at Tshs. 172.7 Million for the first year increasing to Tshs. 200.1 Million by the second year and to over Tshs. 265.9 Million by the third and subsequent years. The projected profits are based on production level of 50% capacity utilization for the first year, 60% and 70% for the second and third years respectively.

6.3 Projected Cash Flow:

The projected cash flow indicates a positive trend through out the 8 years projected period of operation. The net cash balance is estimated at Tshs. 116.1 Million in the first year increasing to Tshs. 148.5 Million by the second year and to over Tshs. 228.2 Million by the third and subsequent years. The cash flow has taken into account the repayment of the Tshs. 400 Million term loan in annual installments of Tshs. 80 Million equivalent to about Tshs. 6.7 million monthly installments. The business is therefore projected to have a sound liquidity position through out the projected period.

6.4 Projected Balance Sheet:

The total net assets the company for the first year of operation are estimated at Tshs. 888.6 Million Increasing to Tshs. 2.5 Billion by the 8 year by the project period. The retained earnings increase from Tshs. 172.7 Million in the first year to Tshs. 2.1 Billion by end of the 8th year. On the whole the financial position of the project is healthy during the entire period of analysis. Details are as shown in schedule XI.

6.0 FINANCIAL ANALYSIS.

6.1 Assumptions and Considerations:

6.1.1 The business is a new venture. After its establishment however it has been assumed that, it will continue running as a going concern.

6.1.2 Plant Capacity:-

The plant has the capacity to process 80 kgs of raw materials per day to produce corn chips at 80% yield. The plant has however been assumed to operate at 50% of capacity in year 1 increasing to 60% by second year stabilizing at 70% by third and subsequent years.

6.1.3 Raw Material Costs:

The costs for raw material for production of corn chips are based on current market prices as given by the company management.

6.1.4 Revenue from Operations:

The revenue from business operations based on given assumptions is projected as under;-

Year	Sales Value (Tshs.000')
1	611,800
2	734,200
3 – 8	856,576

6.1.5 Operating Costs:-

Operating costs are based on current market costs for various in puts and services to be purchased by the plant.

6.1.6 Business Requirement:

The financial business requirement is Tshs. 400 Million as term loan to finance remaining capital investments in building and civil works. The company will also need Tshs. 10 Million as working capital at start up of business operations. This amount is to cover for procurement of the necessary raw materials for production of corn chips.

EXHIBITIONS/SEMINARS:

Cable and Satellite – Mumbai 1994

Symposium:

Trade Exhibition Organized by UNIDO

- Delhi 1995

Participation with Pansian Systems at
Trade Exhibition KICC- Nairobi 1996.

Aitec – Nairobi 1996

Project Africa 97 – KICC Nairobi – 1997

Cable & Satellite Exhibition Dubai – 1997

National Association of Broadcasters – Las
Vegas 1999.

Cable & Satellite Exhibition – Dubai 2003

Media International, Dubai World Trade
Centre – 2003

Gitex – Dubai 2003

Cable & Satellite Exhibition – Mumbai 2003

Cable & Satellite Exhibition – Mumbai 2004

Cable & Satellite Exhibition – Mumbai 2006

Agro Technology Fair – Delhi 2006

India Label Show – Delhi 2006

Photo Imaging Asia – Delhi 2006

International Food Exhibition India

- Delhi 2006.

Cable and Satellite Exhibition–Mumbai 2007

Broadcast India – Mumbai 2007

Annapoorna – World of food India-Mumbai
2007.

Food and Beverage Tech – Mumbai 2007.

International Packtech India– Mumbai 2007

MEMBER:

Past Treasure of TCCIA and still a member

Lions Club of Mwanza.

Mwanza Yatch Club

Mwanza Sports Club

Mwanza Lodge

Cromabu - NGO

WORKING EXPERIENCE:

1974 to Date:

Shareholder & Director – Jafferries Hotel Ltd
Assignment: Financial Management.

1979 – 1988:

Shareholder & Director – Victoria
Products (T)
Assignment – Technical operations and
Administration.

1988 - 1996

Proprietor: Boutique Shariza.

1992 – 2002:

Shareholder & Director/CEO-Mwanza
Satellite CATV Networks Ltd.

2002 – To date:

Major Shareholder Man. Director/CEO-
Mwanza Satellite CATV Networks Ltd.

2007 – to Date:

Managing Direct / Major Shareholder/Corn
Chips Production Plant – Rajas Deli Ltd.

PRESENT ASSIGN. / PROJECTS: Mwanza Satellite CATV Networks Ltd.

- To extend cable network coverage into
Newly developed areas.
- Migrate to Digital convergence.

Corn chips – Rajas Deli Ltd.

- To complete factory building
- Install machinery
- Start production

1991

Satellite Installation Course, Tek-Tran Services.

Diploma in Consumer Electronics, Angus Polytechnic, Fife Scotland.

2004

PC World IT Training Centre – Mwanza
Computer Course, Windows, word, excel, Access, publisher, paint brush, PowerPoint & Internet. NR-Institute of Information Technology – Mwanza, Tally with Accounting.

OTHER OPPORTUNITIES:

Shyam Communications

Did practice's for TVRO, SMATV Installations, Cable TV Installations, Designing Networks, Cable TV Engineering, Delhi – India.

Business Management Skills Course:

Organized by CBC & British Council, Bot – Mwanza.

Chamber Management & Administration:

Organized by TCCIA & Chamber of Commerce and Industries, Southern – Sweden.

Workshop – 2005:

The Seven Habits of Highly Effective People, Certificate of Achievement J.K. – Mwanza.

5.2 Management:

The plant management will be under the direction of the Managing Director Mr. Rizwan Kanji. However the day to day of operation of the plant will be under the General Manager assisted by the Departmental Managers for the three units given above. The Managing Director will have full autonomy to make decisions for the company without having to make reference to any individual or institution. The Managers will be recruited from the open labour market based on individual qualifications and competence. The personal particulars of the Managing Director are as given in para 5.3 below.

5.3 CURRICULUM VITAE OF THE MANAGING DIRECTOR:

NAME: Mr. Rizwan Kanji
NATIONALITY: Tanzanian
AGE: Adult
MARITAL STATUS: Married with two (2) Children
RESIDENCE: Nkomo Street, Mwanza City.
ACADEMIC QUALIFICATION: **Nov, 1973**
Completed O'Levels
Lake Secondary School – Mwanza.
July, 1974
Did Bookkeeping II, Store Keeping I,
Commerce I, Office Practice I. N. S. T. I.
Mwanza.
1977
Grade 3 Motor Vehicle Mech. N.V.T.C.
Mwanza.
1978
Grade 2 Motor Vehicle Mech. N.V.T.C.
Mwanza.
1981 – 1983
Certificate in Fisheries.
Nyegezi Fisheries Institute – Mwanza.
1984
Grade I Motor Vehicle Mech. N.V.T.C.
Mwanza.

4.3 Distribution Channels:

The large share of the company business will be distributed through wholesalers. The second largest channel will be the retailers. It is through these two channels that the company will distribute its products and possibly appoint agents in the suburbs of Mwanza City and District urban centers.

4.4 Competition and Marketing Strategy:

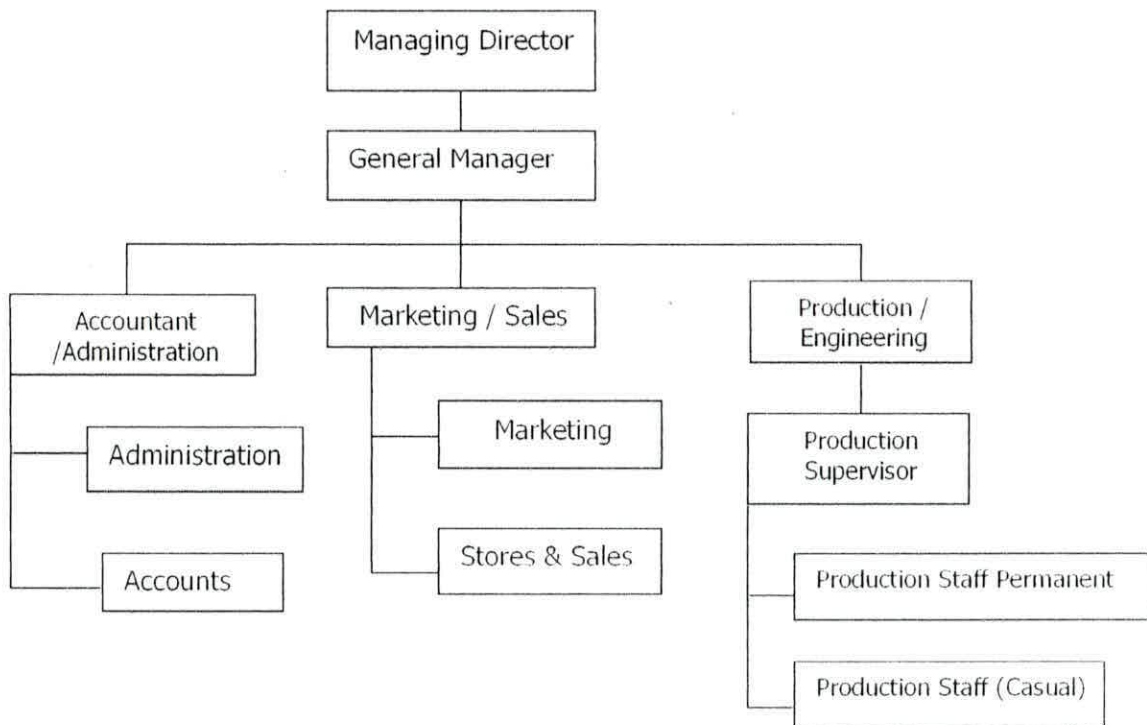
The company plans to produce quality and tasty corn chips to be marketed under the brand name of **RAJA'S DELI** at reasonable costs so as to penetrate the market and establish itself in this business. Similar products currently in the market sell at Tshs. 250 per 20gms package where as products from the company will sell at Tshs. 150 per 20gms package. This is one of the competitive strategies that the company will employ to penetrate and consolidate its market share in the business. Other strategies would include advertising and personal visits by company sales staff to supermarkets, retail stores and other distribution channels.

5.0 ORGANISATION AND MANAGEMENT.

5.1 Company Organization Structure:

The business organization structure will consist of three departments i.e., Production/Engineering Department, Sales and Marketing and Accounts Administration under the Departmental Managers who will be reporting to the General Manager. The organization structure is as given below:-

THE COMPANY ORGANIZATION STRUCTURE:



3.10 Project Implementation:

The project is already being implemented by the promoter. Construction of the factory buildings and godowns for storage of raw materials and final products is already going on. The value of implemented works in building and civil works is Tshs 96 Million with un-executed works estimated at Tshs. 497.9 Million. Almost all the machinery and equipment required has been imported and is already in Mwanza. Implementation of the remaining works has at the moment been suspended pending full mobilization of the required funding to complete the project. Assuming that the required funding is firmed up by end of October, 2008, implementation of the remaining works is estimated to take six (6) months. The plant should therefore be ready for commercial operations by May, 1st 2009.

3.11 Environmental and occupational safety considerations:

All health and safety precautions will be observed at the factory as required for a food manufacturing plant. The disposal of wastes will also be done in adherence with national and local regulations as required by Mwanza City Council.

4.0 MARKETS AND MARKETING:

4.1 Target Market:

The target market for the company products are school children particularly at pre-primary and primary levels. Generally corn chips are most preferred by children since they form cheap but quality and tasty snacks for school children to carry and consume. The products also have a good market for picnic events or tour safaris by individuals, families or group events particularly in urban areas. The market demand from the above mentioned market segment is quite big and will continue to grow with increasing expansion in school enrollment at preprimary and primary levels. It is therefore anticipated that production at the plant will expand steadily from 50% capacity utilization to 70% by the 3rd and subsequent years of operations.

4.2 Demand and Supply;

The demand for the products is expected to be available all year round since it is consumed by almost every individual mainly in urban centers. However high demand is expected during school days since this constitutes the major market segment for the products.

Puffs that are dry will burn in the dryer). Moisture content is determined by weighing a 0.07. 105 oz (2 – 3) portion of cornmeal, placing it uncovered in the shelf of an oven for exactly 60 seconds, then re-weighing the samples and calculating the amount of moisture loss. The mean must not lose more than 0.2% of weight (moisture) of the cornmeal.

The equipment used in the manufacture of the extruded snacks is calibrated and checked very carefully throughout the production process. Industry and food technology manuals indicate the proper rate of feed into and through the extruder, the number of revolutions per minute as which are extruder must run, the temperature of the extruder, the pressure (measured in Atmospheres) that must be maintained in the extruder, the speed of the extruder, and the rotating speed of the knife that cuts the collettes. Human operators constantly check the extruding dies to ensure they have not plugged up.

Extremely important is determining the amount of water that must be added to the cornmeal in order for it to become gelatinous. The moisture content of the product as it enters the extruder, as well as when it exits (Just before the baking that crisps it up), is carefully assessed. Machinery is programmed so that the duration of the processes described above are perfectly timed in order to ensure each step is thoroughly completed.

3.9 Production Plan:

The project has the capacity to process 640 kgs of raw materials per day. However plant has been assumed to operate at 50% capacity for the first year increasing to 60% by the second year and to 70% by the third and subsequent years. Based on this assumption, production of corn chips is projected as follows; -

Year	Kgs	Gms	Tshs. '000
			Sales
1	61,440	61,440,000	611,840
2	73,728	73,728,000	734,208
3 – 8	86,016	86,016,000	856,576

3.7.5 Flavoring the Collettes:

As the collettes move through the oven, they are sent to the flavor coating station. They are still bland cornmeal crisps and must receive a coating in order to be palatable. They may be coated using one of two methods. In the first method, the extruded corn curls are first sprayed with vegetable oil and then dusted with a variety of dry flavors, seasoning, and color. In the second method, the oils flavors, spices and color may be mixed together in a tank and sprayed on the collettes as they are tumbled in what its called a flavor reel. In either process, it is essential that oil is placed on the surface of the collette in order for the flavors and spices to stick to the snack. The flavored snacks now sit on a conveyor before they are packaged.

3.7.6 Packing the Corn Chips:

The corn chips move along the conveyor belt. A vibrating conveyor belt moves the snacks along until they fall into the weighing machine. The weighing machine weighs out just the right amount of curls to go into a bag and puts them into a chute. Corn chips bags may be made of polypropylene which are resistant to moisture and keep the product crisp.) Huge rolls of flattened bags are loaded into the weighing machine, formed, and prepared to receive the corn chips that drop into the bags. The bags are than heat sealed. Cartons of bags are packed and stored into a warehouse.

3.8 Quality Control:

One of the most important quality control steps in the entire process is selecting cornmeal for use. First it must be finely ground because big grains or gritty meal result in an undesirable feel as the finished product is consumed. Cornmeal is tested for grit size by weighting 1.75 (50g) of a well-mixed, representative sample of meal. Then, the test sample is transferred to the top sieve of a series of different grades of sieves. The grain is poured on top and agitated as it is put through the sieves. The grain remaining on the sieves is considered too coarse to use; this amount is weighed and the approximated usable grain is calculated and compared to specifications sent from the supplier. Next, moisture content of the grain is assessed because to – wet or to-dry cornmeal will create inferior product. (Excessive moisture will cause formation of small, heavy hard puffs, while too –dry cornmeal will create light, long, straight puffs.

3.7.2 Extruding the collettes:

The cornmeal mixture is loaded into the top of the extruding machine. The batch becomes rather gelatinous as it is exposed to heat, moisture, and pressure. The mixture is then propelled through the extruder using an auger or tapered screw. This screw forces the mixture against the inside of the extrusion chamber, creating a shearing effect when pressure is increased. Steam jackets line the extrusion chamber to assist in cooking the meal mixture. When the cornmeal reaches the die it should be hot, elastic, and viscous. The moisture is liquid under high pressure but changes to steam as it reaches lower pressure on the other side of the extrusion process. The result is that the cornmeal dough expands and puffs up as it moves through the extrusion dies. The shape of the die is a critical aspect of its product because it gives the product its distinctive shape. As the dough is pushed through the dies, it looks like puffy snakes. These extruded snakes called collettes are cut to the desired length by a rotating knife.

3.7.3 Drying the Collettes:

The collettes still contain between 6 to 10% water at this point (depending on the recipe and the manufacturer) and must be dried out so that the collette's are conveyed, (either for drying or frying) to large oven called a dryer whereby it moves continuously through the dryer until they emerge at the other end crisped up considerably. The dryer generally is about 140°C hot enough to get the moisture out but not to darken the collette. The collette require about 5 minutes to dry out and are reduced to between 1 – 2% moisture.

3.7.4 Separating the Fines:

The fines or small particles that are produced as the collettes are conveyed to the dryers must be separated from the nicely – formed collettes. (The fines tend to absorb oil and flavorings and are undesirable to include in a package of cheese curls. Some modern dryers are self-cleaning and automatically deposit the fines in a cross conveyor for removal from the machine.

3.6 Raw Material for Corn Chips:

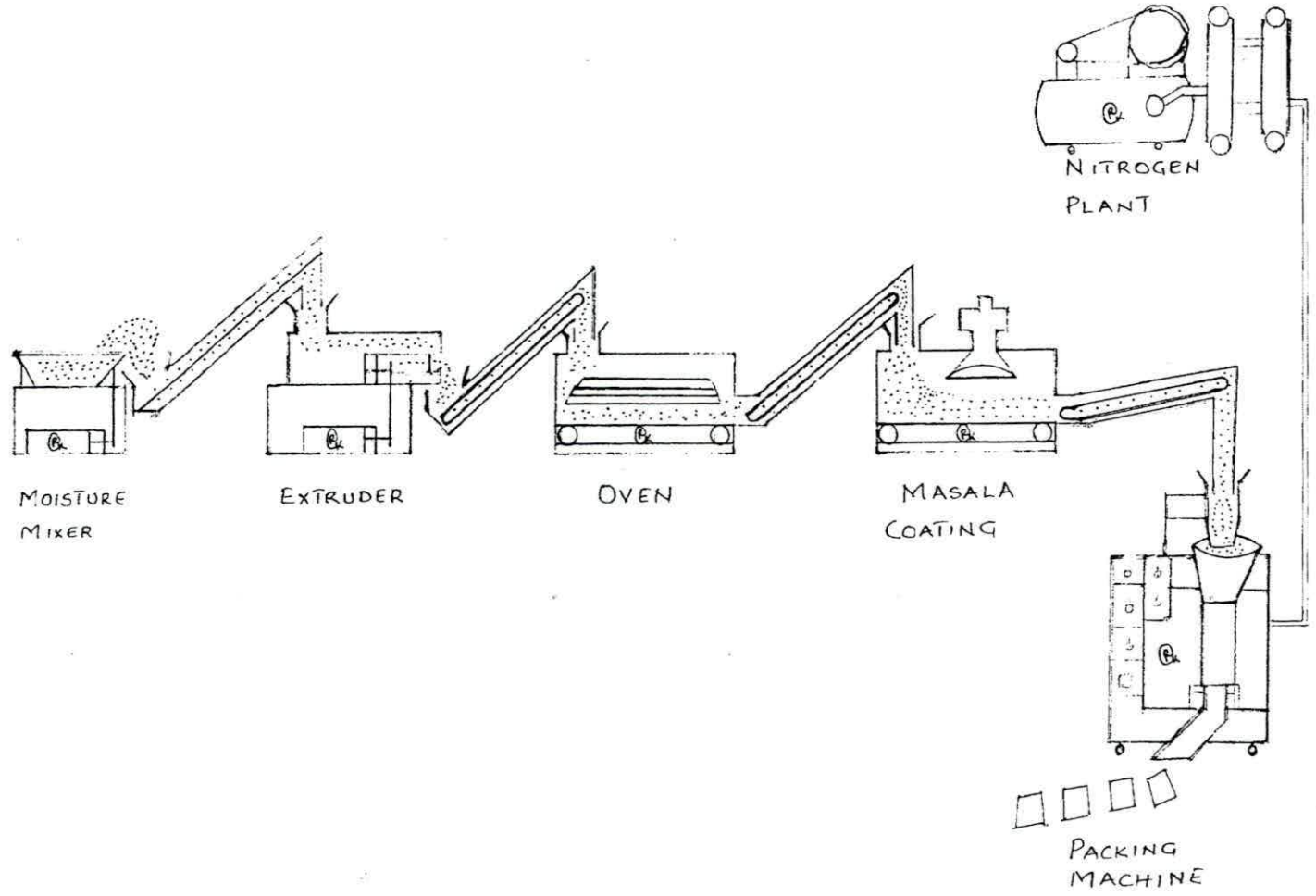
The major raw materials for production of corn chips are; maize, rice, oil, salt, flavors and water. All the materials are locally available except for seasonings (flavors) which will be imported from Nairobi, Kenya. The project is therefore, heavily depended on local raw materials which are abundantly available.

3.7 The Manufacturing Process:

The primary step in the manufacture of corn chips is the extrusion of the cornmeal mixture. Using a tapered screw, the extruder forces the mixture against the inside of the extrusion chamber, creating a shearing effect when pressure is increased. Steam jackets line the extrusion chamber to assist in cooking the meal mixture. When the cornmeal reaches the die it is hot, elastic, and viscous. The moisture is liquid under high pressure but changes to steam as it reaches lower pressure on the other side of the extrusion process. The result is that the cornmeal dough expands and puffs up as it moves through the die. Fried cheese curls differ only in that the product is fried after drying. In general, the manufacturing process for any extruded puff is relatively standard. It includes the heating of kernels of grain and then subjecting the meal to extremely high temperature and pressure. Starch in the mixture is gelatinized prior to its extrusion, and as the gelatinous mix is extruded, it is shaped and puffed.

3.7.1 Mixing:

Cornmeal is carefully chosen for use in corn chips production. The cornmeal must be of the texture so that it produces pleasant feel as it is eaten. Also, cornmeal with a low moisture content of 6 -10% is used in this process. Too much moisture in the meal will render the product soggy. Cornmeal is inspected for moisture content, placed into a mixing bin and sprayed with a fine mist of water as it is stirred. Water poured directly into the meal will result in gluten formation, uneven distribution of moisture, and clumping of wet grain. When the desired consistency is achieved, the mixture is immediately extruded. Holding the mixture too long often results in additional water absorption and the mixture cannot be used. If the cornmeal slurry cannot be used immediately, it must be stored in an airtight container.



CORN CHIPS PRODUCTION PLANT LAYOUT: EXHIBIT - I

3.3 Project Investment & Financing Plan:

The project investment costs and financing plant are estimated at Tshs. 795.9 Million consisting of Tshs. 172.2 Million being amount invested and Tshs. 623.7 Million as additional investments required to complete the project as summarized below;-

		Tshs.'000		
Investments:		Equity	Loans	Total
1.	Land and Building	194,000	400,000	594,000
2.	Machinery & Equipment	107,156	0	107,156
3.	Furniture & Fittings	4,500	0	4,500
4.	Motor Vehicles	86,400	0	86,400
5.	Office Equipment	<u>3,800</u>	<u>0</u>	<u>3,800</u>
	TOTAL CAPITAL COSTS	395,856	400,000	795,856
6.	Working Capital	<u>-</u>	<u>10,000</u>	<u>10,000</u>
7.	TOTAL INVESTMENT	395,856	410,000	805,856

3.4 Utilities Requirements:

The location is well served with electricity from Tanesco Grid Line and water from the City water supply system. It is also well served with all other basic economic infrastructure.

3.5 Plant Capacity and Layout:

The proposed plant has the capacity to process **80 kgs** of raw materials for production of **corn chips per hour**. At a yield rate of 80%, this translates into 64 kgs of corn chips per hour or 512 kgs per day based on 8 hours working shift per day. The plant will consist of the following machinery and equipment;

- Moisture Mixer
- Extruder
- Oven
- Masala Coating Equipment
- Nitrogen Plant
- Packing Machine.

The plant layout is as given in exhibit I below;

(b) **Jefferies Hotel Ltd.**

	2007	2006
Rental Income (Tshs.000')	44,400	42,000
Operating Expenses	25,892	25,507
Net Profit for the Year	18,507	16,494

Source: Audited Business Accounts.

3.0 TECHNICAL ANALYSIS.

3.1 Location:

The project is located on Plot Nos. 536 and 537 at Nyamhongolo, a new industrial service area of Mwanza City about 14 Kilometers from Mwanza City Centre. The plot area covers a total of 5,921 Square Meters which is quite adequate to accommodate the proposed plant including further expansion plans. The location is quite ideal since it is along the Mwanza – Musoma – Nairobi Highway. It is easily accessible for all commercial purposes whether for procurement of raw materials or distribution of the final products. All other basic economic infrastructure is easily available including water, electricity and telecommunication services. The industrial Plot is owned by Mr Rizwan Kanji under Sixty Six (66) years lease terms effective from 28/08/2007.

3.2 The Product:

Corn chips, sometimes referred to as corn curls or cheese puffs, are a popular snack food consumed mostly in urban centre. These crispy cheese snacks are formed from cornmeal, water, oil, and flavored coatings. Cheese curls are an extruded snack, meaning they are cooked, pressurized, and pushed out of a die that forms the particular snack shape. They are then baked or fried, depending on the product then flavored with oil and seasonings. The products consumed in the market today are either extruded corn snacks that are ball-shaped, curly, straight, or irregularly shaped depending on the shape of the die. Flavorings added after baking or frying varies greatly. Different brands have distinctive flavors. These snacks are extremely popular with children. The corn chips industry packages them so that they are an easy choice to drop into school lunches.

2.2 The Business Proposal:

M/S Raja's Deli Limited under the direction of Mr. Rizwan Kanji who is the project promoter proposes to borrow Tshs. 400 Million from a local commercial bank as term loan to finance un completed works of building and civil works for installation of machinery and storage godowns. The requirement, if availed will enable the company to implement the project to its final conclusion ready for commercial operations by April, 1st 2009.

2.3 Business Objectives:

The major objectives of the business proposal include;

2.3.1 Operational Objectives:

- To ensure that the business produces the products in good quality and at reasonable capacity so as to meet customer demand and generate the planned sales volume.
- To penetrate the market in this business, increase and sustain its market share in this line of business.

2.3.2 Financial Objectives:

- To raise the required credit facility to finance un completed works in building and civil works.
- To ensure that the liquidity position of the business remains sound to be able to meet its financial obligations without problems.
- To ensure that the business operates profitably and generates reasonable returns to the investor.

2.4 Past Business Performance:

M/S Raja's Deli Limited is a new company recently incorporated for purpose of promoting this project. It has therefore no record of past performance. However, the major shareholder Mr. Rizwan Kanji is a long established businessman operating businesses under the name of Cable Television Net Work and Jafferries Hotel Ltd which is involved in rented properties based in Mwanza City. His businesses are doing well as per audited financial statements for the last 2 years summarized below.

(a) Mwanza Satellite Cable Television Network Ltd.

	2007	2006
Income (Tshs. 000')	133,830	113,827
Operating Expenses	86,125	67,173
Net Profit for the Year	47,704	46,654

2.0 THE BUSINESS PROPOSAL:

2.1 Business Background: -

M/S RAJA'S DELI LIMITED is a private Ltd company based in Mwanza City incorporated on 13th October, 2008 by the major shareholder **Mr. Rizwan Gulam Kanji** for purpose of promoting the proposed project for corn chips production. Mr. Kanji, a local investor operates a Satellite Cable Television business for customers in Mwanza city and its surrounding suburbs. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. He now proposes to expand his business operations to include the proposed **Corn Chips production Plant** to meet the local demand for the product in Mwanza City and its surrounding areas. This product is currently being imported from Kenya and Dubai. The corn chips are a popular food snack preferred mostly by school children and for special events such as picnics and tour safaris for groups or families. The business is being promoted by Mr. Rizwan Kanji, a local private investor based in Mwanza City who is the major shareholder.

2.2 Company Objects and Ownership:

The objects for which the company is formed include the following:-

- (a) To acquire and take over as a going concern the business carried now under the name and style of RAJA'S DELI with all its assets and liabilities.
- (b) To set up modern facilities for and engage in the production, importation, exportation and distribution of processed foods, snacks confectioneries, cakes, buns, table delicacies and any other provisions, goods and all kinds of drinks and foodstuffs preparations and processing and to carry on business as bakers, ice merchants, restaurants owners and operators; and to process edible oil, flour, beverages and domestic consumables of all sorts and description.

The authorized share capital of the company is Tshs. 200,000,000/= divided into 1,000 shares of Tshs. 200,000 each. The names of the company shareholders with their respective shareholding are as given under;

	Names	No. of Shares
1.	Rizwan Kanji	400
2.	Shenur Kanji	200
3.	Shariza Kanji	100
4.	Raheel Kanji	100
5.	Rajendra Kumar Patel	100
6.	Ripal Patel	<u>100</u>
	Total	<u>1,000</u>

1.17 PROJECTED CASH FLOW:

The projected cash flow indicates a positive trend through out the 8 years projected period of operation. The net cash balance is estimated at Tshs. 116.1 Million in the first year increasing to Tshs. 148.5 Million by the second year and to over Tshs. 214.2 Million by the third and subsequent years. The cash flow has taken into account the repayment of the Tshs. 400 Million term loan in annual installments of Tshs. 80 Million equivalent to about Tshs. 6.7 million monthly installments. The business is therefore projected to have a sound liquidity position through out the projected period.

1.18 INTERNAL RATE OF RETURN:

The project registers a healthy rate of return of 45.6% as compared to the assumed cost of capital of 16% for the term loan. As such, the project is able to service its loans comfortably and is similarly able to withstand unforeseen risks that may arise during the duration of the bank loan.

1.19 COLLATERAL SECURITY:

The assumed loans are to be secured by the business assets on Plot No. 536 & 537 Block "B" Nyamhongolo, Igoma, Mwanza City. The project promoter is a competent and experienced businessman capable of managing the business well, to ensure that the bank loans are repaid on schedule.

1.20 CONCLUSIONS:

Based on the technical and financial analysis carried out in this report, the business proposal by Mr. Rizwan Kanji to borrow Tshs. 400 Million as term loan and working capital of Tshs. 10 Million from a local commercial bank is technically feasible and commercially sound.

1.21 RECOMMENDATION:

In view of the above, it is recommended that the M/S Raja's Deli Limited be supported by way of term loan of Tshs. 400 Million to finance capital investments for the proposed plant and working capital requirement of Tshs. 10 Million at the opportune time.

===== & =====

1.13 MARKETING, COMPETITION AND DISTRIBUTION:

The product to be produced at the factory is not new to the market. It will however be locally produced for the first time in Mwanza, Tanzania. At present, the same is being imported from Kenya and Dubai and distributed through existing super markets and retail stores in Mwanza City. The management will therefore ensure that the product produced has the right quality and taste, selling at a competitive price as compared to the corn chips currently being imported from Kenya. Distribution of the product will be done by the company using available distribution channels in supermarkets and retail stores.

1.14 ORGANIZATION AND MANAGEMENT:

The business organization structure will consist of three Departments i.e. Production, Marketing/Sales and the Accounts /Administration Departments. These departments will be headed by Departmental Managers reporting directly to General Manager who will be reporting directly to the Managing Director Mr. Rizwan Kanji. The Managing Director will be the chief authority for over all company policy and guidelines since he has major stake in the business. The General Manager with the assistance of Departmental Managers will over see the day to day operations of the business. All required staff will be recruited from the open labor market based on qualification, experience and competence.

1.15 WORKING CAPITAL REQUIREMENT:

The business will need working capital financing of up to Tshs. 10 Million. This is to enable the business to purchase adequate raw materials for production of corn chips at 50% capacity utilization for the first year. The requirement is proposed to be sourced as overdraft facility from Local Commercial Bank Mwanza Branch at the opportune time.

1.16 PROJECTED INCOME STATEMENT:

Based on assumptions used in the financial evaluation of this project, the business is a profitable venture. It is projected to generate total sales volume of Tshs. 611.8 Million for the first year increasing to Tshs. 856.5 Million by the third and subsequent years. The Net Profit after Tax is projected at Tshs. 172.7 Million for the first year increasing to Tshs. 200.1 Million by the second year and to over Tshs. 265.9 Million by the third and subsequent years. The projected profits are based on production level of 50% capacity utilization for the first year, 60% and 70% for the second and third years respectively.

1.9 PRODUCTION PLAN:

The project has however been assumed to operate at 50% capacity for the first year increasing to 60% by the second year and to 70% by the third and subsequent years. Based on this assumption, production of corn chips is therefore projected are as follows; -

Year	Kgs	Gms	Tshs. '000
			Sales
1	61,440	61,440,000	611,840
2	73,728	73,728,000	734,208
3 - 8	86,016	86,016,000	856,576

1.10 RAW MATERIALS:

The major raw materials for production of corn chips are; maize, rice, oil, salt, flavors and water. All the materials are locally available except for seasonings (flavors) which will be imported from Nairobi, Kenya. The project is therefore, heavily depended on local raw materials which are abundantly available.

1.11 THE PROJECT PROMOTER:

The project is being promoted by M/S Raja's Deli Limited a Private Ltd company whose major shareholder is Mr. Rizwan Kanji, a local investor with vast experience in managing businesses. Mr. Kanji is based in Mwanza city operating a Cable Television Networks business serving customers in Mwanza City and its suburbs for the last 28 years. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. He is resourceful local investor with adequate capital to contribute towards additional equity financing required to complete the project. Past records of his business show a healthy financial position for all businesses he operates at present.

1.12 THE MARKET PERSPECTIVE:

Corn chips are a common and preferred, snack food for school children since the food is tasty, healthy and easy to carry particularly for school children. The market however also includes individual households particularly in urban centers and group events such as camping, tour safaris etc. Mwanza City is the second commercial and industrial centre of Tanzania. The urban population including school children is quite big growing at a rate of 11.5% per annum as per the 2002 National Population Census. Prospects in the growth of the market demand for the product is therefore quite promising given the fact that the city's urban population continues to grow with increasing economic activities in the city.

1.5 PROJECT INVESTMENT COSTS:

The project capital investment costs are estimated at Tshs. 795.9 Million consisting of Tshs. 594 Million for building and civil works and Tshs. 107.2 Million for machinery and equipment. Tshs. 8.3 Million for furniture and equipment and the balance of Tshs. 86.4 Million is for motor vehicles. The estimated costs for building and civil works are based on the Bills of Quantities for the works as prepared by the Architect. The costs for machinery and equipment are based on actual invoice price as paid for by the project promoter since most of the machinery and equipment has already been imported and is already in Mwanza awaiting installation.

1.6 PROJECT FINANCIAL PLAN:

The Capital investment Costs have been assumed to be financed through a combination of equity and term loan financing. A total of Tshs. 172.2 Million has so far been invested by the project promoter into the project. The amount has mainly been invested in building and civil works, importation of the required machinery and equipment. A total of Tshs. 623.7 Million is required as additional funding which is proposed to be mobilized as term loan of Tshs. 400 Million from Local commercial Banks and Tshs. 223.7 Million as additional equity injection by the project promoter.

1.7 PROJECT IMPLEMENTATION:

The project is already being implemented by the promoter. Construction of the factory buildings and godowns for storage of raw materials and final products is already going on. The value of implemented works in building and civil works is Tshs 172.2 Million with un-executed works estimated at Tshs. 623.7 Million. Almost all the machinery and equipment required has been imported and is already in Mwanza. Implementation of the remaining works has at the moment been suspended pending full mobilization of the required funding to complete the project. Assuming that the required funding is firmed up by end of October, 2008, implementation of the remaining works is estimated to take six (6) months. The plant should therefore be ready for commercial operations by May, 1st 2009.

1.8 PLANT CAPACITY:

The proposed plant has the capacity to process **80 kgs.** of raw materials for production of **corn chips per hour.** At a yield rate of 80%, this translates into 64 kgs of corn chips per hour or 512 kgs per day based on 8 hours working shift per day. Planned future production will include; Kurkure, papad, corn flakes banana, cassava and potatoes crisps.

RAJA'S DELI LIMITED

PROPOSED CORN CHIPS PRODUCTION PLANT FEASIBILITY STUDY REPORT

EXECUTIVE SUMMARY.

1.1 INTRODUCTORY REMARKS:

M/S RAJA'S DELI LIMITED is a private company based in Mwanza City incorporated on 13th October, 2008 by the Managing Director **Mr. Rizwan Gulam Kanji** for purpose of promoting the proposed project for corn chips production. Mr. Kanji operates a Satellite Cable Television business for customers in Mwanza city and its surrounding suburbs. He also co-owns and operates a property under the name of Jafferries Hotel Ltd. Mr. Kanji proposes to expand his business operations to include the proposed **Corn Chips production Plant** to meet the local demand for the product in Mwanza City. This product is currently being imported from Kenya and Dubai in the Middle East.

1.2 THE PRODUCT:

The proposed project is in the food manufacturing business that will produce **Corn Chips** sometimes referred to as **Corn Curls or Cheese Puffs**, a **popular snack food**. These crispy cheese snacks are formed from cornmeal, water, oil and flavored coatings. The snacks are extremely popular snacks with children. The product packaging is easy and safe making it an easy choice for school children luncheon.

1.3 PRODUCT DESCRIPTION:

Corn chips are an extended snack, which are cooked, pressurized and pushed out of a die through extruder that forms the particular snack shape. They are then baked or fried, depending on the product and then flavored with oil and seasonings. The product may therefore be ball shaped, curly, and straight or irregular shaped depending on the shape of the die. Flavorings added after baking or frying varies greatly and different brands have distinctive flavors. The major raw materials for its production are maize, rice, oil, salt, water and flavors.

1.4 LOCATION AND SITE:

The proposed project is located on Plot Nos. 536 and 537 Nyamhongolo, a new industrial service area of Mwanza City, which is about 14 kilometers from the City Centre. The location is quite ideal, since it is along the Mwanza – Musoma – Nairobi Highway. It is easily accessible for all commercial purposes whether for procurement of raw materials or distribution of the final products. All other basic economic infrastructure is easily available including water, electricity and telecommunication services. The industrial Plot is owned by Mr Rizwan Kanji under Sixty Six (66) years lease terms effective from 28/08/2007.

RAJA'S DELI LIMITED

PROPOSED CORN CHIPS PRODUCTION PLANT

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RAJA'S DELI LIMITED
PROPOSED CORN CHIPS PRODUCTION PLANT
NYAMHONGOLO INDUSTRIAL AREA
MWANZA CITY.

FEASIBILITY STUDY REPORT
FOR
INVESTMENT FINANCING

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