

MAXIMA INDUSTRIES (T) LIMITED

Business Plan

for

**Production of Aluminum foil, cling film, DF
ball pen and related products**

PREPARED FOR

MAXIMA INDUSTRIES (T) LIMITED

Dar es Salaam

1.0 INTRODUCTION

MAXIMA INDUSTRIES (T) LIMITED is a company incorporated in Tanzania with Certificate of Incorporation No. 128510 dated 11/08/2016, Being in Business for more than 4 years board of directors have decided to diversify business by establish a new line of investment dealing with production of Production of Aluminum foil ,cling film and related products

1.1 THE PROJECT PROMOTERS

The company is owned by two Tanzanians investors namely: -

Name	Nationality	% of Share subscribed	Date of birth
MohamedRaza Shabbir Dhalla P. O. Box 5463,Dar es Salaam	Tanzania	50	14 th Feb 1978
Sajjad Ibrahim Dharamsi P. O. Box 20071,Dar es Salaam	Tanzania	50	26 th Jan 1976

1.2 LOCATION

The project is located at Plot No. 4, Block H, Mkuranga district, Coast region.

1.3 OBJECTIVE OF STUDY

The purpose of this study is to work out the technical and commercial details and financial viability of a project for Production of Aluminum foil, cling film and related products.

1.4 OUR PRODUCT OFFERING

MAXIMA INDUSTRIES (T) LIMITED is in the packaging materials and related products line of business servicing a wide range of clients and of course to make profits, which is why ensure we go all the way to give our clients and potential clients options.

The company is committed to do all that is permitted by the law of the United Republic of Tanzania to achieve our business goal. Our product offerings are listed below;

- Aluminum foil ,
- DF ball pen
- cling film and related products

1.5 VISION STATEMENT

The company vision is to become one of the leading brands in the packaging materials and wrap paper the United Republic of Tanzania and East Africa.

1.5 MISSION STATEMENT

The company mission is to establish a one stop agrochemicals production and wholesaling company that will become a major distributor for topflight packaging materials and wrap papers products in the United Republic of Tanzania

1.6 PROJECT SUSTAINABILITY

The project sponsors having studied market conditions are convinced that the project will be able to operate undisturbed provided the company recruits competent management.

1.7 QUALITY CONTROL SYSTEM

The required quality control system will be employed ensuring that final products maintain the same standard as provided by Tanzania Bureau of Standard (TBS).

1.8 ENVIRONMENT PROTECTION

The company intends to make environment friendly products which are recyclable, the board of directors is committed and determined to hire a reputable and recommended environment consultant according to NEMC requirements.

1.9 BUSINESS STRUCTURE

MAXIMA INDUSTRIES (T) LIMITED board of directors do not intend to operate packaging materials and writing pen production business like the usual mom and pop business; the company intention of investing in in this category of businesses is to build a standard business whose business influence will transcend Tanzania to other neighboring countries in EAC and SADC.

The company has put the right structures in place that supports the kind of growth that we have in mind while setting up the business. We will ensure that we hire people that are qualified, honest, customer centric and are ready to work to help us build a prosperous business that will benefit all the stake holders.

The company is planning to create employment to 33 people of whom 28 will be Tanzanians and 5 foreigners

Employment	Foreign Skilled	Local Skilled	Local Unskilled	Total
Women	2	4	6	12
Men	3	8	10	21
TOTAL	5	12	16	33

1.10 EXPANSION STRATEGY

The future of a packaging materials business lies in the number of loyal customers that they have, the capacity and competence of their employees, their investment strategy and business structure. If all of these factors are

missing from a business, then it won't be too long before the business closes.

One of our major goals of starting **MAXIMA INDUSTRIES (T) LIMITED** is to build a business that will survive off its own cash flow without the need for injecting finance from external sources once the business is officially running.

We know that one of the ways of gaining approval and winning customers over is to distribute a wide range of chemicals a little bit cheaper than what is obtainable in the market and we are well prepared to survive on lower profit margin for a while.

MAXIMA INDUSTRIES (T) LIMITED will make sure that the right foundation, structures and processes are put in place to ensure that our staff welfare are well taken of. Our company's corporate culture is designed to drive our business to greater heights and training and retraining of our workforce is at the top burner.

2.0 OVER VIEW OF ALUMINUM FOIL PACKAGING MATERIALS

Aluminum is the most widely used non-ferrous metal and is extensively used in packaging materials. It is an excellent material for creating all types of containers. However, despite the fact that about seven billion aluminum foil containers are produced annually, most packaging engineers and packaging users know very little about the advantages that these containers bring to the packaging and food service industries.

Specifically, aluminum provides an absolute barrier to protect foods, whether on the shelf, in the cooler or in the freezer. It can go from freezer to oven to broiler to microwave oven and result in quality food products whether at home or in central food processing operations. It is lightweight, so that it is easy and economical to transport. It is formable so that it is available in a wide variety of shapes and sizes. It can be printed, coated or embossed. And, it is recyclable which results in a 95% energy savings over that required to produce primary metal.

Aluminum foil containers are formed by combining mechanical and air pressure to force light gauge aluminum foil into a shaped die cavity. Esthetically appealing aluminum foil containers are ideal for table-ready service after the container has functioned first as a package and a heating utensil. Foil containers also come in a variety of colors and special purpose coatings.

In restaurants around the world aluminum containers are used very frequently. Restaurants use these containers to package up customers takeout orders and to store left over food from that day.

Not only do the aluminum foil containers keep the food nice and hot for customers, but it also helps protect their meals from any bacteria and excess moisture that may be lingering round.

Uses:

- Aluminium foil containers greatly used in daily life, it's ideal for baking, grill, steaming, etc.:
- Aluminum foil containers are used to prepare, freeze, store, transport, cook and serve a variety of

foods. Containers made from aluminum foil are the only containers that can be used in all types of ovens: microwave, conventional, convection and broiler. Moreover, its recyclability makes aluminum one of the most environment friendly materials on earth, a key advantage for planet conscious consumers and local governments. Additionally, recycled aluminum saves more than 95% of the energy necessary to produce new primary aluminum. The use of aluminium containers in Microwave ovens is perfectly viable.

- Commonly used in the kitchen, principally for the commercial preparation, packing and conveyance of foods.
- Often used in baking industry to contain food during the production and cooking phase.
- The food is subsequently conveyed and sold in the foil container.
- Aluminium foil container is more widely used table ware, is widely used airline food, home cooking and a large bakery chain. Main purposes: food cooking, baking, freezing, preservation and soon.

Advantages:

Aluminum foil container is an important part of the packaging industry. Aluminum is the most widely used non-ferrous metal, widely used in the packaging industry. Aluminum foil containers bring many advantages to the food packaging market. In combination, these advantages position aluminum foil Containers uniquely among material choices for the food processing industry, the food service industry and consumer alike. Because of their unique combination of advantages, the aluminum foil container qualifies as the “perfect package” for numerous food packaging applications. Among these advantages are:

The product is light weight; the products meet the national food hygiene standards. And recycling in the process 'harmful substances, and does not pollute the renewable resource. Aluminum lunch box product line is mostly used for air food and cake food retail, update speed consume larger quantities. Suitable for a bulk sale. Cake cooking food stores as well as finished food

packaging multiple use aluminum foil container. A wider product market, the popularity of a wider surface

- Comprehensive Range of Applications–Aluminium foil containers offer some of the most versatile packaging solutions available today.

They combine the features needed to process, conserve and deliver to the consumer perfectly preserved and quickly accessed food products. They exist in a wide variety of shapes, sizes and have applications in many sectors:

- Preserved pet food
- Preserved human food
- Chilled food
- Frozen food
- Bakery Catering
- Take-away

Unique & Versatile Properties the aluminium container owes a large part of its acknowledged advantages to the attributes of the aluminium material itself:

- Aluminium provides a total barrier and protects sensitive and valuable food from deterioration;
- It has unique mechanical properties as it is highly formable and can also be 'deadfolded', which is beneficial when deep drawing and shaping containers;
- Aluminium is an excellent conductor of heat and at the same time is heat-resistant, allowing quick and controlled heating of the container's food content;
- The decorative potential of aluminium foil lends itself to strong shelf-appeal and striking pack design: the material is both bright and reflective and can be colour-lacquered or printed;
- Aluminium foil helps meet our source reduction and sustainability goals through the development of light weight and down-gauged packaging. Aluminium containers can be recycled time and again without any loss of quality.

Packaging in today's world has emerged as an integral part of the brand promotion. Owing to modern day life style coupled with today's fast-paced life, customers'

inclination towards convenience packaging has increased. Aluminum is a kind of metallic element available in abundance across the globe and is preferably used a barrier resistant material for packaging to safeguard food & beverages, pharmaceutical, cosmetics, etc. Aluminum foil sheets are readily used in the manufacturing of various kinds of containers as prepackaging requirements. Aluminum foil containers are exceptionally corrosion-resistant and are also chemically neutral. Moreover, the aluminum material is non-toxic in nature.

Aluminumf oil containers in terms of food packaging industry have many advantages as aluminum foil can withstand temperature changes compared to the packaging material. For instance, aluminum foil containers can go from deep freezers to microwave oven to the dinner table irrespective of any change in the container. The aluminium foil is used for packaging of many products. Some of which are pharmaceutical abets, bulk & unitized packing of tea and coffee, prepared meals, bakery products, frozen meat, fish, milk bottle

caps, wine, lube oil, greases, powdered milk, confectionery, biscuits, photo graphic film, gift wraps, house hold wraps, butter, margarine, cigarettes.

Aluminum foil containers are in high demand for the food packaging industry. Based on the products type, Aluminum foil containers are classified in flexible as well as rigid containers where in the rigid containers such as trays, boxes, bowls, and etc. account for the largest market share in the global aluminum foil containers market. In terms of applications, Aluminum foil containers are also in demand from the pharmaceutical industry as aluminum foil act as the most preferred barrier resistant material.

Aluminium foil packages are being used in frozen food packaging; pharmaceutical packaging, bakery product packaging, and house hold product packaging, etc. However, these containers are being used on a large scale in food service packaging. Offering unique packaging style and a wide variety of sizes, aluminium foil containers are able to hold any type of food. Aluminium foil container serves a number of markets. A

wide range of container designs are available in the retail market. Baking pans, roasting pans, muffin pans, pizzapans, cookie sheets, carry out containers, etc., are widely available to the Tanzania consumer. Generally, these containers also come in a variety of sizes, depending on the specific consumer needs

Aluminium foil container growth has been over 40% in the past ten years. This rapid growth can be attributed, at least in part, to the Tanzania consumer's preference for easy-to-prepare foods, whether in the supermarket freezer or purchasing take home entrees or complete meals from restaurants and other retail outlets. Many mid-line restaurants are beginning to rely on centrally prepared meals and entrees that can be subjected to rigorous quality control and reheated and served at retail outlets. These trends can be expected to continue as the Tanzania consumer continues to demand quality food, quickly available, at reasonable prices. So, at a minimum, the current growth rates of aluminium foil containers can be expected to continue.

Increasing preference for ready-to-eat food, changing lifestyles, busy work schedule of individuals are key factors expected to drive growth of the target market over the forecast period. In addition, changing consumer's consumption pattern and westernization of products are other factor expected to support growth of this market in the near future. Increasing preference for flexible packaging material in the nutrition industry, due to its properties such as good heat insulation, aroma retention, and moisture barrier resistance is expected to fuel growth of the target market over the forecast period.

3.0 SWOT ANALYSIS

MAXIMA INDUSTRIES (T) LIMITED is in business for 4 years, the boards of directors are determined to become one of the leading in Production of Aluminum foil, cling film, DF ball pen and related products in EAC and SADC region and the company is fully aware that it will take the right business concept, management and organizational structure to achieve our goal.

MAXIMA INDUSTRIES (T) LIMITED is quite aware that there are several companies engaged in production

of aluminum foil, cling film, DF ball pen and related products, importers are over Tanzania, that why we are following the due process of establishing our business in Tanzania.

We know that if a proper SWOT analysis is conducted for our business, we will be able to position our business to maximize our strength, leverage on the opportunities that will be available to us, mitigate our risks and be well equipped to confront our threats.

MAXIMA INDUSTRIES (T) LIMITED employed the services of an expert Business Analyst to help us conduct a thorough SWOT analysis and to help us create a Business model that will help us achieve our business goals and objectives.

This is the summary of the SWOT analysis that was conducted for **MAXIMA INDUSTRIES (T) LIMITED**;

- **Strength:**

Part of what is going to count as positives for **MAXIMA INDUSTRIES (T) LIMITED** is the board of directors' vast experience in packaging business and strong

management team; we have people on board who understand how to grow business from the scratch to becoming a national phenomenon. So also, our large distribution network and of course our excellent customer service culture will definitely count as a strong strength for the business.

- **Weakness:**

A major weakness that may count against us is the fact that we are in new in this kind of production business and we don't have big financial resources to compete with multinational companies who are importing the same products to Tanzania market

- **Opportunities:**

The opportunities for Aluminum foil cling film, DF ball pen and related products are enormous. This is because packaging and ball pen products are used in our daily life. As a result of that, we were able to conduct a thorough market survey and feasibility studies so as to position our business to take advantage of the existing market and also to create our own new market. We

know that it is going to require hard work, and we are determined to achieve it.

- **Threat:**

We are quite aware that one of the major threats that we are likely going to face is economic downturn and unfavorable government policies particularly allowing cheap and low quality finished packaging products to be imported in Tanzania.

4.0 MARKET ANALYSIS

- **Market Trends**

If you are conversant with the trends in the packaging industry, you will agree that the industry has benefited from improved standard of living of people, growth of manufacturing industry, ban of plastics packaging materials etc.

Our Target Market

It will be safe to submit that the packaging materials and related products have the widest range of customers all over Tanzania.

In view of that, we have positioned our products to service a wide range of clientele in and all over Tanzania and neighboring countries and every other location where we intend distributing our products. We have conducted our market research and feasibility studies and we have ideas of what our target market would be expecting from us.

Our competitive advantage

A close study of the packaging industry reveals that the market has become much more intensely competitive over the last decade. As a matter of fact, you have to be highly creative, customer centric and proactive if you must survive in this industry. We are aware of the competition and we are prepared to compete favorably with other leading agrochemical trading.

MAXIMA INDUSTRIES (T) LIMITED products will become the preferred choice of businesses in Tanzania, The Dar es Salaam location is in an ideal area and highly suitable for the kind of facilities the company that we want to invest.

Parts of our competitive advantages are guaranteed supply of key raw materials, we have robust links with suppliers and we have a loyal customer base cum far reaching national distribution network.

One thing is certain; we will ensure that we trade in a wide range of packaging materials and related products meeting international standards. One of our business goals is to make **MAXIMA INDUSTRIES (T) LIMITED** a one stop Aluminum foil, cling film, DF ball pen and related trading company. Our excellent customer service culture, various payment options and highly secured facility will serve as a competitive advantage for us.

5.0 SALES AND MARKETING STRATEGY

- **Sources of Income**

MAXIMA INDUSTRIES (T) LIMITED is in business to manufacture and trade Aluminum foil, cling film, DF ball pen and related products to clients in Tanzania. We are in the packaging industry to maximize profits and we are going to go all the way out to ensure that we achieve or business goals and objectives.

MAXIMA INDUSTRIES (T) LIMITED will generate income by engaging in; Aluminum foil, cling film, DF ball pen and related products

6.0 MARKETING STRATEGY AND SALES STRATEGY

Prior to choosing a location to establish production of aluminum foil, cling film, DF ball pen and related products the company conducted thorough market survey and feasibility studies in order for us to penetrate the available market and become the preferred choice for stakeholders in Tanzania . We have detailed information and data that we were able to utilize to structure our business to attract the number of customers we want to attract per time.

We hired experts who have good understanding of the packaging industry to help us develop marketing strategies that will help us achieve our business goal of winning a larger percentage of the available market in in Tanzania.

In summary, **MAXIMA INDUSTRIES (T) LIMITED** will adopt the following sales and marketing approach to win customers over;

- Introduce our aluminum foil, cling film, DF ball pen and related products by sending introductory letters alongside our brochure to key stake holders in Tanzania
- Ensure that we distribute a wide range of aluminum foil, cling film, DF ball pen and related products
- Make use of attractive hand bills to create awareness and also to give direction to our warehouse
- Position our signage / flexi banners at strategic places
- Position our greeters to welcome and direct potential customers
- Create a loyalty plan that will enable us reward our regular customers
- List our business and products on yellow pages ads (local directories)
- Leverage on the internet to promote our business
- Engage in direct marketing and sales

- Encourage the use of Word of mouth marketing (referrals)
- Join local chambers of commerce and industries with the aim of networking and marketing our products

7.0 PUBLICITY AND ADVERTISING STRATEGY

Regardless of the fact that our agrochemical company is well located, we will still go ahead to intensify publicity for the business. We are going to explore all available means to promote our company.

MAXIMA INDUSTRIES (T) LIMITED has a long – term plan of appointing agents in different regions starting with major cities such as Dodoma, Mwanza, Mbeya, and Arusha and districts within 10 years which is why we will deliberately build our brand to be well accepted in Tanzania before venturing out.

Here are the platforms we intend leveraging on to promote and advertise **MAXIMA INDUSTRIES (T) LIMITED**.;

- Place adverts on community based newspapers, radio and TV stations.

- Encourage the use of word of mouth publicity from our loyal customers
- Leverage on the internet and social media platforms like; YouTube, Instagram, Facebook, Twitter, LinkedIn, Snapchat, and other platforms to promote our business.
- Ensure that our we position our banners and billboards in strategic positions
- Distribute our fliers and handbills in target areas
- Advertise our agro chemical products in our official website and employ strategies that will help us pull traffic to the site
- Brand all our official cars and trucks and ensure that all our staff members and management staff wear our branded shirt or cap at regular intervals.

8.0 PRODUCTION CAPACITY

MAXIMA INDUSTRIES (T) LIMITED is planning to operate packaging facility of the following production capacity:

- 60 tons a month -Aluminium foil
- 20 tons a month -Cling film

- DF ball pen 500,000 pieces a month

9.0 SELLING PRICE

MAXIMA INDUSTRIES (T) LIMITED is planning to selling price will be as following:

- 1 tons Aluminium foil US\$1500
- 1 tons Cling film US\$2500
- 1peace of DF ball pen US\$0.12

10.0 ANNUAL OPERATING COST

MAXIMA INDUSTRIES (T) LIMITED Management has estimated that operating cost will be amounting to 20% total revenue

11.0 PROJECT INVESTMENT COST

The estimated capital investment cost of the project is
US\$789,000

**MAXIMA INDUSTRIES (T)
LIMITED COST STRUCTURE**

Land and Buildings	300,000.00
Machinery & Equipment	350,000.00
Motor Vehicles	80,000.00
Furniture & Fittings	2,000.00
Pre exp	5,000.00
Others	2,000.00
Working Capital	50,000.00
TOTAL	789,000.00

For the project to be a reality a total investment amounting to US\$ 789,000 needed

12.0 FINANCING PATTERN

The project will be financed by equity US\$180,000 and
 Loan from local financial institutions US\$400,000
 Loan from foreign financial institutions US\$200,000,
 The loan to be repaid within 4years with interest of 6%
 per year

13.0 FINANCIAL ANALYSIS

13.1 Considerations and Assumptions:

The corporate tax charged is 30% of the profits. Capital investment allowance is 50%. The capital assets are exempted from custom duty and Value Added Tax. The

straight line method to depreciate the project's capital items has been applied.

Revenues have been conservatively estimated based on experience of the promoters.

13.2 Projected Profit and Loss Statement

The Income and Expenditure Statement shows the projected income for the 5 years period. The position depicted is that the project earns profit throughout its life. Accumulated after tax profits grow from. US\$ 116,078 in first year to US \$ 760,829 in the 6 year, Refer appendix I

13.3 Projected Cash Flows

This is shown in the financial statements. The project has a positive end of year cash flow from year 1st, i.e. US\$ 132,252 of operation to the 6th year i.e. US\$ 911,878 Refer appendix II

13.4 Projected Balance Sheet

The projected Balance Sheet of the projected is shown in the financial statements under same heading. Total capital of the

project increases from US\$ 780,000 in the first year of operation to US \$ 1,375,747 the 6th year. Refer appendix III

13.5 Projected payback period

Total investment is US \$ 780,000 cash accumulation 6th year is US\$ 836,280 which is more than the initial investment by US\$ 56,280 the project payback Period is within 2 years. Refer appendix IV

14.0 IMPLEMENTATION

Project implementation is expected to be relatively very short once TIC approval is received. Currently, the supplier of machines and equipment already been identified and supply is awaiting word from the project promoters.

S/N	Activity	Period
1	Processing TIC Certificate	September 2020
2	Machines installation	Jan-March 2021
3	In house training	May-July 2021
4	Purchasing of motor vehicles	July-August 2021
5	Commercial operations	Sept 2021

16.0 ECONOMIC ASPECTS OF THE PROJECTS

Besides the financial/monetary returns to the owners, there are other benefits to be derived for the whole country viz.

(i) **Employment Opportunities**

Employment and poverty reduction are among the major concern of the Central and the Local Government authorities. It is gratifying to note that **MAXIMA INDUSTRIES (T) LIMITED** is going to provide additional employment to 33 people. This is a significant contribution coming from private sector.

(ii) **Revenue to the Government**

The Project is expected to pay a substantial annual amount in the form of corporation tax and other taxes

17.0 CONCLUSION AND RECOMMENDATION

17.1 Conclusion

- The project is profitable and contributes to government revenue by way of taxes.
- The project provides employment to 33.
- The project is an encouraging sign to prove that we have favorable investment and trade environment and investors have confidence in their country. Tanzania so much so that they are ready to invest such large sums of investment.

17.2 RECOMMENDATION

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implemented and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania Revenue Authority, TRA and the Tanzania Investment Centre – (TIC) etc. the project deserves this support because of its viability, since it is technical feasible, economically viable and socially acceptable.

MAXIMA INDUSTRIES (T) LIMITED PROJECTED INCOME & EXPENDITURE STATEMENT (US\$)

Appendix I

	1	2	3	4	5	6
Aluminum foil	900,000	945,000	992,250	1,041,863	1,093,956	1,148,653
Cling film	500,000	525,000	551,250	578,813	607,753	638,141
DF ball pen	420,000	441,000	463,050	486,203	510,513	536,038
Total Sales	1,820,000	1,911,000	2,006,550	2,106,878	2,212,221	2,322,832
Cost of Sales	1,365,000	1,433,250	1,504,913	1,580,158	1,659,166	1,742,124
Operating Cost	273,000	286,650	300,983	316,032	331,833	348,425
Profit before Depreciation & Interest	182,000	191,100	200,655	210,688	221,222	232,283
Interest	3,600	28,800	21,600	14,400	7,200	0
Depreciation	12,575	12,575	12,575	12,575	12,575	12,575
Net Profit before Tax	165,825	149,725	166,480	183,713	201,447	219,708
Tax (30%)	49,748	44,918	49,944	55,114	60,434	65,912
Profit After Tax	116,078	104,808	116,536	128,599	141,013	153,796
Accumulated Profit	116,078	220,886	337,422	466,020	607,033	760,829

MAXIMA INDUSTRIES (T) LIMITED PROJECTED CASH FLOW US\$

Appendix II

	1	2	3	4	5	6
SOURCES:	-					
Profit before interest and depreciation	-	182,000	191,100	200,655	210,688	221,222
Owners' Equity	180,000					
Loan	600,000	-	-	-	-	-
Total Sources	780,000	182,000	191,100	200,655	210,688	221,222
Applications:						232,283
Capital expenditure	732,000	-	-	-	-	-
working Capital & Others	48,000	-	-	-	-	-
Cash	-	132,252	146,182	150,711	155,574	160,788
Tax	-	49,748	44,918	49,944	55,114	60,434
Sub total	780,000	182,000	191,100	200,655	210,688	221,222
Total applications	780,000	182,000	191,100	200,655	210,688	221,222
Accumulated cash	132,252	278,434	429,145	584,719	745,507	911,878

MAXIMA INDUSTRIES (T) LIMITED PROJECTED BALANCE SHEET US \$

Appendix III

	0	1	2	3	4	5	6
Fixed Assets							
Opening balance	-	-	732,000	719,425	706,850	694,275	681,700
Total Long-term Assets			732,000	719,425	706,850	694,275	681,700
Less depreciation	-	-	12,575	12,575	12,575	12,575	12,575
Closing balance			719,425	706,850	694,275	681,700	656,550
Working capital	48,000	48,000	48,000	48,000	48,000	48,000	48,000
Accumulated cash	-	132,252	278,434	429,145	584,719	745,507	911,878
Total assets	48,000	899,677	1,033,284	1,171,420	1,314,419	1,462,632	1,616,428
Equity	180,000	180,000	180,000	180,000	180,000	180,000	180,000
Net profit	-	578,025	670,906	777,254	899,087	1,038,730	1,195,747
Total equity	180,000	758,025	850,906	957,254	1,079,087	1,218,730	1,375,747
Long term loan	600,000	-	-	-	-	-	-
Total equity and debts	780,000	758,025	850,906	957,254	1,079,087	1,218,730	1,375,747

Appendix IV

MAXIMA INDUSTRIES (T) LIMITED PAYBACK PERIODUS\$

Year	Profit After Tax	Depreciation	Total Cash Flow	Accumulated Cash Flow
1				
1	116,078	12,575.00	128,653.00	128,653.00
2	104,808	12,575.00	117,383.00	246,036.00
3	116,536	12,575.00	129,111.00	375,147.00
4	128,599	12,575.00	141,174.00	516,321.00
5	141,013.00	12,575.00	153,588.00	669,909.00
6	153,796.00	12,575.00	166,371.00	836,280.00

Appendix V

MAXIMA INDUSTRIES (T) LIMITED INVESTMENT COST US\$

Land and Buildings	300,000.00
Machinery & Equipment	350,000.00
Motor Vehicles	80,000.00
Furniture & Fittings	2,000.00
Pre exp	5,000.00
Others	2,000.00
Working Capital	50,000.00
TOTAL	789,000.00

MAXIMA INDUSTRIES (T) LIMITED LOAN REPAYMENTS SCHEDULE US\$

Appendix VI

Year	principle	Loan Interest (5%)	Total Amount Paid	Loan Balance
0				600,000
1	120,000	36,000	156,000	480,000
2	120,000	28,800	148,800	360,000
3	120,000	21,600	141,600	240,000
4	120,000	14,400	134,400	120,000
5	120,000	7,200	127,200	0
TOTAL	600,000	100,800	580,800	

MAXIMA INDUSTRIES (T) LIMITED FIXED ASSETS US\$

NAME OF ASSETS	1	2	3	4	5	6
Land And Buildings	300,000	294,000	288,000	282,000	276,000	270,000
Machinery, Tools & Equipment	350,000	345,625	341,250	336,875	332,500	328,125
Motor Vehicles	80,000	78,000	76,000	74,000	72,000	70,000
Furniture & Fixtures	2,000	1,800	1,600	1,400	1,200	1,000
Total	732,000	719,425	706,850	694,275	681,700	669,125
DEPRECIATION	1	2	3	4	5	6
Land and buildings	6,000	6,000	6,000	6,000	6,000	6,000
Machinery tools & Equipment	4,375	4,375	4,375	4,375	4,375	4,375
Motor Vehicles	2,000	2,000	2,000	2,000	2,000	2,000
Furniture & Fixtures	200	200	200	200	200	200
ANNUAL DEPRECIATION	12,575	12,575	12,575	12,575	12,575	12,575