



THE UNITED REPUBLIC OF TANZANIA
 PRIME MINISTER'S OFFICE
 TANZANIA INVESTMENT CENTRE

FILE BEGINS **ENDS** **PART**

FILE TITLE

FILE NUMBER
TICC PP10

CONFIDENTIAL

042580

INDEX HEADINGS

For Action F/M	Initials	Date	Action taken vide F/M	Officer or Section	For Action F/M	Initials	Date	Action taken vide F/M	Officer or Section	For Action F/M	Initials	Date	Action taken vide F/M
IF F1	ST	16/12/13	AS										
max F	CS	28/12/13	AS										
JED M1	R	22/1/14	AS										
IF F4	S	9/7/14	AS										
Hb F4	G	9/7/14	AS										
sp F4	G	17/7/14	AS										

TICC PP10/042580

RIA INVESTMENT Co LID

MINUTE SHEET

Dokezo
No.

10 Ag

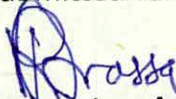
EXD

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

- (a) Minimum finance investment threshold has been exceeded, the project expects to invest USD 4.31M
- (b) Legal entity has been incorporated under certificate No. 104252 of 29/11/2013

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

Submitted for signature.



Revocatus Arbo/gast

IFM

21st January, 2014

2.

EXD

In response to the TIC letter of registration dated 20th January 2014

the project has submitted the required documents namely: -

- (a) Company Board Resolution.
- (b) Reference letter/Financing from KCB Bank Limited
- (c) Lease agreement as evidence of land

With the above submission EXD is requested to sign Certificate of Incentives No. 042580 herein attached.

17/07/2014



MINUTE SHEET

Dokezo
No.

M/S RIA INVESTMENT COMPANY LIMITED
P.O. BOX 21666
DAR ES SALAAM

1

12th December 2013

Executive Director
Tanzania Investment Center
P.O. Box 938
DAR ES SALAAM



Dear Madam/Sir

RE: APPLICATION FOR THE INVESTMENT EXEMPTION ON PURCHASE AND INSTALLATION PLANT AND MACHINERY FOR EXTRACTION OF GOLD AT KAHAMA AREA SHINYANGA MUNICIPALITY.

This has reference to the captioned subject above.

We are incorporated private limited liability company dealing with extraction, marketing and export of gold and related products at Kahama area Shinyanga Municipality.

We are pleased to submit our application for above exemption request to enable us carryout the projection execution.

Attached herewith please find the following documents:

1. A copy of Memorandum and Articles of Association
2. A Copy of Certificate of Incorporation
3. A copy of the valid business license
4. A Copies of TIN,
5. Reference letter from Kenya Commercial Bank Ltd Lumumba branch.
6. 2 copies of Business plan
7. A copy of the lease / joint venture agreement from small miners
8. Bank reference letter from Kenya Commercial Bank Ltd

We hope our application will favourably be considered.

Yours faithfully
MS RIA INVESTMENT COMPANY LIMITED


A. A. MOHAMED
DIRECTOR



CTIN.: 2199716

ISO 9001 : 2008 Certified



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

RIA INVESTMENT COMPANY LIMITED

.....

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

122-621-758

.....

02-12-2013

with effect from



P. N. Kassera
P. N. Kassera

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

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

TANZANIA



Certificate of Incorporation

Section 15

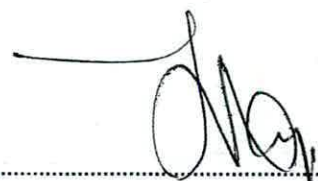
No 104252

I HEREBY CERTIFY THAT

RIA INVESTMENT COMPANY 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 29TH day of NOVEMBER**TWO THOUSAND AND THIRTEEN**
Asst. Registrar of Companies



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 NAGIEB RAFAT, AMIR ABDELMAGEED MOHAMED,
SAYED IMRAN AL-EDROOS.
(director/directors/agent of R.I.A. INVESTMENT COMPANY LIMITED.
(name of business enterprise) apply for registration of TIC

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 MTENDANI STREET KISUTU
DAR ES SALAAM PLOT NO. 102.

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. 102 MTENDANI STREET-DSM

4. The Principal Officers of the Company are NAGIEB RAFAT,
AMIR ABDELMAGEED MOHAMED
SAYED IMRAN AL-EDROOS.

5. Auditors of the Company are MASENGA & COMPANY CERTIFIED
PUBLIC ACCOUNTANTS AND AUDITORS.

6. The authorized share capital of the Company is ~~Tsh.~~/US\$ 1,500,000/-

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

is Tshs./US\$ 7,017,530,000/=

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

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

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

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

I, AMIR ABDELMAGEED MOHAMED of Post Office Number 21666 DAR ES SALAAM

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

authorized agent of RIA INVESTMENT COMPANY LIMITED

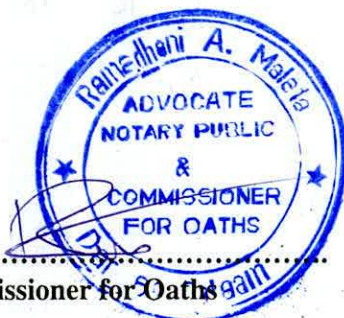
AND that all the requirements of the Tanzania Investment Act, 1997 in respect of matters precedent to the registration of the business enterprise under the Act and incidental thereto have been complied with, AND I make this solemn declaration conscientiously believing the same to be true.

Declared at Dar es Salaam }

The 12th day of December 2013 }


Applicant

Before me:



Commissioner for Oaths

APPLICATION SUMMARY

Company Name: RIA INVESTMENT COMPANY LIMITED

Certificate of Incorporation Number: 104252 Status: NEW

Certificate of Incorporation Date: 29TH NOVEMBER 2013.

Post Box: 21666

Town: DAR ES SALAM.

Sector: MINING

Sub-Sector: GOLD PROCESSING

Investment Financing Plan in Million US\$/Tshs.

Foreign Equity	Local Equity	Foreign Loan	Local Loan
<u>4,596,010,000</u>	<u>821,520,000</u>	<u>\$1,000,000</u>	<u>-</u>

Project Objectives: TO SECURE TIC INVESTMENT INCENTIVES
FOR GOLD PROCESSING.

Capacity: 80.

Employment: Foreign: 20. Local: 60 Total: 80.

Implementation Period: 4 MONTHS.

Project Location

Site/Plot/Block No.: BUKANDWE

Street: BUKANDWE District: KAHAMA Region: SHINYANGA.
(Attach sketch map showing project location)

Shareholders	Nationality	%
<u>NAGIEB RAFAT</u>	<u>AUSTRALIAN</u>	<u>70.</u>
<u>AMIR ABDELMAGEED</u> <u>MOHAMED</u>	<u>SUDANEES</u>	<u>15.</u>
<u>SAYED IMRAN AL-EDROSS</u>	<u>TANZANIAN</u>	<u>15.</u>
.....
.....

Investment Breakdown US\$/Tshs.M

Land/Building821.52.....
Plant5,627,92.....
Vehicles195.50.....
Furniture & Fittings94.49.....
Pre-expenses40.60.....
Others11.50.....
Working Capital226.00.....
TOTAL7,017.53.....

Contact Details:

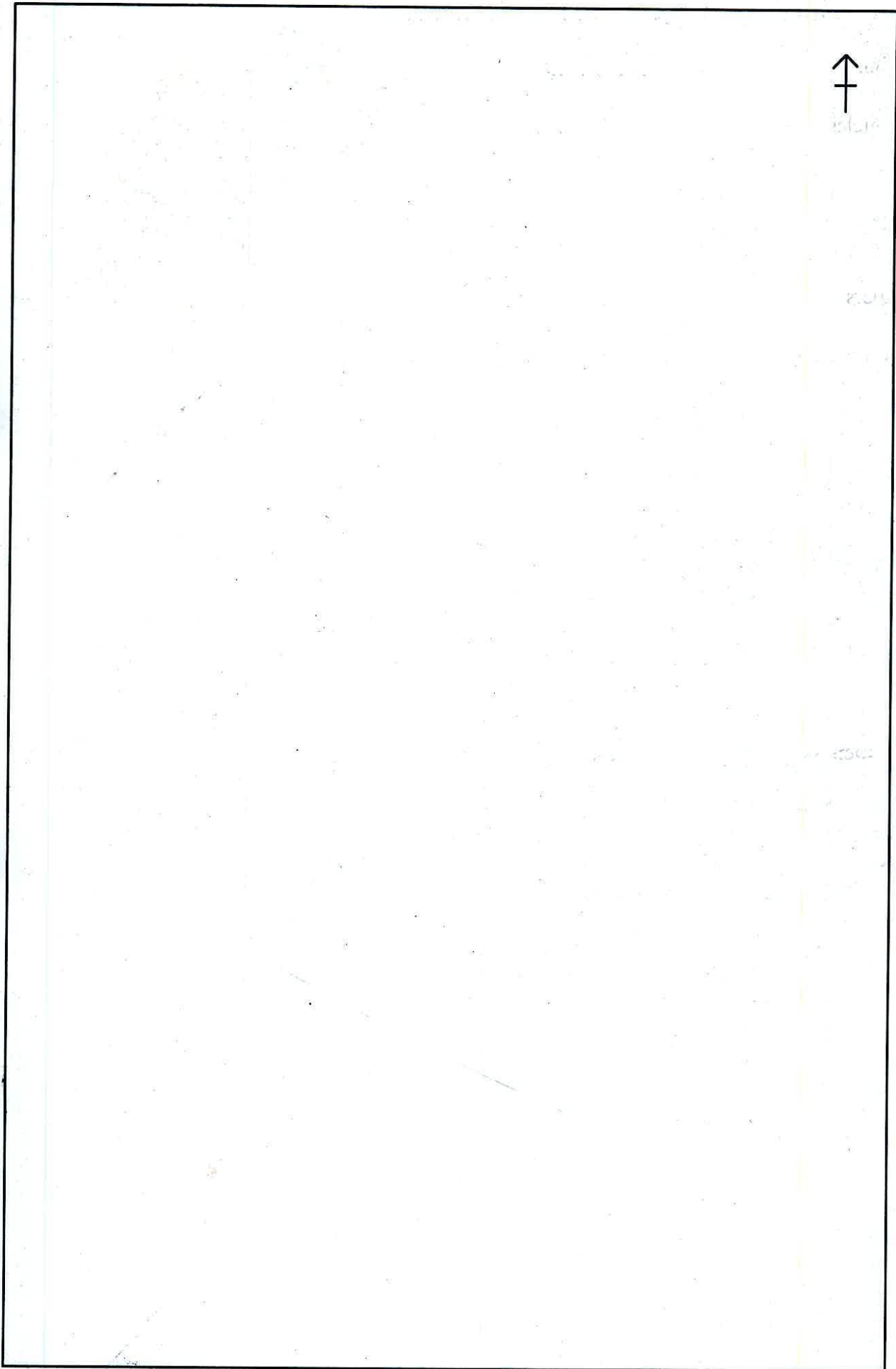
Name: AMR ABDELHAGGED Title: DIRECTOR
Telephone: 0657-782099 Fax:

Email:

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



3

TICC/PP.10/042580/3

20th January, 2014

Managing Director,
Ria Investment Co. Ltd,
P.O. Box 21666,
DAR ES SALAAM

**RE: CERTIFICATE OF INCENTIVES FOR GOLD PROCESSING PLANT
IN KAHAMA SHINYANGADAR ES SALAAM.**

We wish to acknowledge receipt of your project proposal to establish gold processing plant in Kahama Shinyanga as presented in the TIC P.A. 1 Form No. 11587 and Feasibility Study with a projected investment amounting to USD 4.31m.

We are pleased to inform you that your investment proposal is officially registered by TIC and therefore the project will be granted a certificate of incentives under authority conferred upon TIC under Part III, Section 17 (1-8) of the Tanzania Investment Act, 1997. In order to enable TIC prepare your Certificate of Incentives, You will be required to submit the following:-

- Board Resolution accompanied with Bank Reference for equity funding or a letter from Bank/Financial Institution that a loan is granted or is under consideration as required by Section 17(3) (f) of Tanzania Investment Act, 1997.
- Certified document showing evidence of Land ownership for the location of the project

Also be informed that you will have to submit a project implementation Progress Report on the implementation of the project in every six months for centre's information and review. Guidelines for the preparation of the report are contained in annexure attached to this letter. Please do not hesitate to contact the Centre for any clarification if the need arises. Also note that a facilitation fee equivalent to US\$ 1000.00 is payable at the ruling exchange rate prior issuance of the Certificate of Incentives. Please make deposit direct to the bank as per bank details below:

TICC/PP.10/042580/3

20th January, 2014

*Tanzania Investment Centre
Standard Chartered Bank (T) Ltd
US Dollar A/C 8702006002000
T.Shs A/C 0102006002000*

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

Yours sincerely,

Tanzania Investment Centre



N. A. Senzia

Ag. Executive Director

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

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

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



TIC Evaluation Report

Name of the Company
Ria Investment Co. Ltd.

Post Box	Bukandwe, Kahama District	COI Number	104252	Contact	Mr. Amir Abdelmageed Mohamed
Post Office	21666, Dar Es Salaam	COI Date	29/11/2013	Designation	Director
Region	Shinyanga	Application F. No	11587	Phone	0
Country	Tanzania	Status	New	Direct Phone	0
		Sector	Manufacturing	Cell Phone	0657 782099
		Sub Sector	Gold Processing	Fax	0
		File No	042580	E-Mail Address	0

Project Location		Investment Finance Plan in Millions USD										
Plot/Block	Bukandwe	<table border="1"> <tr> <th>Foreign Equity</th> <th>Local Equity</th> <th>Foreign Loan</th> <th>Local Loan</th> </tr> <tr> <td>2.8</td> <td>0.51</td> <td>1</td> <td>0</td> </tr> </table>	Foreign Equity	Local Equity	Foreign Loan	Local Loan	2.8	0.51	1	0		
Foreign Equity	Local Equity		Foreign Loan	Local Loan								
2.8	0.51		1	0								
Street	0											
District	Kahama											
Region	Shinyanga											

Shareholders Detail			Investment Breakdown (USD Million)	
Name	Nationality	(%)	Land/Building	0.5
Sayed Imran Al-Edroos	Tanzanian	15	Plant	2.8
Amir Abdelmageed Mohamed	Sudan	15	Vehicles	0
Nagieb Rafat	Australia	70	Furniture & Fittings	0.01
			Pre-expenses	1
			Others	0
			Working Capital	0
			Total	4.31

Employment	80	Evaluated By	wf officer4
Capacity	xxxx	Drawn By	wf registry2
Project Turn Over		Project Type	Mixed(Local & Foreign)

Description

To establish a gold processing project

Recommendations

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

Decision

APPROVED BY EXD

Sign: *[Signature]*

Date: 20/01/14

①

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 REC016285

No. 010093

Received from : RIA INVESTMENT CO. LTD

Address P.O. BOX 21666 DSM

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



**For Executive Director
Tanzania Investment Centre**

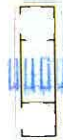
Being payment in respect of: CERTIFICATE OF INCENTIVES FEES

Amount USD 1,000.00

sh / Cheque No: D/deposit 9/7

Date : 09-Jul-2014

J Simba
Receiving Officer



Aug '11

53980



WAKALA WA USAJILI WA BIASHARA NA LESENI.

S.L.P 9393, Dar-es-Salaam.

SIMU : +255 22 2180141, 2180113, 2181113. NUKUSHI: +255 22 2180371

BARUA PEPE: usaji@cats-net.com, brela@cats-net.com

TOVUTI: http://www.brela-tz.com



NIMEPOKEA KWA
Received from

RIA INVESTMENT CO LTD

RECEIPT NO: 00215456

KIASI CHA SHILINGI(KWA MANENO)
Sum of shillings(In words)

FIFTEEN THOUSAND TANZANIAN SHILLINGS ONLY.

KWA MALIPO YA
In respect of

FILLING FEES [TSHS15,000] .
TOTAL TSHS : 15,000

KWA FEDHA TASLIMU/HUNDI NAMBA
By cash/cheque No.

CASH

KITUO
Station

DAR ES SALAAM

SAHIHI YA MPOKEAJI
Receiving officer's sign.

GODFREY EDWARD

CHEO
Title

ACCOUNTS ASSISTANT

TAREHE
Date

08/07/2014



[Handwritten signature]

[Handwritten signature]
08/07/2014 Form 128

THE UNITED REPUBLIC OF TANZANIA

BUSINESS REGISTRATIONS AND LICENSING AGENCY

Annual Return of a Company
Pursuant to Section 128 of the Companies Act 2002

Company Number 104252

Company Name
(in Full) RA INVESTMENT COMPANY LIMITED

The information in this return is made up to: 30th June 2014

Address of registered office of Company Box 21666 Mwendeni
Street Kusunth, DAR-ES-SALAM

Company type.....
(If the company does not have a share capital there must be annexed to the return a statement containing particulars of the total amount of indebtedness of the company in respect of all mortgages and charges required to be registered under the Act)

Principal business activities..... GOLD EXTRACTION & PROCESSING

If different from the registered office, state address where the register of members or any register of debenture holders is kept

Register of members
Register of debenture holders

Company Secretary *[Signature]*

Name <u>IBRAHIM ABDELKARIM AHMED</u>
Previous name(s)
Address <u>Box 21666 MWENDENI STREET, DSA</u>

FOR OFFICIAL USE ONLY.

Directors

(use additional copies of this sheet if necessary)

Name	NAGEEB RAFAI	Business occupation	DIRECTOR
Previous name(s)		Nationality	AUSTRALIAN
Address	BOX 21666 MTENDENI STREET DAR-ES-SALAAM	Date of birth	14/7/1962
Other relevant past or present directorships			

Name	IBRAHIM ABULIKAILIK MOHAMED	Business occupation	DIRECTOR
Previous name(s)		Nationality	SUDANESE
Address	BOX 21666 MTENDENI STREET DAR-ES-SALAAM	Date of birth	3/4/2014 3/4/1950
Other relevant past or present directorships			

Name	SAFED IMRAN AL-EDROS	Business occupation	DIRECTOR
Previous name(s)		Nationality	TANZANIAN
Address	BOX 21666 MTENDENI STREET DAR-ES-SALAAM	Date of birth	
Other relevant past or present directorships			

Issued share capital

Enter details of all the shares in issue at the date of the return.

	Class	Number of shares issued	Aggregate nominal value
1	ORDINARY	800	TSh 1,920,000,000
2		100	TSh 240,000,000
3		100	TSh 240,000,000
4		/	TSh
5		/	TSh
Totals:		1,000	TSh 2,400,000,000

List of past and present members

A full list is required if one was not included with either of the last two returns.

There were no changes in the period

A list of changes is enclosed (pages 4 and 5)

A full list of members is enclosed (pages 4 and 5)

I certify that the information given in this return is true to the best of my knowledge and belief.

Signed.....
Director / Secretary



Date.....

26/06/2014

LIST OF PAST AND PRESENT MEMBERS (Continued on page 5)
(use additional copies of this sheet if necessary)

	Names and addresses
1	NAGEB RAFAI
2	IBRAHIM ABULKALIK MOHAMED
3	SAEED IMRAN AL-EDROS
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	

LIST OF PAST AND PRESENT MEMBERS (Continued from page 4)
 (use additional copies of this sheet if necessary)

	Number of shares or amount of stock held by existing members at date of return	Particulars of shares transferred since the date of the last return (or, in the case of the first return, of the incorporation of the company) by (a) persons who are still members, and (b) persons who have ceased to be members (note 12)		Remarks
		Number/ amount transferred	Date of registration of transfer	
1	900			
2	100			
3	100			
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
16				
17				

LEASE AGREEMENT

THIS LEASE AGREEMENT is entered into on the 27th days of December The year two thousand and thirteen.

BETWEEN

Ms MARIA FUMBUKA NOGI (hereinafter referred to as the owner of the **PML No. 0004368**) of P.O. Box 83, Kahama, on the part.

AND

RIA INVESTMENT COMPANY LIMITED (hereafter referred as the Company) of P.O. Box 21666, Dar es Salaam, on other part..

WITNESSETH that:

in consideration of the covenants and provisions hereinafter contained or implied and on the part of the Tenant all that part of **PML No. 0004368** Kahama area, Shinyangai Municipality, (hereinafter referred to as "the demised property") TO HOLD the same unto the Tenant for the term of Fifteen (15) years with option to renew, commencing on the 1st day of January, 2014 and ended on the 31st day of December, 2028.

YIELDING and PAYING therefore a monthly rent of UNITED STATE DOLLAR THREE THOUSAND only (USD 3,000), the said rent shall be payable in advance for each twelve months term

1. The Tenant covenants and agrees with the Landlord as follows:-
 - (a) To carry the activities and operations at an environmentally friendly.
 - (b) Note without the previous consent in writing of the Landlord to make or permit to be made any alterations in the land use.
 - (c) To use the property shall be:-
 - i) Carry out mining operations
 - ii) part of the land to be used for construction of the factory for gold processing
 - (d) To pay and discharge all charges in respect of Land rent and property tax timely and in full.

- (e) Note to do anything in, or upon the deemed property, or any part thereof which may be or nuisance to occupiers of other property in the neighborhood.
- (f) Note to assign, sub-let or part with the possession of the demised property or any part thereof without first requesting for, and receiving written consent from the Landlord.
- (g) To permit the Landlord or its agents and servants at all reasonable times in the day to enter upon and view the condition of the demised property.
- (h) Within ninety (90) days of leaving any such notice as last aforesaid, to terminate the agreement.
- (j) Upon the expiration or sooner determination of the term hereby granted to peacefully yield up the demised property and all equipments


Therein to the Landlord or its duly authorized agent in such condition as shall be in compliance with the foregoing covenants.
- (k) Note without the previous consent in writing of the Landlord to make or permit to be made or permit to be made any alterations in, or additions to the demised property, or cut, main or injure or suffer to be cut, maimed or injured any of the walls, structures, or timbers thereof.
- (l) At any time not later than three months before the expiry of this Lease,, the Tenant may serve a notice to the Landlord signifying her intention to renew his Lease term at the time of expiry of this Lease if he so wishes.

2. The Landlord HEREBY COVENANTS with the Tenant as follows:

- (a) To let the investors use the land freely without interference during project implementation.
- (b) To keep in good tenantable repair the roof and outside walls of the property hereby demised.

IN WITNESS WHEREOF the parties here to have executed this deed the day and the year first above mentioned.

SIGNED and DELIVERED by
The said **MARIA FUMBUKA NOGI**
Who is identified to me by the
.....
The later being known to me
Thisday of2013

M'F 
.....
LAND LORD

Name:

Signature:

Postal Address:

Qualification:



SIGNED and DELIVERED by the
said Rafat Nageeb for RIA INVESTMENT CO. LTD
is identified to me by the
..... Later
being known to me this
day of2013

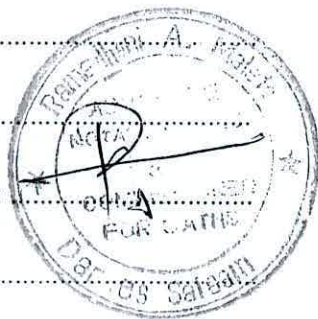


Name :

Signature

Postal Address:

Qualification:



Certified as a True Copy of the Original

MERCY GODLAY JILALA
Advocate, Notary Public & Commissioner for Oath



**KCB
BANK**

Making the
Difference

KCB BANK TANZANIA LIMITED.

Uhuru Branch
Uhuru / Livingstone Street
P.O. Box 16666
Dar es Salaam

Tel: (+255-22) 218 0846
Fax: (+255-22) 218 0884
Email: kcbuhuru@tz.kcbbankgroup.com
Website: http://www.kcbbankgroup.com
SWIFT: KCBLTZTZ

Tanzania Investment Centre (T.I.C)

P.o.Box

Dar es Salaam,

Tanzania.

Date: 28/January/2014

Dear Sir/Madam,

RE: RIA INVESTMENT

This letter serves as introduction that, RIA INVESTMENT is our customer at KCB Bank Tanzania Limited, Lumumba branch operating a TZS current account number 3300980798 and USD current account number 3300980836 both opened on 19th Dec, 2013.

Please note that this letter of intent is given only for the intended purpose and does not constitute any liability to the bank or the undersigned.

We would be grateful if you provide him necessary assistance.

Yours faithfully,

[Handwritten signature]
KCB Bank Tanzania Limited
28th Jan 2014
HEAD OF ISLAMIC BANKING

UZAIRU A ATHUMANI,

UNIT HEAD ISLAMIC BANKING,



00221144

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

No: 042580

This is to certify that

RIA INVESTMENT COMPANY LIMITED

of address P.O. BOX 21666

DAR ES SALAAM

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

RIA INVESTMENT COMPANY LIMITED

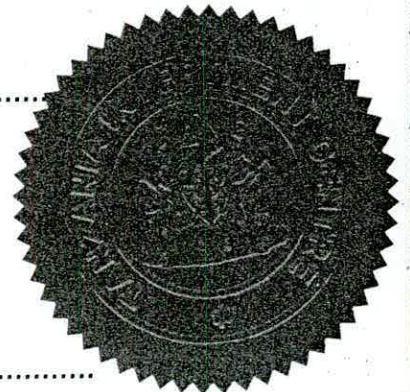
Which is located at BUKANDWE QDS 62/1

KAHAMA - 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



Dated 20TH JANUARY 2014

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 (%) |
|-----------------------|-------------|------------------|
| Sayed Imran Al-Edroos | Tanzanian | 15 |
| Amir A. Mohamed | Sudanese | 15 |
| Nagieb Rafat | Australian | 70 |
2. Proposed Activities : To establish a gold processing project
3. Sector: Manufacturing Subsector Gold Processing
4. Investment cost: Foreign USD 3.8m. Local USD 0.51m. Total USD 4.31m.
5. Project Financing: Equity USD 3.31m. Loans USD 1m. Total USD 4.31m.
6. Source, terms and conditions of loan.
7. Assets to be invested:
- | Capital items: | Foreign | Local | Total |
|----------------|-----------|------------|-----------|
| | USD 3.8m. | USD 0.51m. | USD 4.31m |
8. Technology Agreement None
9. Date of TIC Registration: 20th January 2014
10. Implementation period January 2014 - December 2016
11. Operative date January 2017
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, 1997
- (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

THE UNITED REPUBLIC OF TANZANIA
BUSINESS REGISTRATIONS AND LICENSING AGENCY
(Offices: Co-operative Building Lumumba Street)

Telephone: +255-22-
2180139/2181344,2180113/2180141
D/L 2180048,2180385
Fax: +255-22-2180371/2184727/2180411
Email: usajili@cats-net.com
ipo@cats-net.com
brela@cats-net.com
Website: www.brela-tz.org



P. O. Box 9393,
DAR ES SALAAM.

*(All Official communications should be addressed
to the Chief Executive Officer not to individuals)*
In reply please quote:

Ref: No. MIT/RC/104252/3

14th July,2014

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

RE: 1. THE COMPANIES ACT NO.12 OF 2002
2. RIA INVESTMENT COMPANY LIMITED

Reference is made to your letter TICC/PP.10/0425806 dated 10th July,2014.
Below is the information:-

1. Number of Incorporation:- 104252
2. Date of Incorporation:-29th November, 2013
3. Shareholders:-
 - i) Nagieb Rafat 700 shares
 - ii) Amir A. Mohamed 150 shares
 - iii) Sayed I. Edroos 150 shares
4. Directors
 - i) Nagieb Rafat (Australian)
 - ii) Sayed I. Edroos (Tanzanian)
 - iii) Amir A. Mohamed (Sudan)

Yours Sincerely,

R.J. Kitambi
SENIOR ASSISTANT REGISTRAR OF COMPANIES.

TICC/PP.10 / 042580

10th JULY, 2014

The Chief Executive
Business Registrations and Licensing Agency,
P.O. Box 9393,
DAR ES SALAAM.

Dear Sir,

**RE: APPLICATION FOR THE POSITION OF SHARE HOLDERS OF RIA
INVESTMENT COMPANY LIMITED C.NO 104252 OF 29TH NOV.
2013.**

Please refer to the heading above

We request you to furnish us with the current status of **shareholders and directors** of the above mentioned company incorporated in your office as shown above.

This information is necessary for us to process further the company's application for grant of the Certificate of Incentive which is kept pending on this ground

We thank you in advance.

Yours faithfully,

N.Mchome

N.Mchome
For: Executive Director

THE COMPANIES ACT, 2002

COMPANIES LIMITED BY SHARES

MEMORANDUM

AND

ARTICLES OF ASSOCIATION

OF

RIA INVESTMENT COMPANY LIMITED

incorporated this day of 2013

DRAWN BY:

SAYED IMRAN
(SUBSCRIBER)
P.O. BOX 21666
DAR ES SALAAM

THE COMPANIES ACT, 2002

COMPANIES LIMITED BY SHARES

MEMORANDUM

AND

ARTICLES OF ASSOCIATION

OF

RIA INVESTMENT COMPANY LIMITED

Incorporated this day of 2013

DRAWN BY:

SAYED IMRAN
(SUBSCRIBER)
P.O. BOX 21666
DAR ES SALAAM

TANZANIA
Stamp Duty Shs 5000
PAID
Receipt No. 39808
ORIGINAL of
Stamp Duty Office

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

TANZANIA
Stamp Duty Shs 2500
PAID
Receipt No. 39808
Asst Registrar of Companies

OF

RIA INVESTMENT COMPANY LIMITED

1. The name of the company "RIA INVESTMENT COMPANY 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 engage in and or otherwise carry on the business of mining of gold, buying and selling of various minerals, professional traders, buyers, sellers, general suppliers, distributors, operators of mineral dealership, supermarkets departmental, stores, secretarial bureau all businesses and trades incidental analogous similar thereto required to be capable of being carried on in conjunction therewith.
 - (b) To engage in agricultural activities by irrigation of cereal crops of all types, horticulture and the related farming in plantations, small holder farmers and garden.
 - (c) To acquire by purchase or otherwise any land, mines, minerals, oil/hydrocarbons or other properties of any tenure, concessions, claims, grants, licenses, options and any other rights over the same in any part of the world and to prospect/explore and develop for natural minerals and hydrocarbons including but not limited to gold, oil, tin, lead, wolfram, silver, copper, platinum, precious stones, coal, iron, silicate raw materials, limestone's dolomite, calcite and other mines, earthy and other minerals, and rights, and to carry on and conduct the business of including importation of refined oil, raising, smelting, crushing, washing minerals. Reducing, amalgamating and metallurgic all treating ores, metals and minerals of whatsoever nature and to render the same merchantable and fit for use and to grant prospecting and mining and other licenses, rights, of privileges for all or any of such purchase

and to carry on any other trader of business whatsoever which can in the opinion of the Board be advantageously carried on by the Company in connection with or as ancillary to the general business of the Company.

- (d) To carry on business as miners, mine owners, prospectors, metallurgists, miners for and dealers in gold, gemstones, precious stones, metals, or other deposits or be interested in any such business and to undertake and carry on any business and to undertake and carry on any business or operation commonly undertaken on carried on by explorers, financiers, promoters of companies, bankers, underwriters, concessionaires, contractors, for public and other works.
- (e) To be super importers and exporters of spares and auto accessories industrial goods vehicles of all kinds, construction equipment tools and apparatus.
- (f) To carry on the business of clearing and forwarding agents, commission agents, transporters, freighters, haulers, customs bonded warehouse and godown keepers, cargo and travel agents, insurance agents, tourist agents, manufacturers, representatives, road contractors, cargo superintendents, packers, machinery haulage specialists, warehousemen, engineers, electricians, motor cars, trucks, cabs, omnibus, oil tank and coach proprietors and transporters, civil transport contractors and transporters by any other means of conveyance of people and goods in Tanzania and the neighboring countries and in such other place or places as may from time to time be determined by the company, engage in and or otherwise carry on the business as transporters and transport agents, freight forwarders.
- (g) To carry on business as transporters of passengers, goods, package merchandise, wares, luggage, personal effects and also act as agents for railways, shipping, chartering and transporting, corporations, road constructors, cargo, superintendents, warehousemen, government, parastatal, transport contractors and deal with clearing and forwarding dispatching of sea, air and land cargo to various parts or destinations in the world network.
- (h) To carry on the business of miners and mining in all their branches and for the said purpose to eg, purchase, take on lease, or exchange or otherwise acquire concessions, grants, easements, options, claims, properties, cassettes and effects supposed to contain minerals, diamonds, or other precious stones, and any interest therein, and to explore, mine, work, excise develop and turn to account mines and mining rights and any undertaking connected therewith.

- (i) To carry on the business as importers, exporters, general traders, suppliers, merchants, stockiest, wholesalers, retailers and dealers in all types of spare parts and maintenance, tyres, tubes, tools and accessories for all types of automotive, motor vehicles, agricultural machinery, implements, equipment, all kinds of industrial projects machinery and equipment, electrical goods, hardware, building materials, timber, fishing gears, groceries, computers, office equipments, cooking oils, salts, foodstuffs, cosmetics, oil, paints, spirits sheets, hinges screws, iron mongers, textiles piece goods, all types of leather goods, shoes, bags and other similar goods.
- (j) To carry on the business of general merchants, tendering, general storekeepers, universal providers, importers, exporters, wholesale and/or retail traders, dealers of sports items, electrical equipments, education suppliers and surveyor equipments, military equipments and uniform, cleaning equipments, piece wood, paints, hardware, glassware, crockery, cutlery, ironmongery, turners and other household fittings and requirements, other articles and commodities of personal, household use and consumption provisions, textiles, groceries, medicines, drugs, wines, spirits, liquors, chemical, surgical, optical, photographic and other instruments, apparatus and materials, motor vehicles, automobiles, consultants services and generally in all manufactured goods of all types and merchandise of all kinds.
- (k) To carry on the business as principals, agents or manufacturers, representatives of importing, exporting, buying, selling, distributing of motor vehicles, cars, trucks, lorries or other vehicles, motor vehicles spares and parts of all descriptions, fuel and other oils, petroleum of all kinds, tyres and tubes, batteries, battery solution and other spares, accessories, motor cycles, bicycles, tractors, mining equipments, fishing gears, agricultural and industrial machinery and equipments, new and second hand spares parts and accessories and generally to deal in all types of motor spares parts and industrial and agricultural machinery and parts, electronic goods and accessories thereof.
- (l) To manufacture, buy, sell, exchange, alter, improve, manipulate, prepare for market and otherwise deal in all kinds of plant, machinery, apparatus, tools, utensils, hardware and other substances, materials, and things whatsoever.
- (m) To carry on the business of fumigators, vacuum cleaners, steam cleaners, carpet cleaners, window shop, officer, club hotel, theatre cleaners vermin and insects destroyers and generally to undertake cleaning and fumigation of any kind.

- (n) To carry out the business of media and entertainment advertising, media communication and consultancy advertising agents, public relations consultants and sale promotion consultants in all their aspects and to advise on publicity, sales promotion consultants in all their aspects and to advise on publicity, sales promotion, staff relations, industrial relation, press and community relations. To conduct and advise on market research, publicity projects, advertising campaigns, exhibitions, trade affairs, displays, film shows, radio and television programmes, and also to carry on the business of investment advisers, market research and to act as intermediaries in the introduction of sellers, purchasers and partners.
- (o) To carry on the business of garage proprietors and service station for motor vehicles of all kinds, to carry on the safe keeping, cleaning, repairing, refueling, panel beating, spraying and the general care of motor vehicles, aircraft, machinery, equipment and plant whether moved by mechanical power or not, implements, utensils, appliances, apparatus, furl for internal combustion engines, lubricants, cements, solutions, connection with the s aid businesses or in the manufacturer or maintenance of such vehicles, machinery, equipment and plant.
- (p) To engage in manufacturing of every kind of item, furniture, textiles blankets, boutiques, indulge in tailoring, knitting, sisal and coconut fibre processing, ropes, twine, carving, handcrafts, to buy, sell and import the same.
- (q) To carry on the business of household, domestic appliance and electrical goods, audio visual goods, electronic items, building materials, hardware, foodstuff, agricultural products and merchandise of every nature, kind and description whatsoever as a dealer, wholesaler, retailer, distributor, importer, exporter and after sales service and repairing.
- (r) To carry on the business of electrical as contractor, electrical and mechanical engineers and manufacturers, workers and dealers in electrical apparatus and goods and the manufacturer or hire of apparatus or goods to which the application of electricity or and kind of power, or any power that can be used as a substitute therefore, is or may be useful convenient or ornamental, or any other business of a like nature.
- (s) To carry on the business as general food processors, packers and suppliers, to be general suppliers of hard foods stuffs and agricultural crops, to be grain millers and food mixers to be general exporters of fresh fruits vegetables and flowers.

- (t) To engage in and carry out the business of proprietors and managers of hotels, restaurants, cafes, road houses, motels, safari and holiday camps, caravan sites, guest houses, apartment housekeepers, refreshment and tea rooms, milk and snacks bars, tavern, beer house and lodging housekeepers and to provide food and catering services to individuals private and public institutions and to industrial and business concerns.
- (u) To carry on the business of sanitation, sewerage works, solid waste management and any other activity related thereof.
- (v) To carry on the business of production of audiovisual material, information, advertising, documentary and art films, for television, cinema, education or commercial purposes, archives, NGO's or other industries, or for any other purpose whatsoever.
- (w) To promote tourism in Tanzania and elsewhere in Africa, to carry on business of travel and tourist agents and tour operators, to promote facilitate traveling to organize hunting, tented-camps, fishing and diving expeditions, safari promoters and undertakers generally and in particular to arrange and manager hunting safaris, photo safaris adventure tours, fishing trips, handling of game trophies and animal skins, catching, harboring, transporting, wildlife and marine products of all kind.
- (x) To purchase, take on lease and otherwise acquire for investment or resale any estate, land, buildings, easements and other rights and interests in immovable property or any tenure in Tanzania and elsewhere and to sell let or lease exchange or otherwise dispose of or grant rights over any immovable property, belong to the company.
- (y) To purchase, take or lease or in exchange, hire or otherwise acquire and hold any state or interest in any lands building, casements, rights, licenses secret processes, machinery, plants, stock, in trade and real or personal property of any kind.
- (z) To accept payment for any property or rights sold or otherwise disposed or dealt with by the company either in cash, by installment or otherwise or in fully or partly paid up shares of the company or corporation, with or without deferred or preferred or guaranteed rights.

- (aa) To carry any other trade or business whatever which can in the opinion of the Board of Directors be advantageously carried on the Company in connection with the above business or the general business of the company.
- (bb) To act as agents for the sale and purchase of any stocks shares or securities or for any other monetary or mercantile transactions.
- (cc) To act as executors and trustees of wills and settlements made by customers and others and undertake and execute trusts of all kinds.
- (dd) To do all or any of the above things in any part of the world and either as principals, agents, trustees, contractors or otherwise, and either alone or in conjunction with others and either or though agents sub-contractors, trustees and otherwise.
- (ee) To remunerate any person, firm or company rendering services to this company, whether by cash payments or by allotment to him or them of shares or securities of the Company credited and paid in full or in part, otherwise.
- (ff) To accept for safe custody and keep for customers of the company all kinds of securities valuables and things.
- (gg) To lend money on any terms that may thought fit, and particularly to customers or other person or corporations having dealing with societies and to give any guarantees that may be expedient.
- (hh) To advance money to shareholders in the company, and other to the purpose of enabling the person borrowing the same erect or purchase, or enlarge or repair any house or building or to purchase the fee simple or any less estate or interest in, or to take a demise for any term of terms of years of any freehold or leasehold property upon such terms and conditions as the company may think fit.
- (ii) To invest and deal with the moneys of the Company not immediately required, upon such securities and in such manner as may from time to time be determined.
- (jj) To distribute among the members in pieces any property of the company, or any proceeds of sale or disposal of any property of the company.

- (kk) To draw, make, accept, endorse, discount execute and issue promissory notes, bills of lading, warrants, debentures and negotiable or transferable instruments.
- (ll) To act as agents or brokers, and as trustees for any person firm or company, and to undertake and perform sub-contracts and also to act in any other business of the company through or by means of agents, brokers, sub-contractors or others.
- (mm) To obtain any provisional order, ordinance or act of Parliament for enabling the Company to carry any of its objects into effect, or for affecting any modification of the Company's constitution, or any other purpose which may seem expedient, and to oppose any proceedings or applications which may seem calculated, directly or indirectly to prejudice the company's interest.
- (nn) To take or otherwise and hold shares in any other company having objects altogether or in part similar to this company, or carrying on any business capable of being conducted so as directly or indirectly to benefit the company.
- (oo) To transact or carry on all kinds of Agency business in particular in relation to the investment of money, the sale of property and the collection and receipt of money.
- (pp) To do all other things as may be deemed incidental or conducive to the attainment of the objects or any of them.

And it is hereby declared that:-

The word "Company" in this clause, except where used in reference to this Company, shall be deemed to include any partnership or other body of persons, whether corporate or unincorporate, and whether domiciled in the United Republic of Tanzania or elsewhere.

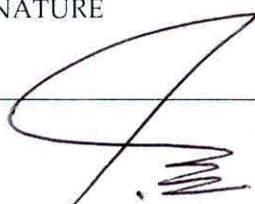

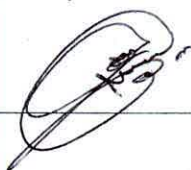
The objects specified in each of the paragraphs of this clause shall be regarded as independent objects, and accordingly shall in no way be limited or restricted (except where otherwise expressed in such paragraphs) by reference to or inference from the terms of any other paragraph or the name of the Company but may be carried out in as full and ample a manner and construed in as well a sense as if each of the said paragraphs define the objects of the separate and distinct compound.

That the meaning of any general words or words in any paragraph of this clause shall not be restricted by being construed ejusdem generic with any particular word or words in the same paragraph.

4. The Liability of Members is Limited.

5. The Share capital of the Company is Shillings 2,400,000,000/= divided into 1,000 shares of Shillings 2,400,000/= each. The Company shall have powers to increase its capital and to divide the shares in its capital for the time being into several classes of stock or shares and to attach there to respectively such preferential, deferred or special rights, privileges, or conditions as may be determined by or in accordance with the Articles of Association of the Company.

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

NAME, ADDRESS AND DESCRIPTION OF SUBSCRIBERS.	NUMBER OF SHARES TAKEN BY SUBSCRIBER	OF BY EACH	SIGNATURE
NAGIEB RAFAT P.O. BOX SYDNEY, AUSTRALIA	700		
AMIR ABDELMAGEED MOHAMED P.O. BOX KHARTOUM, SUDAN	150		
SAYED IMRAN AL-EDROOS P.O. BOX 21666 DAR ES SALAAM, TANZANIA	150		
TOTAL	1,000		

Date at... Dar this... 27th day of... November 2013

WITNESS to the above signatures:

Name :
 Signature :
 Postal Address:
 Qualification :



THE COMPANIES ACT NO. 12 OF 2002

PRIVATE COMPANY LIMITED BY SHARES

ARTICLES OF ASSOCIATION

OF

RIA INVESTMENT COMPANY LIMITED

TANZANIA
Stamp Duty Shts.
PAID ON ORIGINAL
Receipt No. 39808
of 29/11/2012
Stamp Duty Offices

TANZANIA
Stamp Duty Shts.
PAID ON ORIGINAL
Receipt No. 39808
of 29/11/2012
Asst. Registrar of Companies

INTERPRETATION

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 of which it is given or on which it is to take effect;

“The seal” means 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.

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

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

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

NOTICE OF GENERAL MEETINGS

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

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

- (a) in the case of a meeting called as the annual general meeting, by all the members entitled to attend and vote thereat; and
- (b) in case of any other meeting, by a majority in number of the members having a right to attend and vote at the meeting, being a majority together representation not less than ninety – five percent of the total voting rights at that meeting of all the members.

8. Subject to the provisions of the articles, the notice shall be given to all the members, to all persons entitled to a share in consequence of the death or bankruptcy of a member and to the directors and auditors. The accidental omission to give notice of a meeting to, or the non receipt to notice of a meeting by, any person entitled to receive notice shall not invalidate the proceedings at that meeting.

PROCEEDINGS AT GENERAL MEETINGS

9. All business shall be deemed special that is transacted at an extraordinary general meeting, and also all that is transacted at an annual general meeting, with the exception of declaring a dividend, the consideration of the accounts, balance sheets, and the reports of the directors and auditors, the election in the place of those retiring and the appointment of, and the fixing of the remuneration of the auditors.
10. No business shall be transacted at any general meeting unless a quorum of members is present at the time when the meeting proceeds to business; two persons, entitled to vote on the business to be transacted, each being a member or a proxy for a member or a duly authorized representative of a corporation, shall be a quorum.
11. If within half an hour from the time appointed for the meeting quorum is not present, or if during the course of a meeting a quorum is not present, the meeting shall stand adjourned to the same day in the next week, at the same time and place, or to such other day and at such other time and place as the directors may determine.
12. The Chairman, if any, of the board of directors or in his absence some other director nominated by the directors shall preside as chairman of the general meeting, but if neither the chairman nor such other director (if any) be present within fifteen minutes after the time appointed for the holding of the meeting and willing to act, the directors present shall elect one of their number to be chairman of the meeting and, if there is only one director and willing to act, he shall be chairman.
13. If at any meeting no director is willing to act as chairman or if no director is present within fifteen minutes after the time appointed for holding the meeting, the members present shall choose one of their number to be a chairman of the meeting.
14. The Chairman may, with the consent of any meeting at which a quorum is present (and shall if so directed by the meeting), adjourn the meeting from time to time and from place to place, but no business shall be transacted at any adjourned meeting

other than the business which might properly have been transacted at the meeting had the adjournment not taken place. When a meeting is adjourned for fourteen days or more, at least seven clear days notice of the adjourned meeting shall be given specifying the time and place of the meeting and the general nature of the business to be transacted. Save as aforesaid it shall not be necessary to give any notice of an adjournment or of the business to be transacted at an adjourned meeting.

15. At any general meeting a resolution put to the vote of the meeting shall be decided on a show of hands unless a poll is (before or on the declaration of the result of the show of hands demand:-
- (a) by the chairman; or
 - (b) by at least (three) members present in person or by proxy; or
 - (c) by any member or members present in person or by proxy and representing not less than one – tenth of the total voting rights of all the members having the right to vote at the meeting.

Unless a poll be so demanded a declaration by the chairman that a resolution has on a show of hands been carried or carried unanimously, or by a particular majority, or lost and an entry to the effect in the book containing the minutes of proceedings of the company shall be conclusive evidence of the fact without proof of the number or proportion of the votes recorded in favour of or against such resolution.

The demand for a poll may, before the poll is taken, be withdrawn

16. Except as provided in article 18, if a poll is fully demand it shall be taken in such manner as the chairman directs, and the result of the poll shall be deemed to be the resolution of the meeting at which the poll was demanded.
17. In the case of an equality of votes, whether on a shoe of hands or on a poll, the chairman of the meeting shall be entitled to a second or casting vote.
18. A poll demanded on the election of a chairman, or on a question of adjournment, shall be taken immediately. A poll demanded on any other question shall be taken either immediately or at such time as the chairman of the meeting directs, and any business other than upon which a poll has bend emended may be proceeded with pending the taking of the poll.

19. A resolution in writing executed by a or on behalf of each member who would have been entitled to vote upon it if it had been proposed at a general meeting at which he was present shall have effect as if it had been passed at a general meeting duly convened and held, and consist of several instruments in the like form each executed by or on behalf of one or more member.

VOTE OF MEMBERS

20. Every member shall have one vote.
21. A member in respect of whose estate a manager has been appointed under section 26 of the Mental Diseases Ordinance , may vote, whether on a show of hands or on a poll, by his said manager, and any such manager may, on a poll, vote by proxy.
22. No member shall be entitled to vote at any general meeting unless all money presently payable by him to the company has been paid.
23. On a poll votes may be given either personally or by proxy.
24. The instrument appointing a proxy shall be in writing under the hand of the appointer or of his attorney duly authorized in writing, or, if the appointer is a corporation, either under sea or under the hand of an officer or attorney duly authorized. A proxy need not be a member of the company.
25. The instrument appointing a proxy and the power of attorney or other authority, if any, under which it is signed or a naturally certified copy of that power or authority shall be deposited at the registered office of the company or at such other place within the Territory as is specified for that purpose in the notice convening the meeting, not less than 48 hours before the time for holding the meeting of adjourned meeting at which the person named in the instrument proposes to vote, or, in the case of a poll, not less than 24 hours before the time appointed for the taking of the poll, and in default the instrument of proxy shall not be treated as value.
26. An instrument appointing a proxy shall be in the following form or a form as near hereto as circumstances admit:-

"RIA INVESTMENT COMPANY LIMITED

I/We.....of....., being a
member/members of the above - named company, hereby

appoint....., of or failing him..... of, as my/our proxy to vote for

Me/us my/or behalf at the {annual or extraordinary, as the case maybe} general meeting of the company to be held on the day of.....20.....,

And at any adjournment thereof.

Signed this.....day of.....20....."

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

"RIA INVESTMENT COMPANY LIMITED"

I/Weof Being a member/members of the above named company, hereby appoint ofofor failing himof..... as my/our proxy to vote for me/us on my/our behalf at the (annual or extraordinary, as the case may be) general meeting of the company to be held on theday of20..... and at any adjournment thereof.

Signed this..... Day of..... 20.....

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

*Strike out which ever is not desire.

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

CORPORATIONS ACTING BY REPRESENTATION AT MEETINGS

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

DIRECTORS

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

- i. NAGIEB RAFAT
- ii. AMIR ABDELMAGEED MOHAMED
- iii. SAYED IMRAN AL+EDROOS

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

BORROWING POWERS

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

POWERS AND DUTIES OF DIRECTORS

34. Subject to the provisions of the Act, the memorandum and the articles and to any directors given by special resolution, the directors, who may exercise all the powers

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

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

DISQUALIFICATION OF DIRECTORS

38. The office of director shall be vacated if the directors:-
 - (a) Without the consent of the company in general meeting holds any other office of profit under the company; or
 - (b) Becomes bankrupt or makes any arrangement or composition with his creditors generally; or
 - (c) Cases to be a director by virtue of any provision of the Act or becomes prohibited by law from being a director; or

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

39. The company may by ordinary resolution appoint a person who is willing to act as director to fill a vacancy or be an additional director.

40. The directors may appoint a person who is to act to be a director, either to fill a vacancy or as an additional director, but so that the total number of directors shall not at anytime exceed the number fixed by or in accordance with these articles. Any director so appointed shall hold office only until the next following annual general meeting, and shall then be eligible for re-election.
41. The company may by ordinary resolution, of which special notice had been given in accordance with section 144 of the Act, remove any director before the expiration of his period of office notwithstanding anything in the article or any agreement between the company and such director. Such removal shall be without prejudice to any claim such director may have for damages for breach of any contract of service between him and the company.
42. The company may by ordinary resolution appoint another person in place of a director removed from office under the immediately preceding article. Without prejudice to the powers of the directors under article 40 the company in general meeting may appoint any person to be a director either to fill a vacancy or as an additional director.
43. Subject to the provisions of the articles, the directors may regulate their meetings as they think fit. Questions arising at a meeting shall be decided by a majority of votes. In case of an equality of votes, the chairman shall have a second or casting vote. A director may, and the secretary at the request of a director shall, call a meeting of the directors. It shall not be necessary to give notice of a meeting of directors to any directors who are absent from Tanzania.
44. The quorum necessary for the directors may fix the transaction of the business of the directors and unless so fixed shall be two.
45. The continuing directors may act notwithstanding any vacancy but, if and so long as their number is reduced below the number fixed by or pursuant to the articles of the act for the purpose of increasing the number of directors to that number, or summoning a general meeting of the company, but for no other purpose.
46. The directors may appoint one of their numbers to be the chairman of the board of directors and determine the period of which he is to hold office. Unless he is unwilling to do so, the director so appointed shall preside at every meeting of directors at which he is present. But if no such chairman is appointed, or if he is unwilling to preside, or if at any meeting the chairman is not present within five

minutes after the time appointed for holding the same, the directors present may choose one of their number to be chairman of the meeting.

47. The directors may delegate any of their powers to any committee consisting of one or more directors; any committees so formed shall in the exercise of the powers so to any such regulations, the proceedings of a committee with two or more members shall be governed by the articles regulating the proceedings of directors so far as they are capable of applying.
48. All act done by a meeting of the directors or of a committee of directors or by a person acting as a director shall, notwithstanding that it be afterwards discovered that there was some defect in the appointment of any such director, or that any of them were disqualified from holding office, or had vacated office, or were not entitled to vote, be as valid as if every such person had been duly appointed and was qualified and had continued to be a director and was entitled to vote.
49. A resolution in writing signed by all the directors entitled to receive notice of a meeting of the directors, or of a committee of directors, shall be as valid and effectual as if it had been passed at a meeting of the directors or {as the case may be} a committee of directors duly convened and held, and may consist of several documents in the like form each signed by one or more directors.

SECRETARY

50. The Secretary shall be appointed by the directors for such term, at such remuneration and upon such conditions as they may think fit; and any secretary so appointed may be removed by them.
51. A provisions of the Act or these articles requiring or authorizing a thing to be done by or to a director and the secretary shall not be satisfied by its being done by or to the same person acting both as director and as, or in place of, the secretary.

THE SEAL

52. The seal shall only be used by the authority of the directors or of a committee of the directors authorized by the directors. The directors may determine who shall sign any instrument to which the seal is affixed and unless otherwise so determined it shall be signed by a director and by the secretary or by a second director.
53. The directors shall cause proper books of account to be kept with respect to:-

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



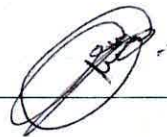
Property books shall not be deemed to be kept if there are not kept such books of account as are necessary to give a true and air view of the state of the company's affairs and to explain its transactions.

- 54. The books of account shall be kept at the registered officer of the company, or subject to section 151 (4) of the Act, at such other place or places as the directors think fit, and shall always be open to the inspection of the directors.
- 55. No number shall (as such) have right of inspecting any accounting records or other book or document of the company except as conferred by statute or authorized by the directories or by ordinary resolution of the company.
- 56. The directors shall from time to time in accordance with sections 153,155 and 150 of the Act, cause to be prepared and to be laid before the company in general meeting, such profit and loss accounts, balance sheets, group accounts (if any) and reports as are referred to in those sections.
- 57. In accordance with section 164 of the Act, the copy of the company's annual accounts to be laid before the company in general meeting together with a copy of the directors' report and the auditors shall not be less than twenty - one days before the date of the meeting be sent to every member of, and every holder of debentures of, the company. Provided that this regulation shall not require a copy of those documents to be sent to any person of whose address the company is not aware or to more than one of the joint holders of any debentures.

AUDIT

- 58. Auditors shall be appointed and their duties regulated in accordance with sections 170 to 179 of the Act.
- 59. Any notice to be given to or by any person pursuant to the articles shall be in writing except that a notice calling a meeting of directors needs to 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 Tanzanian at which notices may be given to him at that address, but otherwise no such member shall be entitled to receive any notice from the company.

NAME, ADDRESS AND DESCRIPTION OF SUBSCRIBERS.	NUMBER OF SHARES TAKEN BY EACH SUBSCRIBER	SIGNATURE
NAGIEB RAFAT P.O. BOX SYDNEY, AUSTRALIA	700	
AMIR ABDELMAGEED MOHAMED P.O. BOX KHARTOUM, SUDAN	150	
SAYED IMRAN AL+EDROOS P.O. BOX 21666 DAR ES SALAAM, TANZANIA	150	
TOTAL	1,000	

Date at DSM this 27th day of November 2013

WITNESS to the above signatures:

Name :

Signature :

Postal Address:

Qualification :



M/S RIA INVESTMENT COMPANY LIMITED

FEASIBILITY STUDY FOR GOLD PRODUCTION, MARKETING AND DISTRIBUTION (LOCAL DISTRIBUTION AND EXPORT) IN PARTNERSHIP WITH SMALL MINERS AT KAHAMA AREA SHINYANGA MUNICIPALITY.

PURPOSE: TO ACQUIRE INVESTMENT EXEMPTION CERTIFICATE FROM TANZANIA INVESTMENT CENTRE (TIC).

PREPARED FOR:

**M/s Ria Investment Company Limited
P.O. BOX 21666
DAR ES SALAAM**

DECEMBER 2013

1.0 EXECUTIVE SUMMARY

1.1 RIA INVESTMENT COMPANY LIMITED

M/s RIA Investment Company Limited is a newly formed company incorporated in Tanzania under the Companies Act, 2002 with certificate of incorporation number 104252 dated 29th November 2013. The company has been established to carry out the business of gold production, marketing & distribution mainly for export. The company work strategy is to engage small miners as their main partners or ventures in the operations. The company will bring in the equipments and technology needed while the 3 small miners will provide land. Investors will have seventy percent (70%) of the shares in the venture and small miners will have thirty percent (30%) of shares

By investing in this industry the company will have played vital role in stimulating economic growth in Tanzania and neighbouring countries as whole.

The investors have chosen Tanzania as their destine for investment due to combination of factors such as:-

- i) Fast economic development in the country
- ii) Geographical location which saves as a getaway to many land locked countries
- iii) Availability of huge gold reserves scattered all over the country
- iv) Political stability
- v) Prospective power stability in the near future as a result of gas and oil discoveries

M/s RIA Investment Company Limited is will use Kahama as their first place of their partnership but this partnership will be extended to many places in the country in the due course.

The objective of the study is to analyze the viability of the project for acquiring TIC investment incentives under exemption law of Tanzania for the company to carry out investment worth over Tshs 7.02 billion.

The project is to be evaluated on a stand-alone basis and therefore has to meet all exemption criterions including the size of the investment, employment opportunities etc. to justify the award of the investment incentives.

The Management is committed to provide the centre with all required information to facilitate the application for the investment incentives.

The project covered here is a new establishment and the exemption required is intended to facilitate project execution. The existing shareholders and management are considering the expected exemption as very important to help the company consolidate its resources to meet the required costing of the project.

The study is aimed at enabling the directors to establish the viability of the project and thereby secure the TIC investment incentives needed to support project execution and meet other expenses related to the business.

The proposed integrated industrial development in Tanga is designed to capture the fast growing market in mats products in the country and indeed neighbouring markets in a more dynamic way.

The project aims to contribute to Tanzania gaining a good reputation as a destination of international investment.

1.2 STUDY OBJECTIVES

1.2.1 PRIMARY OBJECTIVES

The objective of the study is to analyze the project viability for acquisition of TIC investment incentives for M/s RIA Investment Company Limited in order to generate additional income for the company, create employment and generate income to the government authorities. The aim is to achieve the highest possible sales revenues at the lowest possible cost, while controlling leakage – **maximization of profitability.**

1.2.2 SECONDARY OBJECTIVES

- a) To provide a quality mat products to customers via a professional staff complement that is well presented, confident, efficient, polite and willing to meet customers' needs, with an awareness of the need for personal attention.
- b) To provide high quality of products that is always well maintained, available, functioning and clean.
- c) To provide quality products and services to meet the needs of demanding local and international clientele.
- d) To develop a superior image that is relaxing and friendly while sophisticated.
- e) To provide products and services that are seen by the consumers as good value for money.
- f) To maintain a positive relationship with the local community by purchasing products and services at reasonable prices and through modest support of local activities.

1.3 MISSION STATEMENT

M/s RIA Investment Company Limited aims to provide a high standard of industrial products in Tanga city and offer the highest quality products & services to the customers. The promoters aim to achieve and maintain maximum profitability through offering the highest standards of mat products for all sorts of business community in the industry.

The company also aims at developing complex facilities that will in the end help in job creation for many people and contribute to the government efforts of poverty eradication.

1.4 SHARE HOLDING.

At present the company has three shareholders with their respective shares as shown below:-

Name of the s/holder	Share %
Nagieb Rafat	70
Amir Abdelmageed Mohamed	15
Sayed Imran Al-Edroos	15
TOTAL	100

The shareholders are corporate bodies, one foreign (owning 51%) from India and another local (with 49%).

2.0 PROJECT DESCRIPTION

M/s RIA Investment Company Limited has come up with the proposal of establishing a modern, well managed and marketed Gold production and export at Kahama area Shenyang Municipality. The company has proposed a method of venture or partnership with the small mines where the investors will have 70% and small miners will have 30%.

This approach is more friendly with guarantee on sustainability as indigenous will have the sense of ownership and eliminate the conflicts normally experienced with other investors such as Geita gold Mines, North Mara Gold Mine, Buzwagi Gold Mines etc.

The project is expected to offer one of the best Gold production arrangement and facilities in the country with maximum benefit to the community surrounding the mines. These facilities are badly needed at the moment as the economy is rapidly opening to the foreign investments through good governance and investment incentive laws. Once operational the company expects to employ over 80 staff mostly locals. The employment will keep on increasing as the company's activities grow.

The company expects to carry out mass gold production using modern technology targeting corporate customers mostly in the overseas markets, gold market is one of the famous markets in the world as gold could also be used to hold reserves of the economy. What the company intends to do is to keep the quality of the produce very high to ensure that they all the time meet the customers satisfaction.

M/s RIA Investment Company Limited is ambitious and confident of producing one of the best quality gold in the world to meet internationally expected standards and therefore is expecting to undertake this investment as soon as the TIC exemptions and investment incentives are in place.

2.1 PROJECT IMPLEMENTATION

M/s RIA Investment Company Limited have estimated the project execution period to be three months which means by March 2014 the company is scheduling gold production to have started taking place.

2.2 TOTAL INVESTMENT

The total investment cost of the project in terms of acquisition, site renovation and development, labour and other costs is **Tshs 7.2 billion**. The promoters' investment / contribution in the proposed investment (TAB 2) are **TZS 5.42 billion (or 78%)** own funds and **TZS 1.6 Billion (or 22%)** will be a five year loan from their prospective bankers or reputable financial institution.

2.3 PROJECT OBJECTIVES

Providing modern gold producing facilities designed to produce one the best quality gold and gold related products for local and outside buyers from countries all over the world.

Strategies

- a) Installation of the modern gold manufacturing complex with an up to date manufacturing technology.
- b) Creating an opportunity for technology transfer through employment and training of local staff.
- c) Promoting effective local resources utilization
- d) Promoting local and foreign investments
- e) Increase the revenue to the investor, employees as well as government
- f) Increasing the availability of gold products and related services in the society.

3.0 PROJECT SPONSORS

M/s RIA Investment Company Limited a private liability company incorporated in Tanzania is sponsoring the project.

3.1 PROJECT JUSTIFICATION

This is the company with the first inward looking. That is the company which for the first time has paid fully attention to the benefit of indigenous people. Giving small miners thirty percent (30%) in the investment could be taken as good gesture of the promoters and which is in line with the government policy of poverty eradication and better life for all. The company will encourages utilization of local resources available which is an important step towards growth in the domestic industrial sector.

The company is investing over **TZS 7.2 billion** in the project which definitely provide a remarkable impact in the Tanzanian economy and employment of young graduates that will help in the poverty eradication. The project is further a step forward towards building up internal capability in making use of own resources as technology grows locally. This is highly encouraged for transformation of our economy from agriculture to industrial one.

3.2 OFFICE LOCATION

The company's current offices are located at plot number 28 block KB-IX Gofu Industrial area Tanga city in the north east part of the country. The location provides site for the factory, office and storage facilities.

3.3 CONTACT DETAILS

Contact Address

Amir Abdelmageed
M/s RIA Investment Company Limited
P.O. Box 21666
TANGA
Phone: 0657-782099

Position: Director Production

4.0 INDUSTRY ANALYSIS

M/s RIA Investment Company Limited has decided to invest in the gold production one of the oldest industry in the world. In Tanzania the industry is relatively new and one of the fast growing sectors of the economy probably due to new discoveries of gold reserves and the growth in other sectors of the economy as mentioned elsewhere in the study. Thanks to the liberalization policy adopted by the government in the mid eighty's which made available the required technologies.

The gold industry is one that gives products which are always with high demand. The investment in the industry becomes apparent and paramount which makes the decision by the company as a commendable one. After all this company has come with new approach by involving small miners directly into the ownership of the company through partnership arrangement.

4.1 FUTURE OUTLOOK

Investment in the gold production in the country with the huge reserves of gold ores scattered in many places is an important step in developing the industrial sector in the country. This will encourage establishment of industries using gold such as watches, rings, phones ect the products which are all imported by now. Many investors are now looking Tanzania as their destine due to prospects of power stability as a result of gas and oil discoveries in the southern Tanzania.

M/s RIA Investment Company Limited, being the long time investor in gold production (through **Nagieb Rafat**, the shareholder and first company managing director, an Australian National who has been in this industry for years. Australia is one of the few countries whose mining sector has gone miles ahead of others.

The demand for the company's products for the time being is just too high that any investment in that sector assures the investor not only quick pay back but sustainable profit. So it could be agreed that the company has made right decision at the right time to invest in the industry.

Granting TIC investment incentives to such project is worth economically and socially as more business will be opened and it is part of their social responsibilities as society benefits out of it through employments and taxes payable to the government. Indeed the future of the project is quite bright a gives a lot of promises for investment made.

4.2 COMPETITION.

Yes there are big companies such as Geita Gold Mines, Buzwagi Gold Mines Ashanti Gold Moines etc in the industry in Tanzania but they do not negatively impact the prosperity of the newly incorporated company as the demand for is always high in the world market.

The demand for gold and gold related products has been is growing very fast especially under the situation where the currencies are loosing valuers in many countries around the world. Frankly speaking the market guarantees unlimited opportunities in the gold industry eliminating effect of competition at the moment.

4.3 MARKET SEGMENTATION

As manufacturers the company is targeting agents, gold dealers, corporate clients and retailers undertaking jewelry activities who will be in touch with the final consumers. Definitely the company will contract agents or gold dealers for easy distribution of their products in the market once the production starts somewhere in March - April 2014. The company is prepared to offer the products and services at an international standard targeting this class of customers.

Though the company is targeting high class customers, it is planning to charge reusable and affordable rates (without of course affecting quality and standards of products and or services offered) that will leave their clients satisfied and feel the value for their money at the same time generate good margins to the company to repay back the investment.

5.0 RISK ANALYSIS

5.1 MANAGEMENT

The company is under the team of people highly motivated and well coordinated by Ms **Nagieb Rafat**, the managing director, the holder of mining engineering degree, high experienced, dynamic and visionary director. He has excellent managerial skills acquired over long business services which make him adaptable to any business environment. He is the one of the founders and a shareholder of the company with 70% of shares. With such share structure he becomes an overall responsible for procurement, marketing and administration functions of the company.

Of course he will work on principal of delegation and places sufficient confidence on his working team. Competent staffs consisting of young engineers with varying skills and experiences are going to be employed across the company to ensure that a lot of work is perfectly done with or without his involvement.

Every director is fully responsible for the outcome in his / her department. It quite obvious under such type of management style, the management risk is not a big deal.

The management strategy behind success is delivery of quality goods and or services and timely delivery.

5.2 BUSINESS.

The major business risk that the prospective investor could face is losing business due to poor quality goods and or services. Frankly speaking, the client's success has been through hard working, controlling and improving quality and services to the consumers' standards, which remains to be the most important company's business strategy. Managing director undertakes that the experience in the Australian gold industry will fully be applied to ensure international quality and standards.

5.3 MARKET.

The market for the gold and related products is growing very fast for reasons of economic failures and other making the demand for the applicants' products and or services increasing faster than the supply of the same. Though the industry is not threatened by market risk at the moment, clients are not taking that situation for granted.

The management has worked hard using their experience, skills, exposure and they have proved beyond reasonable doubt that they could sustain competition if any. They are operating under strict high quality products and or services, prompt and timely delivery to customers as their main marketing strategy.

5.4 COMPETITION

The level of competition from other providers of similar products and or services does not adversely affect the proposal given that:-

They have long and enough experience and modern technology from Australia, one of the high developed gold industry in the world. They intend to establish one the highly competitive products in the market.

High level of goodwill and customers' confidence to the company created over years of their existence is great asset to them today.

The survey conducted indicates that what suppliers are offering to the market (demand) is only 30% to 35% of the actual market demand in the housing sector.

6.0 MARKETING

6.1 MARKETING OBJECTIVES.

The promoters recognize the importance of investing time and financial resources into the successful marketing of the company's products and or services. This will involve a heavy personal and financial input at any time.

The company aims to achieve a well balanced marketing mix which includes an emphasis on the products and services offered; location; pricing policy; staff; and promotional activities.:

STRATEGIES:-

- i. To maximize sales and profitability
- ii. To analyze the markets, competition and future trends;
- iii. Identify the specific needs of the target market or customers at any particular time;
- iv. Create and develop products to meet the changing needs of the customers in the gold industry;
- v. Determine price levels acceptable to the customers while balancing the concern with the long-term profitability of the organization;
- vi. Identify and select suitable channels through which the customers will be attracted to the organization;

6.2 MARKETING STRATEGY

6.2.1 PRICING POLICY

The overall objective of the company's pricing policy is to keep prices as reasonable as possible, while maximizing profits.

STRATEGIES:-

- a) Prices for products and services to be determined by reviewing competition and offering competitive rates;
- b) Effective positioning of the products offered to ensure customers perception of value for money, taking care not to jeopardize the overall image of the company.

6.2.2 PRODUCTS AND SERVICES

Products and or services are clearly stated elsewhere in the study, but as their role in the marketing strategy is so important and unique, it is useful to indicate that awareness in this section.

6.2.3 PROMOTION

The purpose of advertising and promotional activities is to attract attention, create a need to customers and foster a desire and to inspire action to purchase the product and or services on offer.

6.2.4 STAFF DEVELOPMENT POLICY

An integral part of M/s RIA Investment Company Limited marketing strategy is the customer perception of service excellences. It will therefore be the company's task to ensure that all staff are equipped with necessary skills and are directly responsible for selling products and or services.

The company's human resource development policy will aim at ensuring that staff are not only adequately prepared to deliver the standards required, but are aware of their role in the overall marketing strategy.

The long-term objective of the policy is to develop second-line staff to carry out some of these functions or as vital backup during crisis. Staff training and development will be on continuous and a regular in-house training basis.

6.2.5 ANTICIPATED COMPETITOR RESPONSE

M/s RIA Investment Company Limited is anticipating that as the company carries out expansion or growth, competitors will respond by reviewing their pricing policy. They may also improve their own marketing strategy through attempts at repositioning their product offering, both in terms of pricing and promotional activities.

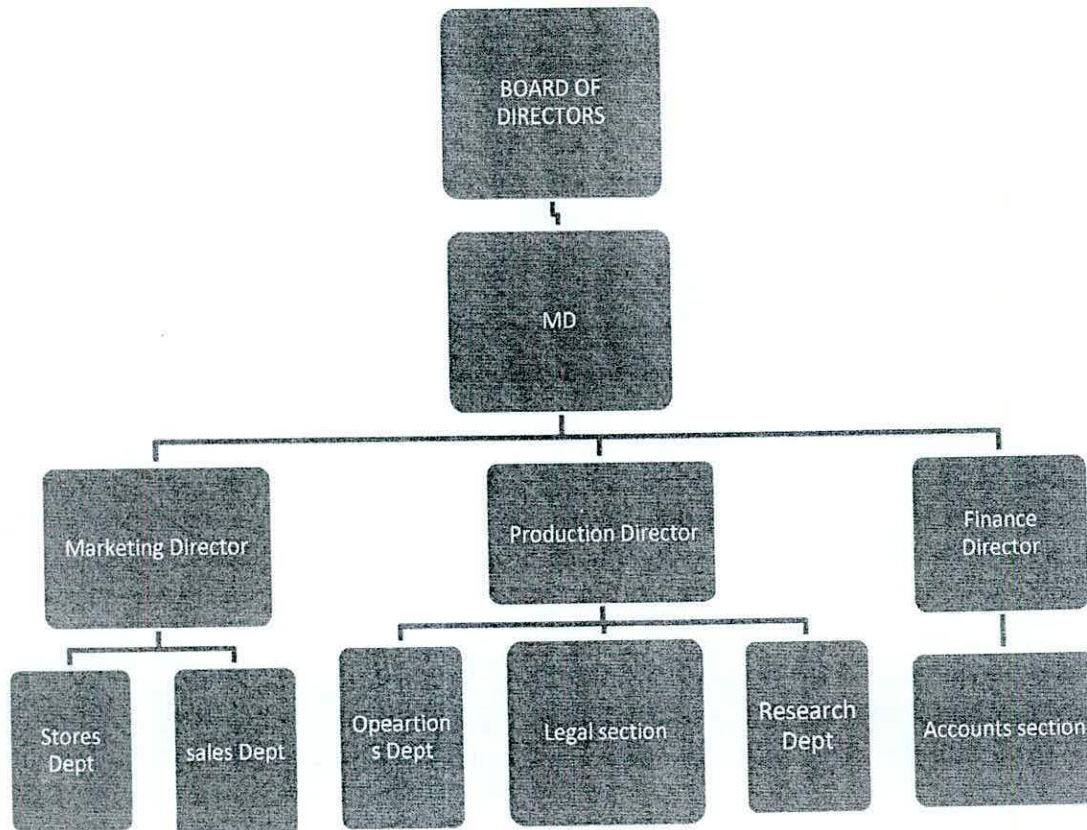
The company is committed towards providing a level of service and products standards that is superior to those offered by most of the competitors

7.0 MANAGEMENT STRUCTURE

The company management structure is as shown below:-

ORGANIZATIONAL STRUCTURE

The organization structure of the Company is depicted here below:-



8. BOARD OF THE DIRECTORS

The policy decisions of M/s RIA Investment Company Limited will be vested in the Board of Directors. The Board of the Directors consists of:

- Mr. Nagieb Rafat (Australia) - MD
- Mr. Amir Ebdelmageed Mohamed (Sudanese) - Director
- Mr. Sayed Imran Al*Edroos (Tanzanian) – Director

Brief CVs of the Key personnel.

Mr. Nagieb Rafat

MANAGING DIRECTOR

Mr. Nagieb Rafat is the holder of degree in mining engineering and project management with long mining experience from Australia, He the share holder and one of the founder members of the company with 70% of all shares.

He is a prominent businessman with huge experience from the field over years. With over 30 years of business experience in the gold industry, he is in fact the pillar of the company in terms of ideas and business negotiations.

He is highly experienced with an extensive business exposure through attendance of various training, sessions, workshops and seminars. He is dynamic, flexible and visionary managing director. He is open for criticism and challenges from his staff as well as his customers.

Although he makes most of the operational decision, he respects the ideas and suggestion of his staff before reaching certain conclusion.

Summary of Human Capital ability

Name	Title	Qualification	Expirience
Ms Nagieb Rafat	Managing Director	Graduate in mining engineering & project management	30 years
Amir Abdelmageed Mohamed	Director	Graduate in Business management	25 years
Sayed Imran Al-Edroos	Director	Graduate in business administration	20 Years

9. ECONOMIC BENEFITS

a) Employments

The Company will create employment to Tanzanians and expatriates on this project. To begin with at least 80 workers will be employed on permanent basis.

b) Products:

Currently the average supplies of gold and related products are less than the average demand.

c) Income to the government through taxes such as corporate Tax, P.A.Y.E, VAT etc.

d) Reliable Supply of gold products with international standards to clients both Local and foreigners hence contribute to the modernization of the economy.

10. ENVIRONMENT IMPACT ACCESSIONMENT

The business of investing in the gold production facilities does not have any serious known environmental degradation. However the Company will conduct its activities in a manner that is not detrimental to the environment.

11. MARKET AND MARKETING ANALYSIS

The demand for gold and related products is very high for the time being. The Company however, will not take any thing for granted and will explore and make sure that their products

and services are of high quality. Timely delivery and competitive prices are expected to be company's priority.

11.1 COMPETITION

The level of competition from other companies with similar products / services does not adversely affect the proposal. The market demand for the company's products is always higher than supply and the company's determination is to provide quality products at reasonable and competitive prices.

11.2 CONTACT CHANNELS

The gold manufacturing facilities will be available to companies, gold dealers, individuals, companies, NGOs and other interested parties. M/s RIA Investment Company Limited has already contacted a number of prospective users of facilities at Kahama, who have shown interest to do business with the company now and when the installation at gold project is completed.

12. SWOT ANALYSIS

1) STRENGTH

The strength on the project lies in the capacity and experience of its directors and staff who have gained in managing business over years. The company through its directors and good past performances has become famous in among dealers in the industry of mat products manufacturing works in the city.

Directors are so aggressive and creative this credibility which could now easily be transferred to their other businesses and economic ventures in future. In fact this has resulted in the demand for the firm's products and services to always be on increase.

2) WEAKNESS OF THE COMPANY

The client main limitation is implementation of technology in the new environment. It is agreed that technology is changing very fast. The company management is trying the best and putting some good investment in the field of technology through sponsoring staff for seminars, work shops and courses to impact them with new technology that will substantially reduce production cost and maximize profit to the company.

3) OPPORTUNITY OF THE COMPANY

The company has unlimited opportunities for similar project and even partnership ventures in mats manufacturing business especially in a big city such as Tanga. This is vital in technology transfer as clients have resources to buy new technology during execution of their projects.

4) THREAT TO THE COMPANY

The firm's products are threatened by competitors mostly the big players in the market. Clients are however proud of high quality goods and or services and prompt delivery which has given

them huge credibility to their customers. Furthermore, competitive prices is added advantage for clients' efforts to overcome market competition

13. PROJECTED REVENUE

Clients have projected that in the coming 8 years the hosing facilities will generate revenue of **Tshs 4.6 billion** for the first financial year of operation (in 2014) and an achieve revenue collection of **Tshs 16.5 billion** in the year 2021. The business will break even on the first year of operation (TAB 11).

At this point the operation will not give any profit to the company but will be applied in absorbing investment incurred. The projected sales revenue is presented on (TAB 11) of the annexure.

14. PROJECTED VARIABLE OR DIRECT COSTS

The company has projected fixed or indirect costs such as estate manager sand office attendants' salaries, annual repair and maintenance costs presented on (Tab 5A) to range from Tshs 2.8 billion in 2014 to Tshs 3.1 billion in 2021.

15. PROJECTED FIXED OR INDIRECT COSTS

The company has projected fixed or indirect costs such as estate manager sand office attendants' salaries, annual repair and maintenance costs presented on (Tab 5B) to range from Tshs 99.4 million in 2014 to Tshs 238.2 million in 2021.

16. PROJECTED BALANCE SHEET

Clients have projected that in the coming 8 years the hosing facilities will generate revenue of **Tshs 10.8 billion** for the first financial year of operation (in 2014) and an achieve revenue collection of **Tshs 46.9 billion** in the year 2021. The business will break even on the first year of operation (TAB 13).

17. PAY BACK PERIOD

From the foregoing revenues and costing schedules, it could be deduced that the Investors will recoup (break even point) all their investment in 1 year duration (TAB 15)

18. CONCLUSION

Analysis has revealed that the proposed project is technically feasible, financially and economically viable and socially beneficial. Therefore the fast implementation of the project is strongly recommended. The basis of recommendation being supported by the following facts:-

- i. General demand for the company's products and or services is high and keeps on increasing.
- ii. There is potential income to the developer, employees (salaries), central government and Municipalities (taxes and levies).

Table 2

INVESTMENT SCHEDULE:							
SN	DETAILS OF THE EXPENDITURE	UNIT COST	QUANTINTY PIECES	FINANCING ARRANGEMENT			TOTAL [US \$]
				EQUITY	LOAN	TOTAL [Tshs]	
[A]	LAND AND BUILDINGS [TSHS]:						
	Land Acquisition			0.00		0.00	-
	Buildings & other developments			821,520,000.00	0.00	821,520,000.00	504,000
[B]	PLANT, MACHINERY, TOOLS & EQUIPMENTS:						
1	Excavator Model 32OD L	309,700,000.00	2	619,400,000.00	1,100,000,000.00	1,719,400,000.00	1,054,847
2	Excavator Model 323D L	307,200,000.00	2	614,400,000.00		614,400,000.00	376,933
3	Wheel Loader 950H	440,100,000.00	2	880,200,000.00		880,200,000.00	540,000
4	Dumper Truck CAT 725	146,700,000.00	4	586,800,000.00		586,800,000.00	360,000
5	Complete Gold Ore Benefication Plant	652,000,000.00	1	652,000,000.00	500,000,000.00	1,152,000,000.00	706,748
6	Sound Attenuated Generator 200KVA	48,900,000.00	1	48,900,000.00		48,900,000.00	30,000
7	Sound Attenuated Generator 50KVA	35,860,000.00	1	35,860,000.00		35,860,000.00	22,000
8	Water Sumersible Pumps	3,260,000.00	6	19,560,000.00		19,560,000.00	12,000
9	Eelectric CableE 500M			165,000,000.00		165,000,000.00	101,227
10	Water Pipes 4" 1,000 M			145,000,000.00		145,000,000.00	88,957
11	Water Brower 15000 Litre (Water)	130,400,000.00	1	130,400,000.00		130,400,000.00	80,000
12	Water Brower 15000 Litre(Diesel)	130,400,000.00	1	130,400,000.00		130,400,000.00	80,000
[C]	UTILITY VEHICLES						
1	Land Cruiser VX Saloon	45,000,000.00	1	45,000,000.00	0.00	45,000,000.00	27,607
2.	Land Cruiser Pick Up 4 WD	28,500,000.00	3	85,500,000.00	0.00	85,500,000.00	52,454
3	Mitsubish Canter Ttruck 10 TONS	65,000,000.00	1	65,000,000.00	0.00	65,000,000.00	39,877
[D]	FURNITURES, FIXTURE & FITIINGS:						
1	Refrigerators, computers & its accessories			26,540,000.00	0.00	26,540,000.00	16,282
2	Furniture & fittings			67,950,000.00	0.00	67,950,000.00	41,687
	Sub-total			5,139,430,000.00	1,600,000,000.00	6,739,430,000.00	4,134,620
[E]	PRE-OPERATIONAL EXPENSES [TSHS]:						
1.	Fuel and oil		1	8,500,000.00	0.00	8,500,000.00	5,215
2.	Feasibility Study Preparation	1,500,000	1	1,500,000.00	0.00	1,500,000.00	920
3.	Legal Documentation/Licence	6,600,000	1	6,600,000.00	0.00	6,600,000.00	4,049
4.	Directors Renumeration	2,500,000	3	7,500,000.00	0.00	7,500,000.00	4,601
5.	Salary and Wages (First Month)	2,750,000	80	220,000,000.00	0.00	220,000,000.00	134,969
6.	Electricity	-	0	4,500,000.00	0.00	4,500,000.00	2,761
7.	Casual labour	-	0	6,000,000.00	0.00	6,000,000.00	3,681
8.	Bore hole pump Installation	-	0	12,000,000.00	0.00	12,000,000.00	7,362
9.	Other expenses	-		11,500,000.00	0.00	11,500,000.00	7,055
	Sub-total			278,100,000.00	0.00	278,100,000.00	170,613
	TOTAL INVESTMENT COSTS			5,417,530,000.00	1,600,000,000.00	7,017,530,000.00	4,305,233
				FINANCING %AGE	78.0%	22.8%	100%

KEY ASSUMPTIONS AND CONSIDERATION:						
SN	PARTICULARS	FOREX RATE	EQUIVALENCY	CONVERSION DATE	INTEREST RATE	SENSITIVITY FACTOR ****
[A]	EXCHANGE RATE:					
1.	US\$ to Tshs	1.00	1630.00000	2013		
2.	£ to Tshs	1.00	2500.00000	2013		
3.	£ to US\$	1.00	1.53374	2013		
4.	JYen to Tshs	1.00	5.02520	2013		
5.	US\$ to JYen	1.00	324.36520	2013		
[B]	INTEREST RATES:					
1.	Overdrafts				21%	
2.	Term Loan				18%	
[C]	SENSITIVITY FACTOR:					
	Used to test the projects strengths in case of changes in the exchange rate					1.00
[D]	OTHERS:					
	A margin on goods purchased is projected at:					
	Efficiency Utilisation	54.0%	65.0%	75.0%	85.0%	85.0%

PROVISIONAL LOAN REPAYMENT SCHEDULE [TSHS]:						Table 3	
SN	PARTICULARS/YEARS	2013	2014	2015	2016	2017	2018
1.	Balance B/F		1,600,000,000	1,376,355,453	1,112,454,888	801,052,221	433,597,074
2.	Loan Disbursement	1,600,000,000					
	Interest Capitalized	0					
3.	Interest Payment during grace period	144,000,000	288,000,000	247,743,982	200,241,880	144,189,400	78,047,473
4.	Principal Payment		223,644,547	263,900,565	311,402,667	367,455,147	433,597,074
5.	Balance C/F	1,600,000,000	1,376,355,453	1,112,454,888	801,052,221	433,597,074	(0)
6.	Total Loan Service		511,644,547	511,644,547	511,644,547	511,644,547	511,644,547
NOTE:							
The loan repayment schedule has been prepared under the following provisional assumptions:							
1. The interest rate is as provided in Table # 1.							
2. Credit period is assumed to be 5 years.							
3. Grace period is assumed to be six months - covering activities such as loan processing, purchase of the items and equipment, and Installation activities.							
4. Repayment frequency of monthly is assumed in the proposal; as this will give the project enough time between the instalments to enable them sale minerals and be able to pay instalments follo							

PROJECTED PRODUCTION:				Table 6 A							Table 6		
SN	DESCRIPTION OF ITEMS	UNIT OF MEASURE	NUMBER OF TONS	AV. COST/UNIT (Tshs)	2013	2014	2015	2016	2017	2018	2019	2020	2021
1	Goldcs	No.	3,500.0	792,000	2,772,000,000	3,326,400,000	3,991,680,000	4,790,016,000	5,748,019,200	6,897,623,040	8,277,147,648	9,932,577,178	11,919,092,613
2		No.			-	-	-	-	-	-	-	-	-
3					-	-	-	-	-	-	-	-	-
4					-	-	-	-	-	-	-	-	-
5													
6													
7													
	TOTAL WEIGHT FOR ONE CONTAINER [TONS]	40			2,772,000,000	3,326,400,000	3,991,680,000	4,790,016,000	5,748,019,200	6,897,623,040	8,277,147,648	9,932,577,178	11,919,092,613
			TOTAL [US \$ 000]		1,700,613.50	2,040,736.20	2,448,883.44	2,938,660.12	3,526,392.15	4,231,670.58	5,078,004.69	6,093,605.63	7,312,326.76

PROJECTED DIRECT EXPENSES:				Table 5A								
SN	PARTICULARS	UNIT OF MEASURE	COST/MONTH	QUANTITY	2013	2014	2015	2016	2017	2018	2019	2020
(A)	SERVICE OVERHEADS											
1	Water Utilities	Bundles	20,000	10	400,000	408,000	416,160	424,483	432,973	441,632	450,465	459,474
2	Electricity	Pcs of 0.018 cu meter	350	1,300	910,000	928,200	946,764	965,699	985,013	1,004,714	1,024,808	1,045,304
3	Packing Materials	Cartoons	40,000	12	960,000	979,200	998,784	1,018,760	1,039,135	1,059,918	1,081,116	1,102,738
4	Strings	Cartoons	25,000	12	600,000	612,000	624,240	636,725	649,459	662,448	675,697	689,211
	Sub-Total				2,870,000	2,927,400	2,985,948	3,045,667	3,106,580	3,168,712	3,232,086	3,296,728
(B)	OTHER DIRECT COSTS:											
1	Advertisement				210,000	214,200	218,484	222,854	227,311	231,857	236,494	241,224
2	Promotional Materials				200,000	204,000	208,080	212,242	216,486	220,816	225,232	229,737
3	Others				14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082
4	Goods		3,500	792,000	2,772,000,000	2,827,440,000	2,883,988,800	2,941,668,576	3,000,501,948	3,060,511,986	3,121,722,226	3,184,156,671
5	0		-	-	-	-	-	-	-	-	-	-
	Sub-Total				2,772,424,000	2,827,872,480	2,884,429,930	2,942,118,528	3,000,960,899	3,060,980,117	3,122,199,719	3,184,643,713
	TOTAL				2,775,294,000	2,830,799,880	2,887,415,878	2,945,164,195	3,004,067,479	3,064,148,829	3,125,431,805	3,187,940,441

FIXED ASSETS SCHEDULE [Tshs]:					Table 7B		Table 5B		
PARTICULARS/YEARS	2011	2012	2013	2014	2015	2016	2017	2018	2019
LAND & BUILDING:									
4.0%									
Opening Balance	0	0	2,978,323,200	2,859,190,272	2,744,822,661	2,635,029,755	2,529,628,564	2,428,443,422	2,331,305,685
Additions	0	3,102,420,000	0	0	0	0	0	0	0
Depreciations	0	(124,096,800)	(119,132,928)	(114,367,611)	(109,792,906)	(105,401,190)	(101,185,143)	(97,137,737)	(93,252,227)
Closing Balance	0	2,978,323,200	2,859,190,272	2,744,822,661	2,635,029,755	2,529,628,564	2,428,443,422	2,331,305,685	2,238,053,458
VEHICLES:									
25.0%									
Opening Balance	0	0	297,825,000	223,368,750	167,526,563	423,469,922	317,602,441	238,201,831	178,651,373
Additions	0	397,100,000	0	0	397,100,000	0	0	0	0
Depreciations	0	(99,275,000)	(74,456,250)	(55,842,188)	(141,156,641)	(105,867,480)	(79,400,610)	(59,550,458)	(44,662,843)
Closing Balance	0	297,825,000	223,368,750	167,526,563	423,469,922	317,602,441	238,201,831	178,651,373	133,988,530
PROJECT ITEMS:									
12.5%									
Opening Balance	0	0	107,188	93,789	82,065	71,807	62,831	54,977	48,105
Additions	0	122,500	0	0	0	0	0	0	0
Depreciations	0	(15,313)	(13,398)	(11,724)	(10,258)	(8,976)	(7,854)	(6,872)	(6,013)
Closing Balance	0	107,188	93,789	82,065	71,807	62,831	54,977	48,105	42,092
PROJECT TOOLS:									
0.0%									
Opening Balance	0	0	0	0	0	0	0	0	0
Additions	0	0	0	0	0	0	0	0	0
Depreciations	0	0	0	0	0	0	0	0	0
Closing Balance	0	0	0	0	0	0	0	0	0
PRE-OPERATING EXPENSES:									
25.0%									
Opening Balance	0	0	0	0	0	0	0	0	0
Additions	0	0	0	0	0	0	0	0	0
Depreciations	0	0	0	0	0	0	0	0	0
Closing Balance	0	0	0	0	0	0	0	0	0
OPENING BALANCE	0	0	3,276,255,388	3,082,652,811	2,912,431,289	3,058,571,484	2,847,293,837	2,666,700,230	2,510,005,164
ADDITIONS	0	3,499,642,500	0	0	397,100,000	0	0	0	0
DEPRECIATIONS	0	(223,387,113)	(193,602,576)	(170,221,522)	(250,959,805)	(211,277,647)	(180,593,607)	(156,695,067)	(137,921,084)
CLOSING BALANCE	0	3,276,255,388	3,082,652,811	2,912,431,289	3,058,571,484	2,847,293,837	2,666,700,230	2,510,005,164	2,372,084,080

PROJECTED INDIRECT EXPENSES:				Table 5B							
SN	DESCRIPTION	# OF STAFF	SALARY/MONTH	2013	2014	2015	2016	2017	2018	2019	2020
[A]	PAYROLL EXPENSES:										
1.	Managing Director	1	1,200,000	14,400,000	16,560,000	18,878,400	19,067,184	22,117,933	24,993,265	29,242,120	33,628,438
2.	Marketing Manager	1	1,000,000	12,000,000	13,800,000	15,732,000	16,046,640	18,614,102	21,033,936	24,609,705	28,301,161
3.	Food technologist	1	750,000	9,000,000	10,350,000	11,799,000	12,034,980	13,960,577	15,775,452	18,457,279	21,225,870
4.	Factory Engineer	1	750,000	9,000,000	10,350,000	11,799,000	12,034,980	13,960,577	15,775,452	18,457,279	21,225,870
5.	Supervise	1	500,000	6,000,000	6,900,000	7,866,000	8,023,320	9,307,051	10,516,968	12,304,852	14,150,580
6.	Drivers	7	200,000	16,800,000	19,320,000	22,024,800	22,465,296	26,059,743	29,447,510	34,453,587	39,621,625
7.	Secretary/Receptionist	1	250,000	3,000,000	3,450,000	3,933,000	4,011,660	4,653,526	5,258,484	6,152,426	7,075,290
8.	Guards	3	100,000	3,600,000	4,140,000	4,719,600	4,813,992	5,584,231	6,310,181	7,382,911	8,490,348
9.	Causal Labourers	25	75,000	22,500,000	25,875,000	29,497,500	30,087,450	34,901,442	39,438,629	46,143,196	53,064,676
	Add Social Benefits 20%										
	Sub-Total	41	4,825,000	96,300,000	110,745,000	126,249,300	128,585,502	149,159,182	168,549,876	197,203,355	226,783,858
[B]	OTHER OVERHEADS:										
1.	Travelling expenses			140,000	168,000	201,600	241,920	290,304	348,365	418,038	501,645
2.	Postage and Telephone			15,000	18,000	21,600	25,920	31,104	37,325	44,790	53,748
3.	Printing and Stationery			50,000	60,000	72,000	86,400	103,680	124,416	149,299	179,159
4.	Taxes			500,000	600,000	720,000	864,000	1,036,800	1,244,160	1,492,992	1,791,590
5.	Insurance and Licence			200,000	240,000	288,000	345,600	414,720	497,664	597,197	716,636
6.	Fuel and other utilities			2,000,000	2,400,000	2,880,000	3,456,000	4,147,200	4,976,640	5,971,968	7,166,362
7.	Others (10% of other administrative expenses)			290,500	348,600	418,320	501,984	602,381	722,857	867,428	1,040,914
	Sub-Total			3,195,500	3,834,600	4,601,520	5,521,824	6,626,189	7,951,427	9,541,712	11,450,054
	TOTAL			99,495,500	114,579,600	130,850,820	134,107,326	155,785,371	176,501,303	206,745,067	238,233,912

PROJECTED DIRECT & INDIRECT OPERATING EXPENSES:		Table 5C					Table 8			
SN	PARTICULARS/YEARS	2008	2009	2010	2011	2012	2013	2014	2015	
[A]	DIRECT EXPENSES:									
1.	Service Overhead	2,870,000	2,927,400	2,985,948	3,045,667	3,106,580	3,168,712	3,232,086	3,296,728	
2.	Other Direct Overhead	2,772,424,000	2,827,872,480	2,884,429,930	2,942,118,528	3,000,960,899	3,060,980,117	3,122,199,719	3,184,643,713	
3.										
4.										
	Sub-total	2,775,294,000	2,830,799,880	2,887,415,878	2,945,164,195	3,004,067,479	3,064,148,829	3,125,431,805	3,187,940,441	
[B]	INDIRECT EXPENSES:									
1.	Salaries and Wages	96,300,000	110,745,000	126,249,300	128,585,502	149,159,182	168,549,876	197,203,355	226,783,858	
2.	Other Administrative Expenses	3,195,500	3,834,600	4,601,520	5,521,824	6,626,189	7,951,427	9,541,712	11,450,054	
	Sub-total	99,495,500	114,579,600	130,850,820	134,107,326	155,785,371	176,501,303	206,745,067	238,233,912	
	TOTAL	2,874,789,500	2,945,379,480	3,018,266,698	3,079,271,521	3,159,852,850	3,240,650,131	3,332,176,872	3,426,174,354	

PROJECTED WORKING CAPITAL ESTIMATE:						Table 10		Table 10		
SN	PARTICULARS/YEARS	2008	2009	2010	2011	2012	2013	2014	2015	2016
[A]	CASH:									
1.	2% of total operating costs	0	-	-	-	-	-	-	-	-
[B]	DEBTORS:									
1.	2% of total revenue	0	236,196	283,436	340,123	408,147	489,777	587,732	705,278	846,334
[C]	STOCKS:									
1.	Service Overhead	2,870,000	2,927,400	2,985,948	3,045,667	3,106,580	3,168,712	3,232,086	3,296,728	-
2.	Other Direct Overhead	2,772,424,000	2,827,872,480	2,884,429,930	2,942,118,528	3,000,960,899	3,060,980,117	3,122,199,719	3,184,643,713	-
3.		0	-	-	-	-	-	-	-	-
4.		0	-	-	-	-	-	-	-	-
	Sub-total	2,775,294,000	2,831,036,076	2,887,699,313	2,945,504,318	3,004,475,626	3,064,638,605	3,126,019,537	3,188,645,720	846,334
[D]	CREDITORS:									
1.	Utilities and other staff [1 month]	3,195,500	3,834,600	4,601,520	5,521,824	6,626,189	7,951,427	9,541,712	11,450,054	-
2.	Salaries, Wages [1 month]	8,025,000	9,228,750	10,520,775	10,715,459	12,429,932	14,045,823	16,433,613	18,898,655	-
	Sub-total	11,220,500.00	13,063,350.00	15,122,295.00	16,237,282.50	19,056,120.66	21,997,249.56	25,975,324.78	30,348,709.10	-
		2,764,073,500.00	2,817,972,726.32	2,872,577,018.18	2,929,267,035.35	2,985,419,505.63	3,042,641,355.76	3,100,044,212.45	3,158,297,010.65	846,334.12
1.	TOTAL CASH	0	-	-	-	-	-	-	-	-
2.	TOTAL DEBTORS	-	236,196.32	283,435.58	340,122.70	408,147.24	489,776.69	587,732.02	705,278.43	846,334.12
3.	TOTAL STOCKS	2,775,294,000.00	2,830,799,880.00	2,887,415,877.60	2,945,164,195.15	3,004,067,479.06	3,064,148,828.64	3,125,431,805.21	3,187,940,441.31	-
4.	TOTAL CREDITORS	11,220,500.00	13,063,350.00	15,122,295.00	16,237,282.50	19,056,120.66	21,997,249.56	25,975,324.78	30,348,709.10	-
1.	CHANGE IN CASH	0	-	-	-	-	-	-	-	-
2.	CHANGE IN DEBTORS	0	236,196.32	47,239.26	56,687.12	68,024.54	81,629.45	97,955.34	117,546.40	141,055.69
3.	CHANGE IN STOCKS	0	55,505,880.00	56,615,997.60	57,748,317.55	58,903,283.90	60,081,349.58	61,282,976.57	62,508,636.10	- 3,187,940,441.31
4.	CHANGE IN CREDITORS	0	1,842,850.00	2,058,945.00	1,114,987.50	2,818,838.16	2,941,128.90	3,978,075.22	4,373,384.31	- 30,348,709.10

PROJECTED BALANCE SHEET [TSHS]:		Table 13						Table 13	
PARTICULARS/YEARS	2013	2014	2015	2016	2017	2018	2019	2020	2021
CURRENT ASSETS:									
Cash	0	5,065,198,774	6,822,005,777	9,464,800,927	12,760,678,829	17,721,414,223	24,194,812,668	33,000,279,640	47,224,576,430
Debtors	0	236,196	283,436	340,123	408,147	489,777	587,732	705,278	846,334
Stocks	2,775,294,000	2,830,799,880	2,887,415,878	2,945,164,195	3,004,067,479	3,064,148,829	3,125,431,805	3,187,940,441	0
TOTAL CURRENT ASSETS	2,775,294,000	7,896,234,850	9,709,705,091	12,410,305,245	15,765,154,455	20,786,052,828	27,320,832,205	36,188,925,359	47,225,422,764
OTHER INVESTMENTS:									
Pre-operating Costs	0	0	0	0	0	0	0	0	0
TOTAL INVESTMENTS	0	0	0	0	0	0	0	0	0
FIXED ASSETS:									
Total Fixed Assets	0	3,276,255,388	3,082,652,811	2,912,431,289	3,058,571,484	2,847,293,837	2,666,700,230	2,510,005,164	2,372,084,080
TOTAL FIXED ASSETS	0	3,276,255,388	3,082,652,811	2,912,431,289	3,058,571,484	2,847,293,837	2,666,700,230	2,510,005,164	2,372,084,080
TOTAL ASSETS	2,775,294,000	11,172,490,238	12,792,357,902	15,322,736,534	18,823,725,939	23,633,346,666	29,987,532,435	38,698,930,523	49,597,506,844
CURRENT LIABILITIES:									
Corporation Tax	0	275,564,678	423,403,589	643,313,560	890,577,359	1,212,942,421	1,599,349,438	2,061,274,828	2,598,039,972
Creditors	11,220,500	13,063,350	15,122,295	16,237,283	19,056,121	21,997,250	25,975,325	30,348,709	0
TOTAL CURRENT LIABILITIES	11,220,500	288,628,028	438,525,884	659,550,842	909,633,479	1,234,939,670	1,625,324,763	2,091,623,537	2,598,039,972
NET ASSETS	2,764,073,500	10,883,862,210	12,353,832,018	14,663,185,692	17,914,092,460	22,398,406,995	28,362,207,673	36,607,306,986	46,999,466,872
FINANCED BY:									
Share Capital	0	0	5,417,530,000	5,417,530,000	5,417,530,000	5,417,530,000	5,417,530,000	5,417,530,000	5,417,530,000
Equity Capital	0	5,417,530,000	0	0	0	0	0	0	0
Loan Balance	0	1,600,000,000	1,376,355,453	1,112,454,888	801,052,221	433,597,074	(0)	(0)	(0)
Capital Reserve	0	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500
Retaining Earnings	0	1,102,258,710	2,795,873,065	5,369,127,304	8,931,436,739	13,783,206,422	20,180,604,173	28,425,703,486	38,817,863,372
TOTAL EQUITY	0	10,883,862,210	12,353,832,018	14,663,185,692	17,914,092,460	22,398,406,995	28,362,207,673	36,607,306,986	46,999,466,872

EFFICIENCY RATIOS:									
Debt Equity Ratio	na	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0
Debt Ratio	na	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0
Debt Coverage Ratio	na	na	3.8	6.0	8.2	11.4	15.3	na	na
CREDITWORTHINESS RATIOS:									
Return on Assets	na	12.3%	16.5%	21.0%	23.7%	25.7%	26.7%	26.6%	26.2%
Return on Sales	na	41.4%	43.3%	43.4%	42.4%	40.5%	38.3%	35.6%	33.4%
Operatin Ratio	na	62.2%	53.1%	45.4%	38.6%	33.0%	28.2%	24.2%	20.7%

M/S RIA INVESTMENT COMPANY LIMITED

FEASIBILITY STUDY FOR GOLD PRODUCTION, MARKETING AND DISTRIBUTION (LOCAL DISTRIBUTION AND EXPORT) IN PARTNERSHIP WITH SMALL MINERS AT KAHAMA AREA SHINYANGA MUNICIPALITY.

PURPOSE: TO ACQUIRE INVESTMENT EXEMPTION CERTIFICATE FROM TANZANIA INVESTMENT CENTRE (TIC).

PREPARED FOR:

M/s Ria Investment Company Limited
P.O. BOX 21666
DAR ES SALAAM

DECEMBER 2013

1.0 EXECUTIVE SUMMARY

1.1 RIA INVESTMENT COMPANY LIMITED

M/s RIA Investment Company Limited is a newly formed company incorporated in Tanzania under the Companies Act, 2002 with certificate of incorporation number 104252 dated 29th November 2013. The company has been established to carry out the business of gold production, marketing & distribution mainly for export. The company work strategy is to engage small miners as their main partners or ventures in the operations. The company will bring in the equipments and technology needed while the 3 small miners will provide land. Investors will have seventy percent (70%) of the shares in the venture and small miners will have thirty percent (30%) of shares

By investing in this industry the company will have played vital role in stimulating economic growth in Tanzania and neighbouring countries as whole.

The investors have chosen Tanzania as their destine for investment due to combination of factors such as:-

- i) Fast economic development in the country
- ii) Geographical location which saves as a getaway to many land locked countries
- iii) Availability of huge gold reserves scattered all over the country
- iv) Political stability
- v) Prospective power stability in the near future as a result of gas and oil discoveries

M/s RIA Investment Company Limited is will use Kahama as their first place of their partnership but this partnership will be extended to many places in the country in the due course.

The objective of the study is to analyze the viability of the project for acquiring TIC investment incentives under exemption law of Tanzania for the company to carry out investment worth over Tshs 7.02 billion.

The project is to be evaluated on a stand-alone basis and therefore has to meet all exemption criterions including the size of the investment, employment opportunities etc. to justify the award of the investment incentives.

The Management is committed to provide the centre with all required information to facilitate the application for the investment incentives.

The project covered here is a new establishment and the exemption required is intended to facilitate project execution. The existing shareholders and management are considering the expected exemption as very important to help the company consolidate its resources to meet the required costing of the project.

The study is aimed at enabling the directors to establish the viability of the project and thereby secure the TIC investment incentives needed to support project execution and meet other expenses related to the business.

The proposed integrated industrial development in Tanga is designed to capture the fast growing market in mats products in the country and indeed neighbouring markets in a more dynamic way.

The project aims to contribute to Tanzania gaining a good reputation as a destination of international investment.

1.2 STUDY OBJECTIVES

1.2.1 PRIMARY OBJECTIVES

The objective of the study is to analyze the project viability for acquisition of TIC investment incentives for M/s RIA Investment Company Limited in order to generate additional income for the company, create employment and generate income to the government authorities. The aim is to achieve the highest possible sales revenues at the lowest possible cost, while controlling leakage – **maximization of profitability.**

1.2.2 SECONDARY OBJECTIVES

- a) To provide a quality mat products to customers via a professional staff complement that is well presented, confident, efficient, polite and willing to meet customers' needs, with an awareness of the need for personal attention.
- b) To provide high quality of products that is always well maintained, available, functioning and clean.
- c) To provide quality products and services to meet the needs of demanding local and international clientele.
- d) To develop a superior image that is relaxing and friendly while sophisticated.
- e) To provide products and services that are seen by the consumers as good value for money.
- f) To maintain a positive relationship with the local community by purchasing products and services at reasonable prices and through modest support of local activities.

1.3 MISSION STATEMENT

M/s RIA Investment Company Limited aims to provide a high standard of industrial products in Tanga city and offer the highest quality products & services to the customers. The promoters aim to achieve and maintain maximum profitability through offering the highest standards of mat products for all sorts of business community in the industry.

The company also aims at developing complex facilities that will in the end help in job creation for many people and contribute to the government efforts of poverty eradication.

1.4 SHARE HOLDING.

At present the company has three shareholders with their respective shares as shown below:-

Name of the s/holder	Share %
Nagieb Rafat	70
Amir Abdelmageed Mohamed	15
Sayed Imran Al-Edroos	15
TOTAL	100

The shareholders are corporate bodies, one foreign (owning 51%) from India and another local (with 49%).

2.0 PROJECT DESCRIPTION

M/s RIA Investment Company Limited has come up with the proposal of establishing a modern, well managed and marketed Gold production and export at Kahama area Shenyang Municipality. The company has proposed a method of venture or partnership with the small mines where the investors will have 70% and small miners will have 30%.

This approach is more friendly with guarantee on sustainability as indigenous will have the sense of ownership and eliminate the conflicts normally experienced with other investors such as Geita gold Mines, North Mara Gold Mine, Buzwagi Gold Mines etc.

The project is expected to offer one of the best Gold production arrangement and facilities in the country with maximum benefit to the community surrounding the mines. These facilities are badly needed at the moment as the economy is rapidly opening to the foreign investments through good governance and investment incentive laws. Once operational the company expects to employ over 80 staff mostly locals. The employment will keep on increasing as the company's activities grow.

The company expects to carry out mass gold production using modern technology targeting corporate customers mostly in the overseas markets, gold market is one of the famous markets in the world as gold could also be used to hold reserves of the economy. What the company intends to do is to keep the quality of the produce very high to ensure that they all the time meet the customers satisfaction.

M/s RIA Investment Company Limited is ambitious and confident of producing one of the best quality gold in the world to meet internationally expected standards and therefore is expecting to undertake this investment as soon as the TIC exemptions and investment incentives are in place.

2.1 PROJECT IMPLEMENTATION

M/s RIA Investment Company Limited have estimated the project execution period to be three months which means by March 2014 the company is scheduling gold production to have started taking place.

2.2 TOTAL INVESTMENT

The total investment cost of the project in terms of acquisition, site renovation and development, labour and other costs is **Tshs 7.2 billion**. The promoters' investment / contribution in the proposed investment (**TAB 2**) are **TZS 5.42 billion (or 78%)** own funds and **TZS 1.6 Billion (or 22%)** will be a five year loan from their prospective bankers or reputable financial institution.

2.3 PROJECT OBJECTIVES

Providing modern gold producing facilities designed to produce one the best quality gold and gold related products for local and outside buyers from countries all over the world.

Strategies

- a) Installation of the modern gold manufacturing omplex with an up to date manufacturing technology.
- b) Creating an opportunity for technology transfer through employment and training of local staff.
- c) Promoting effective local resources utilization
- d) Promoting local and foreign investments
- e) Increase the revenue to the investor, employees as well as government
- f) Increasing the availability of gold products and related services in the society.

3.0 PROJECT SPONSORS

M/s RIA Investment Company Limited a private liability company incorporated in Tanzania is sponsoring the project.

3.1 PROJECT JUSTIFICATION

This is the company with the first inward looking. That is the company which for the first time has paid fully attention to the benefit of indigenous people. Giving small miners thirty percent (30%) in the investment could be taken as good gesture of the promoters and which is in line with the government policy of poverty eradication and better life for all. The company will encourages utilization of local resources available which is an important step towards growth in the domestic industrial sector.

The company is investing over **TZS 7.2 billion** in the project which definitely provide a remarkable impact in the Tanzanian economy and employment of young graduates that will help in the poverty eradication. The project is further a step forward towards building up internal capability in making use of own resources as technology grows locally. This is highly encouraged for transformation of our economy from agriculture to industrial one.

3.2 OFFICE LOCATION

The company's current offices are located at plot number 28 block KB-IX Gofu Industrial area Tanga city in the north east part of the country. The location provides site for the factory, office and storage facilities.

3.3 CONTACT DETAILS

Contact Address

Amir Abdelmageed
M/s RIA Investment Company Limited
P.O. Box 21666
TANGA
Phone: 0657-782099

Position: Director Production

4.0 INDUSTRY ANALYSIS

M/s RIA Investment Company Limited has decided to invest in the gold production one of the oldest industry in the world. In Tanzania the industry is relatively new and one of the fast growing sectors of the economy probably due to new discoveries of gold reserves and the growth in other sectors of the economy as mentioned elsewhere in the study. Thanks to the liberalization policy adopted by the government in the mid eighty's which made available the required technologies.

The gold industry is one that gives products which are always with high demand. The investment in the industry becomes apparent and paramount which makes the decision by the company as a commendable one. After all this company has come with new approach by involving small miners directly into the ownership of the company through partnership arrangement.

4.1 FUTURE OUTLOOK

Investment in the gold production in the country with the huge reserves of gold ores scattered in many places is an important step in developing the industrial sector in the country. This will encourage establishment of industries using gold such as watches, rings, phones ect the products which are all imported by now. Many investors are now looking Tanzania as their destine due to prospects of power stability as a result of gas and oil discoveries in the southern Tanzania.

M/s RIA Investment Company Limited, being the long time investor in gold production (through **Nagieb Rafat**, the shareholder and first company managing director, an Australian National who has been in this industry for years. Australia is one of the few countries whose mining sector has gone miles ahead of others.

The demand for the company's products for the time being is just too high that any investment in that sector assures the investor not only quick pay back but sustainable profit. So it could be agreed that the company has made right decision at the right time to invest in the industry.

Granting TIC investment incentives to such project is worth economically and socially as more business will be opened and it is part of their social responsibilities as society benefits out of it through employments and taxes payable to the government. Indeed the future of the project is quite bright a gives a lot of promises for investment made.

4.2 COMPETITION.

Yes there are big companies such as Geita Gold Mines, Buzwagi Gold Mines Ashanti Gold Moines etc in the industry in Tanzania but they do not negatively impact the prosperity of the newly incorporated company as the demand for is always high in the world market.

The demand for gold and gold related products has been is growing very fast especially under the situation where the currencies are loosing valuers in many countries around the world. Frankly speaking the market guarantees unlimited opportunities in the gold industry eliminating effect of competition at the moment.

4.3 MARKET SEGMENTATION

As manufacturers the company is targeting agents, gold dealers, corporate clients and retailers undertaking jewelry activities who will be in touch with the final consumers. Definitely the company will contract agents or gold dealers for easy distribution of their products in the market once the production starts somewhere in March - April 2014. The company is prepared to offer the products and services at an international standard targeting this class of customers.

Though the company is targeting high class customers, it is planning to charge reusable and affordable rates (without of course affecting quality and standards of products and or services offered) that will leave their clients satisfied and feel the value for their money at the same time generate good margins to the company to repay back the investment.

5.0 RISK ANALYSIS

5.1 MANAGEMENT

The company is under the team of people highly motivated and well coordinated by Ms **Nagieb Rafat**, the managing director, the holder of mining engineering degree, high experienced, dynamic and visionary director. He has excellent managerial skills acquired over long business services which make him adaptable to any business environment. He is the one of the founders and a shareholder of the company with 70% of shares. With such share structure he becomes an overall responsible for procurement, marketing and administration functions of the company.

Of course he will work on principal of delegation and places sufficient confidence on his working team. Competent staffs consisting of young engineers with varying skills and experiences are going to be employed across the company to ensure that a lot of work is perfectly done with or without his involvement.

Every director is fully responsible for the outcome in his / her department. It quite obvious under such type of management style, the management risk is not a big deal.

The management strategy behind success is delivery of quality goods and or services and timely delivery.

5.2 BUSINESS.

The major business risk that the prospective investor could face is losing business due to poor quality goods and or services. Frankly speaking, the client's success has been through hard working, controlling and improving quality and services to the consumers' standards, which remains to be the most important company's business strategy. Managing director undertakes that the experience in the Australian gold industry will fully be applied to ensure international quality and standards.

5.3 MARKET.

The market for the gold and related products is growing very fast for reasons of economic failures and other making the demand for the applicants' products and or services increasing faster than the supply of the same. Though the industry is not threatened by market risk at the moment, clients are not taking that situation for granted.

The management has worked hard using their experience, skills, exposure and they have proved beyond reasonable doubt that they could sustain competition if any. They are operating under strict high quality products and or services, prompt and timely delivery to customers as their main marketing strategy.

5.4 COMPETITION

The level of competition from other providers of similar products and or services does not adversely affect the proposal given that:-

They have long and enough experience and modern technology from Australia, one of the high developed gold industry in the world. They intend to establish one the highly competitive products in the market.

High level of goodwill and customers' confidence to the company created over years of their existence is great asset to them today.

The survey conducted indicates that what suppliers are offering to the market (demand) is only 30% to 35% of the actual market demand in the housing sector.

6.0 MARKETING

6.1 MARKETING OBJECTIVES.

The promoters recognize the importance of investing time and financial resources into the successful marketing of the company's products and or services. This will involve a heavy personal and financial input at any time.

The company aims to achieve a well balanced marketing mix which includes an emphasis on the products and services offered; location; pricing policy; staff; and promotional activities.:

STRATEGIES:-

- i. To maximize sales and profitability
- ii. To analyze the markets, competition and future trends;
- iii. Identify the specific needs of the target market or customers at any particular time;
- iv. Create and develop products to meet the changing needs of the customers in the gold industry;
- v. Determine price levels acceptable to the customers while balancing the concern with the long-term profitability of the organization;
- vi. Identify and select suitable channels through which the customers will be attracted to the organization;

6.2 MARKETING STRATEGY

6.2.1 PRICING POLICY

The overall objective of the company's pricing policy is to keep prices as reasonable as possible, while maximizing profits.

STRATEGIES:-

- a) Prices for products and services to be determined by reviewing competition and offering competitive rates;
- b) Effective positioning of the products offered to ensure customers perception of value for money, taking care not to jeopardize the overall image of the company.

6.2.2 PRODUCTS AND SERVICES

Products and or services are clearly stated elsewhere in the study, but as their role in the marketing strategy is so important and unique, it is useful to indicate that awareness in this section.

6.2.3 PROMOTION

The purpose of advertising and promotional activities is to attract attention, create a need to customers and foster a desire and to inspire action to purchase the product and or services on offer.

6.2.4 STAFF DEVELOPMENT POLICY

An integral part of M/s RIA Investment Company Limited marketing strategy is the customer perception of service excellences. It will therefore be the company's task to ensure that all staff are equipped with necessary skills and are directly responsible for selling products and or services.

The company's human resource development policy will aim at ensuring that staff are not only adequately prepared to deliver the standards required, but are aware of their role in the overall marketing strategy.

The long-term objective of the policy is to develop second-line staff to carry out some of these functions or as vital backup during crisis. Staff training and development will be on continuous and a regular in-house training basis.

6.2.5 ANTICIPATED COMPETITOR RESPONSE

M/s RIA Investment Company Limited is anticipating that as the company carries out expansion or growth, competitors will respond by reviewing their pricing policy. They may also improve their own marketing strategy through attempts at repositioning their product offering, both in terms of pricing and promotional activities.

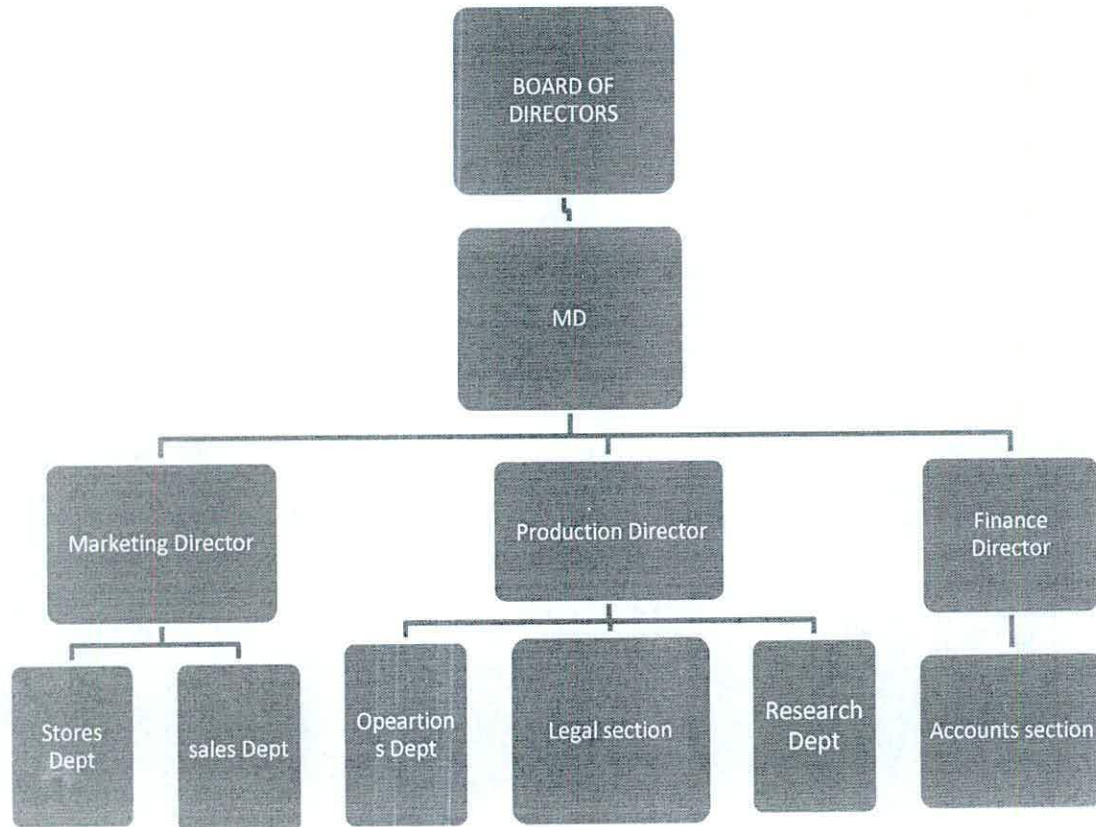
The company is committed towards providing a level of service and products standards that is superior to those offered by most of the competitors

7.0 MANAGEMENT STRUCTURE

The company management structure is as shown below:-

ORGANIZATIONAL STRUCTURE

The organization structure of the Company is depicted here below:-



8. BOARD OF THE DIRECTORS

The policy decisions of M/s RIA Investment Company Limited will be vested in the Board of Directors. The Board of the Directors consists of:

Mr. Nagieb Rafat (Australia) - MD

Mr. Amir Ebdelmageed Mohamed (Sudanese) - Director

Mr. Sayed Imran Al*Edroos (Tanzanian) – Director

Brief CVs of the Key personnel.

Mr. Nagieb Rafat

MANAGING DIRECTOR

Mr. Nagieb Rafat is the holder of degree in mining engineering and project management with long mining experience from Australia. He the share holder and one of the founder members of the company with 70% of all shares.

He is a prominent businessman with huge experience from the field over years. With over 30 years of business experience in the gold industry, he is in fact the pillar of the company in terms of ideas and business negotiations.

He is highly experienced with an extensive business exposure through attendance of various training, sessions, workshops and seminars. He is dynamic, flexible and visionary managing director. He is open for criticism and challenges from his staff as well as his customers.

Although he makes most of the operational decision, he respects the ideas and suggestion of his staff before reaching certain conclusion.

Summary of Human Capital ability

Name	Title	Qualification	Expirience
Ms Nagieb Rafat	Managing Director	Graduate in mining engineering & project management	30 years
Amir Abdelmageed Mohamed	Director	Graduate in Business management	25 years
Sayed Imran Al-Edroos	Director	Graduate in business administration	20 Years

9. ECONOMIC BENEFITS

a) Employments

The Company will create employment to Tanzanians and expatriates on this project. To begin with at least 80 workers will be employed on permanent basis.

b) Products:

Currently the average supplies of gold and related products are less than the average demand.

c) Income to the government through taxes such as corporate Tax, P.A.Y.E, VAT etc.

d) Reliable Supply of gold products with international standards to clients both Local and foreigners hence contribute to the modernization of the economy.

10. ENVIRONMENT IMPACT ACCESSIONMENT

The business of investing in the gold production facilities does not have any serious known environmental degradation. However the Company will conduct its activities in a manner that is not detrimental to the environment.

11. MARKET AND MARKETING ANALYSIS

The demand for gold and related products is very high for the time being. The Company however, will not take any thing for granted and will explore and make sure that their products

them huge credibility to their customers. Furthermore, competitive prices is added advantage for clients' efforts to overcome market competition

13. PROJECTED REVENUE

Clients have projected that in the coming 8 years the hosing facilities will generate revenue of **Tshs 4.6 billion** for the first financial year of operation (in 2014) and an achieve revenue collection of **Tshs 16.5 billion** in the year 2021. The business will break even on the first year of operation (**TAB 11**).

At this point the operation will not give any profit to the company but will be applied in absorbing investment incurred. The projected sales revenue is presented on (**TAB 11**) of the annexure.

14. PROJECTED VARIABLE OR DIRECT COSTS

The company has projected fixed or indirect costs such as estate manager sand office attendants' salaries, annual repair and maintenance costs presented on (**Tab 5A**) to range from Tshs 2.8 billion in 2014 to Tshs 3.1 billion in 2021.

15. PROJECTED FIXED OR INDIRECT COSTS

The company has projected fixed or indirect costs such as estate manager sand office attendants' salaries, annual repair and maintenance costs presented on (**Tab 5B**) to range from Tshs 99.4 million in 2014 to Tshs 238.2 million in 2021.

16. PROJECTED BALANCE SHEET

Clients have projected that in the coming 8 years the hosing facilities will generate revenue of **Tshs 10.8 billion** for the first financial year of operation (in 2014) and an achieve revenue collection of **Tshs 46.9 billion** in the year 2021. The business will break even on the first year of operation (**TAB 13**).

17. PAY BACK PERIOD

From the foregoing revenues and costing schedules, it could be deduced that the Investors will recoup (break even point) all their investment in 1 year duration (**TAB 15**)

18. CONCLUSION

Analysis has revealed that the proposed project is technically feasible, financially and economically viable and socially beneficial. Therefore the fast implementation of the project is strongly recommended. The basis of recommendation being supported by the following facts:-

- i. General demand for the company's products and or services is high and keeps on increasing.
- ii. There is potential income to the developer, employees (salaries), central government and Municipalities (taxes and levies).

and services are of high quality. Timely delivery and competitive prices are expected to be company's priority.

11.1 COMPETITION

The level of competition from other companies with similar products / services does not adversely affect the proposal. The market demand for the company's products is always higher than supply and the company's determination is to provide quality products at reasonable and competitive prices.

11.2 CONTACT CHANNELS

The gold manufacturing facilities will be available to companies, gold dealers, individuals, companies, NGOs and other interested parties. M/s RIA Investment Company Limited has already contacted a number of prospective users of facilities at Kahama, who have shown interest to do business with the company now and when the installation at gold project is completed.

12. SWOT ANALYSIS

1) STRENGTH

The strength on the project lies in the capacity and experience of its directors and staff who have gained in managing business over years. The company through its directors and good past performances has become famous in among dealers in the industry of mat products manufacturing works in the city.

Directors are so aggressive and creative this credibility which could now easily be transferred to their other businesses and economic ventures in future. In fact this has resulted in the demand for the firm's products and services to always be on increase.

2) WEAKNESS OF THE COMPANY

The client main limitation is implementation of technology in the new environment. It is agreed that technology is changing very fast. The company management is trying the best and putting some good investment in the field of technology through sponsoring staff for seminars, work shops and courses to impact them with new technology that will substantially reduce production cost and maximize profit to the company.

3) OPPORTUNITY OF THE COMPANY

The company has unlimited opportunities for similar project and even partnership ventures in mats manufacturing business especially in a big city such as Tanga. This is vital in technology transfer as clients have resources to buy new technology during execution of their projects.

4) THREAT TO THE COMPANY

The firm's products are threatened by competitors mostly the big players in the market. Clients are however proud of high quality goods and or services and prompt delivery which has given

INVESTMENT SCHEDULE:							
SN	DETAILS OF THE EXPENDITURE	UNIT COST	QUANTINTY PIECES	FINANCING ARRANGEMENT			TOTAL [US \$]
				EQUITY	LOAN	TOTAL [Tshs]	
[A]	LAND AND BUILDINGS [TSHS]:						
	Land Acquisition			0.00		0.00	-
	Buildings & other developments			821,520,000.00	0.00	821,520,000.00	504,000
[B]	PLANT, MACHINERY, TOOLS & EQUIPMENTS:						
1	Excavator Model 32OD L	309,700,000.00	2	619,400,000.00	1,100,000,000.00	1,719,400,000.00	1,054,847
2	Excavator Model 323D L	307,200,000.00	2	614,400,000.00		614,400,000.00	376,933
3	Wheel Loader 950H	440,100,000.00	2	880,200,000.00		880,200,000.00	540,000
4	Dumper Truck CAT 725	146,700,000.00	4	586,800,000.00		586,800,000.00	360,000
5	Complete Gold Ore Benefication Plant	652,000,000.00	1	652,000,000.00	500,000,000.00	1,152,000,000.00	706,748
6	Sound Attenuated Generator 200KVA	48,900,000.00	1	48,900,000.00		48,900,000.00	30,000
7	Sound Attenuated Generator 50KVA	35,860,000.00	1	35,860,000.00		35,860,000.00	22,000
8	Water Sumersible Pumps	3,260,000.00	6	19,560,000.00		19,560,000.00	12,000
9	Eelectric CableE 500M			165,000,000.00		165,000,000.00	101,227
10	Water Pipes 4" 1,000 M			145,000,000.00		145,000,000.00	88,957
11	Water Brower 15000 Litre (Water)	130,400,000.00	1	130,400,000.00		130,400,000.00	80,000
12	Water Brower 15000 Litre(Diesel)	130,400,000.00	1	130,400,000.00		130,400,000.00	80,000
[C]	UTILITY VEHICLES						
1	Land Cruiser VX Saloon	45,000,000.00	1	45,000,000.00	0.00	45,000,000.00	27,607
2	Land Cruiser Pick Up 4 WD	28,500,000.00	3	85,500,000.00	0.00	85,500,000.00	52,454
3	Mitsubish Canter Ttruck 10 TONS	65,000,000.00	1	65,000,000.00	0.00	65,000,000.00	39,877
[D]	FURNITURES, FIXTURE & FITIINGS:						
1	Refrigerators, computers & its accessories			26,540,000.00	0.00	26,540,000.00	16,282
2	Furniture & fittings	-		67,950,000.00	0.00	67,950,000.00	41,687
	Sub-total			5,139,430,000.00	1,600,000,000.00	6,739,430,000.00	4,134,620
[E]	PRE-OPERATIONAL EXPENSES [TSHS]:						
1.	Fuel and oil		1	8,500,000.00	0.00	8,500,000.00	5,215
2.	Feasibility Study Preparation	1,500,000	1	1,500,000.00	0.00	1,500,000.00	920
3.	Legal Documentation/Licence	6,600,000	1	6,600,000.00	0.00	6,600,000.00	4,049
4.	Directors Renumeration	2,500,000	3	7,500,000.00	0.00	7,500,000.00	4,601
5.	Salary and Wages (First Month)	2,750,000	80	220,000,000.00	0.00	220,000,000.00	134,969
6.	Electricity	-	0	4,500,000.00	0.00	4,500,000.00	2,761
7.	Casual labour	-	0	6,000,000.00	0.00	6,000,000.00	3,681
8	Bore hole pump Installation	-	0	12,000,000.00	0.00	12,000,000.00	7,362
9	Other expenses			11,500,000.00	0.00	11,500,000.00	7,055
	Sub-total			278,100,000.00	0.00	278,100,000.00	170,613
	TOTAL INVESTMENT COSTS			5,417,530,000.00	1,600,000,000.00	7,017,530,000.00	4,305,233
NB: Exchange Rate used is 1US \$ = Tshs 1,630.00				FINANCING %AGE	78.0%	22.8%	100%

KEY ASSUMPTIONS AND CONSIDERATION:						Table 1
SN	PARTICULARS	FOREX RATE	EQUIVALENCY	CONVERSION DATE	INTEREST RATE	SENSITIVITY FACTOR ****
[A]	EXCHANGE RATE:					
1.	US\$ to Tshs	1.00	1630.00000	2013		
2.	£ to Tshs	1.00	2500.00000	2013		
3.	£ to US\$	1.00	1.53374	2013		
4.	JYen to Tshs	1.00	5.02520	2013		
5.	US\$ to JYen	1.00	324.36520	2013		
[B]	INTEREST RATES:					
1.	Overdrafts				21%	
2.	Term Loan				18%	
[C]	SENSITIVITY FACTOR:					
	Used to test the projects strengths in case of changes in the exchange rate					1.00
[D]	OTHERS:					
	A margin on goods purchased is projected at:					
	Efficiency Utilisation	54.0%	65.0%	75.0%	85.0%	85.0%

CAPITAL INVESTMENT AND RE-INVESTMENT SCHEDULE [Units]:										Table 4
SN	PARTICULARS/YEARS	COST	CUSTOM DUTY	SALES DUTY	DEPREC.	2013	2014	2015	2016	2017
[A]	LAND AND BUILDINGS [TSHS]:									
1	Land Acquisition	-	0.0%	0.0%	2.0%	1			0	
2	Buildings & other developments	821,520,000.00	0.0%	0.0%	2.0%	1			0	
		-	0.0%	0.0%	2.0%	1			0	
[B]	PLANT, MACHINERY, TOOLS & EQUIPMENTS:									
1	Excavator Model 320D L	1,719,400,000.00	0.0%	0.0%	12.5%	1				
2	Excavator Model 323D L	614,400,000.00	0.0%	0.0%	12.5%	1				
3	Wheel Loader 950H	880,200,000.00	0.0%	0.0%	12.5%	1				
4	Dumper Truck CAT 725	586,800,000.00	0.0%	0.0%	12.5%	1				
5	Land Cruiser VX Saloon	1,152,000,000.00	0.0%	0.0%	12.5%	1				
6	Land Cruiser Pick Up 4 WD	48,900,000.00	0.0%	0.0%	12.5%	1				
[C]	UTILITY VEHICLES									
1	Land Cruiser VX Saloon	-	0.0%	0.0%	25.0%	1	0	0	0	0
2	Land Cruiser Pick Up 4 WD	85,500,000.00	0.0%	0.0%	25.0%	1	0	0	0	0
3	Mitsubishi Canter Ttruck 10 TONS	65,000,000.00	0.0%	0.0%	25.0%	1	0	0	0	0
[D]	FURNITURES, FIXTURE & FITINGS:									
1	Refrigerators, computers & its accessories	26,540,000.00	0.0%	0.0%	10.0%	0	0	0	0	0
2	Furniture & fittings	67,950,000.00	0.0%	0.0%		0	0	0	0	0
[E]	PRE-OPERATIONAL EXPENSES [TSHS]:									
1	Fuel and oil	8,500,000.00	0.0%	0.0%	25.0%	1			1	
2	Feasibility Study Preparation	1,500,000.00	0.0%	0.0%	25.0%	1			1	
3	Legal Documentation/Licence	6,600,000.00	0.0%	0.0%	25.0%	1			1	
4	Directors Renumeration	7,500,000.00	0.0%	0.0%	25.0%	1			1	
5	Salary and Wages (First Month)	220,000,000.00	0.0%	0.0%	25.0%	1			1	
6	Electricity	4,500,000.00	0.0%	0.0%	25.0%	1			1	
7	Casual labour	6,000,000.00	0.0%	0.0%	25.0%	1			1	
8	Bore hole pump Installation	12,000,000.00	0.0%	0.0%	25.0%	1			1	
9	Other expenses	11,500,000.00	0.0%	0.0%	25.0%	1				
NOTE:										
1.	Customs duty and Sales tax rates are derived from the Custom Tariff Book as provided by the Tanzania Revenue Authority [TRA].									
2.	Depreciation rates are taken from the Company's audited accounts and they form part of the company policies.									

PROVISIONAL LOAN REPAYMENT SCHEDULE [TSHS]:						Table 3	
SN	PARTICULARS/YEARS	2013	2014	2015	2016	2017	2018
1.	Balance B/F		1,600,000,000	1,376,355,453	1,112,454,888	801,052,221	433,597,074
2.	Loan Disbursement	1,600,000,000					
	Interest Capitalized	0					
3.	Interest Payment during grace period	144,000,000	288,000,000	247,743,982	200,241,880	144,189,400	78,047,473
4.	Principal Payment		223,644,547	263,900,565	311,402,667	367,455,147	433,597,074
5.	Balance C/F	1,600,000,000	1,376,355,453	1,112,454,888	801,052,221	433,597,074	(0)
6.	Total Loan Service		511,644,547	511,644,547	511,644,547	511,644,547	511,644,547
NOTE:							
The loan repayment schedule has been prepared under the following provisional assumptions:							
1. The interest rate is as provided in Table # 1.							
2. Credit period is assumed to be 5 years.							
3. Grace period is assumed to be six months - covering activities such as loan processing, purchase of the items and equipment, and Installation activities.							
4. Repayment frequency of monthly is assumed in the proposal; as this will give the project enough time between the instalments to enable them sale minerals and be able to pay instalments follow							

PROJECTED PRODUCTION:				Table 6 A							Table 6		
SN	DESCRIPTION OF ITEMS	UNIT OF MEASURE	NUMBER OF TONS	AV. COST/UNIT [Tshs]	2013	2014	2015	2016	2017	2018	2019	2020	2021
1.	Gold	No.	3,500.0	792,000	2,772,000,000	3,326,400,000	3,991,680,000	4,790,016,000	5,748,019,200	6,897,623,040	8,277,147,648	9,932,577,178	11,919,092,613
2.		No.			-	-	-	-	-	-	-	-	-
3.					-	-	-	-	-	-	-	-	-
4.					-	-	-	-	-	-	-	-	-
5.					-	-	-	-	-	-	-	-	-
6.					-	-	-	-	-	-	-	-	-
7.					-	-	-	-	-	-	-	-	-
	TOTAL WEIGHT FOR ONE CONTAINER [TONS]		40		2,772,000,000	3,326,400,000	3,991,680,000	4,790,016,000	5,748,019,200	6,897,623,040	8,277,147,648	9,932,577,178	11,919,092,613
			TOTAL [US \$ 000]		1,700,613.50	2,040,736.20	2,448,883.44	2,938,660.12	3,526,392.15	4,231,670.58	5,078,004.69	6,093,605.63	7,312,326.76

PROJECTED DIRECT EXPENSES:					Table 5A							
SN	PARTICULARS	UNIT OF MEASURE	COST/MONTH	QUANTITY	2013	2014	2015	2016	2017	2018	2019	2020
(A) SERVICE OVERHEADS												
1	Water Utilities	Bundles	20,000	10	400,000	408,000	416,160	424,483	432,973	441,632	450,465	459,474
2	Electricity	Pcs of 0.018 cu meter	350	1,300	910,000	928,200	946,764	965,699	985,013	1,004,714	1,024,808	1,045,304
3	Packing Materials	Cartoons	40,000	12	960,000	979,200	998,784	1,018,760	1,039,135	1,059,918	1,081,116	1,102,738
4	Strings	Cartoons	25,000	12	600,000	612,000	624,240	636,725	649,459	662,448	675,697	689,211
	Sub-Total				2,870,000	2,927,400	2,985,948	3,045,667	3,106,580	3,168,712	3,232,086	3,296,728
(B) OTHER DIRECT COSTS:												
1	Advertisement				210,000	214,200	218,484	222,854	227,311	231,857	236,494	241,224
2	Promotional Materials				200,000	204,000	208,080	212,242	216,486	220,816	225,232	229,737
3	Others				14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082
4	Goods		3,500	792,000	2,772,000,000	2,827,440,000	2,883,988,800	2,941,668,576	3,000,501,948	3,060,511,986	3,121,722,226	3,184,156,671
5	0		-	-	-	-	-	-	-	-	-	-
	Sub-Total				2,772,424,000	2,827,872,480	2,884,429,930	2,942,118,528	3,000,960,899	3,060,980,117	3,122,199,719	3,184,643,713
	TOTAL				2,775,294,000	2,830,799,880	2,887,415,878	2,945,164,195	3,004,067,479	3,064,148,829	3,125,431,805	3,187,940,441

PROJECTED INDIRECT EXPENSES:				Table 5B							
SN	DESCRIPTION	# OF STAFF	SALARY/MONTH	2013	2014	2015	2016	2017	2018	2019	2020
[A]	PAYROLL EXPENSES:										
1.	Managing Director	1	1,200,000	14,400,000	16,560,000	18,878,400	19,067,184	22,117,933	24,993,265	29,242,120	33,628,438
2.	Marketing Manager	1	1,000,000	12,000,000	13,800,000	15,732,000	16,046,640	18,614,102	21,033,936	24,609,705	28,301,161
3.	Food technologist	1	750,000	9,000,000	10,350,000	11,799,000	12,034,980	13,960,577	15,775,452	18,457,279	21,225,870
4.	Factory Engineer	1	750,000	9,000,000	10,350,000	11,799,000	12,034,980	13,960,577	15,775,452	18,457,279	21,225,870
5.	Supervise	1	500,000	6,000,000	6,900,000	7,866,000	8,023,320	9,307,051	10,516,968	12,304,852	14,150,580
6.	Drivers	7	200,000	16,800,000	19,320,000	22,024,800	22,465,296	26,059,743	29,447,510	34,453,587	39,621,625
7.	Secretary/Receptionist	1	250,000	3,000,000	3,450,000	3,933,000	4,011,660	4,653,526	5,258,484	6,152,426	7,075,290
8.	Guards	3	100,000	3,600,000	4,140,000	4,719,600	4,813,992	5,584,231	6,310,181	7,382,911	8,490,348
9.	Casual Labourers	25	75,000	22,500,000	25,875,000	29,497,500	30,087,450	34,901,442	39,438,629	46,143,196	53,064,676
	Add Social Benefits 20%			-	-	-	-	-	-	-	-
	Sub-Total	41	4,825,000	96,300,000	110,745,000	126,249,300	128,585,502	149,159,182	168,549,876	197,203,355	226,783,858
[B]	OTHER OVERHEADS:										
1.	Travelling expenses			140,000	168,000	201,600	241,920	290,304	348,365	418,038	501,645
2.	Postage and Telephone			15,000	18,000	21,600	25,920	31,104	37,325	44,790	53,748
3.	Printing and Stationery			50,000	60,000	72,000	86,400	103,680	124,416	149,299	179,159
4.	Taxes			500,000	600,000	720,000	864,000	1,036,800	1,244,160	1,492,992	1,791,590
5.	Insurance and Licence			200,000	240,000	288,000	345,600	414,720	497,664	597,197	716,636
6.	Fuel and other utilities			2,000,000	2,400,000	2,880,000	3,456,000	4,147,200	4,976,640	5,971,968	7,166,362
7.	Others (10% of other administrative expenses)			290,500	348,600	418,320	501,984	602,381	722,857	867,428	1,040,914
	Sub-Total			3,195,500	3,834,600	4,601,520	5,521,824	6,626,189	7,951,427	9,541,712	11,450,054
	TOTAL			99,495,500	114,579,600	130,850,820	134,107,326	155,785,371	176,501,303	206,745,067	238,233,912

PROJECTED DIRECT & INDIRECT OPERATING EXPENSES:					Table 5C			Table 8	
SN	PARTTICULARS/YEARS	2008	2009	2010	2011	2012	2013	2014	2015
[A]	DIRECT EXPENSES:								
1.	Service Overhead	2,870,000	2,927,400	2,985,948	3,045,667	3,106,580	3,168,712	3,232,086	3,296,728
2.	Other Direct Overhead	2,772,424,000	2,827,872,480	2,884,429,930	2,942,118,528	3,000,960,899	3,060,980,117	3,122,199,719	3,184,643,713
3.									
4.									
	Sub-total	2,775,294,000	2,830,799,880	2,887,415,878	2,945,164,195	3,004,067,479	3,064,148,829	3,125,431,805	3,187,940,441
[B]	INDIRECT EXPENSES:								
1.	Salaries and Wages	96,300,000	110,745,000	126,249,300	128,585,502	149,159,182	168,549,876	197,203,355	226,783,858
2.	Other Administrative Expenses	3,195,500	3,834,600	4,601,520	5,521,824	6,626,189	7,951,427	9,541,712	11,450,054
	Sub-total	99,495,500	114,579,600	130,850,820	134,107,326	155,785,371	176,501,303	206,745,067	238,233,912
	TOTAL	2,874,789,500	2,945,379,480	3,018,266,698	3,079,271,521	3,159,852,850	3,240,650,131	3,332,176,872	3,426,174,354

PROJECTED WORKING CAPITAL ESTIMATE:		Table 10							Table 10	
SN	PARTICULARS/YEARS	2008	2009	2010	2011	2012	2013	2014	2015	2016
[A]	CASH:									
1.	2% of total operating costs	0	-	-	-	-	-	-	-	-
[B]	DEBTORS:									
1.	2% of total revenue	0	236,196	283,436	340,123	408,147	489,777	587,732	705,278	846,334
[C]	STOCKS:									
1.	Service Overhead	2,870,000	2,927,400	2,985,948	3,045,667	3,106,580	3,168,712	3,232,086	3,296,728	-
2.	Other Direct Overhead	2,772,424,000	2,827,872,480	2,884,429,930	2,942,118,528	3,000,960,899	3,060,980,117	3,122,199,719	3,184,643,713	-
3.		0	-	-	-	-	-	-	-	-
4.		0	-	-	-	-	-	-	-	-
	Sub-total	2,775,294,000	2,831,036,076	2,887,699,313	2,945,504,318	3,004,475,626	3,064,638,605	3,126,019,537	3,188,645,720	846,334
[D]	CREDITORS:									
1.	Utilities and other staff [1 month]	3,195,500	3,834,600	4,601,520	5,521,824	6,626,189	7,951,427	9,541,712	11,450,054	-
2.	Salaries, Wages [1 month]	8,025,000	9,228,750	10,520,775	10,715,459	12,429,932	14,045,823	16,433,613	18,898,655	-
	Sub-total	11,220,500.00	13,063,350.00	15,122,295.00	16,237,282.50	19,056,120.66	21,997,249.56	25,975,324.78	30,348,709.10	-
		2,764,073,500.00	2,817,972,726.32	2,872,577,018.18	2,929,267,035.35	2,985,419,505.63	3,042,641,355.76	3,100,044,212.45	3,158,297,010.65	846,334.12
1.	TOTAL CASH	0	-	-	-	-	-	-	-	-
2.	TOTAL DEBTORS	-	236,196.32	283,435.58	340,122.70	408,147.24	489,776.69	587,732.02	705,278.43	846,334.12
3.	TOTAL STOCKS	2,775,294,000.00	2,830,799,880.00	2,887,415,877.60	2,945,164,195.15	3,004,067,479.06	3,064,148,828.64	3,125,431,805.21	3,187,940,441.31	-
4.	TOTAL CREDITORS	11,220,500.00	13,063,350.00	15,122,295.00	16,237,282.50	19,056,120.66	21,997,249.56	25,975,324.78	30,348,709.10	-
1.	CHANGE IN CASH	0	-	-	-	-	-	-	-	-
2.	CHANGE IN DEBTORS	0	236,196.32	47,239.26	56,687.12	68,024.54	81,629.45	97,955.34	117,546.40	141,055.69
3.	CHANGE IN STOCKS	0	55,505,880.00	56,615,997.60	57,748,317.55	58,903,283.90	60,081,349.58	61,282,976.57	62,508,636.10	- 3,187,940,441.31
4.	CHANGE IN CREDITORS	0	1,842,850.00	2,058,945.00	1,114,987.50	2,818,838.16	2,941,128.90	3,978,075.22	4,373,384.31	- 30,348,709.10

FIXED ASSETS SCHEDULE [Tshs]:				Table 7B				Table 5B	
PARTICULARS/YEARS	2011	2012	2013	2014	2015	2016	2017	2018	2019
LAND & BUILDING:									
4.0%									
Opening Balance	0	0	2,978,323,200	2,859,190,272	2,744,822,661	2,635,029,755	2,529,628,564	2,428,443,422	2,331,305,685
Additions	0	3,102,420,000	0	0	0	0	0	0	0
Depreciations	0	(124,096,800)	(119,132,928)	(114,367,611)	(109,792,906)	(105,401,190)	(101,185,143)	(97,137,737)	(93,252,227)
Closing Balance	0	2,978,323,200	2,859,190,272	2,744,822,661	2,635,029,755	2,529,628,564	2,428,443,422	2,331,305,685	2,238,053,458
VEHICLES:									
25.0%									
Opening Balance	0	0	297,825,000	223,368,750	167,526,563	423,469,922	317,602,441	238,201,831	178,651,373
Additions	0	397,100,000	0	0	397,100,000	0	0	0	0
Depreciations	0	(99,275,000)	(74,456,250)	(55,842,188)	(141,156,641)	(105,867,480)	(79,400,610)	(59,550,458)	(44,662,843)
Closing Balance	0	297,825,000	223,368,750	167,526,563	423,469,922	317,602,441	238,201,831	178,651,373	133,988,530
PROJECT ITEMS:									
12.5%									
Opening Balance	0	0	107,188	93,789	82,065	71,807	62,831	54,977	48,105
Additions	0	122,500	0	0	0	0	0	0	0
Depreciations	0	(15,313)	(13,398)	(11,724)	(10,258)	(8,976)	(7,854)	(6,872)	(6,013)
Closing Balance	0	107,188	93,789	82,065	71,807	62,831	54,977	48,105	42,092
PROJECT TOOLS:									
0.0%									
Opening Balance	0	0	0	0	0	0	0	0	0
Additions	0	0	0	0	0	0	0	0	0
Depreciations	0	0	0	0	0	0	0	0	0
Closing Balance	0	0	0	0	0	0	0	0	0
PRE-OPERATING EXPENSES:									
25.0%									
Opening Balance	0	0	0	0	0	0	0	0	0
Additions	0	0	0	0	0	0	0	0	0
Depreciations	0	0	0	0	0	0	0	0	0
Closing Balance	0	0	0	0	0	0	0	0	0
OPENING BALANCE	0	0	3,276,255,388	3,082,652,811	2,912,431,289	3,058,571,484	2,847,293,837	2,666,700,230	2,510,005,164
ADDITIONS	0	3,499,642,500	0	0	397,100,000	0	0	0	0
DEPRECIATIONS	0	(223,387,113)	(193,602,576)	(170,221,522)	(250,959,805)	(211,277,647)	(180,593,607)	(156,695,067)	(137,921,084)
CLOSING BALANCE	0	3,276,255,388	3,082,652,811	2,912,431,289	3,058,571,484	2,847,293,837	2,666,700,230	2,510,005,164	2,372,084,080

PROJECTED INCOME [TSHS]:		Table 11							
PARTICULARS/YEARS	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Revenue	0	4,620,000,000	5,544,000,000	6,652,800,000	7,983,360,000	9,580,032,000	11,496,038,400	13,795,246,080	16,554,295,296
LESS:									
Total Direct Costs	0	(2,775,294,000)	(2,830,799,880)	(2,887,415,878)	(2,945,164,195)	(3,004,067,479)	(3,064,148,829)	(3,125,431,805)	(3,187,940,441)
OPERATING PROFIT	0	1,844,706,000	2,713,200,120	3,765,384,122	5,038,195,805	6,575,964,521	8,431,889,571	10,669,814,275	13,366,354,855
LESS:									
Total Indirect Costs	0	(99,495,500)	(114,579,600)	(130,850,820)	(134,107,326)	(155,785,371)	(176,501,303)	(206,745,067)	(238,233,912)
GROSS PROFIT	0	1,745,210,500	2,598,620,520	3,634,533,302	4,904,088,479	6,420,179,150	8,255,388,269	10,463,069,208	13,128,120,942
LESS:									
Depreciation	0	(223,387,113)	(193,602,576)	(170,221,522)	(250,959,805)	(211,277,647)	(180,593,607)	(156,695,067)	(137,921,084)
Interest Capitalised		0							
Interest paid		(144,000,000)	(288,000,000)	(247,743,982)	(200,241,880)	(144,189,400)	(78,047,473)	0	0
Pre-operating Costs		0	0	0	0	0	0	0	0
PROFIT BEFORE TAX	0	1,377,823,388	2,117,017,944	3,216,567,799	4,452,886,794	6,064,712,104	7,996,747,189	10,306,374,141	12,990,199,858
LESS:									
Corporation Tax 20%	0	(275,564,678)	(423,403,589)	(643,313,560)	(890,577,359)	(1,212,942,421)	(1,599,349,438)	(2,061,274,828)	(2,598,039,972)
PROFIT AFTER TAX	0	1,102,258,710	1,693,614,355	2,573,254,239	3,562,309,435	4,851,769,683	6,397,397,751	8,245,099,313	10,392,159,887
Operating Surplus Percentage	0%	40%	49%	57%	63%	69%	73%	77%	81%
Gross Profit Percentage	0%	38%	47%	55%	61%	67%	72%	76%	79%
Net Profit Percentage	0%	24%	31%	39%	45%	51%	56%	60%	63%
RETAINED EARNINGS	0	1,102,258,710	1,693,614,355	2,573,254,239	3,562,309,435	4,851,769,683	6,397,397,751	8,245,099,313	10,392,159,887
CUMMULATIVE RETAINING	0	1,102,258,710	2,795,873,065	5,369,127,304	8,931,436,739	13,783,206,422	20,180,604,173	28,425,703,486	38,817,863,372

PROJECTED BALANCE SHEET [TSHS]:				Table 13				Table 13	
PARTICULARS/YEARS	2013	2014	2015	2016	2017	2018	2019	2020	2021
CURRENT ASSETS:									
Cash	0	5,065,198,774	6,822,005,777	9,464,800,927	12,760,678,829	17,721,414,223	24,194,812,668	33,000,279,640	47,224,576,430
Debtors	0	236,196	283,436	340,123	408,147	489,777	587,732	705,278	846,334
Stocks	2,775,294,000	2,830,799,880	2,887,415,878	2,945,164,195	3,004,067,479	3,064,148,829	3,125,431,805	3,187,940,441	0
TOTAL CURRENT ASSETS	2,775,294,000	7,896,234,850	9,709,705,091	12,410,305,245	15,765,154,455	20,786,052,828	27,320,832,205	36,188,925,359	47,225,422,764
OTHER INVESTMENTS:									
Pre-operating Costs	0	0	0	0	0	0	0	0	0
TOTAL INVESTMENTS	0	0	0	0	0	0	0	0	0
FIXED ASSETS:									
Total Fixed Assets	0	3,276,255,388	3,082,652,811	2,912,431,289	3,058,571,484	2,847,293,837	2,666,700,230	2,510,005,164	2,372,084,080
TOTAL FIXED ASSETS	0	3,276,255,388	3,082,652,811	2,912,431,289	3,058,571,484	2,847,293,837	2,666,700,230	2,510,005,164	2,372,084,080
TOTAL ASSETS	2,775,294,000	11,172,490,238	12,792,357,902	15,322,736,534	18,823,725,939	23,633,346,666	29,987,532,435	38,698,930,523	49,597,506,844
CURRENT LIABILITIES:									
Corporation Tax	0	275,564,678	423,403,589	643,313,560	890,577,359	1,212,942,421	1,599,349,438	2,061,274,828	2,598,039,972
Creditors	11,220,500	13,063,350	15,122,295	16,237,283	19,056,121	21,997,250	25,975,325	30,348,709	0
TOTAL CURRENT LIABILITIES	11,220,500	288,628,028	438,525,884	659,550,842	909,633,479	1,234,939,670	1,625,324,763	2,091,623,537	2,598,039,972
NET ASSETS	2,764,073,500	10,883,862,210	12,353,832,018	14,663,185,692	17,914,092,460	22,398,406,995	28,362,207,673	36,607,306,986	46,999,466,872
FINANCED BY:									
Share Capital	0	0	5,417,530,000	5,417,530,000	5,417,530,000	5,417,530,000	5,417,530,000	5,417,530,000	5,417,530,000
Equity Capital	0	5,417,530,000	0	0	0	0	0	0	0
Loan Balance	0	1,600,000,000	1,376,355,453	1,112,454,888	801,052,221	433,597,074	(0)	(0)	(0)
Capital Reserve	0	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500	2,764,073,500
Retaining Earnings	0	1,102,258,710	2,795,873,065	5,369,127,304	8,931,436,739	13,783,206,422	20,180,604,173	28,425,703,486	38,817,863,372
TOTAL EQUITY	0	10,883,862,210	12,353,832,018	14,663,185,692	17,914,092,460	22,398,406,995	28,362,207,673	36,607,306,986	46,999,466,872

EFFICIENCY RATIOS:									
Debt Equity Ratio	na	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0
Debt Ratio	na	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0
Debt Coverage Ratio	na	na	3.8	6.0	8.2	11.4	15.3	na	na
CREDITWORTHINESS RATIOS:									
Return on Assets	na	12.3%	16.5%	21.0%	23.7%	25.7%	26.7%	26.6%	26.2%
Return on Sales	na	41.4%	43.3%	43.4%	42.4%	40.5%	38.3%	35.6%	33.4%
Operatin Ratio	na	62.2%	53.1%	45.4%	38.6%	33.0%	28.2%	24.2%	20.7%

