

# Business Plan for ; **Guoyang Biotech Co Ltd** & Project Financial / Financing

Investors : Mr Guo Tie & Mr Yang Shuangyin (Now Mr Yang was replaced by Mr Wang Liwei)

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## Brief Introductions

### 1. Business Scope :

Guoyang Biotech Co Ltd has located at Plot 12 Block A of Kiboga Village, Mvuti, Msongola Ward, Ilala District, Dar es Salaam.

It's majoring in for Oil Sludges Recycle plant.

1<sup>st</sup> Phase development that has 2- units of 65- tons each of Boiler for Oil Recycle.

### 2. Land space:

A piece of land at 6800- Square Meters as attached & plan sketch for reference.

### 3. Nature:

To recycle Oil Sludge into useful High Furnace Oil & Industrial Diesel Oil (IDO).

## Type of Enterprises

Manufacture : Wholesale / Retail & offer Services

Characters of entrepreneur : Traditional Manufactures

## Investors Background

Both Messrs Guo & Yang were stay in China Daqing Oil Field and had been worked at Daqing Oil refinery Co for the past 15- years, highly educated with more experiences for Oil Recycle plus Oil Lubricants manufacture & Sale.

As from July 2021, Mr Wang Liwei ( he has a Oxygen / Gas manufacture at Vingunguti ) has joint as shareholder, but Mr Yang Shuangyin has wind-up from company.

#### Forecasting and Market Targets

Tiper Co in Kigamboni has sufficient Oil Sludge to supply. ( Daily 25 tons supplement capacity)

Dar es Salaam city has population more than 5- millions, lots of Industries are located, the consumption for High Furnace Oil / Industrial Diesel Oil are highly demanded.

We forecasting our daily production of Industrial Oil at about 20-tons, look at too many such as Steel Mills, Sheet metal factories, Sido manufacture, Low speed automobile machines...etc, the consumption are far more than Hundred & Hundred tons indeed.

We are the only technology to Recycle & Purify lots of Oil Sludge from Tanzania International Petroleum Co which to solve Waste Oil Pollutions and save Forex to import Oil materials from oversea meanwhile able to pay in term of good amount of Revenue to Government.

With Daqing Oil Field's technologies support that we don't have competitors in this field of business.

. Since Tanzania's GDP has entered 1300 US dollars, the government has actively encouraged investment, and industry and Commerce have developed. When the momentum of real estate development is within the range of GDP3000 US dollars, it is still immature market, so there is still a lot of room for development. Tanzania is located in the largest transfer port in East Africa, as well as the tour of different climate landscapes. Every year, there are many European tourists, and in recent years, there are many Chinese tourists It is also a substantial increase, so its per capita income can continue to let the general public grasp the construction; food, clothing, housing and other aspects of the need to improve the quality of life. We take up the position of basically energy supplement.

#### 6. Problems and Solutions:

The Co has registered since 2019, from purchasing piece of land, we are facing too much bureaucracy at Municipality starting from Survey...mapping... due to No Chai No movement,

and to open Bank account does need Work Permit first, application for Business License does need Work Permit first, but in other hand, No business license available, not able to apply Work Permit....etc. Anyway, we have to use our own way as to submit our project Engineer his work permit ( while his Class A is under other Co own by himself to guarantee + Chai ) so we are just like a Crippled to establish our enterprise until today, sometimes, Environmental officer came, sometimes OSHA officer came, Fire people...came, Labor, Immigration... coming to disturb, police...all in all, without Chai, there is no peaceful for establishing. Of course Theft also there even we hire an Askaria Co for security purpose.

Now, The new President and Policy seems a bit good, but immigration guy are sometimes often to call, to come...we end up ask them to give us receipt, then a bit quite these days.

Now, online application and we are able to pay advance to shown them "Already Paid" !

No facing much disturbance these days. God Blessing !

#### 7. Future Plans for the next 6- months :

We are still under commission test machine and implement our products meantime machine facilities are found some more ratification indeed because of Raw materials are not quality or function same as we experienced from China.

For this coming 6- months, we only able to import Raw material @ 150-tons per week from Tiper, which will costs Tzh 30-Millions per week, Chemicals & miscellaneous from local is around Tzh 1.5 millions per week, Electricity about Tzh 0.3 Millions ( but depends ) and other consumption such as water, salary, foods for employees...about 2.5millions per week (but it will be reduce soonest we can release 2- Chinese engineers once local staffs are well trained within this coming 6- months ), we are planning to buy more lands, but slowly since to negotiate with local land owners is an issue.

#### 8. Recommendations and any other comments :

Tanzania education to brief people to understand "Industrialization" is the way to increase GDP, to have more employment chance then promote life standard is necessary, otherwise it seems investors are enemies to local.

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#### 4. Project Financial Expenditures todate (Usd)

	<u>Foreign (USD)</u>	<u>Local (USD)</u>	<u>Total (USD)</u>
Land and Building :		15,000-	15,000-
Plant and Machinery :	1,600,000-		1,600,000-
Vehicles		7,000-	7,000-
Furnitures		12,000-	12,000-
Office Equipment		7,000-	7,000-
Insurance Cover		Nil Insurance yet	0-
Pre-operational expense	300,000-		300,000-
Working sub-total capital :			1,941,000-
<b>Grand Total :</b>			<b><u>1,941,000-</u></b>

#### 5. Project Financing (USD)

	Amount (USD)	Source Country
Local Equity :	330,000-	Tanzania
Local Loan :	Nil	Tanzania
Foreign Equity :	1,800,000-	China
Foreign Loan :	1,800,000-	China
<b>Total Investment:</b>	<b><u>2,130,000-</u></b>	

\*\* Any questions, kindly contact Mr Jeffery Chen ( Project Engineer Consultant )

At : [jc550227@gmail.com](mailto:jc550227@gmail.com) for implementation indeed. Tks !