



TAISHAN TECHNOLOGY (T) LTD

BUSINESS PLAN THAT ELABORATES STRATEGIC TARGET AND
INVESTMENT PROGRAM FOR SETTING UP A FACTORY IN TANZANIA
MAINLAND

EFFECTIVE FROM: 2020/2025





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1 CHAPTER I: INTRODUCTION

This document mainly elaborates strategic target and investment program of setting up a factory in Tanzania - Mainland. Advantages of the company are analyzed in terms of financial situation, management system, sales channel, and human resources etc. The margin of market demand is investigated as well as the situation of competitors, corresponding measures are also programmed. In financial aspect, forecast is made from periodic input of investment to payoff term thereof, balance between expenses and receipts, distribution of profits and so on.





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2 CHAPTER II: BRIEF INTRODUCTION TO THE COMPANY

Taishan Technology (T) Limited is a limited liability private company based in Tanzania and dully registered at the Business Registration and Licensing Agency (BRELA) with the registration number 144239938 that was issued on 12th October 2020. The principal business for which the company was established is manufacturing of the Steel Roofing Sheets. Nature of the Company: Private Owned Company and Industrial Category: Manufacturing

Taishan Technology (T) Limited will acquire high level technical staff and management team, complete and sophisticate productive process and technologies which keep pace with world level development. The company will therefore capable enough to execute effective control over production and execute efficient according to market demand. Complete management system guarantees regular operation of the company. The company is capable enough to face any quality control system and obtain any certificate on quality control.

Product scope of the company: Manufacture and Import of varieties of building materials for construction companies, and architectures, transportation service and logistics service etc.

The combined input of advanced equipment and technology, selected input of combined professional equipment and equipment to be invested during middle and late stages of the investment program will satisfy the requirement of growth of the market. Advantages in technical process, productive capability and professional management empower the company with foundation of long term development.

Quality guarantee: Depending on the market experience from the high up, company in Tanzania, the company will enjoy advanced technical process, reliable control over productive process, and professional management system.

Personnel Training: The Company will execute overall training program for its personnel with local employees as the majority. Through training on management, technical and process, productive operation and so on, the company will foster high level management team, engineering and technological team, production operation team and professional marketing team. Thus the company will become more localized soon as possible.

Stable quality, exquisite technology, complete management system, sincere service and long term development concept combine to present permanent pursuit of **Taishan Technology (T) Limited**.



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3 CHAPTER III. BUSINESS DEVELOPMENT PLAN

3.1 Environment Investment of Tanzania

Taishan Technology (T) Limited is going to invest and set up a factory in United Republic of Tanzania particularly Dar es salaam City which is a beautiful city, with convenient transportation in terms of airport, berths and expressway rich human resources and complete infrastructure. Preferential investment policies, stable social order and friendly people combine to forge sound investment environment for us. It is for above mentioned factors that Dar es Salaam was selected to set up a factory therefore **Taishan Technology (T) Limited** was established to operate a long-term business Projects to support the industrialization Policy of this beautiful land.

We invest in Tanzania for its optimistic market prospect. The government of Tanzania requires that high quality color steel tile should be applied in all civil construction, which indicates great market potential. Our product, upon entrance into Tanzania market will meet such increase of demand.

We found that power consumption is encouraged by our noble Tanzania government and we do expect that the completion of Mwalimu Nyerere Hydroelectric Power Project will lower the power price and effectively boost the economy of local manufactures and the country at large, this is a favorable factor for enterprises majoring in further processing of color steel tile including **Taishan Technology (T) Limited**.

We do believe that what makes investors more confident is that government of Tanzania through its industrialization policies providing preferential to foreign investment and has done a lot to ensure social-economic growth and political stability is achieved. We have learnt that many of inspected and approved enterprises may enjoy tax exemption subsidies and have a lot to gain from Tanzania Investment Centre with certain proportion of the investment.

3.2 Investment Program

Upon sufficient investigation to Tanzanian market, we made the decision to invest in the country and set up a factory namely **Taishan Technology (T) Limited** to major in production of building materials. The initial products cover color steel tile of Villa or house, architecture, construction engineering, illumination appliance and PVC Pipe in near future. Through detailed study, our investment is to be made in 1 stage.

3.2.1 The total Amount of Investment

The total amount of investment is TZS 2,000,000,000/= of which 800 Million goes to workshop leasing, investment in professional and auxiliary equipment and 1.2 Billion goes to circulating fund,



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including purchase of raw materials.

Contract of leasing for workshop of preliminary and preparation work was done on 15th, October of 2020. Professional equipment for the first stage of investment will be procured according to market demand, see table 6:1 and table 6:2 for detailed information.

Preliminary treatment equipment will be shipped to Tanzania during the period of installation and adjustment of the crucial unit, 3 engineers will be sent to do the installation and adjustment of the preliminary treatment equipment, and will come back to China upon completion of the work. 2 persons will be sent at the same time to major in production control.

Three of four (3 or 4) experienced Mechanics/engineers will be sent to Tanzania 2 months prior to the date of arrival of the equipment to do design and construction work of overall layout of the equipment infrastructure and electric engineering in the workshop, which will take about 60 days. 3 engineers will be sent to Tanzania to install and adjust the crucial equipment (tempering flat and curved unit) upon its arrival which will take about 45 days. The workers will come back to China when the work is finished.

Upon completion of installation and adjustment of the first batch of equipment, trial production of tempered color steel tile will be started, which will last for about 30 days. Application of quality certificate from Tanzania Bureau of Standards will be done at the same time.

The second batch of equipment will be shipped to Tanzania upon success of trial production of tempered color steel tile line. This batch includes large curved and laminate equipment and auxiliary equipment. At the same time, 2 workers will be sent to do the installation and adjustment work and another 2 will be supervisors of technological engineering. Estimated duration of installation and adjustment will be about 30 days. Workers come back to China upon completion of the work. Trial production will last for 30 days and the application of quality certificate will be done at the same time.

3.3 Personnel Training Program

We engage in further processing of color steel tile, which is particular and professional. Our management and production staff can go into function only when they grasp certain professional skills. So professional training on different levels is necessary for management staff. All equipment, technology and skills will be procured from China. (Unavailable in Tanzania at present) Strict procedures and safety regulations must be observed in operating the equipment which requires special training to operating team.



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3.3.1 Elementary Training

All recruited staff should be trained in a 10 day routine training course for the following contents: management program, which provides organizational structure and management process of the factory, function of each section, where to go for different issues and how; training on work discipline and regulations, which provides detailed information on discipline and regulations, personal acts should be regulated in the factor and punishment will follow up when violation occurs; training on security and environment protection to let the staff know connotation thereof, how to protect environment of the factory and how to work in a good manners.

3.3.2 Intermediate Training

Special training course will be offered to employees at different posts during 120 to 180 days.

3.3.2.1 Training on Technical Process

This is to let the employees know the overall technical process and know the role of each step. Training on how to operate should be given to major operators and operator at crucial posts. The trained worker is required to be able to grasp the technical skills of his post and should work on his own under guidance of his trainer.

3.3.2.2 Training on Secured Operation and Equipment Maintenance

This is to let the workers completely grasp essentials of secured operation and know performance of the equipment as well as how to do regular maintenance for the equipment.

3.3.2.3 Training on Management

This is to train the new management staff on responsibility, standard, management process and so on to let them be able to do their work smoothly.

3.3.3 Advanced Training

We shall select some crucial local staff operators who have passed the intermediate training and who is smart and responsible to come to China for more systematic training to become completely independent, proficient and be able to work as a demander of a group or a team. These will function as engine to promote the quality of the whole staff. We shall also select some mid-and-high level management workers to come to China for a training course so that they can shoulder the work of a department or certain sector and execute effective control over different steps of the whole process.

Taishan Technology (T) Limited regards staff training a very important part of management which



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is a programmed work. Planned and schedule training will be arranged in different stages of management. Contents and examination results will be recorded into profiles after each course to count in work position promotion.

3.3.4 Development Trend of the Enterprise

The Forum on color steel tile Furthering Processing in 2019 attracted 300 participants from over 20 countries and regions of the world. From the information we got at the forum, we see that the development trend of this field is not only to promote security but energy saving and environment protection. The target of our company goes in accordance with this trend.

3.3.4.1 1. The Development Trend of Energy Saving, Environment Friendly and More Secure

Modern architecture of Tanzania has been greatly improved or say popularized. At present, color steel tile further processing is relatively backward. We enter the market with high tech equipment which is currently not available in the

Our tempered and hollow color steel tile, tempered laminate color steel tile and double glazed unit boast higher security ratio and better noise and heat insulation performance. The product is a new one featured by its warming keeping, energy saving and lighting performance.

Our company will have advanced equipment and unique technologies to produce color steel tile to meet varied demand in construction market for all part of the country and we expect to have branches in various strategic regions.

Our develop trend is to become more energy saving, environment protecting and secure.

3.3.4.2 Development Trend of Professional and Scaled Production

Construction industry is one of the most important sectors of the world. Development of construction market requires color steel tile producers to become more professional and promote computerized level to accord with international market. China's color steel tile processing industry is keeping pace with world level. China production scale of color steel tile ranks top in the world.

Our company keeps pace with domestic and international counterparts with advanced and professional equipment, characterized professional technologies and first class management team. We have the capacity of large scaled and professional production to satisfy the demand of development Tanzania's construction industry. Our company has mature technologies and concerning professional equipment in this sector. At the same time, sales channel can be widened to other countries through present export channels and sales network.



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The development trend of professionalized scaled production is the pillar of stable development of our company.

3.3.4.3 High Speed and Sustainable Development Trend

As can be seen through history of color steel tile development that the developing speed is faster and faster, the ways to process color steel tile are more and more, technological level of processing is more and more advanced, product level is higher and higher, application is wider and wider. And the advanced equipment and unique technologies of our own may guarantee larger and wider color steel tile and higher efficiency, which is sure to improve the architecture style to a completely new high. Variety of our products in Tanzania will satisfy demands of different level in other fields of Tanzania because we have very strong capacity and following investment in fund, equipment and human resources.

All these factors will ensure us to keep a high speed and sustainable development trend. Such high speed and sustain able development trend is a natural trend of development of our company.

We have scientific management; strong technological, financial support and huge market potential to guarantee us grow in the direction of high speed, sustainable, professional, energy saving and environment friendly development.

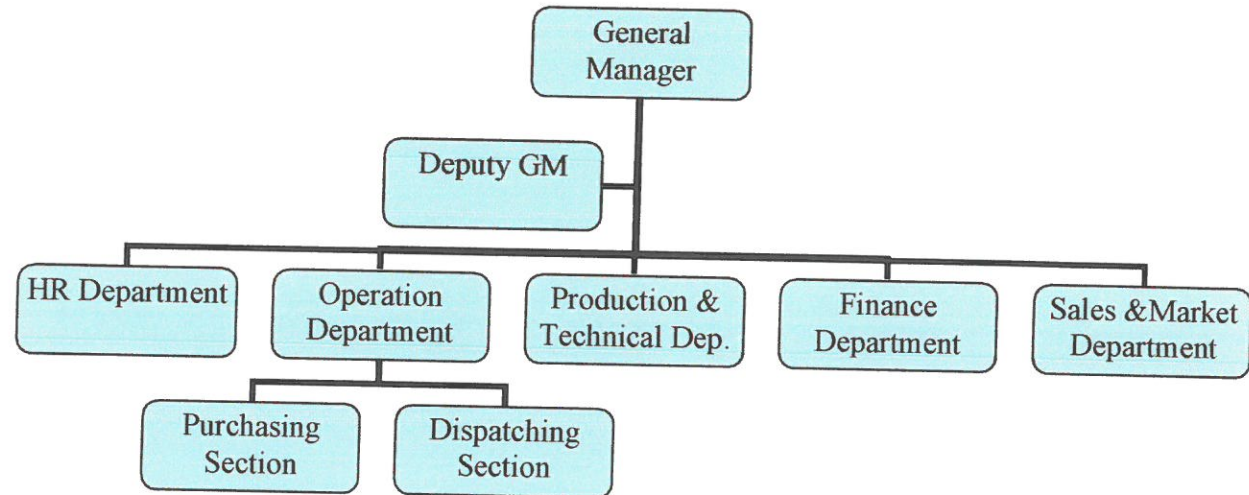


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4 CHAPTER IV MANAGEMENT OF THE COMPANY

4.1 Chart of Management Structure



4.2 Human Resources

Taishan Technology (T) Limited will set up a factory in Tanzania with its headquarter in Dar es salaam while expand to branch level in all major Cities including Arusha, Mbeya, Mwanza and Dodoma. In order to sustain in business and work in Professional manner, we will employ people from all walk of life in various positions while engaging some experts in various technical positions in order to impart skills and train local to work with the newly established machines.

There are 5 persons in the first group, all of whom has rich professional knowledge and fine management ability. The following is their brief introduction:

4.2.1 Mr. Changliang Sun - Director

Being more than 8 years experienced, in the field of color steel tile production further processing and therefore enjoys rich professional knowledge and strong management capacity. Andrew Sun (Changliang Sun) majors in International Economics and Trade in Harbin Institute of Technology, and holds high theoretical and practical proficiency. He is one of the leading figures in our team and works as general manager in Tanzania before establishing **Taishan Technology (T) Limited**.



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4.2.2 Chunyu Ji - Director

Chunyu Ji is a good department manager in our team to work in Tanzania who holds high education diploma and Qualification Certificate of Accountants of P.R.China. He has sound professional knowledge and rich work experience. He is capable enough to execute effective cost control and analysis. He will be responsible for financial work in Tanzania to verify and analyze cost of the company, to our headquarters in Tanzania. He will also do the training work for local employees on management, budget and professional knowledge.

4.2.3 The Production Manager

Zhijun Lin is a good manager in our team to work in Tanzania who holds high educational background and is proficient in organizing and cooperating with other sectors. He knows well all production technologies of the company and will be responsible for production. He will organize all links of the whole production chain to present the most efficient cooperation. He will also do the recruiting work and train the local employees in quality control, technology, operation and Chinese language.

4.2.4 Sales & Market Management

Shakiri Ally Msangi has been in the field of color steel tile selling for over 15 successive years and therefore holds rich professional knowledge, sales experience and strong management capability. He is one of the leading figures in our team to works as sales Management

The following is the allocation table of Newly Recruited Tanzanian employees

Table 4:1 Allocation Table of the Local Employees to set up the Factory in Tanzania

	Year	Total	Expert Female	Expert Male	Tanzania Female	Tanzania Male
1	The first year	80	24	56	22	53
2	The second Year	120	36	84	34	80
3	The Third Year	200	40	160	35	150

Development and allocation of human resources are the most fundamental work for development of an enterprise. We would mainly consider human resource market of Tanzania in developing and allocating our human resource by a combined manner of recruiting and training to foster necessary personnel.



4.3 Management System

Through the business experience gained by Mr. Sun in Tanzania that the BG/T19001—2000 quality control certificate and the state CNCA—O4C—O28 : 2001 *Tanzania compulsory Certificate (3C)* namely *Executive Rules of Color steel tile Compulsory Certificate, Color steel tile Products*.

At present, the company operates the standardized quality control system according to Director's instructions.

The application of standardized quality control system is comprehensively reflected from controlled documents, which mainly include the following:

4.3.1 Program Document

This is a guiding document which presents clear and explicit regulations are made on purpose, responsibility, scope of application, work procedure and quality recording.

Contents of this document mainly include 19 program documents as listed below:

- a) Management and commentary program,
- b) Document control program,
- c) Quality recording control program,
- d) Training control program,
- e) Controlling program relating customers,
- f) Procurement control program,
- g) Control program of production and service,
- h) Inspection and experiment control program,
- i) Product labeling and tracing control program,
- j) Product protection control program,
- k) Crucial and particular process control program,
- l) Supervising and measure device control program,
- m) Customer sincerity investigation and analysis program,
- n) Internal inspection and verification program,
- o) Supervision and measure program of course and product,
- p) Control program of unqualified products,
- q) Control program of data analysis,
- r) Control program on quality improvement and correctness,
- s) Control program of key components and materials.



4.3.2 Quality Manual

This is the legal document of quality control system of the company including concrete requirement and detailed regulations on guiding principles of quality control, target of quality control, quality management system, management responsibilities, resource management, production realization, survey analysis and improvement. This document is the criteria of establishing and executing quality control system.

4.3.3 Management Standard

Management standard takes management affairs as its object. It is a regulation and criteria of all activities of the whole staff. This standard extends detailed criteria for operation and awarding and punishing in 15 aspects including discipline, salary system, secured production rules, education and training, energy saving and so on.

4.3.4 Work Standard

Work standard is a standard in quality of work taking people as its object. It regulates responsibility and task of every post, clarifies task amount and quality requirement and time limitations, work process and method of work.

This document includes four chapters.

Chapter one is scope of responsibilities on management staff.

Chapter two is work standard on execution of work of all management department, production department and auxiliary department. Standard on foundation, course and results of each task of different department are clarified and elaborated.

Chapter three is quality responsibilities which extends detailed standard on quality responsibilities of all management staff on all levels and very worker on his/her post.

Chapter four is assessment standard which extends standard to assess the result of all work including time, scope, process and course of assessment. Sustainable improvement correctness and prevention measures are also regulated. This is a document with high practical value.

It is not the purpose to compile a document. It is an activity to increase value. To increase value, we carefully programmed all progress of work and get each step go under supervision. Through operation of standard quality system, the increase of profit is rather evident.



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5 CHAPTER V. MARKET ANALYSIS

5.1 I. Market Demand

Tanzania is a prosperous country in African Continent which is developing very fast. High level management personnel of technology and marketing of our company has been to Tanzania three times for market prospect investigation.

We found that Tanzania claims great demand in color steel tile. It is a very huge market. A lot of universal color steel tile to facilitate makers relies on import.

Since **Taishan Technology (T) Limited** is registered in Tanzania we believe that our products enter the market, we will gradually satisfy the demand for color steel tile and export our products to some other countries. What's more, we also found wide margin in repairing and facilitating market. So we conclude that great development potential exists in Tanzania.

Construction industry is rising vigorous in Tanzania. We see that social status of Tanzania inhabitants is rising. Their living environment and living conditions are urgently to be improved. Booming of construction demand is sure to provide vast market for color steel tile producers. The development of city construction cannot do without the requirement of color steel tile. Establishment of our company will greatly satisfy this market demand.

Along with improvement of living standards, the market of color steel tile will also grow. We see that now in Tanzania, color steel tile is simple in techniques but high in prices. We can foresee that sound prospects exist in color steel tile and color steel tile maintain service market.

While analyzing the market of Tanzania, we also put our vision to surrounding countries which also presents increasing market demand, our company owns very strong market development capacity with advantages in international trade. We can export some of our products to East and Central Africa and Latin America since Tanzania's annual export of color steel tile to Africa and Latin America exceeds 3 million m².

Strong upward trend in the demand of color steel tile and broad prospects in potential market present optimistic development margin for our company. Our products will soon occupy considerable market share in Tanzania by our fine tradition, reliable quality and outstanding brands.



5.2 Definition of Market

Through investigation, we found very large market margin in color steel tile with construction, engineering machinery trade. A lot of products relies on import and are despite several local producers present. They are just necessary in the field of modern stadium construction.

Domestic color steel tile output of Tanzania only counts for about 60% of the market demand, the rest part depends on import which indicate huge demand margin. Our company uses the most advanced steel whole welding shaping processing technology, the technology for the domestic and international common steel structure processing technology. With the occupation of funds, high production efficiency, low consumption of resources, low labor intensity, its technical characteristics are technology intensive. According to investigation, production technologies and equipment are not available yet in Tanzania. This is another broad market and it is worthy to invest in this aspect.

Based on the market investigation, we can say that we shall be well accepted by the customers when we enter the market.



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6 CHAPTER VI: PROCESS OF PRODUCTION

6.1 Construction Scale and Technology

Construction scale: according to the analysis of market demand, the scale of production to determine the annual output of 4500 tons and 7600 tons of steel tile structure.

Products Scheme: 1500 tons / year of Type C steel, Type H steel 3000 tons / year, single board color steel tile 2600 tons / year, composite color steel tile 5000 tons / year

Technology: The project uses the most advanced steel whole welding shaping processing technology, the technology is the domestic and international processing technology of common steel structure. The project production process including raw material, cut (cutting) plank, combination, welding, drilling, anti-corrosion, alignment, testing, installation, transportation and other production processes.

6.2 Description on the Process of Production

Color steel tile can be divided into two categories, single board color steel tile and composite color steel tile. Both are very widely used in practical application of construction sector, engineering machinery and security defensive fields etc. The course of production can be divided into the following steps: preliminary treatment, production of single board color steel tile and composite color steel tile.

6.3 Technology choice

On the basis of product varieties, in order to improve the quality of the premise, in full consideration of economic conditions and management level in the process of the production and reasonable flow, logistics, information flow smoothly and priority to choose safe and reliable. Advanced and safe technology, mature craft, convenient operation and management process are preferentially used.

6.4 Technical Scheme

This project adopts the most advanced steel whole welding stereotypes processing technology, as is the current international and domestic general steel structure processing technology. The technology has the characteristics of high efficiency; low resource consumption, small labor intensity, and its technical characteristics are technology intensive.

The technology has the following advantages:

- a) The technical content and automation level is relatively high, in the international advanced level and the product level. The technical performance relative to other production cost is superior; the following characters are the reasonable structure, mature function, low operating



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cost and long service life. The technology can ensure the quality of products at the technological level of high stability, and improve the level of resource utilization and saving energy and reducing consumption. On the equipment level, the technical equipment uses a relatively high degree of automatic control and performance reliability.

- b) The technology of project has a good technical adaptability and it is adapting to domestic resources. The technology Process route can adapt to domestic main raw material properties. The technology Process route is simple and easy to understand, process control and equipment operation. The technology has been proved by domestic production test is mature, good technical support and strong reliability.
- c) The cost of technical equipment investment and product is low, with strong economic rationality. In the process of using this technology construction, the main equipment can be procurement in the domestic market according to the general standard. The project with advanced energy-saving facilities, and it can convert the product of many specifications. The cost of project construction and operation is low, so the project has strong ability to strain the market.

6.5 The Production Process

According to the product scheme and technical scheme of the project, the product production process is divided into raw materials organization, cutting board (cutting), combination, drilling, welding, straightening, anticorrosive, detection, transport, installation phase etc.

The tile factory equipment list is as tabled below.

Table 6:1 Board of Material

S/N	DESCRIPTION	HS CODE	
1.	CABLE	8544	
2.	COPPER NOSE	85389000	
3.	POWER DISTRIBUTION BOX	85369090	
4.	CIRCUIT BREAKERS	85362000	
5.	CIRCUIT BREAKERS	85362000	
6.	CRIMPING PLIERS	85369090	
7.	INSULATING TAPE	59061010	
8.	CUTTING BLADE	68042210	
9.	GRINDING WHEEL	68042210	
10.	CUTTING BLADE	68042210	
11.	ELECTRIC TOOLS	9030	
12.	LEATHER GLOVES	4203291090	
13.	PROTECTIVE SHOES	64011010	





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S/N	DESCRIPTION	HS CODE	
14.	WELDING ROD	83119000	
15.	WORK CLOTHES	6103230099	
16.	GOGGLES	90049090	
17.	ROOF SHEET FORMING MACHINE	84622190	
18.	RIDGE TILE ROLL FORMING MACHINE	84622990	
19.	ROOF SHEET FORMING MACHINE	84622190	
20.	ROOF SHEET FORMING MACHINE	84622190	
21.	STEEL HOOK	73269019	
22.	SETSCREW	7318159090	

Table 6:2 Factory Machine Checklists

S/N	NAME	PRICE	QUANTITY
1.	ROOF SHEET FORMING MACHINE	5645.16	4
2.	ROOF SHEET FORMING MACHINE	3548.39	4
3.	ROOF SHEET FORMING MACHINE	4193.55	4
4.	ROOF SHEET FORMING MACHINE	30,645.16	4
5.	ROOF SHEET FORMING MACHINE	30,645.16	4
6.	RIDGE TILE ROLL FORMING MACHINE	25,000	14
7.	RIDGE TILE ROLL FORMING MACHINE	2,419.35	1
8.	PLATE SHEAR	1,225.81	1
9.	PLATE SHEAR	1,451.61	1
10.	ROOF SHEET FORMING MACHINE	4,232	1
11.	FRAME	46,000	5
12.	STEEL ROLLING	4,516	10
13.	DIESEL GENERATOR SET	6,129	1
14.	FORKLIFT	18,548.39	1
15.	WELDING MACHINE	558.00	1
16.	CUTTING MACHINE	1201.92	1
17.	ANGLE GRINDER	500.00	1
18.	ELECTRIC HAMMER	80.00	1
19.	PISTOL DRILL	129.00	1
20.	CROWBAR	120.00	1
21.	CROWBAR	120.00	1
22.	Imported Car	50,000.00	



7 CHAPTER VII: FINANCIAL PROGRAM

7.1 Financial Management

Taishan Technology (T) Limited has complete financial staff and adopts divided system in account and cash management. Business accounting is operated according to standard of ISO 9000 quality management system. Internal financial management system is complete with strict work standard in terms of assets supervision, fund operation, contract fulfillment, and financial procedures etc.

In the course of setting up the factory in Tanzania, we shall further standardize our financial system in accordance with laws and administrative regulations of Tanzania, setting up and use accountant items to do business accounting. We shall compile financial report at the end of each fiscal year and extend the report to legal accountant's office to be audited for auditor's report as per country regulations.

7.2 Source of Fund, Estimation of Use and Payoff period

All investment comes from the Foreign Equity direct from the owner of the company namely Changliang Sun.

Our planned investment is **862440.7 USD** of which **86244.07 USD** goes to factory building leasing per year, **215610.17 USD** will go to Plant equipment procurement, technical design, installation and trial operation, **43122.03 USD** will go to Vehicles, **21561.02 USD** will go office furniture and fittings, and **64683.05 USD** will go to pre-expenses of **431220.35 USD** working capital and other unforeseeable expenses making the total of **862440.7 USD** capital investment. Estimated payoff period is 5years.

7.3 Financial Projection

We will have three brands according to different income levels of customers. It is jamii, daima, and Royal. Jamii mabati will focus on the low income lever customers; Daima Mabati will focus on the middle and high income lever customers; Royal Mabati will focus on the top class income level customers.

According to the economic situation of Tanzania, we predict that Jamii Mabati will consist of 60% of our sales; and Daima Mabati will consist of 30% of sales, Royal Mabati will contribute 10%.

According to the statics of Tanzania Port Authority, Tanzania has imported 60, 000 tons of prepainted steel coils. Among the 60,000 tons, companies who have same customer orientation with Jamii Mabati, have imported 30,000 tons. So we Jamii Mabati want to take 10% of the maret shares



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which means 3500 tons; Then in the coming 5 years, every year the quantity will increase by 25%. In the 5th year, Jamii Mabati can sell 8545 tons, which is around 20% of the market share.

For Daima Mabati and Royal Mabati, in year 2021, we hope to sell 2000 tons, which is 6% of the market share. And every year, the quantity will increase by 20%. In the 5th year, Daima Mabati and Royal Mabati can sell in total 4200 tons, which can take 10% of market share.

According to our market strategy, market investigation and comprehensive analysis on prices, through accounting of several items, we made the following forecast on financial results as shown in the tables:

Table 0.1 Estimated Gains and Losses in US \$ (1,000)

Sn	Item	2021	2022	2023	2024	2025
1	Qty (Jamii Mabati)	3,500	4,375	5,468	6,836	8,545
2	Qty (Daima Mabati&Royal)	2,000	2,400	2,880	3,456	4,148
3	Quantity (Tons)	5,500	6,775	8,348	10,292	12,693
4	Price (Usd/ton)	1,200	1,200	1,200	1,200	1,200
5	Sales Amount	6,600	8,130	10,018	12,350	15,232
4	Total Cost	6,270	7,724	9,517	11,733	14,470
5	Profit before Tax	330	406	501	617	762
6	Income Tax	99	121	150	185	229

Table 7.2 Cash Flow Statement in US \$ (1,000)

Sl No.	Item	2021	2022	2023	2024	2025
1	Investment	800	240	264	290	319
2	Cash in	6,600	8,130	10,018	12,350	15,232
3	Purchase Payment	5,280	6,504	8,014	9,880	
4	Salary	330	407	501	618	762
5	Operation Expenses	660	813	1,002	1,235	1,523
4	Tax	99	122	150	185	228
5	Fix Assets Investment	400	120	132	145	160
6	Cash Surplus	330	407	501	618	762



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Table 7.3 Liabilities Chart of Assets in USD (1,000)

	2021	2022	2023	2024	2025
Current Assets	800	840	882	926	972
Fixed Assets	400	520	652	797	957
Depreciation Accumulated	80	104	130	159	191
Equity	400	420	441	463	486
Liability	80	84	88	93	97
Total Assets	640	752	874	1,008	1,155

Table 7.4 Profit & Loss Statement in USD (1,000)

	The 1 st Year	the 2 nd Year	the 3 rd Year	the 4 th Year	the 5 th Year
Indicated Fiscal Year	2021	2022	2023	2024	2025
Total Sales Amount	6600	8130	10018	12350	15232
Cost of Sales	6270	7724	9517	11733	14470
Initial Inventory	660	813	1002	1235	1523
Purchase	627	772	952	1173	1447
Ending Balance	550	678	835	1029	1269
Total Investment	800	240	264	290	319
Productive Salary	330	407	501	618	762
Operation Fee	660	813	1002	1235	1523
Salary of Management Staff	132	163	200	247	305
Management Cost	330	407	501	618	762
Other Cost	33	41	50	62	76
Operation Income (Loss)	330	407	501	618	762
Profit at the End of the Year/(Loss)	99	122	150	185	228



8. CHAPTER VIII CONCLUSION.

Forecast on financial results can grasp and guide management activities on the whole. We also fully considered the unforeseeable factors in the changes of management process which can influence financial results. There are sufficient in the estimation of financial results, we have necessary favors for survival and development of an enterprise that is our professional and advanced equipment and technologies as well as an outstanding management team.

This Business Program objectively reflects our understanding toward investment environment of Tanzania objectively analyzes varies advantages of our enterprise and development momentum of the market as well as situations of the competitors. We conclude that it is completely correct to invest in Tanzania. We firmly believe the investment will be a success and at the same time, we believe our investment will play an active role to social development of Tanzania and its people.