

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

BUSINESS PLAN ON **MANUFACTURING OF PLASTIC SHOES**

Presented to:

TANZANIA INVESTMENT CENTRE

Shaban Robert Street

P.O. Box 938

Dar es Salaam

Prepared By:

WAY TRUST COMPANY LIMITED

JANUARY 2020

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

Table of Contents

1.0 EXECUTIVE SUMMARY	5
Company and Project Concept	5
2.0 PURPOSE OF BUSINESS PLAN	5
3.0 PROJECT GOALS AND OBJECTIVES	5
3.1 Goals.....	5
3.2 Summary of the Expected Results.....	6
4.0 INVESTOR PROFILE (INFORMATION)	7
4.1 Background of the Company	7
4.2 Legal Status	7
4.3 Mission and Vision	7
4.4 Management of the company.....	8
4.5 Operations.....	8
4.6 Project Location	8
4.7 Postal Address.....	9
4.8 Project and Services Description.....	9
4.9 Project Production Capacity.....	9
4.10 Project Organization Structure	9
5.0 INVESTMENT COST STRUCTURE	10
5.1 Financing Pattern.....	10
6.0 ECONOMIC ANALYSIS OF THE PROJECT	11
6.1 Manufacturing Industry.....	11
6.2 Plastic Shoes Industries in Tanzania.....	11
7.0 PROJECT JUSTIFICATION	13
8.0 SOCIAL AND ECONOMIC IMPACT OF THE PROJECT	15
9.0 PROJECT IMPLEMENTATION	15

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

9.1	Competitive Companies.....	15
9.3	Technology.....	16
9.4	Future products and services.....	16
9.5	Strategy Pyramid.....	16
9.6	Competitive Edge.....	17
10.0	Opportunity Drivers	18
10.1	Unique location of the project.....	18
10.2	Government policy	18
10.3	Government incentives package	18
10.4	Analysis of Strengths, Weaknesses, Opportunities and Threats.....	18
11.0	Marketing Study	19
11.1	Marketing Strategy Overview.....	19
11.2	Customer Database	20
11.3	Advertising.....	20
11.4	Costing and Pricing	21
11.5	Customers	21
11.6	Marketing Plan.....	21
12.0	Management and Administration.....	22
12.1	Management	22
12.2	Board of Directors.....	22
12.3	Accountant.....	22
12.4	Management Agreements.....	22
12.5	Confidentiality Agreements	22
12.6	Organization structure	23
13.0	EXPECTED EMPLOYMENT GENERATION	24
14.0	RECOMMENDATIONS	24
Appendix I	25

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

WAY TRUST COMPANY LIMITED INCOME & EXPENDITURE STATEMENT (US\$)	25
Appendix II	26
WAY TRUST COMPANY LIMITED CASH FLOW US\$	26
Appendix III	27
WAY TRUST COMPANY LIMITED PROJECTED BALANCE SHEET US\$	27
Appendix IV	28
WAY TRUST COMPANY LIMITED PAY BACK PERIOD	28
Appendix V	28
WAY TRUST COMPANY LIMITED INVESTMENT COST US\$	28
Appendix VI	29
WAY TRUST COMPANY LIMITED FIXED ASSETS US\$	29
Appendix VII	30
WAY TRUST COMPANY LIMITED PROJECTED LONG TERM LOAN REPAYMENT	30

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

1.0 EXECUTIVE SUMMARY

Company and Project Concept

WAY TRUST COMPANY LIMITED is a limited liability Company incorporated in Tanzania under the Company Act of 2002. The company was incorporated on **7th November 2019** and bears a certificate of Incorporation Number **140350370** The company implements a project which is under the manufacturing sector in Tanzania.

WAY TRUST Company Limited is located at Dar es Salaam Tanzania. The outreach office will be located at Plot No 4-12, Block G, Dundani, Mkuranga District, Coast Region, Tanzania. P.O. BOX 11227 Dar es Salaam Tanzania

Our goals and objectives are straightforward and seek to ensure we run a professional, profitable, and ethical company, building relationships with customers, suppliers, and investors. WAY TRUST Company Limited aims to become the leading manufacturer and supplier of plastic shoes in Tanzania.

2.0 PURPOSE OF BUSINESS PLAN

This document is prepared to serve as the business plan report for WAY TRUST Company Limited for investment in manufacturing and sale of plastic shoes in the United Republic of Tanzania.

This profile is drawn for the purpose of commencement of the business and application for the certificate of incentives and a manufacturing license.

3.0 PROJECT GOALS AND OBJECTIVES

3.1 Goals

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

WAY TRUST Company Limited aims at implementing a project with the following goals: -

- Manufacturing and selling of plastic shoes in the United Republic of Tanzania and other parts of Africa.
- Build relationships with investors in Manufacturing sector.
- Achieve levels of profit sufficient to provide for reinvestment and suitable returns to shareholders and investors
- Seek to comply with all statutory legislation and other external relevant authorities. Define and keep under review Company Policy, allowing flexibility for local requirements.
- Adopt best commercial practice and ethical standards in dealing with clientele, suppliers of goods and services and other contacts
- To provide a one-stop solution covering the entire spectrum of Manufacturing.
- Manage WAY TRUST Company Limited by human resource policies which encourage and reward individual and unified effort and achievement, provide training and personal development opportunities and create a working environment in which staff can feel a real sense of job involvement.

3.2 Summary of the Expected Results

At the end the project is expected to achieve the following:-

- Provide an opportunity for availability of plastic shoes in Tanzania and the whole of East Africa and Africa.
- Increase direct employment opportunities
- Direct domestic investment of more than USD 1,000,000 within 2020-2025

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

- Increase tax contribution to the government
- Generate foreign currency

4.0 INVESTOR PROFILE (INFORMATION)

The project promoter, the project will be managed and operated by **WAY TRUST COMPANY LIMITED** which is owned by private individuals

4.1 Background of the Company

WAY TRUST Company Limited is a limited liability company incorporated in Tanzania under the Company Act of 2002. The company was incorporated on 7th November 2019 and bears certificate of incorporation no 140350370 and Tax Identification Number 140350370.

The Company implements a project which is under the Manufacturing sector.

4.2 Legal Status

Legal certificates and documents such as Memorandum and Article of Association, Certificate of Incorporation and Tax Identification Number, justify that WAY TRUST Company Limited is operating within the ambit of the law of the land.

4.3 Mission and Vision

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

The company vision is to be one of the leading companies in Manufacturing and sale of plastic shoes in Tanzania for local markets and export purposes.

4. 4 Management of the company

The company is legally registered with the following share distribution;

Name of Shareholders	% Shares	Nationality
JIE TONG	17	CHINESE
ZHENLEI GAO	7	CHINESE
CHUNXU GONG	12.5	CHINESE
SHUQIANG CHEN	12.5	CHINESE

The directors of the Company are **ZHENLEI GAO AND SHUIQIANG CHEN**

4. 5 Operations

The project will be managed and operated by WAY TRUST Company Limited. The company is finalizing acquisition of operation permits to start the implementation of the manufacturing project. Management will establish sound operating guidelines to conduct the day-to-day operations of this project.

4. 6 Project Location

The project shall be located at Plot No. 4-12 Block G, Dundani, Mkuranga District, Coast Region.

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

4. 7 Postal Address

WAY TRUST Company Limited

P.O. BOX 11227

DAR ES SALAAM

TANZANIA

4. 8 Project and Services Description

WAY TRUST Company Limited is a company registered in the United Republic of Tanzania with the aim of bringing world class technology and products in Tanzania.

4. 9 Project Production Capacity

The project production capacity has been estimated to be as following:

- 50,000 plastic shoes units per day
- One unit is estimated to cost US\$ 0.027\$

In summary **52,416,000**. Pieces to be produced annually by WAY TRUST Company Limited

Company Legality, the legal certificates and documents such as Memorandum and Article of Association, Certificate of Incorporation and Tax Identification Number, justify that WAY TRUST Company Limited is operating within the ambit of the law of the land.

4. 10 Project Organization Structure

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

The management of WAY TRUST Company Limited is constituted by the following organization set up; Board of Directors who are responsible for the supervision of the entire operations of the company.

5.0 INVESTMENT COST STRUCTURE

The project is estimated to cost US\$500,000 on completion which will increase from time to time. The money will cover working capital, machine importation and other company expenses. However, a financial policy of the company states that the profits generated will be re-invested.

WAY TRUST COMPANY LIMITED INVESTMENT COST US\$

PARTICULAR	US\$
Land and Buildings	20,000.00
Machinery and Equipment	250,000.00
Motor Vehicles	100,000.00
Furniture and Fixtures	5,000.00
Pre exp	5,000.00
Others	0.00
Working Capital	120,000.00
TOTAL	500,000.00

5.1 Financing Pattern

The project will be financed by equity sourced from foreign investors which is equivalent to US\$ 200,000 amounting to 20% of the expected capital

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

expenditure and US\$ 300,000 loan from local and foreign financial institutions which amounts to 30% of the expected capital expenditure.

6.0 ECONOMIC ANALYSIS OF THE PROJECT

WAY TRUST Company Limited will be dealing with manufacturing and sale of plastic shoes in Tanzania and outside Tanzania through export.

6.1 Manufacturing Industry

The general industrial structure of Tanzania comprises of manufacturing, processing, and assembling and manufacturing takes at least 53% of that. Manufacturing industry contributes up to 8% to the country's GD. The sector is said to be the most important in the economy of the country. The plastic shoes industry is an industry where most people have not participated in and most individuals usually import.

6.2 Plastic Shoes Industries in Tanzania

In the last 10 years, manufacturing activities in Tanzania have taken a steady growth, registering average annual growth of over 4 percent, with 10% contribution to GDP. Most activities concentrate on manufacture of simple consumer goods such as food, beverages, tobacco, textiles, furniture, and wood allied products. After economic liberalization in the mid-1980s many erstwhile public enterprises could not withstand free market competition. Some died and others underwent privatization.

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

These measures helped enhance competitiveness of local industries and readied them for venturing into export markets. On the other hand, the sector is not a big employer (145,000 employees) compared to agriculture for example, but it is the most reliable source of government revenue in form of import, sales, corporate and income taxes, accounting for over half of government annual revenue collection. Manufacturing earns the country a fifth of total foreign exchange earnings thus ranking third after agriculture and tourism. Most production is however concentrated in the Dar es Salaam Region.

Great prospects are pinned on development of a robust SME sector, whose promotion, as government has already realized still lacks appropriate policy backing. A strong and productive industrial structure can only be achieved where SMEs and large enterprises not only coexist but also function in a symbiotic relationship. In this regard, successful promotion of agrobusinesses can be considered in the SME development context.

Among the comparative advantages of Tanzania's manufacturing sector are the availability of a potentially large domestic market and Tanzania's adherence to the EAC and SADC organization, as they are potentially important market destinations. But Kenya is proving to be a competing better in the region.

Currently there are several manufacturers of Plastic Shoes in Tanzania, some of them include;

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

Bora Industries Limited being the largest and the oldest factory, manufactures multi products and has a range of various products, they do both manufacturing and supplying of plastic shoes in Tanzania,

There has been a tremendous growth within a short span of time.

As of now the number of companies which manufacture plastic shoes and related products in Tanzania does not match with the demands of these products in the local market (Tanzania) which is highly consumed in domestic and other related activities in Tanzania. Most of plastic shoes are imported from abroad to mitigate the supply gap in the local market despite various companies manufacturing bags for carriage of goods due to the quality of the products.

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

i. Revenue to Government

The project is estimated to pay a substantial annual amount in the form of corporation tax and other taxes.

ii. Foreign Exchange earning

Since some of the project clientele will be foreigners of neighboring countries the project will thus earn foreign currency for the United Republic of Tanzania.

7.0 PROJECT JUSTIFICATION

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

The proposed project is under management of WAY TRUST Company Limited which is in line with Tanzania Government efforts in attempt to revamp the manufacturing sector. This has also been noted of recent drive of attracting investors in Tanzania in order to maximize her annual earnings from investment and compete effectively with regional competitors. This also has been complemented by the following measures.

- i. The government is making a critical review of all existing laws and regulations, taxation and policies with ultimate aim of improving and creating conducive environment for private sector investment and the tourism sector.
- ii. In 2007/2008 the Government reviewed the existing Industry and trade policy, taking into consideration the social economic base and the dynamism of manufacturing industry in Tanzania.
- iii. In depth studies have been carried out in the following area
 - SMEs development study
 - Trade Integration, 2009-2013

Regarding the initiative undertaken by WAY TRUST Company Limited sponsors in supporting the project implementation the initiatives are supported by the following justifications;

- The sponsors have a special invested interest in manufacturing of Plastic shoes and have been supplying the related products hence booming of the business
- Manufacturing facility will boost and at the same time strengthen the manufacturing sector in Tanzania. The Company's marketing strategy

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

and intention is to have a wide products base which focuses on both ordinary customers and industrial use.

8.0 SOCIAL AND ECONOMIC IMPACT OF THE PROJECT

The proposed project will result into the following social and economic impacts;

- Improve and Increase manufacturing of plastic shoes and related products in Tanzania
- Increased competitiveness among manufacturers of plastic shoes in Tanzania
- The project will provide employment opportunities for a number of people.
- The Government and other agencies will benefit from various taxes, fees and commissions that will be paid to the treasury e.t.c by the company.

9.0 PROJECT IMPLEMENTATION

9.1 Competitive Companies

After conducting a comprehensive research, the company realised that there are only two companies that manufacture and sell plastic shoes. However, despite having the said companies manufacture the shoes in Tanzania, 90% of the shoes sold in the Tanzania market are imported creating a need for other manufacturers.

9.2 Sales Literature

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

The company shall use different materials and provide trainings to customers including but not limited to specification sheets, brochures, catalogs and other materials.

9.3 Technology

The company aims to import machines for the project from China which have the capacity to manufacture huge quantities per day.

9.4 Future products and services

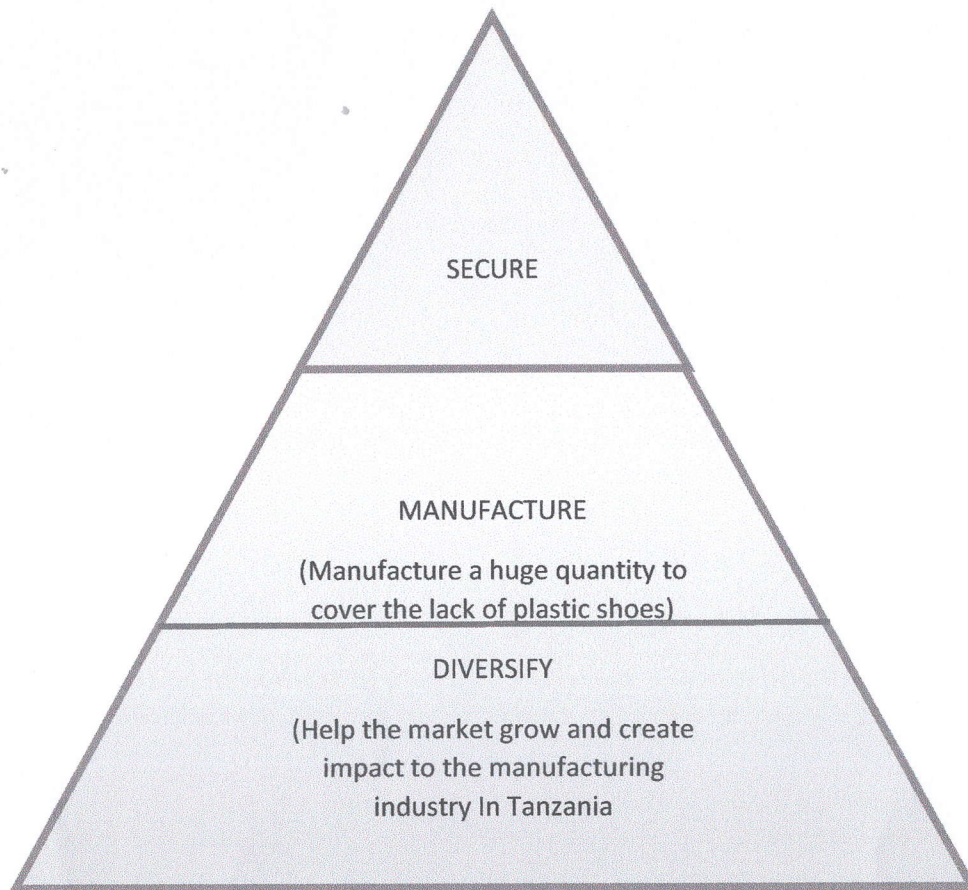
The company aims at broadening the business by manufacturing other plastic shoes to broaden the market and increase more profit. The products will be manufactured in Tanzania and shall target to export products to customers in neighboring countries including Kenya, Uganda and the whole of Africa.

9.5 Strategy Pyramid

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania



9.6 Competitive Edge

The company will have a rather big advantage over their competitors due to the following reasons: -

- The machines used by the company will be advanced and with higher capacity compared to the competitors.

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

- 90% of the sellers of plastic shoes have imported them and sell them at a very high price whereas the company will sell the products at a lower price.

10.0 Opportunity Drivers

10.1 Unique location of the project.

WAY TRUST Company Limited's project will be one of the manufacturers of the shoes, located in Mkuranga, Pwani. The location of this project provides a opportunity to WAY TRUST Company Limited to capture the market easily around Dar es Salaam Region and other parts of Tanzania.

10.2 Government policy

The Government of Tanzania has made policies that intend to improve and promote the manufacturing sector in Tanzania.

10.3 Government incentives package

The government has enacted laws that offer reasonable incentives example removal of taxes on some importations and deferment.

10.4 Analysis of Strengths, Weaknesses, Opportunities and Threats

The table below presents an analysis of the company's strengths, weaknesses, opportunities and threats (SWOTS)

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

STRENGTHS	WEAKNESSES
Availability of Markets	Unawareness of the new competition in the industry
Connection to Stakeholders	Increment of Inflation
Access to reliable high technology like machines	Presence of fake suppliers of the same products
Government support and suitable facilitative policy	
Government development of sectors and huge demand of products	

The company has prepared action plans to counter the weaknesses by doing the following;

The company will employ qualified people to conduct the marketing of the product.

11.0 Marketing Study

11.1 Marketing Strategy Overview

The success of WAY TRUST Company Limited will be achieved by providing high quality products, providing friendly services and employing an aggressive marketing plan to build customer traffic. Today's market requires

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

more than just manufacturing and service to make WAY TRUST Company Limited successful.

WAY TRUST Company Limited will constantly strive to enthusiastically win more customers by being proactive rather than reactive in their marketing efforts. Management will endeavor to create and maintain a positive, appealing image for the customers. This image will be consistently portrayed throughout all marketing channels and sales promotions. The following mechanisms are examples of some of the tactics we will use to drive more sales and distribution.

11.2 Customer Database

WAY TRUST Company Limited will aggressively seek to build a database of customers. Customers will have an opportunity to be included in the database so they can participate in sales promotions such as birthday or anniversary cards; email notification of upcoming specials, coupons; etc. the database will be gathered and maintained in special manners including staff requests, business card, drop for free lunch, guests signup book with promotional signage, menu insert promotion etc.

11.3 Advertising

WAY TRUST Company Limited will adopt a competitive advertising strategy. WAY TRUST Company Limited will describe outdoor and changeable copy advertisement and elaborate design signage depends upon lease space restrictions; designed within allowable limits to achieve maximum exposure.

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

WAY TRUST Company Limited will utilize both traditional and non-traditional methods of advertising. Management's viewpoint on advertising is in your own words, the philosophy WAY TRUST Company Limited will adopt in advertising.

11.4 Costing and Pricing

The costing and pricing shall be done by the management of WAY TRUST Company Limited. The costing takes into consideration various aspects depending on the cost which has already been incurred, inflation factor and operating costs. The project promoters are in business for a long time, i.e. they are business oriented personnel.

11.5 Customers

WAY TRUST Company Limited is targeting all regions in Tanzania and the whole of East Africa specifically targeting the wholesale and retail customers.

As it has been explained in preamble chapters, WAY TRUST Company Limited will engage in manufacturing and selling of plastic shoes.

11.6 Marketing Plan

The company has both short term and long-term marketing plans;

The short-term marketing plan includes;

- Building sustainable, long term relationships with customers, suppliers and investors.
- Training of sales and marketing staff.

Long term plan includes;

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

- Join to the network of manufacturing companies to market to exploit more business opportunities.
- Investing in market research and Development.

12.0 Management and Administration

12.1 Management

The management team of WAY TRUST Company Limited plans to be constituted by the following management team: -

12.2 Board of Directors

WAY TRUST Company Limited will be managed by the board of Directors which is the apex body for strategic decision making of the project in line with the resolutions from the shareholders.

12.3 Accountant

An internal accountant will be employed to work with the existing external accountant who is expected to have good experience in accounting system as well as managing cash of WAY TRUST Company Limited but also keeping books of accounts properly.

12.4 Management Agreements

Management agreements will be executed between WAY TRUST Company Limited and other team managers. The purpose of these agreements is to define the expectations of both parties, establish an incentive structure, and define the grounds under which the agreement may be terminated.

12.5 Confidentiality Agreements

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

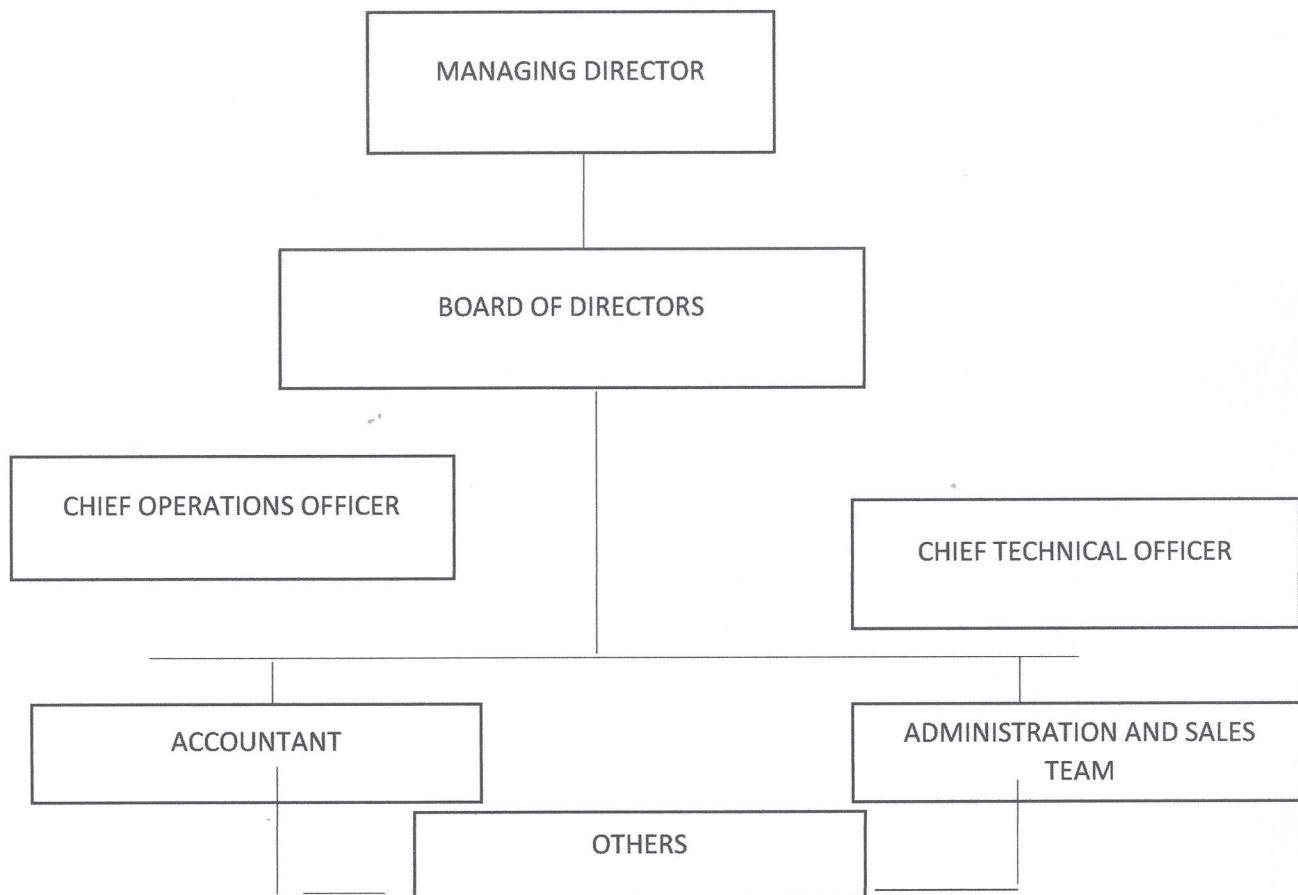
WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

WAY TRUST Company Limited will ensure that all employees sign confidentiality agreements. Confidentiality agreements with employees and other team managers. The purpose of these agreements is to protect the company's trade secrets and show our employees that we take our business seriously.

12.6 Organization structure

The management of WAY TRUST Company Limited is planning to have the following organization structure;



P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

13.0 EXPECTED EMPLOYMENT GENERATION

In summary the following people will be employed by WAY TRUST Company Limited

Employment	Foreign Skilled	Local Skilled	Local Unskilled
Women	1	26	5
Men	3	160	5
TOTAL	4	186	10

14.0 RECOMMENDATIONS

We 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 Center-TIC. The project deserves this support because of its viability, since it is technically feasible, economically viable and socially acceptable.

P.O. BOX 11227 DAR ES SALAAM, TANZANIA
Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

Appendix I

WAY TRUST COMPANY LIMITED INCOME & EXPENDITURE STATEMENT (US\$)

	1	2	3	4	5	6
Revenue	1,415,234.00	1,429,384.32	1,443,678.16	1,458,114.94	1,472,696.09	1,487,423.06
Operating Expenses	1,202,947.20	1,214,976.67	1,227,126.44	1,239,397.70	1,251,791.68	1,264,309.60
Profit before Depreciation and Interest	212,284.80	214,407.65	216,551.72	218,717.24	220,904.41	223,113.46
Interest	18,000	14,400	10,800	7,200	3,600	-
Depreciation	14,025.00	14,025.00	14,025.00	14,025.00	14,025.00	14,025.00
Net Profit	180,259.80	180,982.65	191,726.72	197,492.24	203,279.41	209,088.46
Tax (30%)	54,077.94	55,794.79	57,518.02	59,257.67	60,983.82	62,726.54
Profit after Tax	126,181.00	130,187.85	134,208.71	138,244.57	142,295.59	146,361.92
Accumulated Profit	126,181.00	256,368.85	390,577.56	528,822.13	671,11772	817,479.64

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

Appendix II

WAY TRUST COMPANY LIMITED CASH FLOW US\$

	0	1	2	3	4	5	6
Profit before interest and depreciation	0	212,284.80	214,407.65	216,551.72	218,717.24	220,904.41	223,113.46
Equity	200,000.00						
Loan	300,000.00						
Total Sources	500,000.00	212,284.80	214,407.65	216,551.72	218,717.24	220,904.41	223,113.46
Applications							
Capital Expenditure	375,000.00						
Cash	0	87,284.00	89,407.00	91,551.00	93,717.00	95,904.00	98,114.00
Tax	--	54,077.94	55,794.79	57,518.02	59,247.67	60,983.82	62,726.54
Sub total	500,000.00	212,284.00	214,407.00	216,551.00	218,717.00	220,904.00	223,114.00
Total Applications	500,000.00	212,284.00	214,407.00	216,551.00	218,717.00	220,904.00	223,114.00
Accumulated Cash		87,284.00	176,691.00	268,242.00	361,959.00	457,863.00	555,977.00

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

Appendix III

WAY TRUST COMPANY LIMITED PROJECTED BALANCE SHEET US\$

	0	1	2	3	4	5	6
Opening Balance -		375,000.00	360,975.00	346,950.00	332,925.00	318,900.00	304,875.00
Total Long-term assets		375,000.00	360,975.00	346,950.00	332,925.00	318,900.00	304,875.00
Less depreciation		14,025.00	14,025.00	14,025.00	14,025.00	14,025.00	14,025.00
Closing balance		360,975.00	346,950.00	332,925.00	318,900.00	304,875.00	290,850.00
Working capital	125,0000.00	125,0000.00	125,0000.00	125,0000.00	125,0000.00	125,0000.00	125,0000.00
Accumulated cash		87,284.00	176,691.00	268,242.00	361,959.00	457,863.00	355,977.00
Total assets	125,000.00	573,259.00	648,641.00	726,167.00	805,859.00	887,738.00	971,827.00
Financed by							
Net profit		126,181.86	130,187.85	134,208			

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com



WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

Appendix VI

WAY TRUST COMPANY LIMITED FIXED ASSETS US\$

NAME OF ASSETS	1	2	3	4	5	6
Land and Buildings	20,000	19,600	19,200	18,800	18,400	18,000
Machinery, Tools and Equipment	250,000	246,875	243,750	240,625	237,500	234,375
Motor Vehicles	100,000	90,000	80,000	70,000	60,000	50,000
Furniture and fixtures	5,000	4,500	4000	3500	3000	2500
Total	375,000	360,975	346,950	332,925	318,900	304,875
DEPRECIATION	1	2	3	4	5	6
Land and Buildings	400	400	400	400	400	400
Machinery, Tools and Equipment	3,125	3,125	3,125	3,125	3,125	3,125
Motor Vehicles	10,000	10,000	10,000	10,000	10,000	10,000
Furniture and fixtures	500	500	500	500	500	500
ANNUAL DEPRECIATION	14,025	14,025	14,025	14,025	14,025	14,025

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com

WAY TRUST COMPANY LIMITED

Plot No.4-12, Block G, Dundani, Mkuranga District, Coast Region,
Tanzania

Appendix VII

WAY TRUST COMPANY LIMITED PROJECTED LONG TERM LOAN REPAYMENT

YEAR	Principle	Loan Interest	Total Amount Paid	Loan Balance
0				300,000
1	60,000	18,000	78,000	240,000
2	60,000	14,400	74,400	180,000
3	60,000	10,800	70,800	120,000
4	60,000	7,200	67,200	60,000
5	60,000	3,600	63,600	0
TOTAL	300,000	54,000	354,000	

P.O. BOX 11227 DAR ES SALAAM, TANZANIA

Tel: +255745770045, Email: waytrust@hotmail.com