

JAMBO FOOD PRODUCTS
CO LIMITED

① Ag ~~EXD~~ (FR&B) ✓

Progress report has been attached on FR. The file is therefore forwarded to you for your approval and ~~for~~ for project implementation extension.

~~Brass~~
Ag DIF
10/7/10

8

~~EXD~~

Certificate of incentives has been ammended to extend project implementation period for one year as per approval on FR. Ammended CoI No 140020 is therefore forwarded to you for sig~~ature~~ature

~~Brass~~
Ag DIF
15/07/09

MINUTE

PAGE NO. _____

MINUTE SHEET

Dokezo
No. 1

Ag. DIF

F3 Contains all required documents to extend the implementation period in the COI no. 042089, therefore COI can be forwarded to EXD for Signature.

Isaiah - Ag. IFMCP

16/9/2015

2. EXD

A certificate of incentives has been amended as per your approval in F.4.

I submit for your review and signature.
Matthews

Ag DIF - 16/9/2015



3. DIF

F7. is the request of the investors of Extension of COI No. 042089 which has already expired Sept 2016. The investor is requesting for two years extension.

The Reasons for two years extension is that the investors have expended their industry hence the Supply Chain also increase. The estimated Investment Cost for the industry is €4 23,793,622 the request loan term from Commercial Bank from Germany.

In view of the above, I therefore recommend that the request of the investors to be considered.

Matthews - SIFPO 11/01/2017

MINUTE SHEET

Dokezo
No.

40

~~Ag EXD~~ DIF

F7 is a request of the investor to extend the implementation period in the COI no. 042089. The investor is requesting to extend the project implementation in the COI due to the fact that the project is not completed and most of the Capital goods/deemed capital goods approved by TRA could not be all procured etc.

Currently, the investor is a position to finalize the implementation of the project and He want to exhaust the remained approved Capital/deemed goods

Given the fact that, the project is in Manufacturing Sector and Capital Investment is 27 m USD, I therefore recommend that, the request of the investor to be considered



- Ag. IFMCP

2016/04/18

OK
Go ahead
with
Ag EXD
18.01.2017

50

Ag EXD

The investor is requesting the Centre to extend Project Implementation for two years so that they can complete importation of their Capital Equipments as approved by TRA. The investor has also secured some funds for the utilisation on purchasing capital Equipments. Since the project is on implementation process, I recommend investor request be considered.

18/01/2017


DIF

MINUTE SHEET

Dokezo
No. 6.0

DIF

F7 contains all required documents to amend
sect 10 §11 of the COI no. 042089. Thus COI
can be sent to EXD for signature

 - Ag. I. Falip

18/11/2017

7.0

Ag EXD

Certificate of incentives has been amended
as per approval and is hereby submitted
for your signature

18/11/2017


DIF

8.0

DIF m 2.0

OK Noted & action taken

~~Go ahead~~

caj

Ag EXD

18/11/2017

MINUTE SHEET

Dokezo
No.

JAMBO FOOD PRODUCTS LIMITED
P.O. BOX 71 SHINYANGA
TANZANIA

BUSINESS STUDY
FOR PRODUCTION OF FRUIT JUICE
AT
BAGAMOYO SEZ - TANZANIA

Prepared For
Jambo Group Company Limited
P.O. Box 71
Shinyanga- Tanzania

Prepared by



Logica Business Consultants Limited

Corner of Azikiwe St/ Ghana Avenue
Cathedral of St Alban Compound
P.O. Box 12908 Dar es Salaam

Phone: +255 22 2120794
Celtel + 225 784 633151, +255 773 775377
Email: logicabel@yahoo.com

JAMBO FOOD PRODUCTS LIMITED

APPENDIX

SN	ITEM	PAGE
1	SUMMARY OF SALIENT FEATURES	1
2	EXECUTIVE SUMMARY	2
3	THE STUDY	9
4	ECONOMIC ASPECTS	14
5	FINANCIAL ANALYSIS	15
6	RESOURCE AND ENVIRONMENTAL FEASIBILITY	23
7	SOCIAL AND INSTITUTIONAL RESPONSIBILITY	25
8	CONCLUSIONS	27
	TABLE 1 – XVIII	
	APPENDICIES 1-II	
	ATTACHMENTS	

1.0 SUMMARY OF SALIENT FEATURES

- 1.1 Name of the Company: Jambo Food Company Limited
 1.2 Project concept: Production of Juice and Fruit Pulp
 1.3 Project owners: Jambo Oil Mill and Ginneries Company Limited
 1.4 Project location: Bagamoyo, Tanzania
 1.5 Project costs: In EU

1.6 Financing Plan: In EU

	Owner	Loan	Total Cost
Assets Investment			
Current Assets	665,351	2,661,402	3,326,753
Non Current Assets Assets	6,257,629	24,536,774	30,794,404
TOTAL ASSETS INVESTMENT	6,922,980	27,198,176	34,121,156
PERCENTAGE	20%	80%	100%
1 EU = TAS 2100	14,538,258,073	57,116,170,271	71,654,428,345

1.7 Financial Indicators:

TABLE 3: Profitability Statements for 5 years (in EU)

Five Year Statement Of Profit

PARTICULARS / YEAR	1	2	3	4	5
1 Gross Revenue	39,298,815	44,912,932	44,912,932	44,912,932	44,912,932
2 Net Profit After Tax	12,958,694	13,946,140	13,911,231	13,808,739	13,262,342
3 Accumulated Income	12,958,694	26,904,834	40,816,065	54,624,805	67,887,147
4 Gross profit Margin	78%	75%	75%	75%	75%
5 Net Margin %	33.0	31.1	31.0	30.7	29.5
1 EU = TAS 2100 NET PROFIT	27,213,256,913	29,286,894,656	29,213,585,599	28,998,352,673	27,850,918,930
ACCUMULATED PROFIT	27,213,256,913	56,500,151,568	85,713,737,168	114,712,089,841	142,563,008,770

1.8 Collateral:

- (i) A first charge on company's non current assets
- (ii) A guarantee of company directors.
- (iii) Bank of Tanzania Guarantee

2.0 Executive Summary

Jambo Group Co Ltd has been a successful company in Shinyanga, Tanzania for many years. The company's food company products have grown in sales by 15% each year and its products are now available in many store outlets in the Lake Zone area. Jambo Group Co Ltd will have an estimated gross €580,000 in sales this year 2013. Jambo Group Co Ltd is planning to expand its operation to include the production and distribution of fruit pulp and juice concentrate to stores within the entire country. Geared financing, Owner funding and internally generated cash flow amounting to €34,121,156 will enable most of the expansion plan. The company will also secure a €2,661,402 short-term loan as working capital. Sales projections for the next five years are based on current sales success with the target customer base in Dar Es Salaam and countrywise. Initial contacts have been completed with retail outlets throughout the country and the potential target markets have been identified. The company will also export to the East African Partner States and other African countries.

This plan will result in optimal sales revenues growing to €33.8 million by Year 2.

2.1.1 Objectives

The objectives of Jambo Group Co Ltd for this particular project are the following:

- Create a country-wide sales staff.
- Establish strong sales of fruit juice, pulp in the country's major cities areas by Year 2.
- Maintain tight control of cost and operation during expansion.

2.1.2 Mission

Jambo Group Co Ltd mission in this project is as follows:

- Quality: Their fruit pulps and juice concentrate are of the highest quality, most nutritious food products...because the company will accept nothing less.

- Innovative: The Company's products have always been in the forefront of the health and nutrition wave. Innovative products, state of the art manufacturing, quality assurance and industry expertise are the bases for the company's past and future successes.
- Integrity: The Company's customers depend on the quality of the company's fruit pulp products. The company's commitment to the highest standard is the foundation of the company's customer's trust in Jambo Group Co Ltd fruit pulp and juice concentrate. Delivering freshly made fruit pulp and juice concentrate to consumers depends on extensive cooperation and mutual reliance between supplier and retailer. The Company stands behind the company's product, The Company's service and the company's word.

2.1.3 The Project

This is a report on the proposed Juices and Fruit Pulp Factory at The Bagamoyo Special Export Zone (SEZ) - Coast Region. The project will produce through fine filtration, clean and safe Fruit Juice for the internal and export market. In order to produce the products, the Company will acquire filtration and bottle making machines. The factory will therefore be built for processing water, Fruit Juice and manufacture of bottles.

2.2.0 Institutional and Legal Aspects

2.2.1 Company History

Jambo Group Co Ltd had its humble beginnings in the Region of Shinyanga. It was in here that the company first manufactured the cotton products such as cotton lint, seed oil and seed cake that would soon become the basis for Jambo Group Co Ltd food products. Initially, the Jambo Group Co Ltd products sold at Shinyanga as has been pointed out earlier comprised of cotton seed cooking oil and seed cake for animals. They proved to be so popular that the company pooled their resources and began the Jambo Food Company. Over the next years, Jambo Food Company products, now including drinking water have become one of the Shinyanga municipality's most visible signs of a healthy life style. Jambo Group Co Ltd operations have expanded dramatically over the past seven years. The group during the year ended 31st December 2012 had a turnover of EU 23.5m (TZS 49.38b) and its Total Assets EU 14.49m (TZS 30.42b)

For this particular project the company envisages having a staff of 228 in production, delivery, and sales.

2.2.2 Profile of the Company

- Company Name: Jambo Food Company Limited.
- Address: a) P O Box 71 Shinyanga
b) Physical: Plot-1-Mhumbu Industrial Area – Shinyanga .
- Certificate of Incorporation: Number 33514
- Contact Person: Salum Khamis Salum
- Position in the Company: Chief Executive Officer
 - Telephone: TEL: +255 28 2762628 FAX: +255 28 2762629
E-mail: jambooil.jog@gmail.com;jambooil@yahoo.co.uk Mobile: 0785 558222

2.2.3 Share Capital / Shareholders:

The Company's authorised share capital is TZS 10,000,000 divided into 10,000 shares of TZS 1,000 each, and all shares have been subscribed.

	Shareholder	No of Shares	TZS 000
i)	Salum Khamis Salum	Tanzanian	7,000
ii)	Suleiman Khamis Salum	Tanzanian	3,000
	TOTAL		10,000

2.2.4 Board of Directors

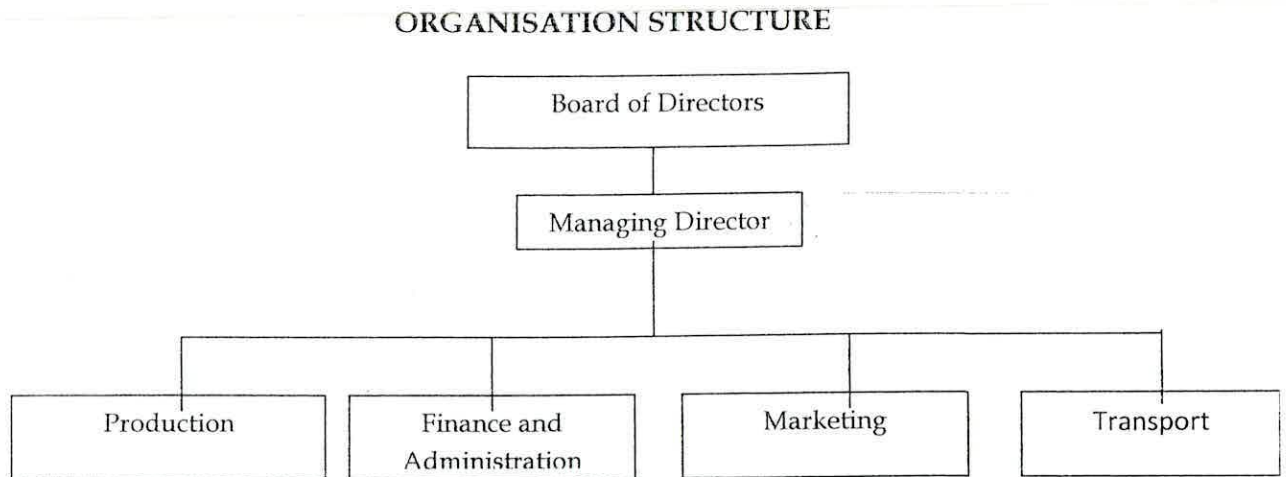
The Board is the highest policy making body of the Company. Its members are Salum Khamis Salum and Suleiman Khamis Salum who are also the shareholders.

2.2.5 Implementation Management

Project implementation management is being coordinated by the main promoter, Salum Khamis Salum as the Managing Director. He will be assisted by the Project Manager - preferably process engineer. Professional staff in areas of production, marketing , transport and technical will be recruited.

Appointment of architects, civil engineers, and building contractor will be made in the course of time.

2.2.6 Organization Chart



2.2.7 The CV for the CEO

• Full name	Salum Khamis Salum
• Date of Birth	1965
• Nationality:	Tanzanian
• Education:	Secondary Education Diploma in Business Administration
• Marital Status	Married with children
• Experience:	1994 Director Of Jambo Oil Mill and Ginneries Company 2011 Director of Jambo Food Products Limited
• Current status:	Director and CEO of The Jambo Group of Companies
• Contact address:	<ul style="list-style-type: none"> • Box 17 Shinyanga • TEL: +255 28 2762628 FAX: +255 28 2762629 Mobile: 0785 558222 <p style="text-align: center;"><i>E-mail: jambooil.jog@gmail.com;jambooil@yahoo.co.uk</i></p>
• Social Responsibilities	2005 - 2010 Member of Parliament 2000 - to date Chairman of The Cotton Development Trust Fund

Mr. Suleiman Khamis Salum is a University graduate.

Besides the Directors the company employs professionals and consultants in both technical and Financial Administration.

2.2.8 Markets

The company's processed products will be sold in Tanzania, East Africa and COMESSA Community and this will be the main market segment agents will have to be appointed to distribute the products.

2.3.0 TECHNICAL ANALYSIS

2.3.1 Location

The project will be located at Bagamoyo Special Economic Zone Facility. The water from the Coastal Rivers and Systems will be used and connection made to factory. The place has available reliable electricity, gas and other infrastructure including roads, a planned port and airport.

2.3.2 Land

The company's is applying for allocation to lease 121,406 Square Metres space in the Bagamoyo SEZ facility that at EU 57,518 every five years. Some EU 1342482 will be required to initially set up the area.

2.3.3 Buildings:

These will consist of a building for water filtration plant, a small factory for bottle making and an administration block, stores for finished products and raw materials will also be made. The cost for the structures is estimated at EU 5.27 Million.

2.3.4 Plant and Machinery:

The total cost of Plant, Machinery and Factory Equipment is estimated at EU17,495,000.

These will consist of:

Plant, Machinery & Equipment	
KRONES	14,115,000
FBR-ELPO	3,380,000
Sub Total Plant and Equipment	17,495,000

2.3.5 Furniture and Office Equipment

These will be acquired at a cost of EU .57million

2.3.6 Motor Vehicles

20 Semi trailer vehicles will be required for deliveries to the Markets in Tanzania, East and Central Africa. Also a 3 pick ups two Saloons for senior executives and 2 Mini Buses for staff will be procured. The estimated cost for motor vehicles is EU 4.090million

2.3.7 Pre-operational Costs:

They consist of the cost of TIC application forms and Certificate of Incentives fee, professional fees, documentation and legal charges, interest during construction. The total cost is equivalent to EU 2.911 million.

2.3.8 Working Capital

Working Capital equivalent to EU 3.327 million will be required.

2.3.9 Production Process:

a) Safe Water and Juices:

Water from the Dar ES Salaam (RUVU) water system is first treated with "alum" to flocculate suspended dust particles leaving the water in the treatment plant clear. With a dosage of chlorine, micro organisms in the pre-treated water are killed. The pre-treated water is then passed through sand filters at the filtration pressure of 0.5 to 1 bar. The water is then passed through fine sand filtration units before it enters cartridge filters of 10, 5, 1

microns, followed by activated carbon filters of 1 micron, 0.4 ceramic filters and finally ultra violet light to kill whatever micro-organisms that still be present in the water.

The treated water will be used in the production of products from the two lines for Tropical Fruit Processing Line and for the pulp and Nector Production.

b) Bottle Production

Imported PET granules are fed into injection molding machine to produce bottle performs which are eventually blown to produce bottles of various sizes by changing moulds. Caps are also made the same way.

2.3.10 Environmental Consideration:

Water Juice and pulp processing is an environmental friendly process; hence there is no need for environmental impact assessment.

3.11 Project Implementation Schedule

PROJECT IMPLEMENTATION SCHEDULE:

ACTIVITY	1	2	3	4	5	6	7	8	9	10
Order of Machinery										
Construction of Buildings										
Arrival and Installation of Machines										
Trial Runs										
Business Commencement										

3.0 THE STUDY

3.0 Project Concept

This feasibility study was conducted to determine the viability of a fruit juice concentrate processing enterprise located at Bagamoyo – Coast Region, Tanzania. The feasibility of the proposed enterprise was assessed in four core areas namely market and financial feasibility, technical feasibility, resource and environmental feasibility and social and institutional feasibility.

A market opportunity was identified for the domestic production of good quality fruit juice concentrates in Tanzania to be used in the proposed Jambo Food Company factory to be established at Bagamoyo. The analysis of the financial feasibility of the proposed enterprise revealed that (based on the assumptions that were made) the enterprise is profitable and would have a positive cash flow and is potentially viable over the 5 year term. The biggest constraint faced by the enterprise is the costs of transporting finished products from Bagamoyo to the customers in Tanzania and other external markets.

As a result of a lack in a comprehensive analysis of the current natural resources that are available in Tanzania this feasibility study has made a number of assumptions regarding the environmental and/or natural resource feasibility of the enterprise. Based on the limited information it was concluded that the proposed enterprise could be environmentally feasible.

Processing technology that is ideally suited to the specific technical requirements of the proposed processing enterprise at Bagamoyo, Tanzania is available and will be supplied by a reputable European supplier M/S FBR- ELPO of Italy and Kronos of Germany who have already supplied machinery to many successful beverages factories in Tanzania. The location at Bagamoyo is suitable in terms of access to raw material and distribution channels. Transport costs associated with the distribution of the final product would, however, have a significant impact on profitability. The company has planned to have its own fleet of 50 vehicles to undertake the transportation of materials and finished products.

Taking the net social benefit of the proposed processing enterprise into consideration it can be concluded that the processing enterprise is anticipated to be socially and institutionally feasible. Surrounding communities would benefit in a number of direct and indirect ways from the establishment of the proposed enterprise.

Based on the framework set out in this feasibility study it can be concluded that the proposed processing enterprise at Bagamoyo is feasible because it will be located closer to regions that would be sources of fruits farming and centre of commerce ie Coast, Morogoro and Tanga. This result of the feasibility analysis is, however, heavily dependant upon the assumptions made during the study and on conditions (political, environmental, economical etc.) remaining relatively stable within the enterprise's operating environment.

During a pre-feasibility assessment the Tanzanian fruit juice sector was identified as a potential growth sector and a large demand for locally processed fruit juice and concentrate exists. Fruit juice concentrate is also a relatively easy product to process, it can be stored without cooling and can be transported at relatively low costs. The juice when canned or bottled has the same qualities.

3.2 Tanzania country overview

3.2.1 Economy

Tanzania is one of the developing countries in the world. Its economy depends heavily on agriculture, which accounts for about half of GDP, provides 85% of exports, and employs 80% of the work force. The Tanzanian economy is a reflection of its relatively stable political situation. The economy has progressed steadily since the implementation of macroeconomic stabilisation and structural reform programme in the mid-nineties.

The agricultural sector in particular has benefited from this programme with the liberalisation of production and marketing structures and product prices. The country's inflation continues to improve as a result of fiscal consolidation which resulted in a stronger balance of payments position.

Progress with privatisation has been mixed and although a number of significant enterprises have been successfully privatized, the country's utilities remain in the hands of the state.

3.2.2 Methodology

A feasibility study is generally defined as a structured way to efficiently organize the information that is needed for confident decision-making regarding the profitability and technical/financial/social/environmental viability of a specific proposal.

The general approach used in the assessment of project feasibility assesses four main focus areas of enterprise development :

- The market and economic environment
- The scientific and technological environment
- Resource management and the environment
- The social and institutional environment

3.2.3. Supply chains

3.2.3.1 Fruit juice supply chains

Information available is that amongst fruit nectar manufacturers in Tanzania their predominant supply chain for fruit juice and fruit juice nectar is noticeable that currently a very large proportion of the fruit juice and fruit nectar that is available in Tanzania do not have their origins in Tanzania. Tanzania imports significant quantities of fruit juice concentrate and more than 500 tons of concentrate is imported into Tanzania. These concentrates are primarily imported from Ireland, Swaziland, the Middle East and South Africa. There are some Tanzanian companies that produce fruit juice or fruit juice nectar but not fruit juice concentrate.

3.2.3.2 Indigenous fruit juice concentrate

The general supply chain for indigenous fruit juice concentrate can be classified as follows: A number of indigenous fruit species including *Uapaca kirkiana*, *Flacourtia indica*, *Syzygium cordatum*, *Strychnos cocculoides*, *Vitex doniana* and *Parinari curatellifolia* are found in the vicinity of Bagamoyo.

Mangoes (*Mangifera indica*) and guavas (*Psidium guavaja*), both non-indigenous species but naturalised species, also grow wild throughout the Coast, Morogoro and Tanga Regions and indeed in most areas of Tanzania.

The fruit processing factory at Bagamoyo will source its fruits from the areas around Coast Region where primarily women and children will harvest the fruit. It is envisaged Jambo Food Products will manage the fruit processing facility at Bagamoyo and will therefore deal with the fruit farmers and enter into agreements to supply the processing facility with fruit. The factory will also source its fruits from other fruit producers collected and ferried to Bagamoyo through the company's own fleet of vehicles from other regions in the country.

The fruit processing enterprise in Bagamoyo will receive the fruits from the farms either at pre-arranged collection points or at the processing facility. Fruits from other regions will be collected and transported to Bagamoyo through the business's own fleet of trucks.

Jambo Fruit Factory will then process the different fruits into fruit juice and concentrate. The enterprise will be responsible for procuring all the necessary inputs like fruit, preservatives, sugar, packaging materials etc to produce a good quality concentrate and fruit juice.

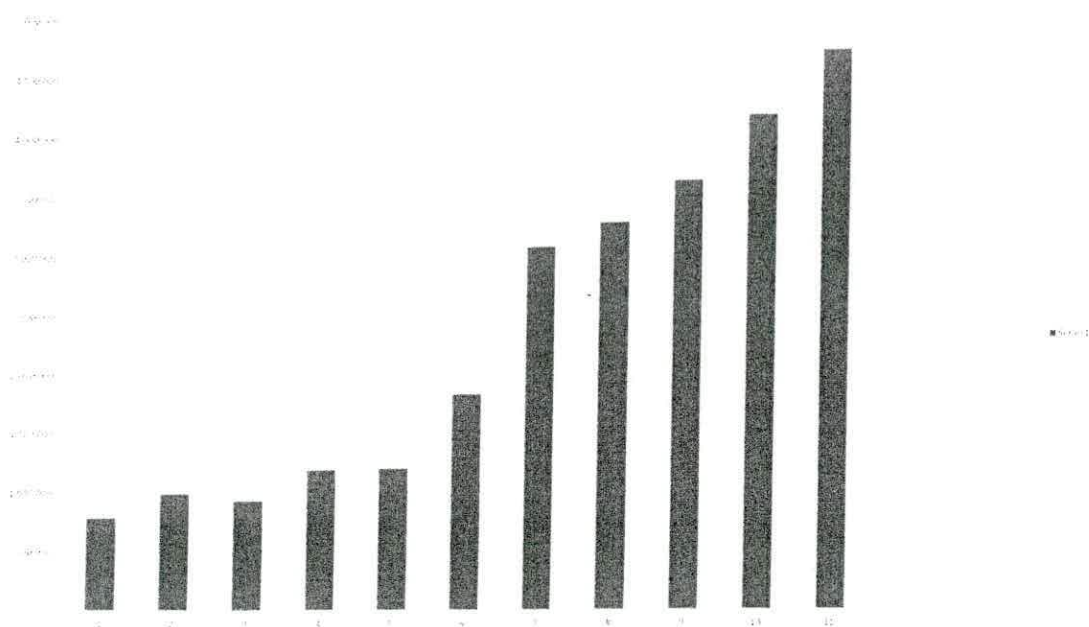
Whereas Jambo Factory's immediate plan is the production of fruit juice, the factory may embark on the the processing of concentrate which will be used to make fruit juices and later may be distributed to other fruit juice manufacturers in Dar es Salaam, Arusha, Iringa, Mbeya and Mwanza where the concentrate will be processed into fruit juice nectar. Jambo Food will then have the responsibility of coordinating the distribution and marketing of the concentrate as well the juices.

Jambo Food will also have the responsibility to oversee and facilitate the whole process from the procurement of fruit and other inputs through processing to the distribution of the final product.

3.2.3.3 Raw Material Supply

The country has enough fruit inputs as demonstrated by the table below. Prices are low and affordable giving the factory more than 70% margin. The company has good plans to collect and deliver the fruits to the factory through its fleet of vehicles from all the suppliers throughout the country.

Table vi: Fruit production momentum for the last 11 years.



3.3.0 Market

3.3.1 Market analysis

Market analysis has dwelt on the major current players and competition in the market, the market volume and value and forecasts and trends for the Tanzanian processing sector as well as market opportunities in the specific sector.

Overview of the fruit juice and concentrate market There are few enterprises in Tanzania that commercially produce fruit juice and concentrates from indigenous fruit. The fruit juice processing industry in Tanzania is very young with many new entrants, resulting in stiff competition but their inputs are imported.

The bulk of fruit juices available in Tanzania are fruit nectars made from imported concentrates. A concentrate is a form of fruit juice that has had its "bulk" reduced by removing some water from the juice. Fruit nectar is generally made by adding water to fruit juice concentrate, pasteurising the nectar, bottling the nectar and then distributing the nectar to retail outlets. Such nectars have a restricted shelf-life and are sold from refrigeration in the retail outlets.

Growth in the import and manufacturing of fruit juice nectars has been responsible for the bulk of growth in the Tanzanian fruit juice sector. Companies that have been or currently are producing some form of fruit juice or fruit nectar include Regent Food and Drinks Company, M/s Darsh Industries, President's Food and Beverage Company, Dabaga Vegetable and Fruit Canning Company, Bakhressa and Tropical Foods Ltd. These companies can be considered the major players in the fruit nectar and pulp sector in Tanzania.

"The worldwide processed fruit products market encompasses a very broad and varied range of products and is, therefore, experiencing varying fortunes in the modern consumer climate. While continuing health concerns are prompting stronger consumption of fresh produce, several of the processed fruit sectors, such as jams and canned fruit in syrup, are suffering from their high sugar content. Others, however, including fruit drinks and fruit yoghurts, are benefiting from the health trend, with fortified/functional products being developed in these areas. Changing breakfast habits and increased demand for convenience foods are other factors impacting on this market."

3.3.2 Competitors in the Tanzanian fruit juice concentrate market

The bulk of fruit juices available in Tanzania is representative of the general range of commercial nectars that are available in most countries with well-known flavours like mango, orange, guava, coco-pine, peach, tropical plum, passion fruit etc. As pointed out previously most of the fruit juice concentrates available in Tanzania are imported.

The primary competition in the fruit juice concentrate market in Tanzania is from imported fruit juice concentrates, primarily well-known commercial flavours. The production of juices from indigenous fruit is limited through out the region and is generally limited to home industries which produce relatively small quantities of products.

3.3.3 Market volume and value

Information regarding the volume and value of the fruit juice concentrate market in Tanzania is very limited. This is primarily as a result of the information not being collected and available information being regarded as propriety by the individual companies. The only indication of the market volume and value that is available is the volume and value of imported fruit juice concentrates in the last ten years. Since little evidence is found of a notable fruit juice concentrate manufacturing sector in Tanzania it must be assumed that the volume and value of the imported fruit juice concentrates of

about 600 tones is very representative of the market for fruit juice concentrates in Tanzania.

The value and volume of fruit juice concentrate imports into Tanzania have been steadily increasing which is an indication that the fruit juice market in Tanzania is growing.

3.3.4 Market opportunities in the indigenous fruit juice sector

Plenty of juice left in global market. Global consumption of juice and nectars has risen steadily in recent years, fuelled by a healthy image. And it seems producers have no intention of reducing the pace, with a raft of product innovations planned to keep consumer interest high. Juice and nectar producers are already looking for new ways of keeping the sales momentum going, in particular segmenting the market around product innovation, packaging and pack sizes.

While the need for juice requirement is based on advertisements that juices are good for health.

With juice being a relatively unsophisticated product – functional drinks apart - producers are obliged to use a broad range of tactics to differentiate themselves from the rest of the pack, including new flavours, new packaging formats and more targeted marketing.

Consumer marketing in particular will become an even more important weapon in the battle for the share of the consumer, with products becoming highly targeted towards specific consumption occasions and locations – such as more single-serve multipack formats for lunchboxes or more products tailored for specific health needs.

As a result of this expected step up in marketing activity, Market studies predict that the market for juice & nectars will advance by around 15 per cent by 2015, with much of this incremental volume coming from rapidly developing regions.

4.0 Economic Aspects

4.1 Economic conditions

Tanzania's Government continues to take steps to improve the investment climate including redrawing tax codes, floating the exchange rate, licensing foreign banks, and creating an investment promotion centre and EPZs to cut red tape.

The country's steps to liberalise trade has given the opportunity for more commercial banks and financial institutions to set up in the country. Credit finance is currently more available now than before thus stimulating the increase for investors into new ventures.

4.2 Consumer analysis

Potential consumers of fruit juice are businesses in the hospitality industry, school and individuals. The factory will utilise the services of supermarkets, wholesalers and sub wholesalers and contractors to different distribution organisations. These will be influenced to buy by the potential low prices the company is offering and the disposable bottle pack that is utilitarian to the consumer who will need no empties to return.

5.0. Financial analysis

5.1 Analysis of fruit juice and concentrate

5.1.1. Key assumptions

The financial analysis is based on the fruit juice and concentrate recipe. The recipe is formulated for 100 kg of concentrate with a dilution rate of 1:5. It is assumed that 1 kg of raw fruits would yield 0.5 kg of fruit pulp (50% conversion).

The recipe was developed and tested for mango concentrate and would only need slight adjustment for other fruits.

There will be 2 machines producing concentrate and Juice. Machines will have a capacity of 27,000 Lt and will work on 3 shifts per day. The juice equipment will produce 80% of the factory output.

Production costs will be Eu .25 per Lt and the ex price to customers will be Eu .25 for .3 Lt bottle juice, Eu .4 for .5 Lt bottle, Eu .7 for .1 Lt bottle and Eu.1.1 for 1.5lt of Juice.

Miscellaneous variable costs were assumed for the production of the fruit juice concentrate and are based on inputs from Jambo Food – Bagamoyo and first hand research conducted in Tanzania. These costs include salaries and wages, Management and consultancy charges, marketing and distribution costs, banking fees, communication, maintenance, depreciation etc.

5.1.2 Summary of financial analysis

Table 7 – Financial analysis estimates

	PARTICULARS / YEAR	1	2	3	4	5
1	Gross Revenue	39,298,815	44,912,932	44,912,932	44,912,932	44,912,932
	Net Profit Before Tax	18,512,420	19,923,058	19,873,187	19,726,771	18,946,203
7	Less: Tax at 30%	5,553,726	5,976,917	5,961,956	5,918,031	5,683,861
8	Net Profit After Tax	12,958,694	13,946,140	13,911,231	13,808,739	13,262,342
	Accumulated Income	12,958,694	26,904,834	40,816,065	54,624,805	67,887,147
9						
	Gross profit Margin	78%	75%	75%	75%	75%
10						
	Net Margin %	33.0	31.1	31.0	30.7	29.5
11						
	1 EU = TAS 2100 NET PROFIT	27,213,256,913	29,286,894,656	29,213,585,599	28,998,352,673	27,850,918,930
	ACCUMULATED PROFIT	27,213,256,913	56,500,151,568	85,713,737,168	114,712,089,841	142,563,008,770

5.1.3 CASH FLOW

The cash flow will be influenced by the availability of raw material and the times during the year that income is received. Through effective procurement and marketing strategies it would be possible to ensure a stable cash flow stream throughout the year.

PARTICULARS / YEARS	1	2	3	4	5
Increase / (Decrease) In Cash And Cash Equivalents	17,108,214	10,638,017	9,713,477	14,484,491	13,304,158
Cash and Cash Equivalents at the Beginning of Year	-	17,108,214	27,746,231	37,459,708	51,944,199
Cash and Cash Equivalents at the End of Year	17,108,214	27,746,231	37,459,708	51,944,199	65,248,357

CAPITAL BUDGET	EU 34,121,156
IRR	24%
IRR with Residual Assets at 5 th Year	54%
PBP	2 years 2 months

5.1.4 Projected income statement

From the projected income statement it is evident that the fruit processing enterprise at Bagamoyo is financially viable based on the key assumptions made above.

According to the projected income statement the following products can be sold at EU

a) 0.3 Litre @ Eu .25
d) 0.5 Litre @ Eu .4
e) 1 Litre @ Eu .7
f) 1.5 Litre @ Eu 1.1

which compares very favourably with similar products.

5.1.5 Sensitivity analysis

A sensitivity analysis was conducted by reducing the prices for the products by 10% resulted into the pay back period increase to 2 years 6 months from 2 years 5 months, while the IRR was reduced to 12% from 23%. The effects have not affected much the viability of the project.

The distribution costs, i.e. the costs of transporting the fruit juice and concentrate and other products from Bagamoyo to the final consumers are disconcerting. The transport costs (4% of turnover or 20% of operating costs) constitute a very large part of the costs within the enterprise and adversely affect the viability of the product. Since not all of the products can be consumed in close proximity to Bagamoyo the company will be compelled to transport the products to regions and other East African Markets will therefore not be in a position to circumvent the high transport costs from Bagamoyo.

5.2.0 Processing

5.2.1 Selection of processing technology

The processing technology to be used was chosen after taking due consideration of the following factors:

Fruit juice and concentrates in Tanzania have to meet the qualitative requirements of the market and authorities. The products have to be of good quality to be able to compete effectively with high quality products from elsewhere.

The selected technology also meets the technical requirements specifically required by government health or safety standards

The technology is also compatible with the company's managerial and technical skill capability. The company will recruit the relevant technical personnel and commission the supplier of the equipment to commission to the company some technical personnel.

The selected processing technology is adjusted safely keep or minimize nutrient losses.

5.2..2 Processing technology for fruit processors

The processing technology that is proposed for the production of fruit juice and juice concentrate can be characterized as follow:

Wash Fruit	The use of clean water is essential. Chlorinated water can be used
Comminute Remove flesh from seed	Comminute fruit by using a stainless-steel hammer mill
Blanch	Blanch fruit by stainless-steel blancher and pump
Holding period (Cooling)	
Pulping & Finishing	Pulp fruit by stainless-steel pulper
Formulate	Additives and Flavours, Vits Colour
Pasteurization	Pasteurise and pump
Holding period (Cooling)	
Packaging	Package product immediately after it exits the cooling section

The process outlined above is preliminary subject to the equipment manufacturer's details. The basic steps in the process are:

Washing of the fruit – This operation should be performed in chlorinated water (100-150 ppm hypochlorite) to ensure that the fruit is clean when moving onto the next step in processing.

Removal of the flesh from the seed – After the fruit has been washed the flesh is then removed from the seed. This part of the process can be performed by hand. If a hammer mill is used to comminute the fruit the peel need not be removed in this part of the process provided that the hammer mill is able to reduce the peel size prior to blanching.

Blanching – Blanching should be performed at at least 90°C. As more experience is gained, especially with the fruit in Tanzania, it might still be possible to eliminate the blanching from a technological point of view. The retention of the blanching process is, however, favoured even though the product is pasteurised later. The reasons for this are:

- The yield during pulping/finishing would be higher after a heat process such as blanching; and

- The use of two heat treatments would significantly eradicate microbes. The holding period and cooling will be performed as a single process with blanching (i.e. the holding period will consist of a tube between the heating and cooling sections).

Pulping – Pulping/finishing entails pulping and finishing the blanched fruit and is performed in one operation by the finisher.

Formulation – Formulation entails mixing the pulp, sugar and water required with preservatives (sodium benzoate and sodium metabisulphite). The acidity would also require adjustment through the addition of food grade citric acid.

Pasteurisation & Packaging – Pasteurisation, the holding period, cooling and packaging should be performed as a single operation to reduce the risk of recontamination.

The pasteurised product should be packaged immediately after exiting the cooling section.

This processing technology has been specifically designed to suit the requirements and skills base of rural processors and therefore it is ideally suited to the circumstances at Bagamoyo where production will take place on small scale.

5.2.3 Processing facility location

When choosing the location of a processing facility various factors were taken into account. These factors include:

- Access to raw materials
- Access to the market
- Labour supply at the processing facility location
- Infrastructure at the processing facility location
- Developmental effects of the location
- Export Promotion Facilities at SEZs

After giving due consideration to the criteria as set out above it has been decided to locate the fruit juice concentrate processing facility at the Jambo site in Bagamoyo.

This decision has been made based on the following:

- There is infrastructure available in the form of buildings that can accommodate the fruit processing plant.
- Communities in the region have received training in fruit processing.

- Consistent supplies of high quality fruit are potentially available from communities in the vicinity and other regions in the country.
- Land is available for expansion.
- All utility services like water and electricity are reliable and readily available.
- Access to transport infrastructure (road, railway, airport).

5.2.4 Processing technology required

The processing technology that is required for the manufacturing of fruit juice concentrate from pulp has been developed and will be supplied by a reputable Germany company.

All of the abovementioned equipment is available in a readymade and compatible format from an equipment manufacturer in Germany. This equipment manufacturer is FEB ELPO of ITALY manufacture fruit juice concentrates it can also be used to manufacture an array of other fruit products like fruit pulp, natural fruit juice, jellies, jams and pickles. KRONES NEUTRAUBLING - GERMANY will supply the packaging unit.

The versatility of the equipment is a desirable trait that would allow the users a variety of options in processing rather than limiting them to one option.

5.2.5 Status of the infrastructure

The status of the current infrastructure at JAMBO's proposed premises in Bagamoyo is seemingly sufficient to accommodate a processing facility that is proposed by this feasibility study. The facilities at JAMBO's premises in Bagamoyo are connected to both water and electricity supplies. There is gas being promoted and Port and Airport facilities. The supply of water is reportedly from a clean and reliable resource. To ensure a final product of high quality the water will however need to be subjected to UV treatment.

5.2.6 Level and availability of human resources and skills

The technology chosen has low operational and maintenance requirements in terms of human resources and skills.

5.3. Inventory management

5.3.1 Best storage capacities for raw materials and finished goods

Inventory management is an important part of the processing procedure, as the raw material is highly perishable. It would therefore be necessary to determine how quickly the raw material must be processed into a product to ensure the desired levels of quality.

It should also be determined whether processing would make the storage of the product easier. Generally in the case of fruit the partial processing of the fruit to pulp or the complete processing to nectar and/or concentrate does indeed make the storage of the product easier by reducing perishability.

It is also important to determine the spatial and qualitative requirements for the inventory of raw materials, finished goods, processing supplies and equipment parts. At JAMBO's premises in Bagamoyo there will be sufficient, high quality storage space to accommodate an inventory of raw materials, finished goods, processing supplies and equipment parts.

5.3.2 Adequacy of physical facilities

The standard of physical facilities play an important role in inventory management. Quantitative and qualitative losses in the inventories of raw material and finished goods are often a direct result of the standard of the physical facilities. It is therefore important to weigh the economic costs and benefits of adjusting the size and the quality of facilities for inventory handling and storage to reduce losses.

5.4. Packaging and other processing inputs

5.4.1 Functions performed by packaging

Packaging performs many very important functions as an integral part of a final product. These functions are:

- Packaging protects the quality of the product
- Packaging provides consumers with convenience
- Packaging conveys a certain image
- Packaging can also be informative with regards to the product
- Packaging adds value to a product through differentiation

5.4.2 Packaging choice

For fruit juice and concentrates produced at Bagamoyo to compete in the specified target market, careful consideration has been taken in choosing packaging. The following aspects were considered when selecting the right packaging:

- Requirements of the consumer and the distribution channels.
- Requirements imposed by the intrinsic nature of the product.
- Packaging characteristics determined by government regulations.
- The possibility of unmet consumer needs that could be satisfied with a different type of packaging.

- The effect of transportation infrastructure conditions on packaging requirements.
- Ecological considerations for the packaging alternatives.

5.4.3 Procurement of packaging, ingredients and chemicals

Much of the proposed packaging material, ingredients, chemicals and other inputs needed in the processing of fruit juice and concentrate are either unavailable, of substandard quality or very costly in Tanzania. For the cost effective production of a high quality fruit juice concentrate those production inputs that are difficult to procure in Tanzania will have to be imported. These types of production inputs will be procured through the appointed supplier M/S KRONES NEUTRAUBLING - GERMANY

5.4.4 Programming and control

As with the inventory management the programming and control will be important. Control must start at the collection of the fruit to ensure that only the best quality fruit is collected and used in the pulp-manufacturing process. After the pulp-manufacturing process the production and distribution process must be synchronised to prevent bottlenecks.

Control is thus very important throughout the whole nectar and juice manufacturing process to guarantee a quality end product for the consumer.

5.4.5 Distribution

When production commences a distribution system will need to be established. The most obvious channel of distribution is delivery of the fruit juice or concentrates directly to the wholesalers and large consumers. The company will have agents and will also deliver through its fleet of vehicles and marketing persons.

The ultimate choice of distribution channel will depend on the profits that can be gained as a result of using a specific channel, the initial costs required to establish a distribution channel and the ease with which an effective and efficient distribution system can be established. As pointed out earlier the distribution costs, i.e. the costs of transporting the fruit juice concentrate from ABagamoyo to the consumers constitute a very large part of the costs within the enterprise.

5.5.6 By-products

The main by-product of the fruit juice and concentrate production process is a fibrous material that can be used as animal feed in a dried form. A process to dry this by-product without the use of expensive drying equipment has to be developed.

In addition to the production of the primary product this by-product could also provide an additional source of income to the processing facility and indirectly to communities involved with the processing facility.

6. Resource and environmental feasibility

6.1 Resource and environmental feasibility

The assessment of resources and the environment entails investigation into the availability (in time: seasonality; in space: time needed to find and harvest); of the raw materials; the regenerative potential and the impact of harvesting on the survival of the species and the impact of harvesting on the environment.

How to develop products without destroying the resource base is a fundamental concern of the market analysis and development methodology. A product will be considered for development only if its resource base will not suffer as a result of an increase in the harvesting rate or if harvesting can be supplemented or substituted by cultivation. Therefore, it is important to get a clear picture of the status and quantity of natural resources before starting an enterprise. This can also be a tool to monitor environmental impact once an enterprise gets under way.

Basically the manufacturing process has no bad direct impact to the environment.

6.2.1 Raw material supply

The procurement of raw material inputs must be studied before investing in a processing plant. Raw material input supply is of great importance because the transformation of inputs is one of the basic tasks performed in a processing facility. If inputs are defective, problems will occur in processing and marketing.

Efficient procurement is dependant on five basic characteristics:

- Sufficient quantity of inputs
- Correct quality of inputs
- Time sensitive operations
- Reasonable costs
- Efficient organization

6.2.2 Raw material quantity

Information on the quantity of fruit that is available for processing in the vicinity of Bagamoyo is little

The supply of raw material is also very dependent on climatic factors and sustainable forestry practices. Drought and poor management would see feasible supplies of raw material diminish drastically. This would result in a feasible enterprise becoming infeasible overnight.

Though concerns can be raised about the availability of raw material from small holder farmers, commercial cultivation and harvesting could supplement the raw material supply from small holder populations and benefit the continued existence and

distribution of the indigenous trees. It has also been noted that once communities become aware that there is money to be made from the fruits of indigenous trees and that the survival of the trees would ensure future income effort is made to cherish and conserve the trees and more planting of better varieties of trees will be encouraged.

6.2.3 Raw material quality

The quality of the raw material that can be sourced from the communities in which the resources reside is highly variable. In the absence of a strictly controlled production process that ensures a constant supply of high quality raw material it is to be expected that the raw material quality would be variable.

Factors affecting the quality of the raw material are timing of harvest, harvesting methods, handling of the fruit, transportation of the fruit and storage conditions of the fruit.

Harvesters generally employ crude harvesting techniques for harvesting fruit such as beating trees with a stick and/or breaking branches. This generally leads to unsustainable harvesting and poor quality fruit that might not be ideal for further processing. People are generally uneducated regarding proper harvesting methods and need to be informed that only high quality fruit will be considered for processing.

The processing plant will also consider providing assistance in ensuring raw material of good quality. By setting certain quality standards within which the raw material will be bought and by providing handling, transport and storage support this can be brought about.

6.2.4 Appropriate timing

Fruit trees only bear fruit for a limited time during a year limiting the availability of raw material to a couple of months per year.

If production of fruit juice concentrate is to be continued virtually throughout the year, to make optimal use of the capital outlay, measures need to be taken to mitigate the effects of seasonality. The primary means to mitigate the effects of seasonality is to process fruit that have different fruiting seasons. By processing a variety of fruit the effects of seasonality on continuous production can be reduced. These fruits are available during the following months per year:

Flacourtia	- January - April
Syzigium	- November - March
Mango	-September - December
Strychnos	-November - December
Vitex	-February - June
Parinari	-June - November

6.2.5 Reasonable cost

Supply of and demand for fruits should be the main, if not the only, determinant of the price. This will ensure that the suppliers responsible for collecting the fruit receive a fair price and are not exploited. It will also ensure that fruit is purchased at a reasonable cost so that the processing enterprise stays viable.

6.2.6 Organization of the procurement system

The organization of the raw material procurement system is a very important aspect that contributes to the sustainability of the fruit processing enterprise.

One of the primary functions of the procurement system is to ensure that a sufficient quantity of high quality fruit is procured and/or stored throughout the year for continuous production.

One of the main challenges that the procurement system for fruit faces is seasonality with many fruits only available for a few months during a year.

To ensure that a sufficient quantity of fruit is collected to produce the fruit juice and concentrate at economically viable levels it will be necessary to convey the information regarding volumes required and prices paid to the communities that have access to the fruit trees. This will be achieved through regular interaction and liaison with the communities and farmers where both parties can discuss volumes and anticipated demand.

6.2.7 Environmental sustainability

Currently there is a lack of a comprehensive analysis of the current natural resources that are available (in terms of species, distribution and quantities) in Tanzania. Furthermore no research appears to have been done to investigate the long-term sustainability of harvesting of fruit nor the impact that harvesting will have on the regenerative potential of the respective species. The lack of information in this arena is of concern and in conducting the feasibility analysis the assumption must be made that the envisaged enterprises will produce the intended products in an environmentally sustainable manner.

7. The social and institutional responsibility

7.1 The social and institutional feasibility

The assessment of the social and institutional environment entails investigation into the indirect benefits of the project for the community; the contribution of the project to the income of the community members; the potential for creating employment and the gender impact that the project is bound to have. There will be employment for 97 people and many more in the gardening and collection of fruits.

7.2 Socio-economic characteristics of community groups

7.2.1 Direct and indirect benefits of the processing enterprise for the community.

The direct benefits of the processing enterprise for the communities in whose vicinity the enterprise is to be established include the creation of employment opportunities, the creation of a market for currently under-utilized resources and on the job training of participants in growing, harvesting, processing, packaging and marketing of fruit products.

The indirect benefits of the processing enterprise include a possible decrease in the number of households that are classified as living under the ultra-poverty and poverty line in the vicinity of Bagamoyo as a result of the increased income (both direct and indirect).

Future cultivation of indigenous trees by rural farmers would increase the benefits derived from the processing enterprise. Through a system of small grower co-operatives farmers can provide the enterprise with a more sustainable and guaranteed supply of raw material.

7.2.2 Contribution of the processing to the income of communities

An estimated EU3.6m – EU 4.5m. of fruit will need to be procured from communities in close proximity to the processing plant at Bagamoyo and other parts of Tanzania for the processing facility to operate optimally. The implication is that the mentioned amount will be “spent” in the communities and increase their income per year.

7.2.3 Processing’s potential for creating employment at community level

The processing enterprise envisaged at Bagamoyo has the potential of creating a number of direct and indirect employment opportunities. The current size of the proposed enterprise would provide direct and permanent employment for 5 permanent managers and 95 permanent employees.

It is estimated that the processing enterprise would provide a number of indirect opportunities of employment for people in the communities in close proximity to Bagamoyo and indeed to all regions involved in fruit farming, if they take part in harvesting and delivering fruit to the processing enterprise.

7.2.4 Gender impact of the processing enterprise

Women are bound to benefit the most from the establishment of such a processing enterprise. Although both men and women will be free to participate directly and indirectly in the processing enterprise women in the area are more likely to be the main participants as a result of their current involvement in fruit processing activities.

8. Conclusions

This Business Plan was conducted to determine the viability of a fruit juice processing enterprise that manufactures fruit juice and concentrates located at Bagamoyo, Tanzania.

Based on the framework set out in this study the following conclusions can be made regarding the feasibility of the proposed products.

8.1 Market and financial feasibility

A market opportunity was identified for the domestic production of good quality fruit juice and concentrates in Tanzania to be sold to customers. The domestically produced fruit juice and concentrate would compete effectively with imported fruit juices and concentrates of similar quality from countries like Middle East, Kenya and South Africa.

The analysis of the financial feasibility of the proposed enterprise revealed that, based on the assumptions that were made, the enterprise is profitable, is projected to have a positive cash flow and is viable over the longer term.

The positive market and financial feasibility assessment is however dependant on the following:

- Stable inflation and macro economic conditions
- No serious new competitors (from within Tanzania or lost cost imports)
- Continuous and reliable production of a high quality products
- Reliable procurement of production inputs and relatively reliable and stable prices
- Professional management of the business (in all aspects from input procurement to production management to marketing management to financial management).

8.2 Resources and environmental feasibility

As a result of a lack in a comprehensive analysis of the current natural resources that are available (in terms of species, distribution and quantities) in Tanzania, save for the given trend of increase in the production of fruits (table iv), it is difficult to comprehensively assess and draw conclusions regarding the environmental and/or natural resource feasibility of the enterprise. The implication is that no clear-cut conclusions can be made with regards to the quantity and quality of fruits that are available, what a reasonable cost for the fruit is nor how and when the fruit will be procured.

This feasibility study has assumed, as a result of this little information, that sufficient quantities of high quality fruit will be available to the processing facility at a reasonable cost and that fruits can be harvested sustainably and without adverse impact on the regenerative potential of the trees.

8.3 Technical feasibility

The analysis of the technical feasibility of the proposed processing enterprise revealed that the manufacturing process and the processing technology from **FBR _ ELPO of Italy and Kronos Ag, Neutraubling - Germany** is ideally suited to the specific technical requirements of the proposed processing enterprise at Bagamoyo. This processing technology has been specifically designed to:

- Produce products that meet the qualitative requirements of the marketplace,
- Adhere to government health and safety standards,
- Be compatible with the managerial and technical skills available at Bagamoyo factory,
- And have a minimal effect on the nutritional status of the product being processed.

The existing infrastructure at the JAMBO premises in Bagamoyo are also of a relatively high standard and could easily accommodate a processing facility of this nature.

The level and availability of human resources and skills to fulfil the requirements of the processing enterprise at Bagamoyo are currently under-developed to manage (in all aspects from input procurement to production management to marketing management to financial management) the proposed enterprise. This shortcoming can, however, be very easily addressed through appropriate training.

8.4 Social and institutional feasibility

The social and institutional feasibility assessment of a fruit juice processing enterprise at Bagamoyo reveals that the surrounding communities would benefit in a number of ways from the establishment of the proposed enterprise. The direct benefits of the establishment of the propose enterprise include the creation of employment opportunities as well as the creation of a "market" for currently under-utilized resources in fruits. Taking the net social benefit of the proposed processing enterprise into consideration it can be concluded that the processing enterprise is anticipated to be socially and institutionally feasible.

8.5 Overall feasibility

Based on the framework set out in this feasibility study where feasibility is assessed in four core areas it can be concluded that the proposed processing enterprise at Bagamoyo is very feasible. Some shortcomings can also be found in the resource and environmental feasibility as a result of a lack of information. This positive result of the feasibility analysis is, however, heavily dependant upon the assumptions made during the study.

JAMBO FOOD PRODUCTS LTD
FRUIT JUICE PROJECT

TABLE I

ESTIMATED CAPITAL EXPENDITURE: IN EU

A	Capital Items	Local	Foreign	Total Cost	%
1	a) Land 121,406m2	1,400,000	-	1,400,000	4%
	b) Buildings				
	i) Factory & Stores	4,600,000	-	4,600,000	
	ii) Administration	188,095	-	188,095	
	iii) Auxilliary	6,667	-	6,667	
	iv) Site Works	479,476	-	479,476	
	Sub Total Buildings	5,274,238	-	5,274,238	15%
2	Plant, Machinery & Equipment				
	KRONES Line 1		4,785,000	4,785,000	
	KRONES Line 2		4,490,000	4,490,000	
	KRONES Ancillary Equipment		4,840,000	4,840,000	
	FBR = ELPO		3,380,000	3,380,000	
	Sub Total Plant and Equipment	-	17,495,000	17,495,000	51%
	Trucks and Vehicles				
	Trucks and Trailers 20 Units		3,809,524	3,809,524	
	Pick ups & 4WD 3		214,286	214,286	
	Saloons 2		28,571	28,571	
	Mini Bus 2		38,095	38,095	
			4,090,476	4,090,476	12%
	Furniture and Fittings	57,143		57,143	0.2%
	Total Non Current Assets	6,731,381	21,585,476	28,316,857	
9	Pre-operational Expenses				
	a) Professional Fees	424,753	-	424,753	
	c) Documentation and Legal Charges	283,169	-	283,169	
	d) Loan Commitment Fees	223,061	-	223,061	
	e) Loan Interest during Construction	1,546,564	-	1,546,564	
	Total Pre-Operational costs	2,477,547	-	2,477,547	7%
	Initial Working Capital	3,326,753		3,326,753	10%
	TOTAL CAPITAL EXPENDITURE	6,731,381	21,585,476	34,121,156	100%

1 EU = TAS 2100	14,135,900,100	45,329,499,600	71,654,428,345
-----------------	----------------	----------------	----------------

JAMBO FOOD PRODUCTS LTD
FRUIT JUICE PROJECT

INVESTMENT COST SUMMARY: IN EU TABLE II

	PROJECT COMPONENT	EQUITY	LOAN (Foreign)	LOAN (local)	TotalCost
1	Land	1,400,000	-	-	1,400,000
2	Buildings	1,054,848	-	4,219,390	5,274,238
3	Plant, Machinery & Equipment	874,750	14,870,750	1,749,500	17,495,000
4	Motor Vehicles	818,095	-	3,272,381	4,090,476
5	Furniture	57,143	-	-	57,143
6	Preoperational Expenses	2,052,794	-	424,753	2,477,547
	Total Non Current Assets	6,257,629	14,870,750	9,666,024	30,794,404
11	Initial working Capital Requirement	665,351	-	2,661,402	3,326,753
	TOTAL INVESTMENT COST	6,922,980	14,870,750	12,327,426	34,121,156
		20%	44%	36%	
	1 EU = TSHS 2,100	14,538,258,073	31,228,575,000	25,887,595,271	71,654,428,345

INVESTMENT PLAN: IN EU

TABLE III

	Owner	Loan	Total Cost
Assets Investment			
Current Assets	665,351	2,661,402	3,326,753
Non Current Assets Assets	6,257,629	24,536,774	30,794,404
TOTAL ASSETS INVESTMENT	6,922,980	27,198,176	34,121,156
	20%	80%	

FINANCING PLAN: IN EU

TABLE IV

Source	Owner	Loan	Total Cost
Owners Equity Contribution	6,922,980	-	6,922,980
Term Loan	-	27,198,176	27,198,176
TOTAL PROJECT FINANCING	6,922,980	27,198,176	34,121,156

PERCENTAGE	20%	80%	100%
-------------------	------------	------------	-------------

1 EU = TAS 2100	14,538,258,073	57,116,170,271	71,654,428,345
-----------------	----------------	----------------	----------------

MBO FOOD PRODUCTS LTD
FRUIT JUICE PROJECT

NON CURRENT ASSETS AND DEPRECIATION IN T.SHS

TABALE V

	PARTICULARS / YEARS			1	2	3	4	5
A.	CAPITAL EXPENDITURE:	COST	Dep. Rate					
1	Land	1,400,000	1.0%	14,000	14,000	14,000	14,000	14,000
2	Buildings	5,274,238	4.0%	210,970	210,970	210,970	210,970	210,970
3	Plant, Machinery & Equipment	17,495,000	10.0%	1,749,500	1,749,500	1,749,500	1,749,500	1,749,500
7	Motor Vehicles	4,090,476	20.0%	818,095	818,095	818,095	818,095	818,095
8	Furniture and Office Equipment	57,143	12.5%	7,143	7,143	7,143	7,143	7,143
10	Pre-operational Expenses	2,477,547	20.0%	495,509	495,509	495,509	495,509	495,509
	TOTAL CAPITAL EXPENDITURE/DEPRECIATION	30,794,404		3,295,218	3,295,219	3,295,220	3,295,221	3,295,222
	ACC.DEPRECIATION			3,295,218	6,590,437	9,885,657	13,180,878	16,476,099
	WDV			27,499,186	24,203,967	20,908,747	17,613,526	14,318,304
	WDV 1 EU= TAS 2,100	64,668,247,400	-	6,919,957,589	6,919,959,689	6,919,961,789	6,919,963,889	6,919,965,989

ESTIMATED WORKING CAPITAL REQUIREMENTS: IN EU

TABLE VI

	PARTICULARS / YEARS	1	2	3	4	5
A.	CURRENT ASSETS					
1	Inventory for use in production =1month	720,680	922,834	927,327	927,327	927,327
2	Accounts Receivable (debtors) =30 days of sales	3,274,901	3,742,744	3,742,744	3,742,744	3,742,744
	Total Current assets	3,995,582	4,665,578	4,670,071	4,670,071	4,670,071
B.	CURRENT LIABILITIES					
1	Accounts Payable (Creditors) i) 1 month Operating Costs	668,829	724,717	778,475	837,609	902,656
	TOTAL CURRENT LIABILITIES	668,829	724,717	778,475	837,609	902,656
2	NET CURRENT LIABILITIES / WORKING CAPITAL	3,326,753	3,940,861	3,891,596	3,832,462	3,767,415
3	Increase/(Decrease) i.e Changes in Working Capital	3,326,753	614,108	(49,265)	(59,134)	(65,047)

PRODUCTION SCHEDULE COST & FINANCIAL ASSUMPTIONS: IN EU

TABLE VII

PARTICULARS / YEAR	1	2	3	4	5
1 No of Working Days per year	288	288	288	288	288
2 Installed Filtration Plant production Capacity in Litres					
Line 1 Still Water	27,000	27,000	27,000	27,000	27,000
Line2 CSD/ Juice	27,000	27,000	27,000	27,000	27,000
Tropical Fruit Line	27,000	27,000	27,000	27,000	27,000
Total Proction / Shift	81,000	81,000	81,000	81,000	81,000
3 Production/day for 3-8 hour shifts -Litres	243,000	243,000	243,000	243,000	243,000
4 Production per Year -litres	69,984,000	69,984,000	69,984,000	69,984,000	69,984,000
5 Less: 10% Loss on through put spillage -litres	6,998,400	6,998,400	6,998,400	6,998,400	6,998,400
6 Filtered Water / Juice/ Available for bottling	62,985,600	62,985,600	62,985,600	62,985,600	62,985,600
7 Assumed Plant Utilisation (%) -litres	70	80	80	80	80
8 Clean safe Drinking water and Cola / juice for sale	44,089,920	50,388,480	50,388,480	50,388,480	50,388,480
9 Packing Method (in Litres)					
a) 0.3 Litre bottle	4,408,992	5,038,848	5,038,848	5,038,848	5,038,848
b) .5 Litre Bottles	8,817,984	10,077,696	10,077,696	10,077,696	10,077,696
c) 1 Litre Bottles	13,226,976	15,116,544	15,116,544	15,116,544	15,116,544
d) 1.5 Litre bottle	17,635,968	20,155,392	20,155,392	20,155,392	20,155,392
	44,089,920	50,388,480	50,388,480	50,388,480	50,388,480
10 Number of Bottles required					
a) 0.3 Litre bottle	1,322,698	1,511,654	1,511,654	1,511,654	1,511,654
b) .5 Litre Bottles	4,408,992	5,038,848	5,038,848	5,038,848	5,038,848
c) 1 Litre Bottles	44,089,920	50,388,480	50,388,480	50,388,480	50,388,480
d) 1.5 Litre bottle	11,757,312	13,436,928	13,436,928	13,436,928	13,436,928
	61,578,922	70,375,910	70,375,910	70,375,910	70,375,910
11 Production Cost Per product					
a) 0.3 Litre bottle	771,574	1,007,770	1,007,770	1,007,770	1,007,770
b) .5 Litre Bottles	1,543,147	2,015,539	2,015,539	2,015,539	2,015,539
c) 1 Litre Bottles	2,314,721	3,023,309	3,023,309	3,023,309	3,023,309
d) 1.5 Litre bottle	3,086,294	4,031,078	4,031,078	4,031,078	4,031,078
TOTAL PRODUCTION	7,715,736	10,077,696	10,077,696	10,077,696	10,077,696
PACKAGING					
a) Carton boxes @.15/= Pcs	69,809	79,782	79,782	79,782	79,782
b) Bottles	862,618	916,531	970,445	970,445	970,445
TOTAL	932,427	996,313	1,050,227	1,050,227	1,050,227
TOTAL COST	8,648,163	11,074,009	11,127,923	11,127,923	11,127,923
1 EU = TAS 2100	18,161,141,544	23,255,418,816	23,368,637,376	23,368,637,376	23,368,637,376

BO FOOD PRODUCTS LTD
FRUIT JUICE PROJECT

TABLE VIII

BOTTLE PRODUCTION SCHEDULE & FINANCIAL ASSUMPTIONS: IN EU

	PARTICULARS YEAR	1	2	3	4	5
1	No of Working Days per year	288	288	288	288	288
2	Installed Filtration Plant production Capacity/ Hr in Litres	1,000	1,000	1,000	1,000	1,000
3	Bottles Production/ day Pcs	288,000	288,000	288,000	288,000	288,000
4	Bottles Produced per Year Pcs	82,944,000	82,944,000	82,944,000	82,944,000	82,944,000
5	Capacity Utilisation (%)	80%	85%	90%	90%	90%
6	No of bottles produced (various sizes)/ Year	66,355,200	70,502,400	74,649,600	74,649,600	74,649,600
7	Raw materials Requirement	-	-	-	-	-
	a) 0.5 Litre bottle 100gms Kgs	6,635,520	7,050,240	7,464,960	7,464,960	7,464,960
	Total Raw Materials Kgs	6,635,520	7,050,240	7,464,960	7,464,960	7,464,960
8	Raw materials Cost/ kgs EU	0.13	0.13	0.13	0.13	0.13
9	Raw Material Purchases TZS	862,618	916,531	970,445	970,445	970,445
	1 EU = TAS 2100	1,811,496,960	1,924,715,520	2,037,934,080	2,037,934,080	2,037,934,080

ESTIMATED OPERATING COSTS :

TABLE IX

PARTICULARS	1	2	3	4	5
Salaries and Wages	1,327,898	1,460,688	1,606,757	1,767,433	1,944,176
Management Fees (Directors fee & Consutants)	982,470	1,080,717	1,188,789	1,307,668	1,438,435
Electricity, Gas and Water	45,000	49,500	54,450	59,895	65,885
Motor Vehicle running costs	818,095	899,905	989,895	1,088,885	1,197,773
Motor Vehicle repair and maintenance	409,048	449,952	494,948	544,442	598,887
General Repairs	1,054,848	1,160,332	1,276,366	1,404,002	1,544,402
Plant & Machinery Maintenance & Insurance	1,224,650	1,347,115	1,481,827	1,630,009	1,793,010
Communication	589,482	449,129	449,129	449,129	449,129
Marketing and Distribution 4% of Sales	1,571,953	1,796,517	1,796,517	1,796,517	1,796,517
Accounting and Audit	2,500	2,750	3,025	3,328	3,660
Total Operating Costs	8,025,944	8,696,607	9,341,703	10,051,308	10,831,874

SUMMARY REVENUES, PURCHASES & OPERATING COSTS: IN EU TABLE X

PARTICULARS /	YEARS	1	2	3	4	5
A. REVENUES						
1 Gros sales Revenues		39,298,815	44,912,932	44,912,932	44,912,932	44,912,932
B. PURCHASES						
1 Cost of Production (Bottles, Cola and Water)		8,648,163	11,074,009	11,127,923	11,127,923	11,127,923
TOTAL PURCHASES		8,648,163	11,074,009	11,127,923	11,127,923	11,127,923
3 Operating Costs		8,025,944	8,696,607	9,341,703	10,051,308	10,831,874
TOTAL OPERATING COSTS		16,674,107	19,770,616	20,469,625	21,179,231	21,959,797
		42%	44%	46%	47%	49%
SALES 1 EU = TAS 2,100		82,527,512,256	94,317,156,864	94,317,156,864	94,317,156,864	94,317,156,864
COSTS		35,015,624,004	41,518,292,874	42,986,213,056	44,476,384,839	46,115,573,801
GROSS PROFIT		47,511,888,252	52,798,863,990	51,330,943,808	49,840,772,025	48,201,583,063

SALES: IN TZS

TABLE XI

	PRODUCT					
1	a) 0.3 Litre bottle @.25	264,540	302,331	302,331	302,331	302,331
4	d) 0.5 Litre Cola @.4	1,410,877	1,612,431	1,612,431	1,612,431	1,612,431
	d) 1 Litre Cola @.70	24,690,355	28,217,549	28,217,549	28,217,549	28,217,549
5	e) 1.5 Litre Fruit.1.1	12,933,043	14,780,621	14,780,621	14,780,621	14,780,621
	Gross Sales Revenue	39,298,815	44,912,932	44,912,932	44,912,932	44,912,932

1 EU = TAS 2100	82,527,512,256	94,317,156,864	94,317,156,864	94,317,156,864	94,317,156,864
-----------------	----------------	----------------	----------------	----------------	----------------

AMBO FOOD PRODUCTS LTD
FRUIT JUICE PROJECT

PROJECTED INCOME STATEMENTS: IN EU

TABLE XII

		1	2	3	4	5
	PARTICULARS / YEAR					
1	Gross Revenue	39,298,815	44,912,932	44,912,932	44,912,932	44,912,932
2	Cost of Production	8,648,163	11,074,009	11,127,923	11,127,923	11,127,923
3	Contribution Margin	30,650,653	33,838,923	33,785,009	33,785,009	33,785,009
4	Less: Operating costs	8,025,944	8,696,607	9,341,703	10,051,308	10,831,874
5	Gross Operating Income	22,624,709	25,142,316	24,443,307	23,733,701	22,953,135
6	Less: Financial Charges-					
	a) Loan interest (Foreign)	817,071	510,974	184,701	-	-
	b) Loan Interest (Local)	-	1,413,066	1,090,198	711,710	711,710
	b) Depreciation and Amortisation	3,295,218	3,295,219	3,295,220	3,295,221	3,295,222
	Total Financial and Capital Charges	4,112,289	5,219,259	4,570,119	4,006,930	4,006,931
7	Net Profit Before Tax	18,512,420	19,923,058	19,873,187	19,726,771	18,946,203
8	Less: Tax at 30%	5,553,726	5,976,917	5,961,956	5,918,031	5,683,861
	Net Profit After Tax	12,958,694	13,946,140	13,911,231	13,808,739	13,262,342
9	Accumulated Income	12,958,694	26,904,834	40,816,065	54,624,805	67,887,147
10	Gross profit Margin	78%	75%	75%	75%	75%
11	Net Margin %	33.0	31.1	31.0	30.7	29.5
	1 EU = TAS 2100 NET PROFIT	27,213,256,913	29,286,894,656	29,213,585,599	28,998,352,673	27,850,918,930
	ACCUMULATED PROFIT	27,213,256,913	56,500,151,568	85,713,737,168	114,712,089,841	142,563,008,770

JUBO FOOD PRODUCTS LTD
FRUIT JUICE PROJECT

PROJECTED BALANCE SHEETS: IN EU

TABLE XIII

	PARTICULARS/YEARS	1	2	3	4	5
A.	ASSETS:					
1	Non Current Assets	27,499,186	24,203,967	20,908,747	17,613,526	14,318,304
B.	CURRENT ASSETS					
1	Cash	17,108,214	27,746,231	37,459,708	51,944,199	65,248,357
2	Inventory	720,680	922,834	927,327	927,327	927,327
3	Accounts Receivable (debtors)	668,829	724,717	778,475	837,609	902,656
	Total Current Assets	18,497,723	29,393,782	39,165,510	53,709,135	67,078,340
	TOTAL ASSETS	45,996,908	53,597,749	60,074,257	71,322,661	81,396,644
	EQUITY AND LIABILITEIS					
D.	FINANCED BY:					
1	Owners Equity	6,922,980	6,922,980	6,922,980	6,922,980	6,922,980
2	Accumulated Income (Loss)	12,958,694	26,904,834	40,816,065	54,624,805	67,887,147
	TOTAL EQUITY	19,881,674	33,827,814	47,739,045	61,547,785	74,810,127
3	Term Loan	19,892,680	14,461,110	7,204,469	3,887,908	-
	CURRENT LIABILITIES					
1	Accounts Payable (Creditors)	668,829	724,717	778,475	837,609	902,656
2	Taxation	5,553,726	5,976,917	5,961,956	5,918,031	5,683,861
	Total Current Liabilities	6,222,555	6,701,635	6,740,431	6,755,640	6,586,517
5	TOTAL EQUITY AND LIABILITIES	45,996,908	54,990,559	61,683,946	72,191,333	81,396,644

RATIOS

3	Debt/Equity Ratio (times)	2.87	2.09	1.04	0.6	-
4	Current Ratio (Times)	2.97	4.39	5.81	8.0	10.2

		-	(1,392,810)	(1,609,689)	(868,672)	-
1EU = TAS 2100	TOTAL ASSETS	96,593,507,318	115,480,173,095	129,536,286,229	151,601,799,101	170,932,952,992

PROJECTED CASHFLOW STATEMENTS - IN TZS

TABLE XIV

PARTICULARS / YEARS	1	2	3	4	5
A OPERATING ACTIVITIES					
Net Income before Tax	18,512,420	19,923,058	19,873,187	19,726,771	18,946,203
Adjustments for non cash items					
Add Depreciation	3,295,218	3,295,219	3,295,220	3,295,221	3,295,222
Change in Working Capital					
Receivables and Prepayments	(668,829)	(55,889)	(53,758)	(59,134)	(65,047)
Inventory	(720,680)	(202,154)	(4,493)	-	-
Payables and Accrued Charges	668,829	55,889	53,758	59,134	65,047
Total	(720,680)	(202,154)	(4,493)	-	-
Total Cash Inflow from Operating Activities	21,086,957	23,016,123	23,163,915	23,021,991	22,241,425
Less Tax Paid	-	(5,553,726)	(5,976,917)	(5,961,956)	(5,918,031)
Net Cash Inflow From Operating Activities	21,086,957	17,462,397	17,186,997	17,060,035	16,323,394
B INVESTING ACTIVITIES					
Acquisition of Fixed Assets	(30,794,404)	-	-	-	-
Disposals of Assets	-	-	-	-	-
Net Cash Outflow From Investing Activities	(30,794,404)	-	-	-	-
C FINANCING ACTIVITIES					
Paid up Capital	6,922,980	-	-	-	-
Loan 1	14,870,750	-	-	-	-
Loan 2	9,666,024	-	-	-	-
Loan Repayment	(4,644,094)	(4,950,192)	(5,276,464)	-	-
Loan Repayment 2	-	(1,874,188)	(2,197,056)	(2,575,544)	(3,019,236)
Net Cash Inflow (Outflow) From Financing Activities	26,815,660	(6,824,380)	(7,473,520)	(2,575,544)	(3,019,236)
D CASH AND CASH EQUIVALENTS					
Increase / (Decrease) In Cash And Cash Equivalents	17,108,214	10,638,017	9,713,477	14,484,491	13,304,158
Cash and Cash Equivalents at the Beginning of Year	-	17,108,214	27,746,231	37,459,708	51,944,199
Cash and Cash Equivalents at the End of Year	17,108,214	27,746,231	37,459,708	51,944,199	65,248,357
1 EU = TAS 2100	35,927,248,840	58,267,084,728	78,665,386,770	109,082,817,214	137,021,550,056

JAMES FOOD PRODUCTS LTD
FRUIT JUICE PROJECT

PROJECTED PAYBACK PERIOD: IN EU

TABLE XVI

YEARS	AFTER TAX PROFIT	DEPRECIATION	TOTAL CASH FLOW	ACCUMULATED CASH FLOW
0	-			(34,121,156)
1	12,958,694	3,295,218	16,253,912	(17,867,245)
2	13,946,140	3,295,218	17,241,358	(625,886)
3	13,911,231	3,295,218	17,206,449	16,580,563
4	13,808,739	3,295,218	17,103,957	33,684,520
5	13,262,342	3,295,222	16,557,564	50,242,084

PBP

2 YEARS 5 MONTHS

TABLE XV-b

PROJECTED INTERNAL RATE OF RETURN -IRR-CALCULATION AFTER TAX : IN EU

	PARTICULARS/YEARS	0	1	2	3	4	5
A	INFLOWS: / YEAR						
1	Net Profit After Tax		12,958,694	13,946,140	13,911,231	13,808,739	13,262,342
2	Salvage Value		-	-	-	-	
3	Recovery of Working Capital		-	-	-	-	
	TOTAL INFLOWS		12,958,694	13,946,140	13,911,231	13,808,739	13,262,342
B	OUTFLOWS:						
1	Investment and Reinvestment	(34,121,156)					
2	Increase/ (decrease) in Working Capital	-	3,326,753	614,108	(49,265)	(59,134)	(65,047)
	Total Outflows	(34,121,156)	3,326,753	614,108	(49,265)	(59,134)	(65,047)
3	NET CASH FLOWS:	(34,121,156)	9,631,941	13,332,032	13,960,496	13,867,873	13,327,390
10		24%					

TABLE XV

PROJECTED INTERNAL RATE OF RETURN -IRR-CALCULATION AFTER TAX: IN EU

	PARTICULARS/YEARS	0	1	2	3	4	5
A	INFLOWS: / YEAR	-	1	2	3	4	5
1	Net Profit After Tax		12,958,694	13,946,140	13,911,231	13,808,739	13,262,342
2	Salvage Value	-					14,318,304
3	Recovery of Working Capital	-					67,078,340
	TOTAL INFLOWS	-	12,958,694	13,946,140	13,911,231	13,808,739	94,658,987
B	OUTFLOWS:						
1	Investment and Reinvestment	(34,121,156)					
2	Increase/ (decrease) in Working Capital		3,326,753	614,108	(49,265)	(59,134)	(65,047)
	Total Outflows	(34,121,156)	3,326,753	614,108	(49,265)	(59,134)	(65,047)
3	NET CASH FLOWS:	(34,121,156)	16,285,447	14,560,249	13,861,966	13,749,606	94,593,939
10			54%				

Loan Amount	14,870,750	Scheduled Payment	455,097
Annual Interest Rate	6%	Scheduled Number of Payments	36
Loan Period in Years	3	Actual Number of Payments	36
Number of Payments Per Year	12	Total Early Payments	-
Start Date of Loan	1-Oct-2013	Total Interest	1,512,746
Optional Extra Payments	-		

Lender Name: FOREIGN LOAN

Pmt No.	Paym ent Date	Beginni ng Balance	Scheduled Payment	Total Payment	Principal	Interest	Ending Balance	ANNUAL PRINC	ANNUAL INT.
1	1-Nov-13	14,870,750	455,097	455,097	375,786	79,311	14,494,964		
2	1-Dec-13	14,494,964	455,097	455,097	377,791	77,306	14,117,173		
3	1-Jan-14	14,117,173	455,097	455,097	379,806	75,292	13,737,367		
4	1-Feb-14	13,737,367	455,097	455,097	381,831	73,266	13,355,536		
5	1-Mar-14	13,355,536	455,097	455,097	383,868	71,230	12,971,669		
6	1-Apr-14	12,971,669	455,097	455,097	385,915	69,182	12,585,754		
7	1-May-14	12,585,754	455,097	455,097	387,973	67,124	12,197,781		
8	1-Jun-14	12,197,781	455,097	455,097	390,042	65,055	11,807,738		
9	1-Jul-14	11,807,738	455,097	455,097	392,123	62,975	11,415,616		
10	1-Aug-14	11,415,616	455,097	455,097	394,214	60,883	11,021,402		
11	1-Sep-14	11,021,402	455,097	455,097	396,316	58,781	10,625,086		
12	1-Oct-14	10,625,086	455,097	455,097	398,430	56,667	10,226,656	4,644,094	817,071
13	1-Nov-14	10,226,656	455,097	455,097	400,555	54,542	9,826,101		
14	1-Dec-14	9,826,101	455,097	455,097	402,691	52,406	9,423,410		
15	1-Jan-15	9,423,410	455,097	455,097	404,839	50,258	9,018,571		
16	1-Feb-15	9,018,571	455,097	455,097	406,998	48,099	8,611,573		
17	1-Mar-15	8,611,573	455,097	455,097	409,169	45,928	8,202,404		
18	1-Apr-15	8,202,404	455,097	455,097	411,351	43,746	7,791,053		
19	1-May-15	7,791,053	455,097	455,097	413,545	41,552	7,377,508		
20	1-Jun-15	7,377,508	455,097	455,097	415,750	39,347	6,961,758		
21	1-Jul-15	6,961,758	455,097	455,097	417,968	37,129	6,543,790		
22	1-Aug-15	6,543,790	455,097	455,097	420,197	34,900	6,123,593		
23	1-Sep-15	6,123,593	455,097	455,097	422,438	32,659	5,701,155		
24	1-Oct-15	5,701,155	455,097	455,097	424,691	30,406	5,276,464	4,950,192	510,974
25	1-Nov-15	5,276,464	455,097	455,097	426,956	28,141	4,849,508		
26	1-Dec-15	4,849,508	455,097	455,097	429,233	25,864	4,420,275		
27	1-Jan-16	4,420,275	455,097	455,097	431,522	23,575	3,988,753		
28	1-Feb-16	3,988,753	455,097	455,097	433,824	21,273	3,554,929		
29	1-Mar-16	3,554,929	455,097	455,097	436,137	18,960	3,118,792		
30	1-Apr-16	3,118,792	455,097	455,097	438,464	16,634	2,680,328		
31	1-May-16	2,680,328	455,097	455,097	440,802	14,295	2,239,526		
32	1-Jun-16	2,239,526	455,097	455,097	443,153	11,944	1,796,373		
33	1-Jul-16	1,796,373	455,097	455,097	445,516	9,581	1,350,857		
34	1-Aug-16	1,350,857	455,097	455,097	447,893	7,205	902,964		
35	1-Sep-16	902,964	455,097	455,097	450,281	4,816	452,683		
36	1-Oct-16	452,683	455,097	452,683	450,268	2,414	-	5,276,464	184,701
								14,870,750	1,512,746

Loan Calculator

TABLE XVIII

20,298,650,516		Loan Summary	
Loan Amount	9,666,024	Scheduled Payment	273,938
Annual Interest Rate	16%	Scheduled Number of Payments	48
Loan Period in Years	4	Actual Number of Payments	60
Number of Payments Per Year	12	Total Early Payments	-
Start Date of Loan	1-Oct-2013	Total Interest	5,029,556
Optional Extra Payments	-		

Lender Name: LOCAL LOAN

Pmt No.	Paym ent Date	Beginni ng Balance	Scheduled Payment	Total Payment	Principal	Interest	Ending Balance	ANNUAL PRINC	ANNUAL INT.
1	1-Nov-13	9,666,024	273,938	273,938		128,880	9,666,024		
2	1-Dec-13	9,666,024	273,938	273,938		128,880	9,666,024		
3	1-Jan-14	9,666,024	273,938	273,938		128,880	9,666,024		
4	1-Feb-14	9,666,024	273,938	273,938		128,880	9,666,024		
5	1-Mar-14	9,666,024	273,938	273,938		128,880	9,666,024		
6	1-Apr-14	9,666,024	273,938	273,938		128,880	9,666,024		
7	1-May-14	9,666,024	273,938	273,938		128,880	9,666,024		
8	1-Jun-14	9,666,024	273,938	273,938		128,880	9,666,024		
9	1-Jul-14	9,666,024	273,938	273,938		128,880	9,666,024		
10	1-Aug-14	9,666,024	273,938	273,938		128,880	9,666,024		
11	1-Sep-14	9,666,024	273,938	273,938		128,880	9,666,024		
12	1-Oct-14	9,666,024	273,938	273,938		128,880	9,666,024		1,546,564
13	1-Nov-14	9,666,024	273,938	273,938	145,058	128,880	9,520,967		
14	1-Dec-14	9,520,967	273,938	273,938	146,992	126,946	9,373,975		
15	1-Jan-15	9,373,975	273,938	273,938	148,952	124,986	9,225,023		
16	1-Feb-15	9,225,023	273,938	273,938	150,938	123,000	9,074,086		
17	1-Mar-15	9,074,086	273,938	273,938	152,950	120,988	8,921,136		
18	1-Apr-15	8,921,136	273,938	273,938	154,989	118,948	8,766,147		
19	1-May-15	8,766,147	273,938	273,938	157,056	116,882	8,609,091		
20	1-Jun-15	8,609,091	273,938	273,938	159,150	114,788	8,449,941		
21	1-Jul-15	8,449,941	273,938	273,938	161,272	112,666	8,288,669		
22	1-Aug-15	8,288,669	273,938	273,938	163,422	110,516	8,125,246		
23	1-Sep-15	8,125,246	273,938	273,938	165,601	108,337	7,959,645		
24	1-Oct-15	7,959,645	273,938	273,938	167,809	106,129	7,791,836	1,874,188	1,413,066
25	1-Nov-15	7,791,836	273,938	273,938	170,047	103,891	7,621,789		
26	1-Dec-15	7,621,789	273,938	273,938	172,314	101,624	7,449,475		
27	1-Jan-16	7,449,475	273,938	273,938	174,611	99,326	7,274,864		
28	1-Feb-16	7,274,864	273,938	273,938	176,940	96,998	7,097,924		
29	1-Mar-16	7,097,924	273,938	273,938	179,299	94,639	6,918,625		
30	1-Apr-16	6,918,625	273,938	273,938	181,689	92,248	6,736,936		
31	1-May-16	6,736,936	273,938	273,938	184,112	89,826	6,552,824		
32	1-Jun-16	6,552,824	273,938	273,938	186,567	87,371	6,366,257		
33	1-Jul-16	6,366,257	273,938	273,938	189,054	84,883	6,177,203		
34	1-Aug-16	6,177,203	273,938	273,938	191,575	82,363	5,985,627		
35	1-Sep-16	5,985,627	273,938	273,938	194,129	79,808	5,791,498		
36	1-Oct-16	5,791,498	273,938	273,938	196,718	77,220	5,594,780	2,197,056	1,090,198
37	1-Nov-16	5,594,780	273,938	273,938	199,341	74,597	5,395,439		
38	1-Dec-16	5,395,439	273,938	273,938	201,999	71,939	5,193,441		
39	1-Jan-17	5,193,441	273,938	273,938	204,692	69,246	4,988,749		
40	1-Feb-17	4,988,749	273,938	273,938	207,421	66,517	4,781,328		
41	1-Mar-17	4,781,328	273,938	273,938	210,187	63,751	4,571,141		
42	1-Apr-17	4,571,141	273,938	273,938	212,989	60,949	4,358,151		
43	1-May-17	4,358,151	273,938	273,938	215,829	58,109	4,142,322		
44	1-Jun-17	4,142,322	273,938	273,938	218,707	55,231	3,923,615		
45	1-Jul-17	3,923,615	273,938	273,938	221,623	52,315	3,701,992		
46	1-Aug-17	3,701,992	273,938	273,938	224,578	49,360	3,477,415		
47	1-Sep-17	3,477,415	273,938	273,938	227,572	46,366	3,249,842		
48	1-Oct-17	3,249,842	273,938	273,938	230,607	43,331	3,019,236	2,575,544	711,710
49	1-Nov-17	3,019,236	273,938	273,938	233,681	40,256	2,785,554		
50	1-Dec-17	2,785,554	273,938	273,938	236,797	37,141	2,548,757		
51	1-Jan-18	2,548,757	273,938	273,938	239,954	33,983	2,308,803		
52	1-Feb-18	2,308,803	273,938	273,938	243,154	30,784	2,065,649		
53	1-Mar-18	2,065,649	273,938	273,938	246,396	27,542	1,819,253		
54	1-Apr-18	1,819,253	273,938	273,938	249,681	24,257	1,569,572		
55	43,221	1,569,572	273,938	273,938	253,010	20,928	1,316,562		
56	43,252	1,316,562	273,938	273,938	256,384	17,554	1,060,178		
57	43,282	1,060,178	273,938	273,938	259,802	14,136	800,376		
58	43,313	800,376	273,938	273,938	263,266	10,672	537,110		
59	43,344	537,110	273,938	273,938	266,776	7,161	270,333		
60	43,374	270,333	273,938	270,333	266,729	3,604	-	3,019,236	268,018
							9,666,024	5,029,556	

JAMBO FOOD PRODUCTS LTD
FRUIT JUICE PROJECT

APPENDIX I

PERSONNEL REQUIREMENT AND EMOLUMENTS : IN T.SHS

POSITION	NUMBER	SALARY		
		RATE	MONTH	YEAR
MANAGING DIRECTOR	1	3,375	3,375	40,500
PROJECT MANAGER	1	3,000	3,000	36,000
PRODUCTION MANAGER	1	2,625	2,625	31,500
FINANCE	1	1,725	1,725	20,700
MARKETING MANAGER	1	1,500	1,500	18,000
PRODUCTION TECHNICIANS	5	900	4,500	54,000
FINANCE	5	750	3,750	45,000
MARKETING	6	800	4,800	57,600
SALES & MARKETING PERS.	60	400	24,000	288,000
MACHINE OPERATORS	20	366	7,320	87,840
DRIVERS & MECHANICS	55	350	19,250	231,000
FRUIT LOGISTICS	50	300	15,000	180,000
SECURITY	6	225	1,350	16,200
ATTENDANTS	16	200	3,200	38,400
SUB TOTAL	228		95,395	1,144,740
PERSONNEL COSTS				
NPF		10%	9,540	114,474
SDL (Service Dev. Levy)		6%	5,724	68,684
SUB TOTAL			15,263	183,158

TOTAL SALARY PER ANNUM	110,658	1,327,898
-------------------------------	----------------	------------------

1 EU = TAS 2100	232,382,220	2,788,586,640
-----------------	-------------	---------------

C.I

TANZANIA



Certificate of Incorporation

Section 15

No 84560

I HEREBY CERTIFY THAT


JAMBO FOOD PRODUCTS 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 18TH day of JULY

TWO THOUSAND AND ELEVEN.


Asst. Registrar of Companies

THE COMPANIES ACT 2002

COMPANY LIMITED BY SHARES

MEMORANDUM

AND
ARTICLES OF ASSOCIATION
OF

JAMBO FOOD PRODUCTS LIMITED

incorporated this day of 2011



INCORPORATED IN
THE ISLAND OF MALAYA
SUKSES RUMAH
P.O. BOX 71
KUALA LUMPUR

THE COMPANIES ACT 2002
COMPANY LIMITED BY SHARES
MEMORANDUM OF ASSOCIATION
OF

JAMBO FOOD PRODUCTS LIMITED

1. The name of the company "JAMBO FOOD PRODUCTS LIMITED"
2. The Registered office of the Company will be situated in Tanzania.
3. The objects for which the Company is established are:
 - (a) To be general food manufacturers, processors, packers and suppliers, to be exporters markets, to be fruits and vegetable canners, to be manufacturers of wine rosela and pineapple wine, fresh fruit juices and other beverages and to be bottlers and or canneries of same to manufacture tomato sauces and ketchups, chili sauces, salad dressing cream, dried soup formulate and all kinds of food additives for local export markets, to be importers and distributors of all kinds of foodstuffs.
 - (b) To buy, sell, import, produce, manufacture and deal in food and food products, meat, fish, groceries, fruits, confectionery, grain millers and padres, other beverages, whether alcoholic or not, tobacco, chemists and druggists suppliers, linen, furniture, furnishings and other articles required by visitors to the company's premises and others.
 - (c) To manufacture, sell and generally trade in all type of alcoholic and non-alcoholic beverages including, but not limited to grain-based , opaque beer, clear beer, whiskey, gin, vodka, brandy, rum, soya and milk based beverages, flavoured drinks, juices, packaged portable water etc. in different sizes of liquid packs as well as in the form of powder. Materials and deal in the livestock and or the veterinary health care products to farmers and stockists, to buy, sell, supply, distribute whether in retail or wholesale fertilizers, insecticides, fungicides, growth stimulants, agro seeds, farm implements and tools, animal feeds, veterinary drugs and any related goods in import and export agriculture and food technology, industries and equipment, manufacture and semi processed product sin Tanzania and other
 - (d) To carry on all manner of business, trade, practice and service such as but not limited to and in particular General trading in all manner of merchandise, produce, food, minerals and al forms of consumer and capital goods, services and commodities of whatever description.
 - (e) To carry on the business of merchants, traders and agents for import, export, purchase and sale or merchandise, goods, materials commodities

Several persons whose names and addresses are subscribed, are hereby being formed into a company, in pursuance of this Memorandum of Association, and we respectively agree to take the number of shares in the Company set opposite our respective names.

Names, Addresses, and Description of Subscribers.	Number of shares taken by each Subscriber	Signature
KHAMIS SALUM PO BOX 71 BANYANGA	800	
KHAMIS SALUM PO BOX 71 BANYANGA	200	

Dated at Mekong this 10th day of January 2011

Witness to the above signatures

Name : Thany Thany
Signature : [Handwritten Signature]
Postal Address : [Handwritten Address]
Qualification : [Handwritten Qualification]

THE COMPANIES ACT NO. 12 OF 2002
PRIVATE COMPANY LIMITED BY SHARES

ARTICLES OF ASSOCIATION

JAMBO FOOD PRODUCTS LIMITED

Special
16/08/2007

16/08/2007

1. In these articles:-

"the Act" means the Companies Act;

"the articles" means the act of the company;

"clear days" in relation to the period of a notice means that period excluding the day when the notice is given or deemed to be given and the day for which it is given or on which it is to take effect;

"the seal" means any person appointed to perform the duties of the secretary of the company;

"Secretary" shall mean any person appointed to perform the duties of Secretary of the Company;

Expressions referring to writing shall, unless the contrary intention appears, be construed as including references to printing, lithography, photograph, and other modes of representing or reproducing words in a visible form.

Unless the context otherwise requires, words or expressions contained in these articles shall bear the same meaning as in the Act or any statutory modification thereof in force at the date at which these articles become binding on the company.

MEMBERS

2. The number of members with which the company proposes to be registered is but the directors may from time to time register an increase of members.
3. The subscribers to the memorandum of association and such other persons as the directors shall admit to membership shall be members of the company.

GENERAL MEETINGS

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



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION FOR TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

..... JAMBO FOOD PRODUCTS LIMITED

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

..... 114-715-875

with effect from 19-09-2011

P. N. Kassera

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

NOTE THE REQUIREMENTS UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED FURTHER

TFDA

C01/DFS/FR&E/G/001
Rev.No.0

CERTIFICATE OF PREPACKED FOOD REGISTRATION

This is to certify that the food described below has been registered in Tanzania subject to conditions indicated.

Brand/Trade name: **USNA BOM JESUS S/A**

Common name: **Brazilian Brown Sugar**

Product registration number: **TAN 12 FF 006154**

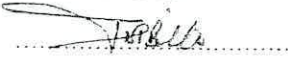
Name of Registrant: **Jambo Food Products Limited**
Address: **Plot No. 1, Mhumbu Street,
P.O.Box 71,
Shinyanga
TANZANIA**

Name of manufacturer: **CABC DE SANTO AGOSTINHO-PE**
Address: **CNPJ:10.785.202/000/-40 industria bransileira
-
BRAZIL**

This certificate expires on: **July 25, 2017**

Date of Registration: **July 25, 2012**

Name: **Hiiti B. Sillo**

Signature and Seal: 

Designation: **Director General**

CONDITIONS

- 1.This certificate shall apply to the food for which it is issued.
- 2.This certificate shall cease immediately if the registrant contravenes any condition upon which it was issued.
- 3.This certificate can be revoked, suspended, cancelled, or cease to operate immediately after the expiry of time.

C.I

TANZANIA



Certificate of Incorporation

Section 15

No 84560

I HEREBY CERTIFY THAT

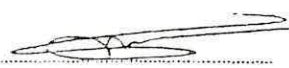
JAMBO FOOD PRODUCTS LIMITED

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

Given under my hand at Dar es salaam

this 18TH day of JULY

TWO THOUSAND AND ELEVEN.


Asst. Registrar of Companies

THE COMPANIES ACT 2002

COMPANY LIMITED BY SHARES

MEMORANDUM

AND
ARTICLES OF ASSOCIATION
OF

JAMBO FOOD PRODUCTS LIMITED

.....
Incorporated this day of 2011
.....

Drawn by
OSCAR K. SALUM
MUBA RIVER
P.O. BOX 71
CHINYANGA

THE COMPANIES ACT 2002
COMPANY LIMITED BY SHARES
MEMORANDUM OF ASSOCIATION
OF



JAMBO FOOD PRODUCTS LIMITED

11/09/15
11/09/15

11/09/15
11/09/15


1. The name of the company "JAMBO FOOD PRODUCTS LIMITED"
2. The Registered office of the Company will be situated in Tanzania.
3. The objects for which the Company is established are:
 - (a) To be general food manufacturers, processors, packers and suppliers, to be exporters markets, to be fruits and vegetable canners, to be manufacturers of wine rosela and pineapple wine, fresh fruit juices and other beverages and to be bottlers and or canneries of same to manufacture tomato sauces and ketchups, chili sauces, salad dressing cream, dried soup formulate and all kinds of food additives for local export markets, to be importers and distributors of all kinds of foodstuffs.
 - (b) To buy, sell, import, produce, manufacture and deal in food and food products, meat, fish, groceries, fruits, confectionery, grain millers and padres, other beverages, whether alcoholic or not, tobacco, chemists and druggists suppliers, linen, furniture, furnishings and other articles required by visitors to the company's premises and others.
 - (c) To manufacture, sell and generally trade in all type of alcoholic and non-alcoholic beverages including, but not limited to grain-based , opaque beer, clear beer, whiskey, gin, vodka, brandy, rum, soya and milk based beverages, flavoured drinks, juices, packaged portable water etc. in different sizes of liquid packs as well as in the form of powder. Materials and deal in the livestock and or the veterinary health care products to farmers and stockists, to buy, sell, supply, distribute whether in retail or wholesale fertilizers, insecticides, fungicides, growth stimulants, agro seeds, farm implements and tools, animal feeds, veterinary drugs and any related goods in import and export agriculture and food technology, industries and equipment, manufacture and semi processed product sin Tanzania and other
 - (d) To carry on all manner of business, trade, practice and service such as but not limited to and in particular General trading in all manner of merchandise, produce, food, minerals and al forms of consumer and capital goods, services and commodities of whatever description.
 - (e) To carry on the business of merchants, traders and agents for import, export, purchase and sale or merchandise, goods, materials commodities

Several persons whose names and addresses are subscribed, are hereby being formed into a company, in pursuance of this Memorandum of Association, and we respectively agree to take the number of shares in the Company set opposite our respective names.

Names, Addresses, and Description of Subscribers.	Number of shares taken by each Subscriber	Signature
KHAMIS SALUM P O BOX 71 SPINYANGA	800	
KHAMIS SALUM P O BOX 71 SPINYANGA	200	

Witnessed at Nyabingi this 10th day of June 2011

Witness to the above signatures

Name : Nguyen Thanh
 Signature : 
 Postal Address : 10001 ...
 Qualification : ...

THE COMPANIES ACT NO. 12 OF 2002
PRIVATE COMPANY LIMITED BY SHARES

ARTICLES OF ASSOCIATION

JAMBO FOOD PRODUCTS LIMITED

Special
12/11/2011

12/11/2011
ASPC
12/11/2011

1. In these articles:-

"the Act" means the Companies Act;

"the articles" means the act of the company;

"clear days" in relation to the period of a notice means that period excluding the day when the notice is given or deemed to be given and the day for which it is given or on which it is to take effect;

"the seal" means any person appointed to perform the duties of the secretary of the company;

"Secretary" shall mean any person appointed to perform the duties of Secretary of the Company;

Expressions referring to writing shall, unless the contrary intention appears, be construed as including references to printing, lithography, photograph, and other modes of representing or reproducing words in a visible form.

Unless the context otherwise requires, words or expressions contained in these articles shall bear the same meaning as in the Act or any statutory modification thereof in force at the date at which these articles become binding on the company.



MEMBERS

2. The number of members with which the company proposes to be registered is but the directors may from time to time register an increase of members.
3. The subscribers to the memorandum of association and such other persons as the directors shall admit to membership shall be members of the company.

GENERAL MEETINGS

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

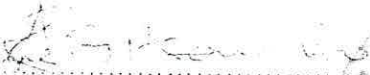
... notice to be given to or by any person pursuant to the act shall be in writing except that a notice calling a meeting of directors need not be in writing. The company may give any notice to a member either personally or by sending it by post in a prepared envelope addressed to the member at his registered 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.

Names, Addresses, and Description of Subscribers.	Number of shares taken by each Subscriber	Signature
SALUM KHAMIS SALUM P. O. BOX 71 SHINYANGA	800	
ALEXIAN KHAMIS SALUM P. O. BOX 71 SHINYANGA	200	

Witnessed at Niinda this 18th day of July 2011

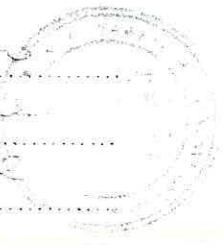
WITNESS to the above Signatures:-

Name : Hindia Mushi

Signature : 

Postal Address : P. O. Box 71, Shinyanga

Qualification : Member





6B/B/SATY/me/12/12

AFISA BIASHARA WA MANISPAA

B

MANISPAA SHINYANGA
114 - 715 - 875
M/S TANBOFOS PRODUCTS LTD
KINANGA CHA SAKA MATI (107)
SHINYANGA
INDUSTRIAL AREA

Shahid - Shikabudde

MUDA

12/11

16.09/2011
AFISA BIASHARA WA MANISPAA
SHINYANGA



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION

FOR

TAXPAYER IDENTIFICATION NUMBER (TIN)

ISSUED UNDER SECTION 72 OF THE INCOME TAX ACT NO. 11 OF 2004

THIS IS TO CERTIFY THAT

..... JAMBO FOOD PRODUCTS LIMITED

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

..... 114-715-875

with effect from 19-09-2011

P. N. Kassera

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

TFDA

C01/DFS/FR&E/G/001
Rev.No.0

CERTIFICATE OF PREPACKED FOOD REGISTRATION

This is to certify that the food described below has been registered in Tanzania subject to conditions indicated.

Brand/Trade name: **USNA BOM JESUS S/A**

Common name: **Brazilian Brown Sugar**

Product registration number: **TAN 12 FF 006154**

Name of Registrant: **Jambo Food Products Limited**
Address: **Plot No. 1, Mhumbu Street,
P.O.Box 71,
Shinyanga
TANZANIA**

Name of manufacturer: **CABC DE SANTO AGOSTINHO-PE**
Address: **CNPJ:10.785.202/000/-40 industria bransileira
-
BRAZIL**

This certificate expires on: **July 25, 2017**

Date of Registration: **July 25, 2012**

Name: **Hiiti B. Sillo**

Signature and Seal: 

Designation: **Director General**

CONDITIONS

- 1.This certificate shall apply to the food for which it is issued.
- 2.This certificate shall cease immediately if the registrant contravenes any condition upon which it was issued.
- 3.This certificate can be revoked, suspended, cancelled, or cease to operate immediately after the expiry of time.



00218202

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

042089

No:

This is to certify that

JAMBO FOOD PRODUCTS LIMITED

of address
P.O. BOX 71

SHINYANGA

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

JAMBO FOOD PRODUCTS LIMITED

Which is located at
PLOT NO. 1 MHUMBU

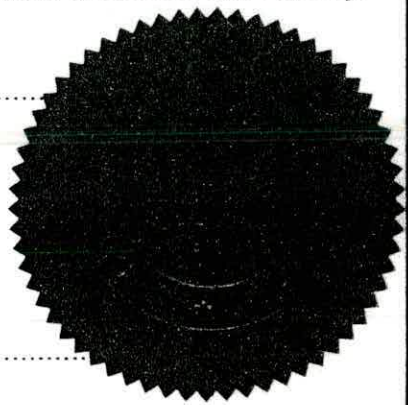
SHINYANGA TOWNSHIP

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

.....
Ag. Executive Director

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

Dated 18TH NOVEMBER 2011





EXPORT PROCESSING ZONES AUTHORITY

No. 088D

LICENSE GRANTED BY

EXPORT PROCESSING ZONES AUTHORITY

TO

M/S JAMBO FOOD PRODUCTS LIMITED

Of P. O BOX 71, SHINYANGA

TO DESIGN, FINANCE, CONSTRUCT, INSURE AND OWN THE INDUSTRIAL BUILDINGS FOR EXPORT PROCESSING ZONES OPERATIONS

SITUATED ON

BLOCK 'A', PLOT NO. 59,60,61,62,63,64,65,66,67,68,69 AND 70
BAGAMOYO SPECIAL ECONOMIC ZONE

This License is issued under Section 5 of the Export Processing Zones Act No. 11 of 2002 as amended by the Export Processing Zones (Amendments) Act of 2006 and is valid

From 1ST Day of NOVEMBER 2013

(Subject to terms and conditions attached hereto)



1ST NOV; 2013

JAMBO FOOD PRODUCTS LIMITED
P.O. BOX 71 SHINYANGA

FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2012

PLACE HOTEL LIMITED
DAR ES SALAAM

28

DIRECTORS REPORT.

The Directors submit their report and the financial Statements for the year-ended 31st December 2012.

Principal activities.

The Company's main activities include the provision of General Merchandise business

Results for the year.

The Company's operating results for the year ended 31st December 2012 are shown on the Income Statement set out on page 3 of these financial statements.

Directors. -Salum Khamis Salum Tanzanian

Directors. -Suleiman Khamis Salum Tanzanian

Employee welfare

The Company's employment terms are reviewed annually to ensure that they continue to meet statutory and market conditions. The company communicates with its employees through regular management and staff meetings and through circulars. Training is mainly conducted in- house.

Corporate governance

The Directors believe that high standards of corporate governance directly influence the company's stakeholders' confidence and the management recognizes the importance of integrity, transparency, responsibility and accountability.

Solvency

The company's state of affairs at 31st December 2012 is set out on page 4 of these financial statements. The company is solvent and the shareholders are committed to provide financial support.

Statutory Payroll Remittances.

The directors confirm that they are aware of and have taken full responsibility for, the accuracy of disclosures made to the financial statements in respect of remittances for social security fund contributions and other statutory payroll deductions respectively.

Auditors

Logica Accountant And Business Advisers have expressed their willingness to continue in office and are eligible for re-appointment.

BY ORDER OF THE DIRECTORS.....

.....


Director

.....
21/04/2013

Date

JAMBO FOOD PRODUCTS LIMITED

STATEMENT OF PROFIT AND OTHER COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31ST DECEMBER 2012

		2012
	NOTE	T.SHS
TURNOVER	3	2,372,656,500
Less COST OF SALES	4	<u>1,588,655,150</u>
GROSS PROFIT		784,001,350
Less EXPENSES		
PERSONNEL EXPENSES	5	86,171,011
OPERATING EXPENSES	6	138,059,560
FINANCIAL CHARGES		131,476,835
DEPRECIATION	7	<u>9,185,500</u>
TOTAL EXPENSES		<u>364,892,906</u>
NET PROFIT BEFORE TAX		<u>419,108,444</u>
PROVISION FOR TAXATION	8	<u>125,732,533</u>
NET PROFIT AFTER TAX		<u>293,375,911</u>

Auditor's Report is on page 2
Notes 1 to 12 form part of the Accounts

DIRECTOR.....

DATE.....

JAMBO FOOD PRODUCTS LIMITED
STATEMENT OF FINANCIAL POSITION
AS AT 31ST DECEMBER 2012

	NOTE	2012 T.SHS
NON CURRENT ASSETS		
PROPERTY, PLANT AND EQUIPMENT	7	5,394,286,500
CURRENT ASSETS		
Inventory	9	2,466,282,000
Receivables		204,427,420
Cash in Hand and At Bank		<u>8,726,838</u>
TOTAL CURRENT ASSETS		2,679,436,258
 TOTAL ASSETS		 <u>8,073,722,758</u>
 EQUITY QND LIABILITIES		
EQUITY		
Capital	10	10,000,000
Advance Towards Share Capital	11	990,000,000
Capital Reserve	12	4,800,000,000
Retained Earnings		<u>293,375,911</u>
TOTAL EQUITY		<u>6,093,375,911</u>
 TERM LOAN		 <u>447,915,420</u>
Less CURRENT LIABILITIES		
Payables		4,785,200
Overdraft		1,426,713,694
Provision for Taxation	8	<u>100,932,533</u>
TOTAL CURRENT LIABILITIES		<u>1,532,431,427</u>
 TOTAL EQUITY LIABILITIES		 <u>8,073,722,758</u>

Auditor's Report is on page 2
Notes 1 to 12 form part of the Accounts

DIRECTOR 

DATE 21/01/13

JAMBO FOOD PRODUCTS LIMITED

STATEMENT OF CHANGE IN EQUITY

FOR THE YEAR ENDED 31ST DECEMBER 2012

	CAPITAL	RETAINED EARNINGS	TOTAL
Balance 1.1.2012	10,000,000	-	10,000,000
Profits for The Year 2012	-	293,375,911	293,375,911
Advance Towards Share capital	990,000,000	-	990,000,000
Capital Reserve	4,800,000,000	-	4,800,000,000
Balance 31.12.2012	5,800,000,000	293,375,911	6,093,375,911

Auditor's Report is on page 2
 Notes 1 to 12 form part of the Accounts

DIRECTOR.....

DATE 21/04/13

JAMBO FOOD PRODUCTS LIMITED
STATEMENT OF CASHFLOWS
FOR THE YEAR ENDED 31ST DECEMBER 2012

PROJECTED CASHFLOW STATEMENT	2012 T.SHS
OPERATING ACTIVITIES	
Net Income	419,108,444
Adjustments for non cash items	
Depreciation	9,185,500
Change in Working Capital	
Inventory	(2,466,282,000)
Receivables and Prepayments	(204,427,420)
Overdraft	1,426,713,694
Payables and Accrued Charges	4,785,200
Total	(1,239,210,526)
Total Cash Inflow from Operating Activities	(810,916,582)
Less Tax Paid	(24,800,000)
Net Cash Inflow From Operating Activities	(835,716,582)
INVESTING ACTIVITIES	
Acquisition of Fixed Assets	(5,403,472,000)
Disposals of Assets	-
Net Cash Outflow From Investing Activities	(5,403,472,000)
FINANCING ACTIVITIES	
Capital	10,000,000
Advance Towards Share Capital	990,000,000
Capital Reserve	4,800,000,000
Loan	500,000,000
Loan Repayment	(52,084,580)
Net Cash Inflow (Outflow) From Financing Activities	6,247,915,420
CASH AND CASH EQUIVALENTS	
Increase / (Decrease) In Cash And Cash Equivalents	8,726,838
Cash and Cash Equivalents at the Beginning of Year	-
Cash and Cash Equivalents at the End of Year	8,726,838

Auditor's Report is on page 2
Notes 1 to 12 form part of the Accounts

DIRECTOR.....

DATE 21/01/2013

JAMBO FOOD PRODUCTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS - continued

1. SIGNIFICANT ACCOUNTING POLICIES:

The principal accounting policies in the preparation of these financial statements are set out below:

(a) **Basis of Accounting**

International Financial Reporting Standards (IFRS). The Financial Statements have been prepared under the historical cost convention and on the going concern basis. No other adjustments have been made for inflationary factors affecting the accounts. The presentation of these Financial Statements is in compliance with International Accounting Standards 1 (IAS 1).

(b) **Income Recognition:**

Income is recognized on accrual basis. This comprises the fair value of services rendered during the year net of Value Added Tax and discounts.

(c) **Property, Machinery, and Equipment.**

Property, machinery and equipment are recorded at cost, which includes expenditure that is directly attributable to the acquisition of the items.

Depreciation is calculated to write off the cost of the fixed assets over their estimated lives on the reducing balance method.

Land and Buildings	nil%
Equipment and Machines	12.5%
Furniture and Fittings	12.50%
Motor Vehicles	25.00%

(d) **Inventories**

Inventories are stated at the lower of cost or net realizable value. In general, cost is determined on First in First out (FIFO) basis. Full provision is made in the accounts for obsolete and damaged stock.

JAMBO FOOD PRODUCTS LIMITED
NOTES TO THE FINANCIAL STATEMENTS - continued

(e) Trade Receivables

Receivables are recognized initially at the fair value and subsequently measured at cost less provision for bad and doubtful receivables made at the following rates:

Age of Debt	Percentage
Less than one year	0%
1-2 Years	50%
Over 2 years	100%

(f) Translation of Foreign Currencies

Items included in the financial statements are measured in Tanzanian Shillings (TZS) at rates ruling at the transaction date. Monetary assets and liabilities at the balance sheet date which are expressed in foreign currencies are translated in Tanzanian Shillings at rates ruling at that date. The foreign exchange gains or losses resulting from such transactions are recognized in the income statement.

(g) Cash and Cash Equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of the cash flow statement, cash and cash equivalents comprise cash on hand and cash and deposits at banks.

(h) Comparative Figures

Previous year's figures have been re-arranged wherever necessary to make them comparable with current year's figures.

2. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS:

Estimates and judgments are continually evaluated and are based on historical experience and other factors including experience of future events that are believed to be reasonable under the circumstances.

(i) Critical accounting estimates and assumptions:

Critical estimates are made by the DIRECTORS in determining depreciation rates for property, machinery and equipment and their residual values. The rates used are set out in note 1 (c).

(ii) Critical judgments in applying the entity's accounting policies:

In the process of applying the company's accounting policies, management has made judgments in determining whether assets are impaired.

JAMBO FOOD PRODUCTS LIMITED

NOTES TO THE ACCOUNTS

2012

T.SHS

3. INCOME

Water And Cola Products	-
Supermarket	1,247,854,200
Rice Mill	<u>1,124,802,300</u>
TURNOVER	<u>2,372,656,500</u>

4. COST OF SALES

Opening Inventory	-
Purchases	<u>4,054,937,150</u>
Goods Available for Sale	4,054,937,150
Less Closing Stock	<u>2,466,282,000</u>
COST OF SALES	<u>1,588,655,150</u>

5. PERSONNEL EXPENSES

Salaries and Wages	72,604,320
Skills and Development Levy	4,356,259
Social Security	7,260,432
Medical Expenses	<u>1,950,000</u>
TOTAL	<u>86,171,011</u>

JAMBO FOOD PRODUCTS LIMITED
NOTES TO THE ACCOUNTS

	2012
6. OPERATING EXPENSES	T.SHS
Audit Fees	600,000
Electricity and Water	17,606,160
Fuel and Lubricants	39,678,400
Fumigation	650,000
Packaging	8,105,000
Land and Property Tax	3,310,000
Legal Fees	750,000
Licences and Levies	3,034,000
Motor Vehicle Running Expenses	8,055,000
Printing and Stationery	4,080,000
Repairs and Maintenance	7,776,000
Sanitation	3,710,000
Telephone, Fax and Postage	4,590,000
Transport and Travelling	<u>36,115,000</u>
TOTAL	<u>138,059,560</u>

7. SCHEDULE OF NON CURRENT ASSETS AND DEPRECIATION

JAN-DEC 20012	LAND & BULDINGINGS	VEHICLES	PLANT & MACHINES	FURNITURE & EQUIPMENT	TOTAL
COST 1.1.12	-	-	-	-	-
ADDITIONS-(IMPAIRMENT)	776,280,000	25,200,000	4,590,450,000	11,542,000	5,403,472,000
TOTAL	776,280,000	25,200,000	4,590,450,000	11,542,000	5,403,472,000
DEPRECIATION B/F	-	-	-	-	-
DEPRECIATION FOR YR	-	6,300,000	-	2,885,500	9,185,500
ACC. DEPRECIATION	-	6,300,000	-	2,885,500	9,185,500
NET CARRYING VALUE 31.12.2012	776,280,000	18,900,000	4,590,450,000	8,656,500	5,394,286,500

JAMBO FOOD PRODUCTS LIMITED
NOTES TO THE ACCOUNTS

8. TAXATION

	2012
	T.SHS
Balance B/f	-
Taxation for Year	<u>125,732,533</u>
Total	<u>125,732,533</u>
Tax paid	<u>(24,800,000)</u>
Balance c/f	<u>100,932,533</u>

9. INVENTORY

Plastics	-
Flavours	-
Preforms	-
Water	-
COla & Juice	-
Sugar	2,045,745,000
Supermarket Mixed Goods	<u>420,537,000</u>
TOTAL	<u>2,466,282,000</u>

10. CAPITAL

Authorised Share Capital

10,000 Ordinary Shares @ 1,000	10,000,000
--------------------------------	------------

Issued and Paid Up

10,000 Ordinary Shares @ 1,000	10,000,000
--------------------------------	------------

11. ADVANCE TOWARDS SHARE CAPITAL

Amount has been set up as Advance towards Share Capital

12. CAPITAL RESERVE

The Capital Reserve have resulted from the valuation of Assets

JAMBO OIL MILL AND GINNERIES LIMITED
P.O.BOX 71 SHINYANGA

FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2012

**JAMBO OIL MILL AND GINNERIES LIMITED
SHINYANGA**

DIRECTORS REPORT.

The Directors submit their report and the financial Statements for the year-ended 31st December 2012.

Principal activities.

The Company's main activities include dealing in seed cotton buying, ginning, Oil Milling, petroleum products, transport and manufacturing.

Results for the year.

The Company's operating results for the year ended 31st December 2012 are shown on the Income Statement set out on page 3 of these financial statements.

Directors.

The Directors of the Company at the date of this report are as follows: -

Name	Position	Nationality
Salum Khamis Salum	Director	Tanzanian
Suleiman Khamis Salum	Director	Tanzanian

Employee welfare

The Company's employment terms are reviewed annually to ensure that they continue to meet statutory and market conditions. The company communicates with its employees through regular management and staff meetings and through circulars. Training is mainly conducted in-house.

Corporate governance

The Directors believe that high standards of corporate governance directly influence the company's stakeholders' confidence and the management recognizes the importance of integrity, transparency, responsibility and accountability.

Solvency

The company's state of affairs at 31st December 2012 is set out on page 4 of these financial statements. The company is solvent and the shareholders are committed to provide financial support.

Statutory Payroll Remittances.

The directors confirm that they are aware of and have taken full responsibility for, the accuracy of disclosures made to the financial statements in respect of remittances for social security fund contributions and other statutory payroll deductions respectively.

Auditors

Logica Accountant And Business Advisers have expressed their willingness to continue in office and are eligible for re-appointment.

BY ORDER OF THE DIRECTORS.....

.....
Director

.....
Date



Logica Accountants & Business Advisers
CERTIFIED PUBLIC ACCOUNTANTS

Corner of Azikiwe and Ghana Avenue
Room No. 2 Cathedral of St. Alban Compounds
TEL: 022 2120794 CEL +22578715858
P.O. BOX 12908 DAR ES SALAAM
Email: logicabel@yahoo.com

REPORT OF THE AUDITORS

We have examined the financial statements **Jambo Food Products Limited** on pages 3 to 11 in accordance with approved Auditing Standards. The Financial Statements are in agreement with the accounting records and we obtained the information and explanations we required.

Respective Responsibilities of the Directors and Auditors

The Directors are responsible for the preparation of the Financial Statements. Our responsibility is to form an independent opinion, based on our audit on those statements and to report our opinion to you.

Basis of Opinion

We conducted our audit in accordance with generally accepted auditing standards. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the Financial Statements. It also includes an assessment of the significant estimates and judgments made by the Directors in the preparation of the Financial Statements, and of whether the accounting policies are appropriate to the business's circumstances consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations, which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the Financial Statements are free from material mis-statements. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the Financial Statements.

As is common with many businesses of similar size and organization, the business's system of internal control is dependent upon the involvement of the Directors. Where independent confirmation of the completeness of the accounting records was not available, we have accepted management representations from the Directors that all the business's transactions have been properly reflected in the accounts.

Opinion

In our opinion, the Financial Statements, which have been prepared under the historical cost convention, give a true and fair view of the state of the business's affairs as at 31st December 2012 and of its results for the year ended on that date

S. Jambere
Logica Accountants & Business Advisers
CERTIFIED PUBLIC ACCOUNTANTS
DAR ES SALAAM

Date *30th October 2013* 2



JAMBO OIL MILL AND GINNERIES LIMITED

**STATEMENT OF PROFIT AND OTHER COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31ST DECEMBER 2012**

	NOTE	31.12.2012 T.SHS	31.12.2011 T.SHS
TURNOVER	3	49,381,517,740	29,872,726,390
Less COST OF SALES	4	<u>38,185,503,090</u>	<u>23,156,285,140</u>
GROSS PROFIT		11,196,014,650	6,716,441,250
Less EXPENSES			
PERSONNEL EXPENSES	5	219,517,850	208,960,260
OPERATING EXPENSES	6	2,001,361,800	1,751,920,170
FINANCIAL CHARGES		1,288,607,836	584,787,400
DEPRECIATION	7	<u>931,378,400</u>	<u>929,303,960</u>
TOTAL EXPENSES		<u>4,440,865,886</u>	<u>3,474,971,790</u>
NET PROFIT BEFORE TAX		<u>6,755,148,764</u>	<u>3,241,469,460</u>
Less PROVISION FOR TAXATION	10	<u>2,026,544,629</u>	<u>972,440,838</u>
NET PROFIT AFTER TAX		<u>4,728,604,135</u>	<u>2,269,028,622</u>

Accountant's Report is on page 1
Notes 1 to 10 form part of the Accounts

DIRECTOR

DATE.....

JAMBO OIL MILL AND GINNERIES LIMITED

**STATEMENT OF FINANCIAL POSITION
AS AT 31st DECEMBER 2012**

	NOTE	31.12.2012 T.SHS	31.12.2011 T.SH
NON CURRENT ASSETS			
PROPERTY, PLANT AND EQUIPMENT	7	11,764,643,058	11,610,682,13
CURRENT ASSETS			
Inventory		16,852,467,212	8,548,419,60
Receivables		1,777,031,027	985,194,88
Cash in Hand and At Bank		<u>25,784,520</u>	<u>10,341,11</u>
TOTAL CURRENT ASSETS		<u>18,655,282,759</u>	<u>9,543,955,60</u>
 TOTAL ASSETS		 <u>30,419,925,817</u>	 <u>21,154,637,73</u>
 EQUITY QND LIABILITIES			
EQUITY			
Capital	8	10,000,000	10,000,00
Advance Towards Share Capital	9	8,243,764,840	8,243,764,84
Retained Earnings		<u>13,274,579,317</u>	<u>8,545,975,18</u>
TOTAL EQUITY		<u>21,528,344,157</u>	<u>16,799,740,02</u>
 Term Loan		 431,325,960	
 CURRENT LIABILITIES			
Payables		831,325,960	1,636,848,40
Overdraft		6,602,385,111	2,084,185,02
Provision for Taxation	10	<u>1,026,544,629</u>	<u>633,864,28</u>
TOTAL CURRENT LIABILITIES		<u>8,460,255,700</u>	<u>4,354,897,71</u>
 TOTAL EQUITY AND LIABILITIES		 <u>30,419,925,817</u>	 <u>21,154,637,73</u>

Accountant's Report is on page 1
Notes 1 to 10 form part of the Accounts

DIRECTOR.....

DATE.....

JAMBO OIL MILL AND GINNERIES LIMITED

**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31ST DECEMBER 2012**

	CAPITAL	RETAINED EARNINGS	TOTAL
Balance 31.12.11	10,000,000	6,276,946,560	6,286,946,560
Profits for 2011	-	2,269,028,622	2,269,028,622
Advance Towards Share capital	8,243,764,840	-	8,243,764,840
Balance 31.12.2011	8,253,764,840	8,545,975,182	16,799,740,022
Profits for the Period		4,728,604,135	4,728,604,135
Balance 31.12.2012	8,253,764,840	13,274,579,317	21,528,344,157

Accountant's Report is on page 1
Notes 1 to 10 form part of the Accounts

DIRECTOR

DATE.....

JAMBO OIL MILL AND GINNERIES LIMITED
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31ST DECEMBER 2012

	31.12. 2012 T.SHS	31.12.2011 T.SHS
OPERATING ACTIVITIES		
Net Income	6,755,148,764	3,241,469,460
Adjustments for non cash items		
Depreciation	931,378,400	929,303,960
Change in Working Capital		
Inventory	(8,304,047,612)	(3,388,927,360)
Receivables and Prepayments	(791,836,139)	(367,717,258)
Overdraft	4,518,200,086	206,670,465
Payables and Accrued Charges	(805,522,440)	491,108,400
Total	(5,383,206,105)	(3,058,865,753)
Total Cash Inflow from Operating Activities	2,303,321,059	1,111,907,667
Less Tax Paid	(1,633,864,288)	(738,576,550)
Net Cash Inflow From Operating Activities	669,456,771	373,331,117
INVESTING ACTIVITIES		
Acquisition of Fixed Assets	(1,085,339,328)	(436,500,000)
Disposals of Assets	-	-
Net Cash Outflow From Investing Activities	(1,085,339,328)	(436,500,000)
FINANCING ACTIVITIES		
Capital		-
Term Loan	465,000,000	
Loan Repayment	(33,674,040)	-
Net Cash Inflow (Outflow) From Financing Activities	431,325,960	-
CASH AND CASH EQUIVALENTS		
Increase / (Decrease) In Cash And Cash Equivalents	15,443,403	(63,168,883)
Cash and Cash Equivalents at the Beginning of Year	10,341,117	73,510,000
Cash and Cash Equivalents at the End of Year	25,784,520	10,341,117

Accountant's Report is on page 1
Notes 1 to 10 form part of the Accounts

DIRECTOR

DATE.....

JAMBO OIL MILL AND GINNERIES LIMITED

NOTES TO THE FINANCIAL STATEMENTS

NOTES TO THE FINANCIAL STATEMENTS

1. SIGNIFICANT ACCOUNTING POLICIES:

The principal accounting policies in the preparation of these financial statements are set out below:

(a) Basis of Accounting

International Financial Reporting Standards (IFRS). The Financial Statements have been prepared under the historical cost convention and on the going concern basis. No other adjustments have been made for inflationary factors affecting the accounts. The presentation of these Financial Statements is in compliance with International Accounting Standards 1 (IAS 1).

(b) Income Recognition:

Income is recognized on accrual basis. This comprises the fair value of services rendered during the year net of Value Added Tax and discounts.

(c) Property, Machinery, and Equipment.

Property, machinery and equipment are recorded at cost, which includes expenditure that is directly attributable to the acquisition of the items.

Depreciation is calculated to write off the cost of the fixed assets over their estimated lives on the straight line method.

Land and Buildings	2%
Plant and Machinery	12.5%
Motor Vehicles	25%
Furniture & Fittings	12.5%

(d) Inventories

Inventories are stated at the lower of cost or net realizable value. In general, cost is determined on First in First out (FIFO) basis. Full provision is made in the accounts for obsolete and damaged stock.

JAMBO SPINNINGMILL LIMITED
NOTES TO THE FINANCIAL STATEMENTS continued

(e) Trade Receivables

Receivables are recognized initially at the fair value and subsequently measured at cost less provision for bad and doubtful receivables made at the following rates:

Age of Debt	Percentage
Less than one year	0%
1-2 Years	50%
Over 2 years	100%

(f) Translation of Foreign Currencies

Items included in the financial statements are measured in Tanzanian Shillings (TZS) at rates ruling at the transaction date. Monetary assets and liabilities at the balance sheet date which are expressed in foreign currencies are translated in Tanzanian Shillings at rates ruling at that date. The foreign exchange gains or losses resulting from such transactions are recognized in the income statement.

(g) Cash and Cash Equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of the cash flow statement, cash and cash equivalents comprise cash on hand and cash and deposits at banks.

(h) Comparative Figures

Previous year's figures have been re-arranged wherever necessary to make them comparable with current year's figures.

2. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS:

Estimates and judgments are continually evaluated and are based on historical experience and other factors including experience of future events that are believed to be reasonable under the circumstances.

(i) Critical accounting estimates and assumptions:

Critical estimates are made by the Directors in determining depreciation rates for property, machinery and equipment and their residual values. The rates used are set out in note 1 (c).

(ii) Critical judgments in applying the entity's accounting policies:

In the process of applying the company's accounting policies, management has made judgments in determining whether assets are impaired.

JAMBO OIL MILL AND GINNERIES LIMITED
NOTES TO THE FINANCIAL STATEMENTS

	31.12.2012	30.12.2011
	T.SHS	T.SHS
3. INCOME		
Ginnery	34,609,439,550	18,822,302,360
Oil mill, Plastics & Food Products	1,397,848,550	1,161,931,270
Petroleum Products	12,204,573,140	8,784,521,200
Rice Mill	1,169,656,500	1,103,971,560
TOTAL	<u>49,381,517,740</u>	<u>29,872,726,390</u>
4. COST OF SALES		
Opening Inventory	8,548,419,600	5,159,492,240
Purchases	46,489,550,702	26,545,212,500
Goods Available for Sale	55,037,970,302	31,704,704,740
Less Closing Stock	16,852,467,212	8,548,419,600
COST OF SALES	<u>38,185,503,090</u>	<u>23,156,285,140</u>
5. PERSONNEL EXPENSES		
Salaries and Wages	190,832,670	181,207,610
Skills and Development Levy	9,767,780	9,504,620
Social Security	16,290,600	15,864,600
Medical Expenses	2,626,800	2,383,430
TOTAL	<u>219,517,850</u>	<u>208,960,260</u>
6. OPERATING EXPENSES		
Audit Fees	1,600,000	1,500,000
Electricity and Water	239,230,380	174,722,280
Fuel and Lubricants	594,519,380	551,645,180
Fumigation	1,941,270	794,480
Gunny Bags and Twines	222,558,300	204,410,720
Land and Property Tax	4,332,150	4,102,600
Legal Fees	510,000	427,800
Licences and Levies	11,634,110	9,819,750
Motor Vehicle Running Expenses	50,469,670	39,691,040
Printing and Stationery	4,460,170	3,764,600
Repairs and Maintenance	282,206,060	221,678,380
Sanitation	5,372,480	4,534,630
Telephone, Fax and Postage	8,094,930	6,832,510
Transport and Ginning Inputs	36,527,450	19,238,460
Transport and Travelling	537,905,450	508,757,740
TOTAL	<u>2,001,361,800</u>	<u>1,751,920,170</u>

JAMBO OIL MILL AND GINNERIES LIMITED

NOTES TO THE FINANCIAL STATEMENTS – CONTINUED

7. PROPERTY, PLANT AND EQUIPMENT

2012	PROPERTY	VEHICLES	PLANT & MACHINES	FURNITURE & EQUIPMENT	TOTAL
COST 1.01.2012	6,399,100,000	270,675,000	8,841,434,000	68,869,000	15,580,078,000
ADDITIONS-(IMPAIRMENT)	272,000,000	-	813,339,328	-	1,085,339,328
TOTAL	6,671,100,000	270,675,000	9,654,773,328	68,869,000	16,665,417,328
DEPRECIATION B/F	376,318,270	228,052,550	3,348,973,650	16,051,400	3,969,395,870
DEPRECIATION FOR YR	125,895,630	10,655,610	788,224,960	6,602,200	931,378,400
ACC. DEPRECIATION	502,213,900	238,708,160	4,137,198,610	22,653,600	4,900,774,270
NET CARRYING AMOUNT AT 31.12.2012	6,168,886,100	31,966,840	5,517,574,718	46,215,400	11,764,643,058
NET CARRYING AMOUNT AT 31.12.2011	6,022,781,730	42,622,450	5,492,460,350	52,817,600	11,610,682,130

8. Authorized Share Capital

10,000 Shares of T.Shs. 1,000 each T.Shs. 10,000,000

9. Advance Towards Share Capital

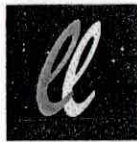
The amount stated in the accounts represents funds paid in by the Shareholders for future capitalization

10. Taxation

	2012	2011
	T.SHS	T.SHS
Tax brought Forward	633,864,288	400,000,000
Tax For The Year	2,026,544,629	972,440,838
Tax Paid	<u>(1,633,864,288)</u>	<u>(738,576,550)</u>
Tax Carried Forward	<u>1,026,544,629</u>	<u>633,864,288</u>

JAMBO FOOD PRODUCTS LIMITED
P.O. BOX 71 SHINYANGA

MANAGEMENT ACCOUNTS
FOR NINE MONTHS 30TH SEPTEMBER 2013



Logica Accountants & Business Advisers

CERTIFIED PUBLIC ACCOUNTANTS

Corner of Azikiwe and Ghana Avenue
Room No. 2 Cathedral of St. Alban Compounds
TEL: 022 2120794
P.O. BOX 12908 DAR ES SALAAM
Email: logicabel@yahoo.com

ACCOUNTANTS REPORT

The annexed Statement of Financial Position, Statement of Profit and other Comprehensive Income and Statement of Cashflows of **Jambo Food Products Limited** for 9 months ended 30th September 2013 have been prepared by us from ledger, cashbook, Journal and information and explanations given by the proprietor. In our opinion, proper books of account have been kept.

Except in so far as the foregoing work has been of that nature, we have not carried out an audit. In our opinion, the accounts are properly drawn up so far as to show a true and fair view of the state of affairs of the business for 9 months ended 30th September 2013, and for the results of the business for the period ended on that date.

J. Jambiri
Logica Accountants & Business Advisers

CERTIFIED PUBLIC ACCOUNTANTS REG PF 172
DAR ES SALAAM

Date: *30th October 2013*



JAMBO FOOD PRODUCTS LIMITED

**STATEMENT OF PROFIT AND OTHER COMPREHENSIVE INCOME
FOR NINE MONTHS 30TH SEPTEMBER 2013**

	NOTE	2013 T.SHS	2012 T.SHS
TURNOVER	3	1,908,961,780	2,372,656,500
Less COST OF SALES	4	<u>1,221,156,793</u>	<u>1,588,655,150</u>
GROSS PROFIT		687,804,987	784,001,350
Less EXPENSES			
PERSONNEL EXPENSES	5	69,268,112	86,171,011
OPERATING EXPENSES	6	85,422,280	138,059,560
FINANCIAL CHARGES		291,530,621	131,476,835
DEPRECIATION	7	<u>183,531,180</u>	<u>9,185,500</u>
TOTAL EXPENSES		<u>629,752,193</u>	<u>364,892,906</u>
NET PROFIT BEFORE TAX		<u>58,052,794</u>	<u>419,108,444</u>
PROVISION FOR TAXATION	8	<u>17,415,838</u>	<u>125,732,533</u>
NET PROFIT AFTER TAX		<u>40,636,956</u>	<u>293,375,911</u>

Auditor's Report is on page 1
Notes 1 to 12 form part of the Accounts

DIRECTOR.....

DATE.....

JAMBO FOOD PRODUCTS LIMITED

**STATEMENT OF FINANCIAL POSITION
AS AT 30TH SEPTEMBER 2013**

NON CURRENT ASSETS	NOTE	2013 T.SHS	2012 T.SHS
PROPERTY, PLANT AND EQUIPMENT	7	6,311,555,320	5,394,286,500
CURRENT ASSETS			
Inventory	9	3,423,793,752	2,466,282,000
Receivables		242,458,952	204,427,420
Cash in Hand and At Bank		<u>7,510,008</u>	<u>8,726,838</u>
TOTAL CURRENT ASSETS		3,673,762,712	2,679,436,258
TOTAL ASSETS		<u>9,985,318,032</u>	<u>8,073,722,758</u>
EQUITY QND LIABILITIES			
EQUITY			
Capital	10	10,000,000	10,000,000
Advance Towards Share Capital	11	990,000,000	990,000,000
Capital Reserve	12	5,800,000,000	4,800,000,000
Retained Earnings		<u>334,012,867</u>	<u>293,375,911</u>
TOTAL EQUITY		<u>7,134,012,867</u>	<u>6,093,375,911</u>
TERM LOAN		<u>331,990,050</u>	<u>447,915,420</u>
Less CURRENT LIABILITIES			
Payables		4,880,900	4,785,200
Overdraft		2,497,018,377	1,426,713,694
Provision for Taxation	8	<u>17,415,838</u>	<u>100,932,533</u>
TOTAL CURRENT LIABILITIES		<u>2,519,315,115</u>	<u>1,532,431,427</u>
TOTAL EQUITY LIABILITIES		<u>9,985,318,032</u>	<u>8,073,722,758</u>

Auditor's Report is on page 1
Notes 1 to 12 form part of the Accounts

DIRECTOR.....

DATE.....

JAMBO FOOD PRODUCTS LIMITED
STATEMENT OF CHANGE IN EQUITY
FOR NINE MONTHS 30TH SEPTEMBER 2013

	CAPITAL	RETAINED EARNINGS	TOTAL
Balance 1.1.2012	10,000,000	-	10,000,000
Profits for The Year 2012	-	293,375,911	293,375,911
Advance Towards Share capital	990,000,000	-	990,000,000
Capital Reserve	4,800,000,000	-	4,800,000,000
Balance 31.12.2012	5,800,000,000	293,375,911	6,093,375,911
Profits for 2023	-	40,636,956	40,636,956
Advance Towards Share capital	-	-	-
Capital Reserve	1,000,000,000	-	1,000,000,000
Balance 31.12.2013	6,800,000,000	334,012,867	7,134,012,867

Auditor's Report is on page 1
Notes 1 to 12 form part of the Accounts

DIRECTOR.....

DATE.....

JAMBO FOOD PRODUCTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS - continued

1. SIGNIFICANT ACCOUNTING POLICIES:

The principal accounting policies in the preparation of these financial statements are set out below:

(a) Basis of Accounting

International Financial Reporting Standards (IFRS). The Financial Statements have been prepared under the historical cost convention and on the going concern basis. No other adjustments have been made for inflationary factors affecting the accounts. The presentation of these Financial Statements is in compliance with International Accounting Standards 1 (IAS 1).

(b) Income Recognition:

Income is recognized on accrual basis. This comprises the fair value of services rendered during the year net of Value Added Tax and discounts.

(c) Property, Machinery, and Equipment.

Property, machinery and equipment are recorded at cost, which includes expenditure that is directly attributable to the acquisition of the items.

Depreciation is calculated to write off the cost of the fixed assets over their estimated lives on the reducing balance method.

Land and Buildings	nil%
Equipment and Machines	12.5%
Furniture and Fittings	12.50%
Motor Vehicles	25.00%

(d) Inventories

Inventories are stated at the lower of cost or net realizable value. In general, cost is determined on First in First out (FIFO) basis. Full provision is made in the accounts for obsolete and damaged stock.

JAMBO FOOD PRODUCTS LIMITED
STATEMENT OF CASHFLOWS
FOR NINE MONTHS 30TH SEPTEMBER 2013

PROJECTED CASHFLOW STATEMENT	2013	2012
	T.SHS	T.SHS
OPERATING ACTIVITIES		
Net Income	58,052,794	419,108,444
Adjustments for non cash items		
Depreciation	183,531,180	9,185,500
Change in Working Capital		
Inventory	(957,511,752)	(2,466,282,000)
Receivables and Prepayments	(38,031,532)	(204,427,420)
Overdraft	1,070,304,683	1,426,713,694
Payables and Accrued Charges	95,700	4,785,200
Total	74,857,099	(1,239,210,526)
Total Cash Inflow from Operating Activities	316,441,073	(810,916,582)
Less Tax Paid	(100,932,533)	(24,800,000)
Net Cash Inflow From Operating Activities	215,508,540	(835,716,582)
INVESTING ACTIVITIES		
Acquisition of Fixed Assets	(1,100,800,000)	(5,403,472,000)
Disposals of Assets	-	-
Net Cash Outflow From Investing Activities	(1,100,800,000)	(5,403,472,000)
FINANCING ACTIVITIES		
Capital	-	10,000,000
Advance Towards Share Capital	-	990,000,000
Capital Reserve	1,000,000,000	4,800,000,000
Loan	-	500,000,000
Loan Repayment	(115,925,370)	(52,084,580)
Net Cash Inflow (Outflow) From Financing Activities	884,074,630	6,247,915,420
CASH AND CASH EQUIVALENTS		
Increase / (Decrease) In Cash And Cash Equivalents	(1,216,830)	8,726,838
Cash and Cash Equivalents at the Beginning of Year	8,726,838	-
Cash and Cash Equivalents at the End of Year	7,510,008	8,726,838

Auditor's Report is on page 1
Notes 1 to 12 form part of the Accounts

DIRECTOR.....

DATE.....

JAMBO FOOD PRODUCTS LIMITED
NOTES TO THE FINANCIAL STATEMENTS - continued

(e) Trade Receivables

Receivables are recognized initially at the fair value and subsequently measured at cost less provision for bad and doubtful receivables made at the following rates:

Age of Debt	Percentage
Less than one year	0%
1-2 Years	50%
Over 2 years	100%

(f) Translation of Foreign Currencies

Items included in the financial statements are measured in Tanzanian Shillings (TZS) at rates ruling at the transaction date. Monetary assets and liabilities at the balance sheet date which are expressed in foreign currencies are translated in Tanzanian Shillings at rates ruling at that date. The foreign exchange gains or losses resulting from such transactions are recognized in the income statement.

(g) Cash and Cash Equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of the cash flow statement, cash and cash equivalents comprise cash on hand and cash and deposits at banks.

(h) Comparative Figures

Previous year's figures have been re-arranged wherever necessary to make them comparable with current year's figures.

2. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS:

Estimates and judgments are continually evaluated and are based on historical experience and other factors including experience of future events that are believed to be reasonable under the circumstances.

(i) Critical accounting estimates and assumptions:

Critical estimates are made by the DIRECTORS in determining depreciation rates for property, machinery and equipment and their residual values. The rates used are set out in note 1 (c).

(ii) Critical judgments in applying the entity's accounting policies:

In the process of applying the company's accounting policies, management has made judgments in determining whether assets are impaired.

JAMBO FOOD PRODUCTS LIMITED

NOTES TO THE ACCOUNTS

	2013	2012
	T.SHS	T.SHS
3. INCOME		
Water And Cola Products	371,903,760	-
Supermarket	851,401,520	1,247,854,200
Rice Mill	<u>685,656,500</u>	<u>1,124,802,300</u>
TURNOVER	<u>1,908,961,780</u>	<u>2,372,656,500</u>
4. COST OF SALES		
Opening Inventory	2,466,282,000	-
Purchases	<u>2,178,668,545</u>	<u>4,054,937,150</u>
Goods Available for Sale	4,644,950,545	4,054,937,150
Less Closing Stock	<u>3,423,793,752</u>	<u>2,466,282,000</u>
COST OF SALES	<u>1,221,156,793</u>	<u>1,588,655,150</u>
5. PERSONNEL EXPENSES		
Salaries and Wages	57,864,752	72,604,320
Skills and Development Levy	3,471,885	4,356,259
Social Security	5,786,475	7,260,432
Medical Expenses	<u>2,145,000</u>	<u>1,950,000</u>
TOTAL	<u>69,268,112</u>	<u>86,171,011</u>

JAMBO FOOD PRODUCTS LIMITED

NOTES TO THE ACCOUNTS

6. OPERATING EXPENSES	2013	2012
	T.SHS	T.SHS
Audit Fees	720,000	600,000
Electricity and Water	12,502,200	17,606,160
Fuel and Lubricants	10,614,080	39,678,400
Fumigation	780,000	650,000
Packaging	9,726,000	8,105,000
Land and Property Tax	3,372,000	3,310,000
Legal Fees	420,000	750,000
Licences and Levies	2,440,800	3,034,000
Motor Vehicle Running Expenses	7,266,000	8,055,000
Printing and Stationery	3,696,000	4,080,000
Repairs and Maintenance	7,387,200	7,776,000
Sanitation	2,052,000	3,710,000
Telephone, Fax and Postage	3,108,000	4,590,000
Transport and Travelling	<u>21,338,000</u>	<u>36,115,000</u>
TOTAL	<u>85,422,280</u>	<u>138,059,560</u>

7. SCHEDULE OF NON CURRENT ASSETS AND DEPRECIATION

JAN-DEC 2013	PROPERTY	VEHICLES	PLANT & MACHINES	FURNITURE & EQUIPMENT	TOTAL
COST 1.1.2013	776,280,000	25,200,000	4,590,450,000	11,542,000	5,403,472,000
ADDITIONS-(IMPAIRMENT)		88,200,000	1,000,000,000	12,600,000	1,100,800,000
TOTAL	776,280,000	113,400,000	5,590,450,000	24,142,000	6,504,272,000
DEPRECIATION B/F	-	6,300,000	-	2,885,500	9,185,500
DEPRECIATION FOR YR	-	8,032,500	174,701,560	797,120	183,531,180
ACC. DEPRECIATION	-	14,332,500	174,701,560	3,682,620	192,716,680
NET CARRYING VALUE 31.09.2013	776,280,000	99,067,500	5,415,748,440	20,459,380	6,311,555,320
NET CARRYING VALUE 31.12.2012	776,280,000	18,900,000	4,590,450,000	8,656,500	5,394,286,500

JAMBO FOOD PRODUCTS LIMITED

NOTES TO THE ACCOUNTS

8. TAXATION

	2013	2012
	T.SHS	T.SHS
Balance B/f	100,932,533	-
Taxation for Year	<u>17,415,838</u>	<u>125,732,533</u>
Total	118,348,371	125,732,533
Tax paid	<u>(100,932,533)</u>	<u>(24,800,000)</u>
Balance c/f	<u>17,415,838</u>	<u>100,932,533</u>

9. INVENTORY

Plastics	49,551,000	-
Flavours	224,656,920	-
Preforms	361,450,500	-
Water	471,015,000	-
COla & Juice	64,344,000	-
Sugar	1,630,480,000	2,045,745,000
Supermarket Mixed Goods	<u>622,296,332</u>	<u>420,537,000</u>
TOTAL	<u>3,423,793,752</u>	<u>2,466,282,000</u>

10. CAPITAL

Authorised Share Capital

10,000 Ordinary Shares @ 1,000 10,000,000

Issued and Paid Up

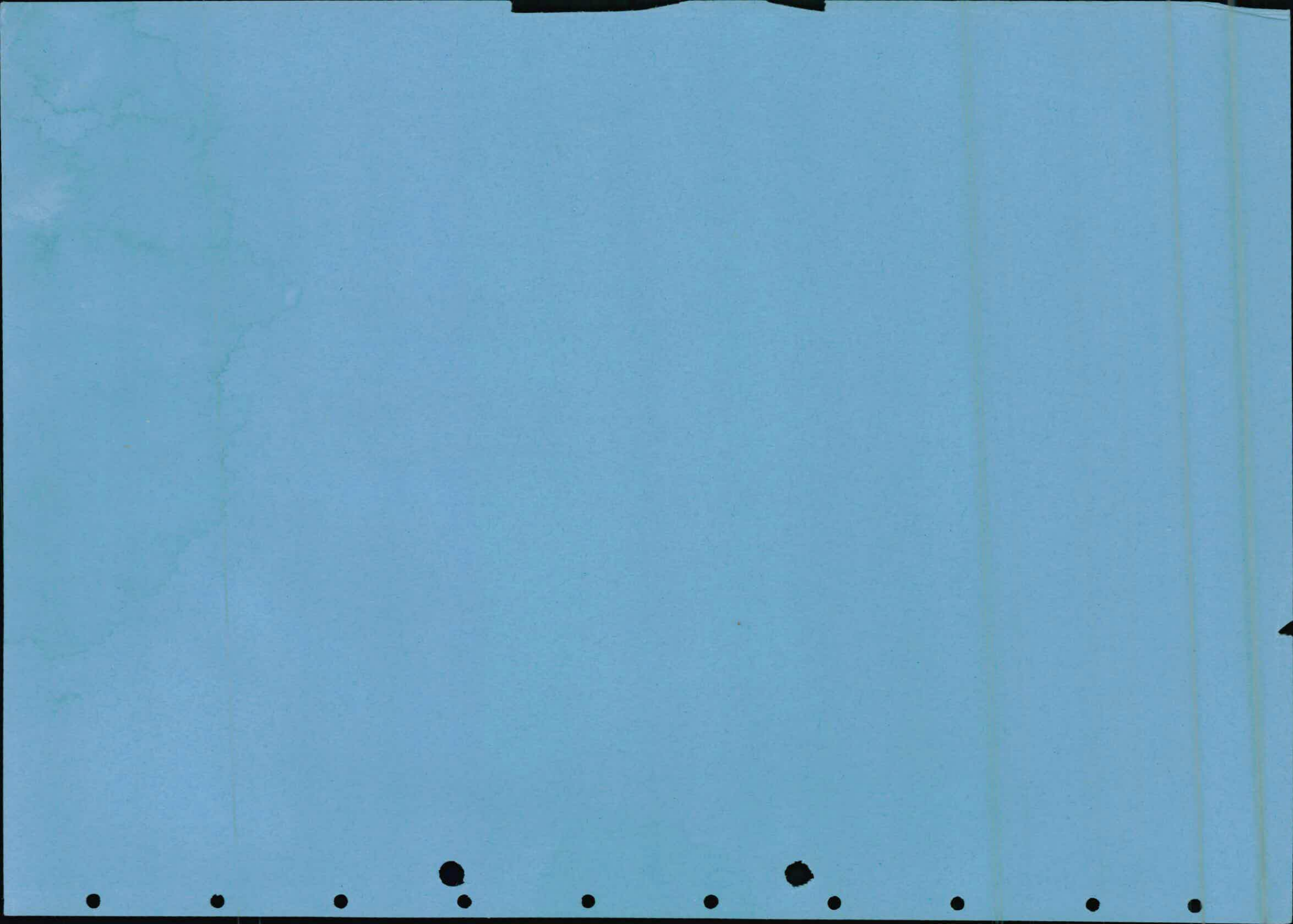
10,000 Ordinary Shares @ 1,000 10,000,000

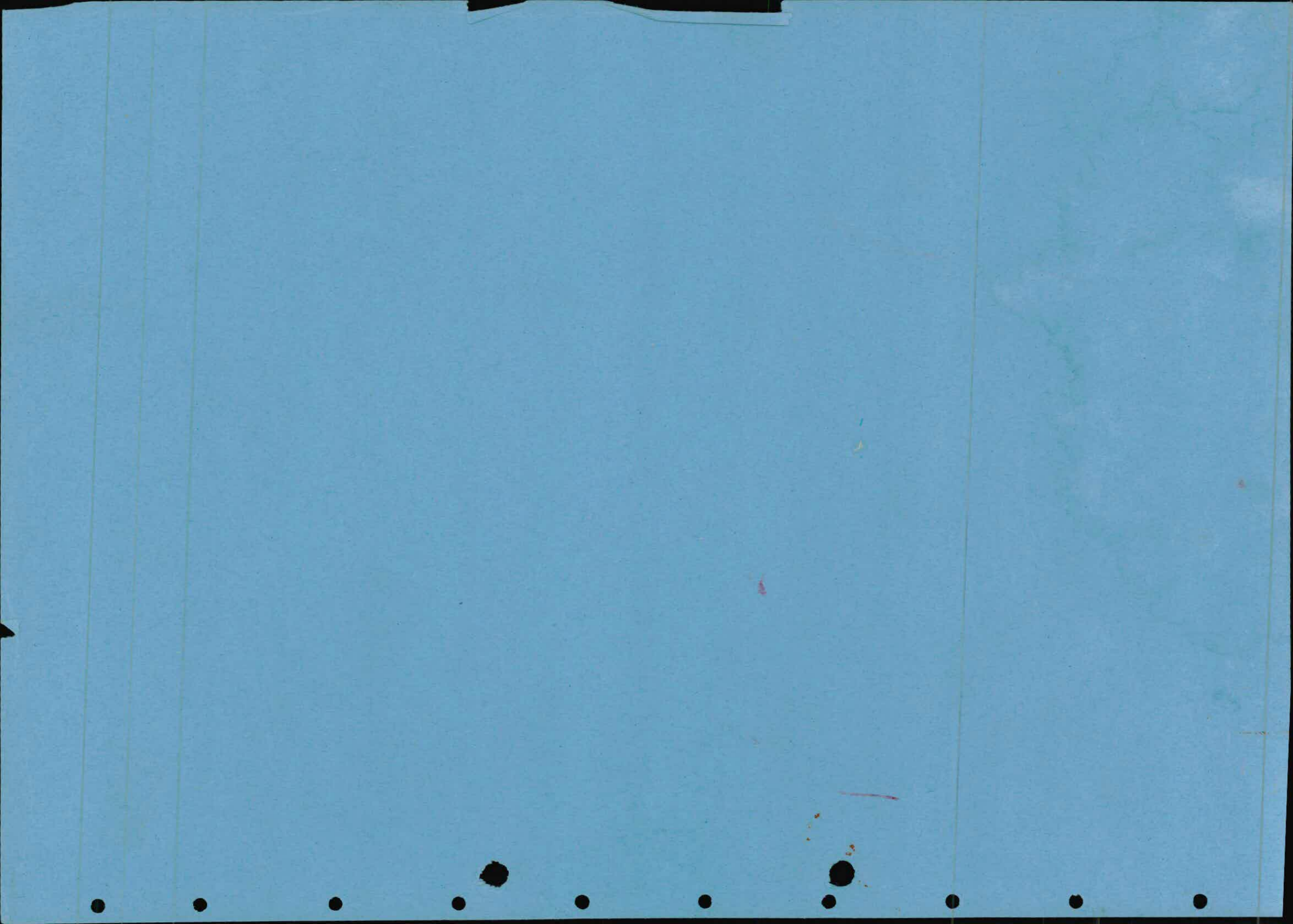
11. ADVANCE TOWARDS SHARE CAPITAL

Amount has been set up as Advance towards Share Capital

12. CAPITAL RESERVE

The Capital Reserve have resulted from the valuation of Assets







00218202

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

042089

No:

This is to certify that

JAMBO FOOD PRODUCTS LIMITED

of address
P.O. BOX 71

SHINYANGA

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

JAMBO FOOD PRODUCTS LIMITED

Which is located at
PLOT NO. 1 MHUMBU

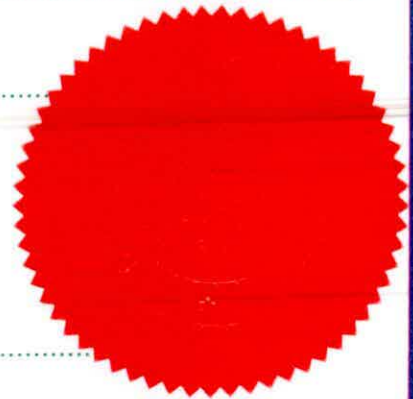
SHINYANGA TOWNSHIP

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


Ag. Executive Director

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

Dated
18TH NOVEMBER 2011



CERTIFICATE OF PREPACKED FOOD REGISTRATION

This is to certify that the food described below has been registered in Tanzania subject to conditions indicated.

Brand/Trade name: **USNA BOM JESUS S/A**

Common name: **Brazilian Brown Sugar**

Product registration number: **TAN 12 FF 006154**

Name of Registrant: **Jambo Food Products Limited**

Address: **Plot No. 1, Mhumbu Street,
P.O.Box 71,
Shinyanga
TANZANIA**


Name of manufacturer: **CABC DE SANTO AGOSTINHO-PE**

Address: **CNPJ:10.785.202/000/-40 industria bransileira
-
-
BRAZIL**

This certificate expires on: **July 25, 2017**

Date of Registration: **July 25, 2012**

Name: **Hiiti B. Sillo**

Signature and Seal: 

Designation: **Director General**

CONDITIONS

- 1.This certificate shall apply to the food for which it is issued.
- 2.This certificate shall cease immediately if the registrant contravenes any condition upon which it was issued.
- 3.This certificate can be revoked, suspended, cancelled, or cease to operate immediately after the expiry of time.

JAMBO OIL MILL&GINNERIES

ACCOU STATEMENTS

DEBIT INTEREST FOR ACCOUNT NO. 01J1058338800

Account description

TRANS DATE	DETAILS	CHANNEL ID	VALUE DATE	AMOUNT
40,939	DEBIT INTEREST	BFTC	40,939	11,188,435
40,968	DEBIT INTEREST	BFTC	40,968	21,759,050
40,999	DEBIT INTEREST	BFTC	40,999	47,272,866
41,029	DEBIT INTEREST	BFTC	41,029	50,986,763
41,060	DEBIT INTEREST	BFTC	41,060	45,089,013
41,090	DEBIT INTEREST	BFTC	41,090	21,944,149
41,121	DEBIT INTEREST	BFTC	41,121	13,767,047
41,152	DEBIT INTEREST	BFTC	41,152	104,844,339
41,182	DEBIT INTEREST	BFTC	41,182	150,114,414
41,213	DEBIT INTEREST	BFTC	41,213	143,849,813
41,243	DEBIT INTEREST	BFTC	41,243	97,463,014
41,274	DEBIT INTEREST	BFTC	41,274	48,073,445
	TOTAL AMOUNT			756,352,349

872,700

ACCOUNT STATEMENTS

DEBIT INTERESTS FOR ACCOUNT NO. 01J1058338802

Account Description

JAMBO OILMILL&GINNERIES LTD

TRANS DATE	DETAILS	CHANNEL ID	VALUE DATE	AMOUNT
31-Jan-12	DEBIT INTEREST	BFTC	31-Jan-12	2,982,758.18
29-Feb-12	DEBIT INTEREST	BFTC	29-Feb-12	12,812,203.55
31-Mar-12	DEBIT INTEREST	BFTC	31-Mar-12	15,080,263.73
30-Apr-12	DEBIT INTEREST	BFTC	30-Apr-12	17,312,396.00
31-May-12	DEBIT INTEREST	BFTC	31-May-12	19,345,672.34
30-Jun-12	DEBIT INTEREST	BFTC	30-Jun-12	
31-Jul-12	DEBIT INTEREST	BFTC	31-Jul-12	
31-Aug-12	DEBIT INTEREST	BFTC	31-Aug-12	57,558,611.85
30-Sep-12	DEBIT INTEREST	BFTC	30-Sep-12	12,364,549.24
31-Oct-12	DEBIT INTEREST	BFTC	31-Oct-12	12,756,407.86
30-Nov-12	DEBIT INTEREST	BFTC	30-Nov-12	12,424,643.23
31-Dec-12	DEBIT INTEREST	BFTC	31-Dec-12	12,769,037.71
TOTAL AMOUNT				175,406,543.69

ACCOUNT STATEMENTS

DEBIT INTEREST FOR ACCOUNT NO. 01J1058338801

Account description

JAMBO OILMILL&GINNERIES

TRANS DATE	DETAILS	CHANNEL ID	VALUE DATE	AMOUNT
31-Jan-12	DEBIT INTEREST	BFTC	31-Jan-12	4,610,389.63
29-Feb-12	DEBIT INTEREST	BFTC	29-Feb-12	4,364,314.69
31-Mar-12	DEBIT INTEREST	BFTC	31-Mar-12	4,801,682.31
30-Apr-12	DEBIT INTEREST	BFTC	30-Apr-12	6,094,544.80
31-May-12	DEBIT INTEREST	BFTC	31-May-12	6,460,265.84
30-Jun-12	DEBIT INTEREST	BFTC	30-Jun-12	9,306,147.88
31-Jul-12	DEBIT INTEREST	BFTC	31-Jul-12	12,733,176.59
31-Aug-12	DEBIT INTEREST	BFTC	31-Aug-12	12,813,962.46
30-Sep-12	DEBIT INTEREST	BFTC	30-Sep-12	11,981,849.74
31-Oct-12	DEBIT INTEREST	BFTC	31-Oct-12	12,239,766.65
30-Nov-12	DEBIT INTEREST	BFTC	30-Nov-12	11,982,116.23
31-Dec-12	DEBIT INTEREST	BFTC	31-Dec-12	12,453,522.14
TOTAL AMOUNT				109,841,738.96



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)

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 SALUM KHAMIS SALUM
(director/directors/agent of JAMBO FOOD PRODUCTS LIMITED
(name of business enterprise) apply for registration of JAMBO FOOD PRODUCTS 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 1 - MHUMBU
INDUSTRIAL AREA - SHINYANGA

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 1 MHUMBU - SHINYANGA
4. The Principal Officers of the Company are SALUM KHAMIS SALUM &
SULEIMAN KHAMIS SALUM
5. Auditors of the Company are LOGICA ACCOUNTANTS & BUSINESS
ADVISERS
6. The authorized share capital of the Company is Tshs./US\$ 10,000,000
DIVIDED INTO 10,000 EACH

7. The intended capital investment of the Company in terms of Section 2(2) of the Act

is Tshs./US\$ 620,874.....

8. The month and day of the financial year end is 31ST DECEMBER 2013.....

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

I, SALUM KHAMIS SALUM..... of Post Office Number 71 SHINYANGA.....

TANZANIA..... do solemnly and sincerely declare that I am a director/~~duy~~

authorized agent of JAMBO FOOD PRODUCTS 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 Dar es Salaam }
..... }

The 11th day of DECEMBER 2013 }
..... }

Applicant

Before me:


.....
Commissioner for Oaths



APPLICATION SUMMARY

Company Name: JAMBO FOOD PRODUCTS LIMITED

Certificate of Incorporation Number: 84560

Status: PRIVATE LTD

Certificate of Incorporation Date: 18th JULY 2011

Post Box: 71

Town: SHINYANGA

Sector: FOOD MANUFACTURING

Sub-Sector: FRUIT PROCESSING

Investment Financing Plan in Million US\$/Tshs.

Foreign Equity

Local Equity

Foreign Loan

Local Loan

Foreign Equity: - Local Equity: 320,874 Foreign Loan: - Local Loan: 300,000

Project Objectives: ESTABLISHMENT OF WATER AND FRUIT JUICE FACTORY.

Capacity: 7,000,000 LITRES

Employment: Foreign: 1 Local: 227 Total: 228

Implementation Period: 2 YEARS

Project Location

Site/Plot/Block No.: PLOT NO. 1 MHUMBU

Street: MHUMBU IND. AREA District: SHINYANGA Region: SHINYANGA

(Attach sketch map showing project location)

Table with 3 columns: Shareholders, Nationality, %

Investment Breakdown US\$/Tshs.M

Land/Building 177,000
Plant 348,948
Vehicles 70,000
Furniture & Fittings 10,000
Pre-expenses 28,321
Others 46,605
Working Capital 46,605
TOTAL 620,874

Contact Details:

Name: SALUM KHAMIS SALUM

Title: MANAGING DIRECTOR

Telephone: 0785 558222

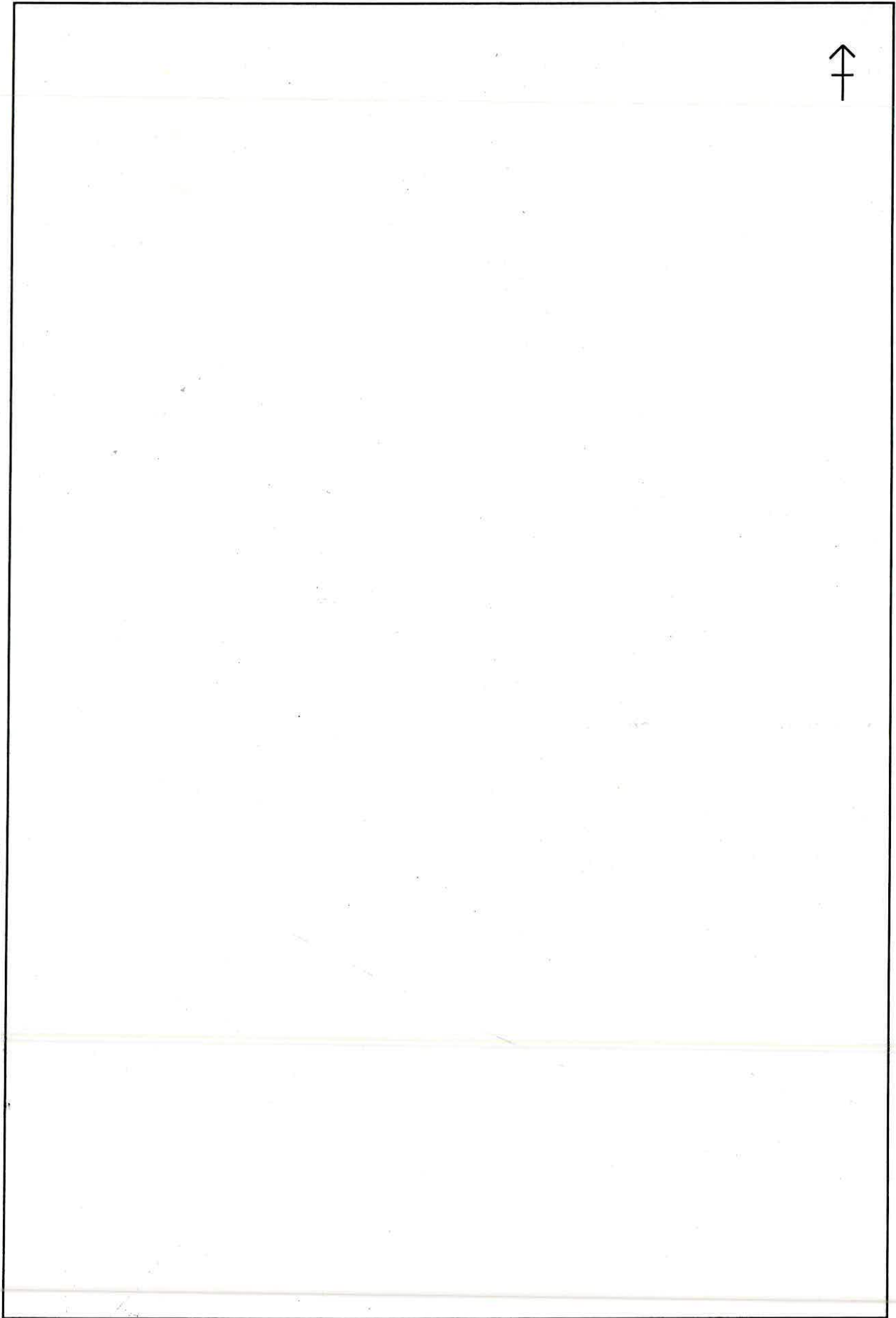
Fax: +255 282762629

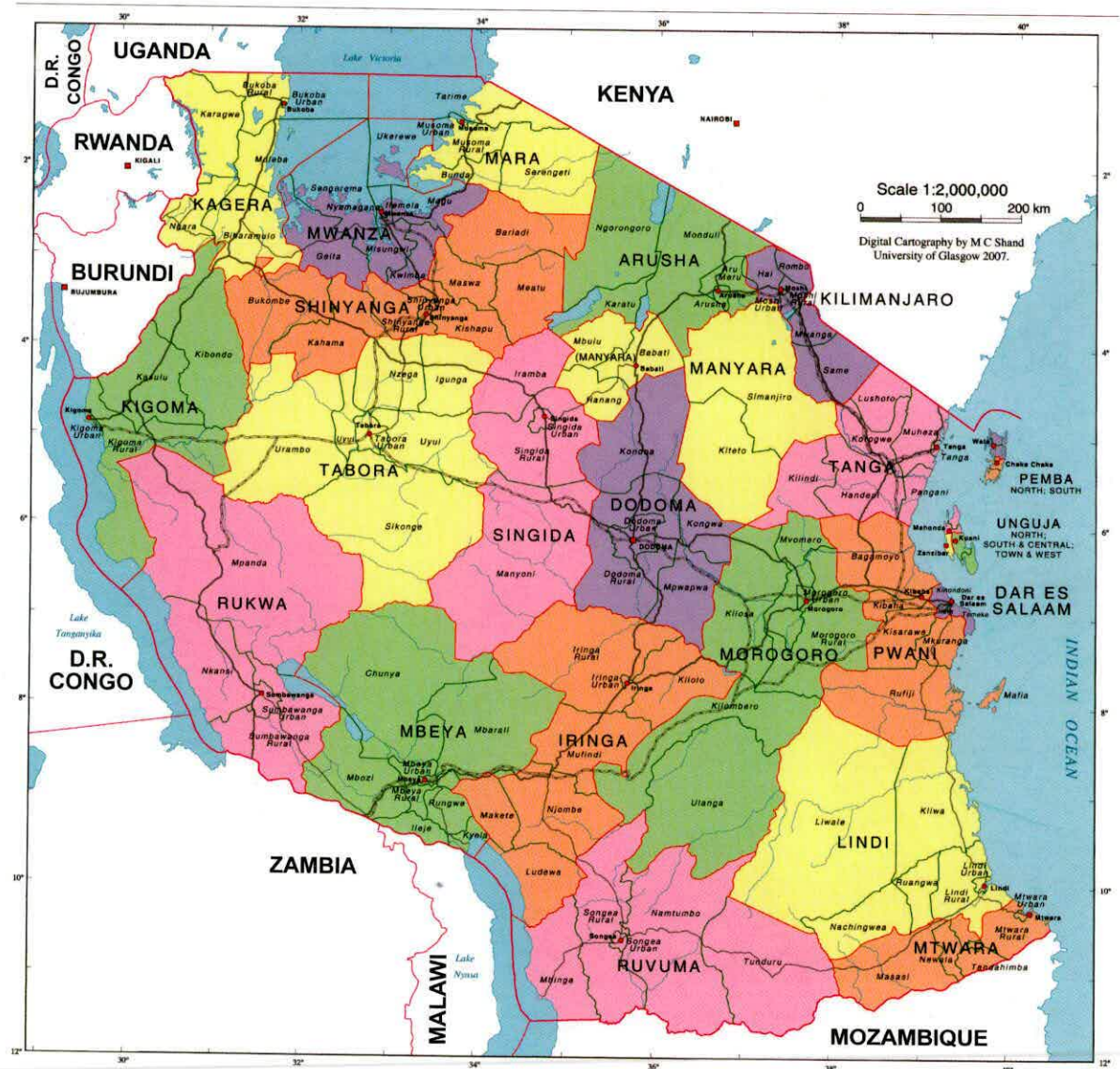
Email: jambooil@yahoo.co.uk

Payments to be made payable to:

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

SKETCH MAP SHOWING PROJECT LOCATION





JAMBO OIL MILL & GINNERIES Co. LTD

P.O.Box 71, SHINYANGA TEL: +255 28 2762628 FAX: +255 28 2762629
E-mail: jambooil.jog@gmail.com; jambooil@yahoo.co.uk Mobile: 0785 558222

Date: Friday, May 06, 2011

The Director of Corporate Banking,
CRDB Plc,
P.O. Box 268,
DAR ES SALAAM

Dear Sir,

RE: APPLICATION FOR TERM LOAN FACILITY OF T.USD. 300,000

I am pleased to submit to you my application for a term Loan of USD. 300,000

The Loan is required for the procurement of machinery and supplies of Mineral Water and beverages (Cola) Project to be commissioned at our Shinyanga site, the construction of which will commence soon.

Together with this letter we enclose the following documents for your perusal and action:

- Business plan

Other details regarding this application will be available on demand.

I believe that you will consider our application favourably.

Yours faithfully,


Salum KhamisSalum
MANAGING DIRECTOR

ALL CORRESPONDENCES SHOULD BE ADDRESSED TO: *THE MANAGING DIRECTOR*

EXTRACT BOARD RESOLUTION TO BORROW OR INCUR LIABILITY TO CRDB PLC

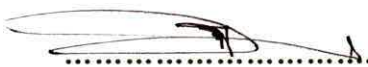
AN EXTRA ORDINARY GENERAL MEETING OF THE BOARD OF DIRECTORS OF JAMBO OIL MILL AND GINNERIES COMPANY LTD DULY CONVENED AND CONTITUTED HELD AT ITS REGISTERED OFFICES ON 2nd MARCH 2011 AT 10:00 HRS .

THE FOLLOWING SPECIAL RESOLUTIONS WERE PASSED

- 1.0 That the Company is and be authorised and to apply for a Term Loan of USD 300,000 from CRDB BANK for procurement of machinery and supplies for the mineral water and beverage (Cola) project to be undertaken commencing June 2011.
- 2.0 The term loan to be paid in three years with a grace period of 12 months
- 3.0 That the Term to continue to be secured by Legal mortgage over the Property held by the bank. (Plot No.1 Mhumbu Industrial Area - Shinyanga, Farm No. 61/5/2 USA River =- Arusha and Plot No. 19Block A Shinyanga)
- 4.0 Debenture over the company's assets.
- 5.0 That the company may draw, endorse, pledge, hypothecate, or otherwise give any of its properties or guarantees as it considers proper as security for the term loan extended/ or to be extended to the company by CRDB Bank Limited and to execute/ do all the necessary things as may be required to facilitate the registration of the securities.
- 6.0 Resolved further that the same officers who are duly authorised to execute all legal documents on behalf of the company to continue.

Signature.....
Designation: Managing Director

CERTIFIED TRUE EXTRACT


.....
(Chairman)


.....
(Secretary)

Date.....05/05/2011.....

Company Stamp

JAMBO OIL MILL & GINNERIES Co. LTD

P.O.Box 71, SHINYANGA TEL: +255 28 2762628 FAX: +255 28 2762629
E-mail: jambooil.jog@gmail.com;jambooil@yahoo.co.uk Mobile: 0785 558222

Date: Monday, June 20, 2011

The Director of Corporate Banking,
CRDB Plc,
P.O. Box 268,
DAR ES SALAAM

Dear Sir,

RE: LOAN FACILITY LETTER

We acknowledge receipt of the loan facility letter for a credit of T.Shs. 1,250,000,000

We appreciate that the bank has accepted our application for the credit but would like the bank to review the following conditions:

- **Facility Fee**

We find that the facility fee charged at 1.25% is very high compared to what has previously been the charged in the last loan contract. We consider the previous fee of .35% reasonable and affordable. We do not understand why the sudden hike.

- **Interest Rate**

Since our company is a long time customer to your products we request you to consider a reduction of the interest rate from 14% to 13% so as to relieve us of the burden of the interest payment.

I believe that you will consider our request favourably.

Yours faithfully,

Salum KhamisSalum
MANAGING DIRECTOR

ALL CORRESPONDENCES SHOULD BE ADDRESSED TO: THE MANAGING DIRECTOR

JAMBO FOOD PRODUCTS LIMITED

P.O.Box 71, SHINYANGA TEL: +255 28 2762628 FAX: +255 28 2762629
E-mail: jambooil.jog@gmail.com;jambooil@yahoo.co.uk Mobile: 0785 558222

Date Monday 20 November 2013

The Executive Director
Tanzania Investment Centre
No 9 A & B Shabaan Robert Street
P O Box 938
Dar es Salaam



Dear Sir,

RE: APPLICATION FOR ADDITIONAL LIST OF ITEMS ON TIC CERTIFICATE
OF INCENTIVES No.00218202 & 042089

We hereby submit our application for Additional items to be given in the Certificate of Incentives issued from your Centre.

The Company has plans to embark on fruit juice processing of locally grown fruits from the coast region, Tanga, Morogoro and other parts of the country.

Jambo Food Products Limited is investing in a Fruit Juice Processing plant at the Bagamoyo Special Export Zone (SEZ). The total Capital Expenditure for the project is EU 35,614,753 equivalent to TZS 74.79b. Equity for the project has been planned as follows:


Equipment Suppliers' credit	14,870,750
Local credit from CRDB Bank	9,666,024
Owner's Equity	6,922,980
Working Capital	2,661,402

In support of the application we attach the following documents for your office.

- (i) Business Plan for the Project
- (ii) Evidence of land allocation by EPZ
- (iii) Certificate of Incentive

Yours truly,

Yours faithfully,


Salum Khamis Salum
MANAGING DIRECTOR

ALL CORRESPONDENCES SHOULD BE ADDRESSED TO: THE MANAGING DIRECTOR

JAMBO FOOD PRODUCTS LIMITED

P.O.Box 71, SHINYANGA TEL: +255 28 2762628 FAX: +255 28 2762629
E-mail: jambooil.jog@gmail.com;jambooil@yahoo.co.uk Mobile: 0785 558222

MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS OF JAMBO FOOD PRODUCTS LIMITED HELD AT THE COMPANY'S HEAD OFFICE MHUMBU INDUSTRIAL AREA SHINYANGA ON WEDNESDAY 30TH OCTOBER 2013 AT 11:30 AM

1. PRESENT: (i) Salum Khamis Salum - Chairmen
(ii) Suleiman Khamis Salum -Director- Secretary

2. CHAIRMANSHIP:

The chairman took the chair and declared the meeting was constituted

3. RESOLUTION TO APPLY FOR ADDITIONAL ITEMS IN TIC CERTIFICATE OF INCENTIVES.

It was unanimously resolved that Jambo Food Products Limited Ltd apply for additional items in the TIC Certificate of Incentives through Tanzania Investment Centre for investment in the Juice Fruit Processing Project on land allocated by SEZ Bagamoyo.

4. OTHER BUSINESS:

It was unanimously resolved that the Company requests Tanzania Investment Centre to liaise with Tanzania Revenue Authority to exempt the Company taxes on capital goods.

5. VOTE OF THANKS

As there was no further business the meeting ended at 6:30 PM with a vote of thanks to the Chair


Salum Khamis Salum
MANAGING DIRECTOR

ALL CORRESPONDENCES SHOULD BE ADDRESSED TO: *THE MANAGING DIRECTOR*

JAMBO FOOD PRODUCTS LIMITED

P.O.Box 71, SHINYANGA TEL: +255 28 2762628 FAX: +255 28 2762629
E-mail: jambooil.jog@gmail.com; jambooil@yahoo.co.uk Mobile: 0785 558222

ADDITIONAL LIST OF ITEMS FOR TIC APPROVAL

	Description	Nos./ Qty
A	Machinery	Complete
B	EQUIPMENT	
1	Desk Top Computers	10
2	Laptops	10
3	Safety Equipment and Uniforms	1 Lot
4	Laboratory Equipment	1 Lot
5	Fork Lifts	10
6	Handling Equipment	10
7	Weigh Bridges	2
8	Cranes	2
9	Tools for Garage	1 Lot
10	Spare Kit for Machinery and Vehicles	1 lot
11	Generator	4
C	MOTOR VEHICLES	
1	30-ton trucks	50
2	Trailers	50
3	2-4 ton Pick ups	20
4	4-Wheel Drive	2
5	Tipping Trucks	10
6	Staff Buses	4
7	Ambulance	1
8	Fife Fighting Van	1
D	FURNITURE AND FITTINGS	
1	Split Air Conditioners	20
2	Refrigerators	5
3	Tables	15
4	Chairs	60

ALL CORRESPONDENCES SHOULD BE ADDRESSED TO: THE MANAGING DIRECTOR



00218202

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

042089

No:

This is to certify that

JAMBO FOOD PRODUCTS LIMITED

of address
P.O. BOX 71

SHINYANGA

has been granted a Certificate of Incentives to invest in a new, ~~rehabilitation/extension~~
~~XXXXXX~~ enterprise known as

JAMBO FOOD PRODUCTS LIMITED

Which is located at
PLOT NO. 1 MHUMBU

SHINYANGA TOWNSHIP

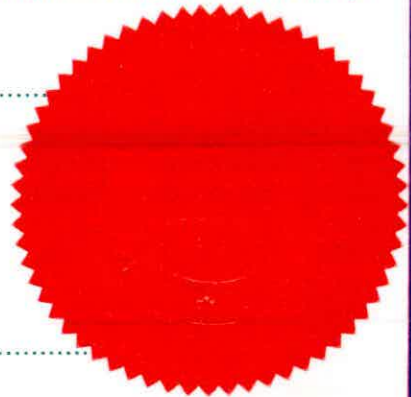
Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.



Ag. Executive Director

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

Dated
18TH NOVEMBER 2011















THE UNITED REPUBLIC OF TANZANIA

0222140

Certificate of Incentives

THIS CERTIFICATE REPLACES ^(Section 17 of the Tanzania Investment Act, 1997) AMENDMENT ON SECTION 10&11
 EXTENDS THE PREVIOUS ONE HAVE BEEN EFFECTED
 NO. 042089 ISSUED ON No: 042089
 5/3/2015

This is to certify that

JAMBO FOOD PRODUCTS LIMITED

of address P.O. BOX 71

SHINYANGA

has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXX~~
~~XXXXXXXXXXXX~~ enterprise known as

JAMBO FOOD PRODUCTS LIMITED

Which is located at PLOT NO. 1 MHUMBU

SHINYANGA

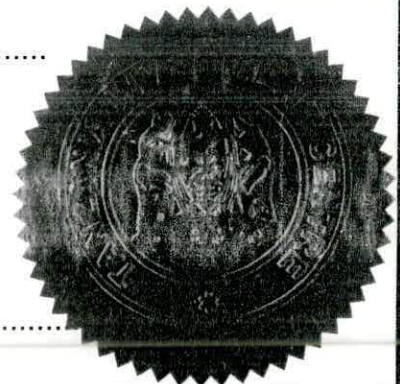
Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.

Executive Director

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

14TH SEPTEMBER, 2015

Dated



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 (%) |
|-----------------------|-------------|------------------|
| Suleiman Khamis Salum | Tanzanian | 20 |
| Salum Khamis Salum | Tanzanian | 80 |
2. Proposed Activities : **To establish a factory for manufacturing soft drinks**
3. Sector: **Manufacturing** Subsector **Soft Drinks**
4. Investment cost: Foreign **USD 4.42m.** Local **USD 23.04m** Total **USD 27.46m.**
5. Project Financing: Equity **USD 4.42m.** Loans **USD 23.04m.** Total **USD 27.46m.**
6. Source, terms and conditions of loan.....
7. Assets to be invested:
- | Capital items: | Foreign | Local | Total |
|----------------|-------------------|--------------------|--------------------|
| | USD 4.42m. | USD 23.04m. | USD 27.46m. |
8. Technology Agreement **None**
9. Date of TIC Registration: **6th September 2011**
10. Implementation period **September 2011 - August 2016**
11. Operative date..... **September 2016**
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. 2014
- (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

Unclaimed refund beyond three years will be forfeited



TANZANIA INVESTMENT CENTRE

Shaaban Robert Street, P.O. Box 938, Dar Es Salaam, Tel. +255 22 2116328-31, Fax: +255 22 2118253

RECEIPT REC021184

No. 014497

Received from : JAMBO FOOD PRODUCTS LTD

Address P.O. Box 71, SHINYANGA

Received the sum of (In words): TWO MILLION AND ZERO CENTS ONLY

Being payment in respect of CERTIFICATE OF INCENTIVES

Amount TZS. 2,000,000.00

Cash / Cheque No: D/Deposit 16/09

Date : 16-Sep-2015

Blisso

Receiving Officer

4

PROJECT FOR EXTENSION OF IMPLEMENTATION PERIOD

Name of the Project: JAMBO FOOD PRODUCTS LTD

Project Description: Certificate No: 042089

To establish a factory for manufacturing soft drinks

Approval Date: 6th September, 2011

Implementation Period Expiry: September 2011 – August 2015

Number of Previous Extensions: One

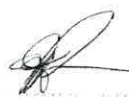
Reasons for this Extension:

To accomplish the implementation of the project

Recommendations:

I recommend the project implementation period be extended for one year

Decision:


10/09/15

3

JAMBO FOOD PRODUCTS LIMITED
P.O. BOX 71 SHINYANGA
TANZANIA

PROGRESS REPORT
FOR EXTENSION OF THE COLA AND
MINERAL WATER PROJECT
AT
SHINYANGA - TANZANIA

Prepared By:
Jambo Group Company Limited
P.O. Box 71
Shinyanga- Tanzania

TANZANIA INVESTMENT CENTRE
RECEIVED
21 AUG 2015
P. O. Box 938
DAIF-ES-SALAAM

JAMBO FOOD PRODUCTS LIMITED
P.O. BOX 71 SHINYANGA
TANZANIA

PROGRESS REPORT
FOR EXTENSION OF THE COLA AND
MINERAL WATER PROJECT
AT
SHINYANGA - TANZANIA

Prepared By:
Jambo Group Company Limited
P.O. Box 71
Shinyanga- Tanzania

PROGRESS REPORT

PROJECT:

Procurement of Capital and Deemed Capital Goods against TIC Certificate of Incentives N^o 042089 dated 5th March 2013 to establish a factory for manufacturing soft drinks of **Jambo Food Products Limited**.

LOCATION OF OFFICES

PLOT NO. 1 MHUMBU
SHINYANGA

OWNER: **JAMBO FOOD PRODUCTS LIMITED**
P.O. BOX 71 SHINYANGA

TIC Certificate of Incentives N^o 042089 dated 5th March 2013.

**TANZANIA INVESTMENT CENTRE
DAR ES SALAAM**

PROGRESS REPORT

1. Planned Activities for the period

Procurement of the capital goods for the Company had been planned to start in September 2011 and implemented. The construction for the extension of the factory started in January 2015 and is expected to be completed in the next few months. and procurement for the equipment and machinery has already been initiated.

2. Achievements made on the implementation to date:

The progress on the implementation of the construction of project buildings and sheds to June 2015 has been carried out satisfactorily against the renewed certificate. Another list of the procurement of the capital goods for the Company which is due for procurement and arrival soon is shown in the annexed list.

3. Project Financial Expenditure to date:

The project has so far not made any expenditure on the approved list in the renewed certificate but has continued to carry on the construction works per schedule. A set of photographs for the structures has been attached to this report.

4. Project Financing

The project is mainly financed by equity and term loans from banks being USD 4.52m as foreign and USD 23.04 being local.

5. Problems and Solution

- a. Due to the new law and regulations of the customs a number of items have been removed from the original project requirement. This will affect the project implementation and logistics.

Suggested Solution

Measures have been taken to accommodate the changes and the project is expected to implemented accommodating the variations.

6. Future Plans

As the company's TIC Certificate of Incentives expired September 2015 it has not been possible to acquire all the goods approved. We are now lodging an extension of the validity of the certificate for a further two

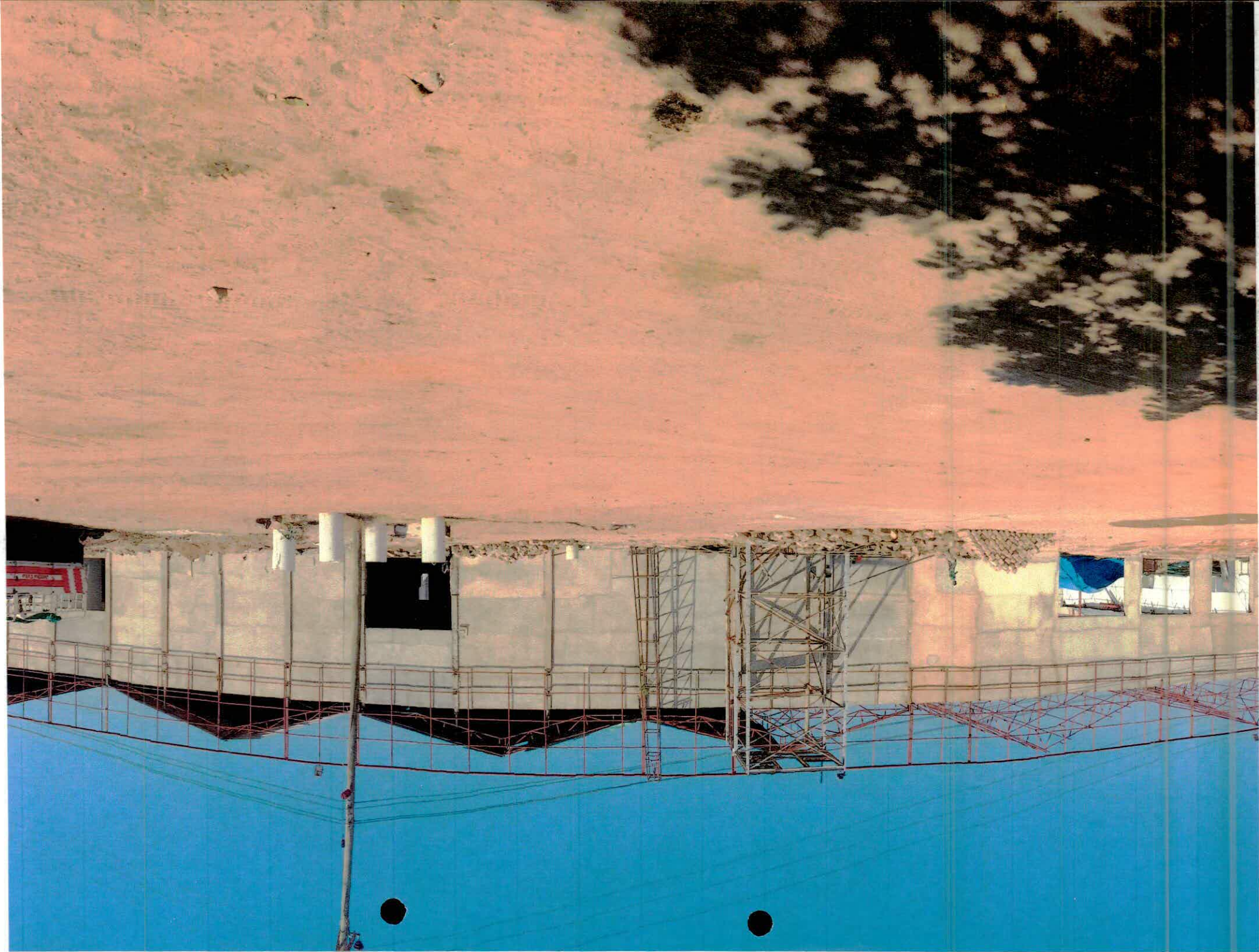
years for the company to complete its construction programme and procurement of Plant, Machinery and equipment including operational trucks and vehicles.

7. Recommendations and any other comments

Jambo Food Products Limited will appreciate if the validity of the TIC Certificate would be extended for a further period of two years to enable the company complete the acquisition of its Plant, Machinery and equipment including operational trucks and vehicles.

JAMBO FOOD PRODUCTS LIMITED			
LIST OF CAPITAL AND DEEMED CAPITAL GOODS			
TIC Certificate of Incentives No. 042089 dated 5th MARCH 2013			

S/N	Details	UNIT	QUANTITY		Balance/Future Requirement
			Approved	Procured	
1	Plant, Machinery and Equipment				
	KRONES Line 1	NPR	1	0	1
	KRONES Line 2	NPR	1	0	1
	KRONES Ancillary Equipment	NPR	1	0	1
	FBR-ELPO Tropical Fruit Processing Line	NPR	1	0	1
2	Trucks and Vehicles				
	Heavy Duty Trucks	NMB	8	0	8
	Trailers	NMB	8	0	8
	Pick Ups - Single Cabin	NMB	1	0	1
	Land Cruiser Hard- Top	NMB	1	0	1
	Light Trucks	NMB	8	0	8
3	EQUIPMENT				
	Forklift	NMB	10	0	10
	Crane	NMB	2	0	2
	Air Compressor	PCE	4	0	4
	Drill Machines	NMB	10	0	10
	Welding Machine	NMB	10	0	10
	Heavy Duty Generator	NMB	2	0	2
	Generator 300KVA; Sound Proof	PCE	2	0	2
	Desk and Laptop Computers	PCE	20	0	20



JAMBO FOOD PRODUCTS LIMITED

P.O.Box 71, SHINYANGA TEL: +255 28 2762628 FAX: +255 28 2762629
E-mail: ceo@jambogroup.tz.net ; info@jambogroup.tz.net Mobile: 0785 558222

6

4TH January, 2017

The Executive Director
Tanzania Investment Centre
No 9 A & B Shabaan Robert Street
P O Box 938
Dar es Salaam



Dear Sir,

RE: APPLICATION FOR 2 YEARS EXTENSION OF TIC CERTIFICATE NO 042089

We submit our application for extension of Certificate of Incentives from your from your Centre.

The Company has plans to continue the extension phase 2 of the cola and mineral water factory at Shinyanga. The project is already implemented at the company's premises at Plot 1 Mhumbu Street - Shinyanga.

The total cost of the project extension is estimated at EU 23,793,622 and will be financed by equity, term loan from local commercial banks and the Germany machinery manufacturer - Kronos AG represented by the Euler-Hermes AG.

The following is the Investment Details:

Equity Capital	EU 7,768,446
Local Loan	12,197,176
Foreign Loan	<u>3,828,000</u>
TOTAL	<u>23,793,622</u>

In support of the application we attach the following documents for your office.

- (i) Copy Certificate of registration No 84560
- (ii) Copy of Expired and utilized TIC NO 042089 the original of which has been handed back.

Yours truly,


MANAGING DIRECTOR



ALL CORRESPONDENCES SHOULD BE ADDRESSED TO: THE MANAGING DIRECTOR

PROGRESS REPORT

PROJECT:

Procurement of Capital and Deemed Capital Goods against TIC Certificate of Incentives No. 042089 dated 5th March 2013 to establish a factory for manufacturing soft drinks of Jambo Food Products Limited.

LOCATION OF OFFICES

**PLOT NO. 1 MHUMBU
SHINYANGA**

**OWNER: JAMBO FOOD PRODUCTS LIMITED
P.O. BOX 71 SHINYANGA**

TIC Certificate of Incentives No. 042089 dated 5th March 2013.

**TANZANI INVESTMENT CENTRE
DAR ES SALAAM**

PROGRESS REPORT

1. Planned Activities for the Period

Procurement of Capital goods for Krones Line 2 has been done in December 2016 and the Machinery is expected to arrive in May 2017. The installations of the machinery will start immediately it arrives.

2. Achievements made on the Implementation to date

Construction of the project buildings and sheds was completed in time and completion of the installation of the machinery was done in April 2016. Production has started and the products have already been put on the market.

3. Project Financial Expenditure to date.

So far the project has spent Tshs.....as follows:-

- A. 1) Construction of new plant K.1 Tshs. 2,000,000,000
- 2) Import of Machinery EU. 7,400,000
- 3) Trucks & Vehicles USD. 1,980,000

B. Import for Krones 2 Machinery to arrive May 2017 EU. 4,640,000

4. Project Financing.

The Project is mainly financed by Equity and USD Term Loans totaling EU 27.56 being EU 4.52 foreign and EU 23.04 Local loans.

5. Problems & Solutions.

- a) Delay in shipment and clearing of goods affected the quick and timely arrival of the good and documentation of credit facilities for both local and foreign credit affected the timing of the project.
- b) Solution.
Now that the harbours and the banks have sorted the correspondence and logistics problems we are now running the project in fair timing.

6. Future Plans.

The Project is expecting to receive phase 2 machinery and undertake the marketing of the already successful produced products. The products have been well received by the market.

Unclaimed refund beyond three years will be forfeited



TANZANIA INVESTMENT CENTRE

Shaaban Robert Street, P.O. Box 938, Dar Es Salaam, Tel. +255 22 2116328-31, Fax: +255 22 2118253

RECEIPT REC030028

No. 023296

Received from : JAMBO FOOD PRODUCTS LTD

Address P.O. Box 71 SHINYANGA

Received the sum of (In words): ONE THOUSAND AND ZERO CENTS ONLY

Being payment in respect of: CERTIFICATE OF INCENTIVES

Amount USD 1,000.00

Cash / Cheque No: D/Deposit 18/01

Date : 18-Jan-2017

Buisso

Receiving Officer



Project Financial Expenditure to date:

	Foreign	Local	Total
Land and Buildings	-	879,507	879,507
Plant and machinery	7,400,000	-	7,400,000
Vehicles/ Aircrafts	-	2,062,500	2,062,500
Furniture	-	3,342	3,342
Office Equipment	-	2,199	2,199
Insurance Cover	-	1,205	1,205
Pre-operational expenses	-	807,969	807,969
Working sub-total capital	-	<u>2,056,089</u>	<u>2,056,089</u>
GRAND TOTAL	7,400,000	5,812,811	13,212,811

4. Project Financing

Explain how the project is being financed e.g. equity, loans, sources of loans, conditions, etc.

Equity:	EU 7,768,446
Loans	Local: 11,577,474
Foreign:	<u>3,828,000</u>
	23,173,920

1EUR = TZ 2274

JAMBO FOOD PRODUCTS LIMITED
LIST OF CAPITAL AND DEEMED CAPITAL GOODS
TIC Certificate of Incentives No. 042089 dated 5th MARCH 2013

S/N	Details	UNIT	QUANTITY		Balance/Future Requirement
			Approved	Procured	
1	Plant, Machinery and Equipment	NPR	1	1	
	KRONES Line 1	NPR	1	0	1
	KRONES Line 2	NPR	1	0	1
	KRONES Ancillary Equipment	NPR	1	0	1
	FBR-ELPO Tropical Fruit Processing Line	NPR	1	0	1
2	Trucks and Vehicles				
	Heavy Duty Trucks	NMB	8	0	8
	Trailers	NMB	8	0	8
	Pick Ups - Single Cabin	NMB	1	0	1
	Land Cruiser Hard - Top	NMB	1	0	1
Light Trucks	NMB	8	0	8	
3	EQUIPMENT				
	Forklift	NMB	10	0	10
	crane	NMB	2	0	2
	Air Compressor	NMB	4	0	4
	Drill Machines	NMB	10	0	10
	Welding Machine	NMB	10	0	10
	Heavy Duty Generator	NMB	2	0	2
	Generator 300KVA: Sound Proof	PCE	2	0	2
Desk and Laptop Computers	PCE	20	0	20	



TANZANIA REVENUE AUTHORITY

TRA/CE/C/P20/8/4959

25.03.2015

The Managing Director,
Jambo Food Products Ltd,
P. O. Box 71,
Shinyanga

Dear Sir,

**RE: DUTY/VAT EXEMPTION ON CAPITAL/DEEMED CAPITAL GOODS-
CERTIFICATE OF INCENTIVES NO. 042089 OF 05.03.2013**

We are writing in response to your letter dated 24.02.2015 as supported by the letter TICC/PP.10/042089/12 of 12.03.2015 from Tanzania Investment Centre regarding the captioned subject.

We hereby confirm and approve single-page list herewith attached as capital/deemed goods for establishment and operation of the project with certificate of incentives mentioned above. However your request for additional of motor vehicle has not been granted on the ground that, you have so far acquired enough administration vehicles for your project.

The approved goods will be subject to 0% import duty and VAT relief under the Third Schedule to the VAT Act, Cap 148. You will however be required to complete VAT forms 224 and submit the same for approval to the Commissioner for Customs and Excise for all imported items before clearance through customs; For locally procured items, the completed VAT form 224 should be submitted to the Commissioner for Domestic Revenue.

Sincerely Yours


Novat Kabogora

For: Commissioner for Customs and Excise

RS/
c.c. Manager - Customs Service centre,
c.c. Manager - Tax exemption,
c.c. Executive Director,
Tanzania Investment Centre,
P. O. Box 938,

ISO 9001:2008 Certified

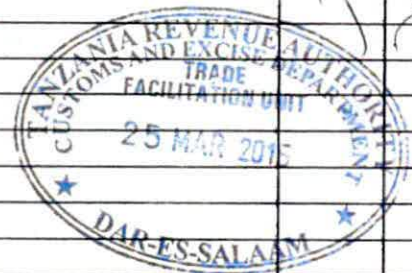
CUSTOMS & EXCISE DEPARTMENT

Sokoine Drive, P.O. Box 9053, Dar es Salaam, Tanzania

Tel: 255-22-2117765 or 255-22-2127782/11618 Fax: 255-22-2100070/10105100

M/S JAMBO FOOD PRODUCTS LIMITED

NO	ITEM NAME *	UNIT *	HS CODE	QTY *	ITEM GROUP *	ITEM COST	TIN	EXEMPTION REFERENCE No:
1					Plant, Machinery & Equipment			
	KRONES Line 1	NPR		1				
	kRONES Line 2	NPR		1				
	KRONES Ancillary Equipmet	NPR		1				
	FBR - ELPO Tropical Fruit Processing Line	NPR		1				
2					Trucks and Vehicles			
	Hevy Duty Trucks	NMB	12	50				
	Trailers	NMB	8	50				
	Semi - Trailers	NMB		50				
	Pick-Ups	NMB		1				
	Land Cruiser Hard-top	NMB	1	5				
	Mini-bus	NMB		5				
	Light Trucks	NMB	8	50				
3					EQUIPMENTS			
	Forklift	NMB		10				
	Crane	NMB		2				
	Air Compressor	PCE		4				
	Drill Machines	NMB		10				
	Welding Machines	NMB		10				
	Electronic Welding Machines	NMB		10				
	Tool Box			10				
	Heavy Duty Generator	NMB		25				
	Generator 300KVA; Sound proof	PCE		2				
	Desktop and Laptop Computers	PCE		20				
	Air Condition	PCE		30				
	Computer & Full Camera System	NPR		20				
					BUILDING MATERIALS			
	Cement @50KGS	Tons		20,000				
4	Lime	Bags		11,500				
	300 x 300 x 6MM Ceramic Floor Tiles	Boxes		2,150				
	300 x 200 x 6mm Ceramic Wall Tiles	Boxes		750				
	Iron Sheet	MTR		25,000				



Wire nails assorted	KGS	1,500			
Roofing Nails Special	Boxes	20			
Moths Steel	PCE	1,500			
			FURNITURE		
Sofa Sets Leather	Sets	3			
Executive Chairs	PCE	5			
Executive Tables	PCE	5			
Customer chairs Leather	Sets	5			
Cupboards	PCE	5			
Coffee Tables	PCE	5			
Mini Fridge	PCE	3			
Office Tables	PCE	10			
Office Chairs	PCE	20			



THE UNITED REPUBLIC OF TANZANIA

0222140

Certificate of Incentives

THIS CERTIFICATE REPLACES ^(Section 17 of the Tanzania Investment Act, 1997) AMENDMENT ON SECTION 10&11
EXTENDS THE PREVIOUS ONE HAVE BEEN EFFECTED
NO. 042089 ISSUED ON No: 042089
5/3/2015

This is to certify that

JAMBO FOOD PRODUCTS LIMITED

P.O. BOX 71

of address

SHINYANGA

has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXX~~
~~XXXXXXXXXXXX~~ enterprise known as

JAMBO FOOD PRODUCTS LIMITED

Which is located at PLOT NO. 1 MHUMBU

SHINYANGA

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

14TH SEPTEMBER, 2015

Dated



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	Nationality	Shareholding (%)
<u>Suleiman Khamis Salum</u>	<u>Tanzanian</u>	<u>20</u>
<u>Salum Khamis Salum</u>	<u>Tanzanian</u>	<u>80</u>

2. Proposed Activities : To establish a factory for manufacturing soft drinks

3. Sector: Manufacturing Subsector Soft Drinks

Investment cost: Foreign USD 4.42m. Local USD 23.04m. Total USD 27.46m.

5. Project Financing: Equity USD 4.42m. Loans USD 23.04m. Total USD 27.46m.

6. Source, terms and conditions of loan

7. Assets to be invested:

Capital items:	Foreign	Local	Total
	<u>USD 4.42m.</u>	<u>USD 23.04m.</u>	<u>USD 27.46m.</u>

8. Technology Agreement None

9. Date of TIC Registration: 6th September 2011

10. Implementation period September 2011 - August 2016

11. Operative date September 2016

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. 2014**

- (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 

CTIN: 0887188



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION FOR TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

..... JAMBO FOOD PRODUCTS LIMITED

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

..... 114-715-875

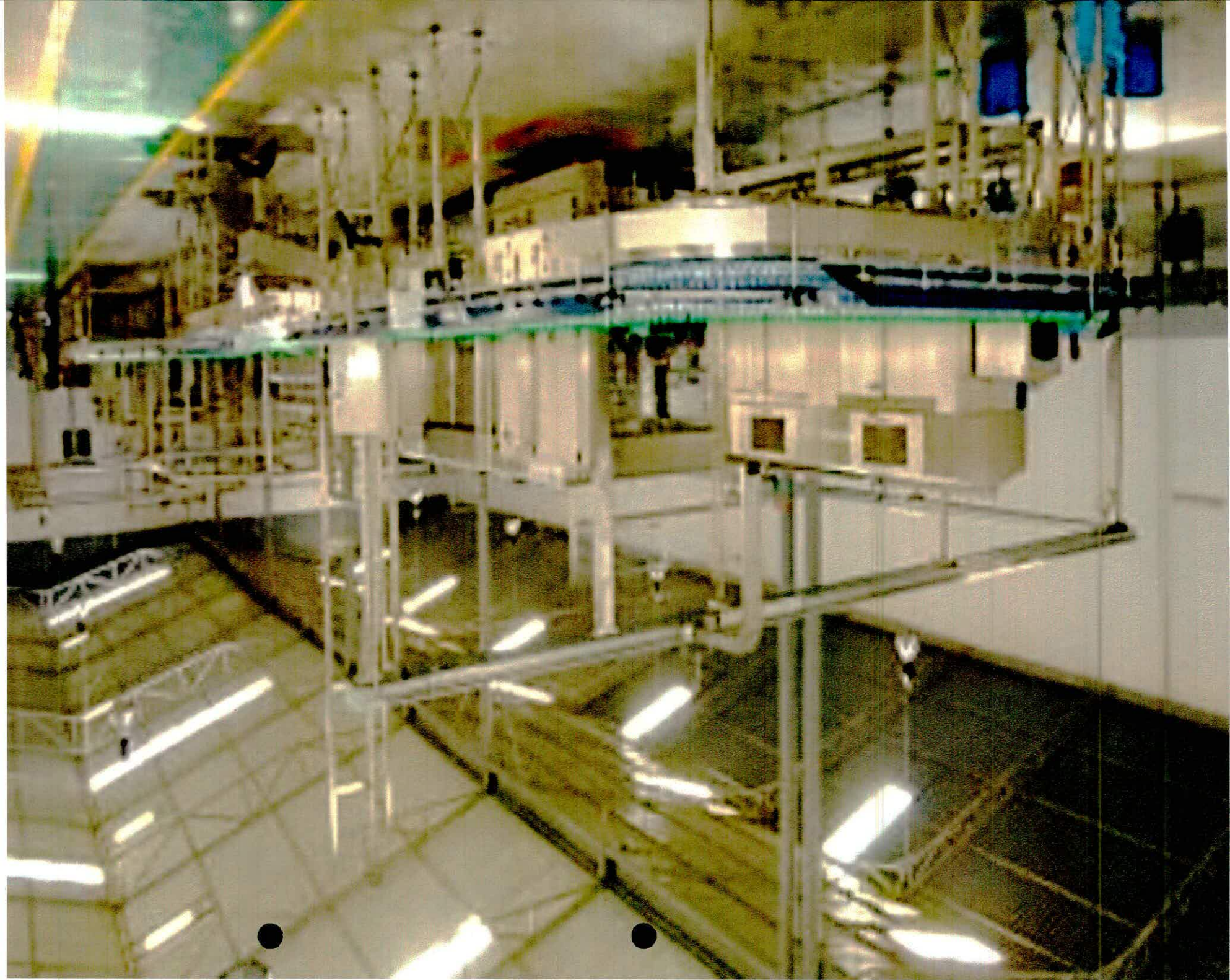
with effect from 19-09-2011

P. N. Kassera

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

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









MANGO JUICE

Embe Dodo

Embe



Dotto

17

JAMBO FOOD PRODUCTS LIMITED

P.O.Box 71, SHINYANGA TEL: +255 28 2762628 FAX: +255 28 2762629
E-mail: ceo@jambogrouptz.net ; Info@jambogrouptz.net Mobile: 0785 558222

18th January, 2017

JAMBO FOOD PRODUCTS LIMITED
RE:
18 JAN 2017
P. O. BOX 71
DAR ES SALAAM

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

Dear Sir,

RE: APPLICATION FOR 2 YEARS EXTENSION OF TIC CERTIFICATE NO. 042089

We submit our application for extension of Certificate of Incentives from your Centre.

The company has plans to exhaust the remaining approved exemption list from the letter referenced TRA/CE/C/P20/8/4959 of 25/03/2015.

We would like to ask your good office to extend our TIC certificate for duration of 2 years to enable us to make use of our approved exemption list from TRA.

In support of the application we attach the following documents for your office

- (i) Copy Certificate of registration No. 84560
- (ii) Copy of Expired and Utilized TIC No. 042089 the original of which has been handed back.

Yours truly,

JAMBO FOOD PRODUCTS LIMITED



MANAGING DIRECTOR



9



0222947

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

THIS CERTIFICATE REPLACE/
EXTENDS THE PREVIOUS ONE

AMENDMENT ON SECTION 10 & 11
HAVE BEEN EFFECTED

NO. 042089 ISSUED ON 14/09/2015 *cajodin* No: 042089 *cajodin*

This is to certify that

JAMBO FOOD PRODUCTS LIMITED

P.O. BOX 71

of address.....

SHINYANGA

has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXX~~
~~XXXXXXXXXXXX~~ enterprise known as

JAMBO FOOD PRODUCTS LIMITED

PLOT NO. 1 MHUMBU

Which is located at

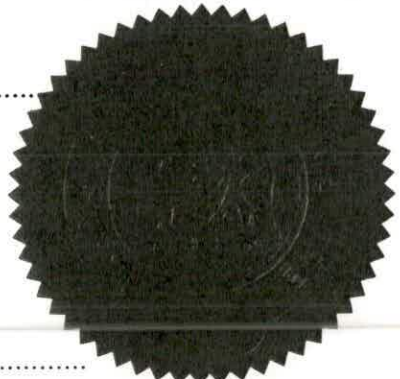
SHINYANGA

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

cajodin

Ag. Executive Director

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



Dated 18TH JANUARY 2017

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

	Nationality	Shareholding (%)
Suleiman Khamis Salum	Tanzanian	20
Salum Khamis Salum	Tanzanian	80

2. Proposed Activities: **To Establish A Factory for Manufacturing Soft Drinks**

3. Sector: **Manufacturing** Subsector: **Soft Drinks**

4. Investment cost: Foreign **USD 4.42m.** Local **USD 23.04m.** Total **USD 27.46m.**

5. Project Financing:

Equity USD 4.42m.	Loans USD 23.04m.	Total USD 27.46m.
--------------------------	--------------------------	--------------------------

6. Source, terms and conditions of loan.....

7. Assets to be invested:

Capital items:	Foreign	Local	Total
	USD 4.42m.	USD 23.04m.	USD 27.46m.

8. Technology Agreement **None**

9. Date of TIC Registration: **06th September 2011**

10. Implementation period **September 2011 - August 2018**

11. Operative date..... **September 2018**

12. Investment Incentive Grade: As defined in part III Section 19(1), (2) and Section 20 of the Tanzania Investment Act, 1997
 - (i) Applicable Import Duty **And VAT as per Customs tariff Act, 1976 & VAT Act, 20**
 - (ii) Applicable with-holding Tax **As per Income Tax Act, 2004 (as amended)**
 - (iii) Eligibility of Capital Allowances **As per Income Tax Act, 2004 9as 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 ammended
 - (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 
 Ag. Executive Director

Refresh

Reply

Forward

Delete

Other

Filter

From	Subject	Date	Size
noreply.eoffice@serikali.g...	New Mail To Preview	07:56:04	2 KB
george.mukono@tic.go.tz	Re: FILE REQUEST	07:16:33	7 KB
george.mukono@tic.go.tz	Fwd: M&E REPORT	12/04/21	20.6 MB
george.mukono@tic.go.tz	Fwd: PVV REPORT FOR MONITORING & ...	12/04/21	15.1 MB
joseph.heri@tic.go.tz	Re: FILE REQUEST	12/04/21	5 KB
george.mukono@tic.go.tz	FILE REQUEST	12/04/21	41 KB
joyce.shundi@tic.go.tz	BARUA TAKWIMU KWA BALOZI WA KENY...	12/04/21	282 KB

FILE REQUEST from george.mukono@tic.go.tz

Monday, April 12, 2021 (18:06:31 EAT)

 HTML Message (1 KB)**Dino/Erick,**

Tunaomba attached files kesho asubuhi zimfike Baitu/Heri Joseph it's Urgent Please!

Regards,