

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED

Business Plan

**“QUALITY TRAILERS & IDEAL
SERVICES IS OUR VITAL
PHYLOSOPHY”**

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED

TRAILERS MANUFACTURING

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CONFIDENTIALITY AGREEMENT

The undersigned reader acknowledges that the information provided by **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED** in this business plan is confidential; therefore, reader agrees not to disclose it without the express written permission of **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED**

It is acknowledged by reader that information to be furnished in this business plan is in all respects confidential in nature, other than information which is in the public domain through other means and that any disclosure or use of same by reader may cause serious harm or damage to **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED**

Upon request, this document is to be immediately returned to **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED**

Signature

Modest S. Magessa

8th June 2020

This is a business plan It does not imply an offering of securities.

1.0 Executive Summary

Introduction

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED is an established business Limited Company (CAP.212) with a valid Business License **number 20000003371**. The Company currently is engaged in the importation of Auto Parts and semi-Trailers and selling in retail. The company is dedicated to providing the highest quality workmanship, meeting the agreed delivery dates, and executing the custom work exactly in accordance with the customer's concept. The focus of this business plan is to identify its future target clients, explain its marketing strategy, and to expand company operations and marketing so it can substantially increase profitability.

Location

Our Company located at Mabibo industrial area opposite Lake oil filling station

The Company

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED was established in 2019 as a Limited Company by share as clearly shown in our Memorandum and Article of Company, since of our commencement we have lent a lot in the relevant industry and during this time has developed a reputation of excellence and quality products and these outputs lead us to expanding by locally manufacturing.

Our Products, Services and delivery

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED right now is importing and selling the high-quality auto parts and semi - trailers.

The Market

Since our commencement of operations and based on our Research done, we found that the market within the country and East and Central Africa is big especially in the trailers market segment, we focusing on internal and external markets, where by our projection we targeting on selling of about 35% within a Country and 15% out of the Country mainly Zambia, Congo, Rwanda, Burundi, Mozambique, and so forth. The marketing research and tailored marketing strategy described in this business plan projected to get revenue worth \$ **260,000.00** and above annually.

Capital/Bankers/Financial Considerations

The company has sufficient capital to let the Business run smoothly, the capital sources are both from owner's contributions and loan or grants from outsiders and our main banker who saved with us is **EXIM BANK(T) LTD**

The purpose of this Business plan is to fulfill the mandatory requirements for being eligible registered Investor, and the projected amount and timeframe can be varying due to non-expectations events.

1.1 Objectives and Mission

1.1.1 Objectives

The objectives of **VERCOE Vehicle Auto Parts Company Limited** include:

1. **Expanding Business** – Introduce Trailers locally manufacturing
2. **Focusing external markets** - Highlighting the highly trailers demanded African countries
3. **Costs cutting** – Avoiding various unnecessary shipping expenses
4. **Quality assurance** – Eliminate substandard by direct manufacturing supervision
5. **Advertising**- Increase the advertising campaign to existing and potential customers
6. **Customer Service** - Give our customers the highest quality service at cost effective pricing and attain customer satisfaction through repeat customers; referrals and surveys.

1.1.2 Mission

It is the mission of **VERCOE Vehicle Auto Parts Company Limited** to import the best quality trailers, with value pricing and provide exceptional customer service after the sale of the trailers, (**Customer satisfaction is our vital Philosophy**). We wish to establish a successful partnership with our customers, our employees, and our suppliers that respects the interests and goals of each party.

2.0 Company Summary

VERCOE Vehicle Auto Parts Company Limited is headquartered in Dar es salaam, located at Mabibo in Kinondoni Municipality and was established as a Limited Company by shares in 2019, currently the Company is importing and selling Auto spares and Trailers.

2.1 Company Ownership

VERCOE Vehicle Auto Parts Company Limited was founded in 2019, and is a Limited Company by shares as follow:

- i. Ally Amour Salim, Tel. no. 0713 - 476643 (Tanzanian)
P.O. BOX 16344 number of shares is one hundred (100)
Dar es salaam, Tanzania
- ii. Lixia Yang
Room 705,235 Xiaobei Road number of shares is eighty (80)
Yuexiu District, Guangzhou, China

2.2 Company Location

VERCOE Vehicle Auto Parts Company Limited is located at Mabibo in Kinondoni Municipality in Dar es Salaam. This location affords us good visibility along with convenient access for customers wishing to stop at our location.

3.0 Products

VERCOE Vehicle Auto Parts Company Limited will sell trailers to the local and other countries customers from the neighborhood.

3.1 Product Description

VERCOE Vehicle Auto Parts Company Limited will assist its customers in selecting the best trailers for their application at a price that meets or exceeds their expectations. In the event of a problem, we will be there to assist and counsel the customer to a speedy solution.

4.0 Market Analysis Summary

In Tanzania Trailers manufacturing industry includes about 8 company's Major companies in specialty segments covers about only twenty-five percent (25%) of entire internal market, customers' demands are higher compared to manufactured trailers.

Demand is driven largely by the needs of other industrial companies and is therefore linked to economic growth. The profitability of individual companies depends on technical expertise and efficient manufacturing; large companies have economies of scale in purchasing raw materials

4.1 Market Segmentation

VERCOE Vehicle Auto Parts Company Limited will focus on the ability to complete the relevant project with the required equipment by having all the necessary equipment, **VERCOE Vehicle Auto Parts Company Limited** market segmentation scheme is locally, and focuses on the target markets of East and Central African Countries.

Table 1.3: Market Analysis

<i>Market Analysis</i>		<i>2021</i>	<i>2022</i>	<i>2023</i>	<i>2024</i>	<i>2025</i>
Potential Customers	Growth	2021	2022	2023	2024	2025
Local customers	7%	10	11	11	12	13
External customers	10%	5	6	6	7	7
Total customers	88	15	16	17	19	20

4.2 Target Market Segment Strategy

VERCOE Vehicle Auto Parts Company Limited knows that satisfied customers aid the Company by referring its business to other clients who need the services

Currently, **VERCOE Vehicle Auto Parts Company Limited** serves market segment, the choice of target markets is based on an in-depth understanding of the customer's needs. The Company's skills and capabilities will allow to effectively compete and build on to its reputation within its area as well as outside. Therefore, by having sufficient funding and developing a marketing strategy will

improve the Company's profitability levels and aid in building a strong customer base

We will utilize the following sales literature to reach our target market:

- magazines/journals
- online listings
- yellow pages
- trade directory and so forth

4.3 Service Business Analysis

VERCOE Vehicle Auto Parts Company Limited exists in a competitive market that faces virtually unlimited competition and high demand, the ability of the company to differentiate its services or enter into a niche market is limited. The company will engage in a low-cost leadership strategy while maintaining a suitable level of quality.

As simple as it may be, **VERCOE Vehicle Auto Parts Company Limited** method of executing exceptional customer service has an important effect on the bottom line: People want to give their business to those who appreciate it. Skillful use of advertising, having the necessary equipment and strong communication will bring the business the Company desires.

4.3.1 Competition and Buying Pattern

As mentioned before **VERCOE Vehicle Auto Parts Company Limited** exists in a competitive market, but it is the opinion of the Company other competitors cannot match the Company's work ethics and impeccable customer service skills, we will compete directly with other competitors by effectively meeting customer's needs and fulfilling the client's demands which will aid us in generating future business, **"If clients are happy, they will recommend us to others who need the service"**

5.0 Web Plan Summary

VERCOE Vehicle Auto Parts Company Limited plans to create a new website to provide an Internet presence that will be better represent it through digital images and text and serve to more effectively market and expand its market, the enhanced website will include:

- Pictures and video Statements/testimonials of satisfied customers
- Links to businesses who have given positive statements and referrals
- Banner ads
- Link for visitors to opt in to the Company's email list

5.1 Website Marketing Strategy

VERCOE Vehicle Auto Parts Company Limited will use email marketing campaigns for their outreach to current and prospective customers, Technology is available that incorporates video with email and offers very powerful, robust and dynamic features, another benefit is in communicating through the use of streaming video embedded within the email, Management believes that the use

of this technology will give the Business a strong competitive edge and outreach to the community.

VERCOE Vehicle Auto Parts Company Limited is planning to incorporate an email drip campaign with video into its marketing efforts. This technology will more effectively market to its customer and potential customer base, the built-in analytics provide immediate feedback as to the campaigns effectiveness and who actually viewed the message. Auto responders with a specific message can be utilized as an immediate follow-up tool. This new email marketing campaign technology will serve to position us to achieve and sustain name recognition in front of our current market within the local community. This type of marketing is cost effective and efficient, the first thing most of us to do every day is checking our email in-box.

5.2 Development Requirements

Development and requirements, **VERCOE Vehicle Auto Parts Company Limited** enhanced Internet presence and email campaign marketing system because it is easy and not complicated

6.0 Strategy and Implementation Summary

VERCOE Vehicle Auto Parts Company Limited plans to use a direct sales force and relationship selling to reach its target markets, these channels are most appropriate because of time to market, reduced capital requirements, and fast access to established distribution channels

VERCOE Vehicle Auto Parts Company Limited plans to advertise in Yellow Pages and local newspapers, and create a website with information of the company, construction background, and contact information will be available online. References to the website will be mentioned in all other forms of advertising once the website is in effect

6.1 SWOT Analysis

The following SWOT analysis captures the key strengths and weaknesses within the company, and describes the opportunities and threats facing, the Company did not fully consider due to the relevant manufacturing industry still not started yet, although during of the selling operations the company managed to attain Some achievements as briefly outlined here below:

6.1.1 Strengths

The strengths of **VERCOE Vehicle Auto Parts Company Limited**

- **Outstanding reputation** – Expanding of customer’s networking
- **Quality** - The Company guarantees all the products sold are of the highest quality
- **Customer Care** - The Company takes extra time to make sure the customer is satisfied with the service provided
- **Personnel Experience and Professionalism** – the wholly Management and operational team leads by qualified and ethical staff

6.1.2 Weaknesses

VERCOE Vehicle Auto Parts Company Limited weaknesses some competitors selling substandard products as original at the lowest price which lead us to non-fair market competition

6.1.3 Opportunities

Opportunities for **VERCOE Vehicle Auto Parts Company LIMITED** include:

- Growing market with a significant percentage
- Increasing sales opportunities beyond our Country leads to open new business windows especially trailers marketing
- Products recognized by clients so company's goodwill increased

6.1.4 Threats

The only obstacle to **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED** success would be further downswings in the economy

6.2 Competitive Edge

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED will be having a strong competitive edge due to its philosophy of fully concentration on business ethics.

6.3 Marketing Strategy

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED strategy is to continue to expand services into country and East and Central African countries by utilizing a website, social media advertising and search engine optimization (SEO).

6.4 Sales Strategy

Excellent customer relation skills and work ethic is a primary focus for **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED** these skills will be useful in making customers comfortable in trusting the Company to provide their services, maintaining their customer's satisfaction, the company feels, is an implicit part of building a relationship that will encourage repeat business.

6.4.1 Sales Forecast

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED projections are based on previous year's sales history, the planned increase in advertising for the company and future expansion will make the company even more appealing to prospective customers.

As the following table shows, the company plans to deliver sales of \$262,500 in 2021, \$317,625 in 2022, and \$384,326.25 in 2023, \$465,034.76 in 2024 \$562,692.06 in 2025 of plan implementation. The Company Plans to increase its revenue by at least 21% each year

Table 2.5: Sales Forecast

Sales Forecast					
Year	2021	2022	2023	2024	2025
Sales					
Trailers Sales	\$262,500	\$317,625	\$384,326.25	\$465,034.76	\$562,692.06
Total Sales	\$200,000	\$260,000	\$384,326.25	\$465,034.76	\$562,692.06
Direct Cost of Sales	2021	2022	2023	2024	2025
Raw Materials	\$80,000	\$104,000	\$135,200	\$175,760	\$228,488
Total Direct Cost of Sales	\$80,000	\$104,000	\$135,200	\$175,760	\$228,488

The Company has established some basic milestones to keep the business plan priorities in place, Responsibility for implementation falls on the shoulders of the **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED**

7.0 Management Summary

The Company has blessed to have a vibrant Professional team with vast technical experience who are ultimately responsible to make sure the high products an being small in nature, requires a simple to make all of the major management decisions in addition to monitoring all other business activities.

7.1 Personnel Plan

The Company's management philosophy is based on responsibility and mutual respect, will maintain an environment and structure that will encourage productivity and respect for customers and fellow employees.

At **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED**, everyone is considered as an individual and the Company respects their dignity and recognizes their merit. Employees will be encouraged to have a sense of security and pride in their jobs, and will afford equal opportunity for employment, development, and advancement for those qualified.

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED employees will be committed to:

- Providing a safe work environment to protect employees, customers and the public.
- Supplying safe products for customers

- Continuously improving the company's safety program to reduce the risk of accidents and occupational illness in a changing work environment
- Encouraging employees to participate in accident prevention programs and take personal responsibility for their own and their co-workers' health and safety
- Regulatory compliance and contribution to high safety standards for our industry
- Monitoring workplaces, enforcing safe work practices, and communicating the company's safety performance to employees and other stakeholders

Table 4.6: Personnel

<i>Personnel Plan</i>	2021	2022	2023	2024	2025
Technical staff	\$10,000	\$10,000	\$10,000 \$10,000		\$10,000
Total People	1	1	1	1	1
Total Payroll	\$10,000	\$10,000	\$10,000 \$10,000		\$10,000

8.0 Financial Projections

8.1 Key Assumptions

1. We assume a conservative presence and steady growth in the market
2. We assume there will be no further economic crashes that would greatly hinder our target market's access to their construction needs
3. Projected Investment in equipment and materials: It is anticipated that the \$500,000 funding will provide necessary capital for the following:
 - **Machinery and Equipment, \$208,000:** these funds will be used to purchase the relevant machinery and workshop equipment
 - **Building Expansion, \$29,500:** these funds will be used to renovate the premises and facility for work space and storage
 - **Web Design, \$3,000:** these funds will be used to create a Company website to assist in the marketing campaign
 - **Advertising, \$10,000:** will fund the more aggressive advertising campaign to reach more potential customers
 - **Employees, \$50,000:** this amount will cover one year of payroll
 - **Raw Materials, \$ 199,500:** this amount will cover the cost to purchase assembling materials.

Table 8.1: Milestones for initial investment

<i>Milestones</i>	Budget
Machinery & Equipment	\$208,000.00
Building Expansion	\$29,500.00
Web Design	\$3,000.00
Advertising	\$10,000.00
8.1.1 Employees	\$50,000.00

R & D Inventory - Raw Materials	\$199,500.00
Totals	\$500,000

The following sections of this plan will serve to describe **VERCOE VEHICLE AUTO PARTS COMPANY LIMITED** financial plan in more detail

8.2 Projected Profit and Loss

The Company has planned to have half of funding worth \$250,000 projected to be received during the 1st quarter of 2021 and the rest at the 3rd quarter at the same year

The sales are forecast to be \$262,500 in 2021, \$317,625 in 2022, \$384,326 in 2023, \$465,034.76 in 2024, and \$562,692.06 in 2025 respectively. The net profits are forecast to be \$15,404.55 in 2021, \$63,718.16 in 2022, \$194,645.69 in 2023, \$152,088.26 in 2024, \$207,605.04 in 2025, respectively

Important note:

The expense for advertising in 2021 will be financed from our own funding, the payroll expense for the technical employee starting January to December will be also financed from our own funding.

TABLE 8.2 PROJECTED PROFIT AND LOSS

PROJECTED PROFIT AND LOSS

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED

INCOME					
	2021	2022	2023	2024	2025
Revenue	US\$	US\$	US\$	US\$	US\$
Trailers sales	262,500.00	317,625.00	384,326.25	465,034.76	562,692.06
Total revenue	262,500.00	317,625.00	384,326.25	465,034.76	562,692.06
Cost of Sales					
Raw Materials	183,750.00	187,425.00	194,922.00	206,617.32	223,146.71
Cost of goods sold	183,750.00	187,425.00	194,922.00	206,617.32	223,146.71
Gross Profit	78,750.00	130,200.00	189,404.25	258,417.44	339,545.36
EXPENSES					
Operating expenses					
Sales and marketing	10,000.00	10,200.00	10,608.00	11,244.48	12,144.04
Depreciation	21,100.00	3,315.00	3,380.00	3,445.00	3,510.00
Insurance	3,200.00	3,264.00	3,394.56	3,598.23	3,886.09
Payroll and Payroll Tax	3,000.00	3,060.00	3,182.40	3,373.34	3,643.21
Property taxes	500.00	510.00	530.40	562.22	607.20
Maintenance, repair, and overhaul	10,400.00	10,608.00	10,816.00	11,024.00	11,232.00
Utilities	5,000.00	5,100.00	5,304.00	5,622.24	6,072.02
Administrative fees	300.00	306.00	318.24	337.33	364.32
Interest expense on long-term debt	2,243.50	1,791.06	1,316.00	817.19	293.44
Other	1,000.00	1,020.00	1,060.80	1,124.45	1,214.40
Total operating expenses	56,743.50	39,174.06	39,910.40	41,148.50	42,966.73
TOTAL EXPENSES	56,743.50	39,174.06	39,910.40	41,148.50	42,966.73
TAXES					
Income Tax	6,601.95	27,307.78	44,848.15	65,180.68	88,973.59
TOTAL TAXES	6,601.95	27,307.78	44,848.15	65,180.68	88,973.59
NET PROFIT	15,404.55	63,718.16	104,645.69	152,088.26	207,605.04

8.2.1 Important Assumptions for Projected Profit and Loss

The sales are expected to rise by 21% each year starting with year 2

PROJECTED PROFIT AND LOSS ASSUMPTION

	2021	2022	2023	2024	2025
Annual cumulative price (revenue) increase	0.00%	21.00%	21.00%	21.00%	21.00%
Annual cumulative inflation (expense) increases	0.00%	2.00%	4.00%	6.00%	8.00%

8.3 Projected Balance Sheet

Table 8.3

PROJECTED BALANCE SHEET

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED

ASSETS

Current Assets	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
	US\$	US\$	US\$	US\$	US\$	US\$
Cash and short-term investments	50,000.00	380,455.81	440,987.79	542,037.25	690,095.46	893,211.70
Accounts receivable	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00
Total inventory	199,500.00	199,500.00	199,500.00	199,500.00	199,500.00	199,500.00
Prepaid expenses	60,000.00	60,000.00	60,000.00	60,000.00	60,000.00	60,000.00
Deferred income tax	-	-	-	-	-	-
Other current assets	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
Total current assets	317,500.00	647,955.81	708,487.79	809,537.25	957,595.46	1,160,711.70
Property and Equipment	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Buildings	29,500.00	29,500.00	29,500.00	29,500.00	29,500.00	29,500.00
Land	-	-	-	-	-	-
Capital improvements	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00
Machinery and equipment	208,000.00	208,000.00	208,000.00	208,000.00	208,000.00	208,000.00
Less Accumulated depreciation expense	-	21,100.00	24,415.00	27,795.00	31,240.00	34,750.00
Total Property and Equipment	240,500.00	219,400.00	216,085.00	212,705.00	209,260.00	205,750.00
Other Assets	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Goodwill	-	-	-	-	-	-
Deferred income tax	-	-	-	-	-	-
Long-term investments	-	-	-	-	-	-
Deposits	-	-	-	-	-	-
Other long-term assets	-	-	-	-	-	-
Total Other Assets	-	-	-	-	-	-
TOTAL ASSETS	558,000.00	867,355.81	924,572.79	1,022,242.25	1,166,855.46	1,366,461.70

LIABILITIES

Current Liabilities	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Accounts payable	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Accrued expenses	-	-	-	-	-	-
Notes payable/short-term debt	-	-	-	-	-	-
Capital leases	-	-	-	-	-	-
Other current liabilities	100.00	100.00	100.00	100.00	100.00	100.00
Total Current Liabilities	2,100.00	2,100.00	2,100.00	2,100.00	2,100.00	2,100.00
Debt	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Long-term debt/loan	50,000.00	40,951.26	31,450.08	21,473.85	10,998.80	-
Other long-term debt	-	-	-	-	-	-
Total Debt	50,000.00	40,951.26	31,450.08	21,473.85	10,998.80	-
Other Liabilities	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Other liabilities (specify)	205,900.00	303,000.00	306,000.00	309,000.00	312,000.00	315,000.00
Other liabilities (specify)	-	205,900.00	205,900.00	205,900.00	205,900.00	205,900.00
Total Other Liabilities	205,900.00	508,900.00	511,900.00	514,900.00	517,900.00	520,900.00
TOTAL LIABILITIES	258,000.00	551,951.26	545,450.08	538,473.85	530,998.80	523,000.00

EQUITY

	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Owner's equity (common)	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00
Paid-in capital	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00
Preferred equity	-	-	-	-	-	-
Retained earnings	-	15,404.55	79,122.71	183,768.40	335,856.66	543,461.70
TOTAL EQUITY	300,000.00	315,404.55	379,122.71	483,768.40	635,856.66	843,461.70
TOTAL LIABILITIES AND EQUITY	558,000.00	867,355.81	924,572.79	1,022,242.25	1,166,855.46	1,366,461.70

8.4 Projected Cash Flow

The cash flow projection shows that provisions for ongoing expenses are adequate to meet the needs of the company as the business will generate sufficient cash flow to support operations. The Company has planned for funding worth \$500,000, which are projected to be injected during the 1st quarter and 3rd quarter of year 2021

The funding would be used to upgrade equipment, purchase a consumable item, employ technical employees, and increase marketing and advertising campaign as listed in the Milestones Table 3:5 on pg. 10

TABLE 8.4
PROJECTED CASH FLOW PROJECTION

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED						
Operating activities	Year 1	Year 2	Year 3	Year 4	Year 5	Total
	US\$	US\$	US\$	US\$	US\$	US\$
Net income	15,404.55	63,718.16	104,645.69	152,088.26	207,605.04	543,461.70
Depreciation	21,100.00	3,315.00	3,380.00	3,445.00	3,510.00	34,750.00
Accounts receivable	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	15,000.00
Inventories	-	-	-	-	-	-
Accounts payable	-	-	-	-	-	-
Amortization	-	-	-	-	-	-
Other liabilities	-	-	-	-	-	-
Other operating cash flow items	-	-	-	-	-	-
Total operating activities	39,504.55	70,033.16	111,025.69	158,533.26	214,115.04	593,211.70
Investing activities	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Capital expenditures	-	-	-	-	-	-
Acquisition of business	-	-	-	-	-	-
Sale of fixed assets	-	-	-	-	-	-
Other investing cash flow items	300,000.00	-	-	-	-	300,000.00
Total investing activities	300,000.00	-	-	-	-	300,000.00
Financing activities	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Long-term debt/financing	- 9,048.74	- 9,501.18	- 9,976.24	- 10,475.05	- 10,998.80	- 50,000.00
Preferred stock	-	-	-	-	-	-
Total cash dividends paid	-	-	-	-	-	-
Common stock	-	-	-	-	-	-
Other financing cash flow items	-	-	-	-	-	-
Total financing activities	- 9,048.74	- 9,501.18	- 9,976.24	- 10,475.05	- 10,998.80	- 50,000.00
Cumulative cash flow	330,455.81	60,531.98	101,049.46	148,058.22	203,116.24	843,211.70
Beginning cash balance	50,000.00	380,455.81	440,987.79	542,037.25	690,095.46	
Ending cash balance	380,455.81	440,987.79	542,037.25	690,095.46	893,211.70	

8.4.1 Important Assumptions

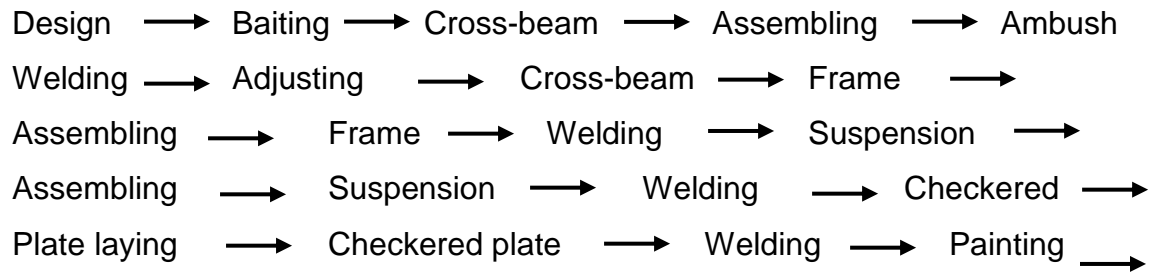
- We assume a conservative presence and steady growth in the market
- We assume there will be no further economic crashes that would greatly hinder our target market's access to their construction needs

9.0 Funding Requirements

The total funding requirements of the business are depicted on the projected Balance Sheet, the approximate breakdown of how these funds will be spent, the main sources for the funding will be from shareholders' funds; bank lending and accumulated profits, the funds will be mainly required for acquisition of Equipment; Marketing; Staffing and reinvestment.

10.0 Appendices

Trailers assembling process



Director's Curriculum Vitae

CURRICULUM VITAE (CV) MODEST SILVANUS MAGESSA

1. PERSONAL DETAILS:

Contacts Address	:	P.O. Box 2980 Dar es salaam
Mobile	:	+ 255 - 659 -971870/255-0787- 647959
E-mail	:	modestsil@yahoo.com
Date of birth	:	03 rd October, 1967
Place of birth	:	Moshi/Kilimanjaro
Gender	:	Male
Religion	:	Christian
Marital status	:	Married, two (2) children
Nationality	:	Tanzanian
Language	:	English fluent, Swahili native speaker

2. EDUCATIONAL BACKGROUND:

2013 - 2015	Master of Business Administration (MBA- Marketing), The Open University of Tanzania (OUT) - Tanzania
2011 - 2012	Bachelor of Business Administration (BSc.) General (Hons) University of Greenwich - London SE9 2UG United Kingdom
2009 - 2010	Advanced Diploma in Business-Ncc Education Wilmslow Road, Manchester M20 2EZ United- Kingdom
2007 - 2008	Diploma in Business-Ncc Education Wilmslow Road, Manchester M20 2EZ United- Kingdom
1995 - 1996	Diploma in Personnel Management - ICS Learning centres Glasgow G3 8EF, United Kingdom.
1987 - 1990	Certificate of Secondary Education (O - Level) Kapsengere Secondary School - Rift valley, Kenya.

3. TRAININGS:

2010 - 2011	Certificate in customs clearing course - Institute of Tax Administration P.O. Box 9321 Dar es Salaam.
March 2003 - May 2003	Certificate in Advanced Ms-Word, Ms-Excel and Ms-Access - University of Dar es Salaam (UDSM).

WORK EXPERIENCE:

1994 - 2004	Employed by M/s Super Doll Trailer manufacture Co. Ltd P.O. Box 16541 Dar es Salaam as clearing and forwarding Officer.
2007 - May 2013	Employed by M/s Otec Online (T) Ltd P.O. Box 22164 Dar es Salaam as Director of Operations and Administration.
June 2013 - 2018	Employed by M/s Ademark Company Ltd P.O Box 65473 Dar es salaam as Marketing & Operations Manager
2019 - To Date	Vercoe Vehicle Auto Parts Company Limited as Executive Director P.O. Box 16344 Dar es salaam

4. ADDITIONAL SKILLS AND EXTRA CURRICULUAR ACTIVITIES

- IT working knowledge in Microsoft - Excel, Access and Word, Internet, TRA - Asycuda, Asyscan, Tancis and General Customs procedures & formalities.
- Driving Licence Class "B"

5. REFEREES:

1. Mr. Elia Patrick Mshana
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I certify that the information given in this curriculum vitae is complete, true and accurate to the best of my knowledge.

2th January, 2019.

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Modest S. Magessa