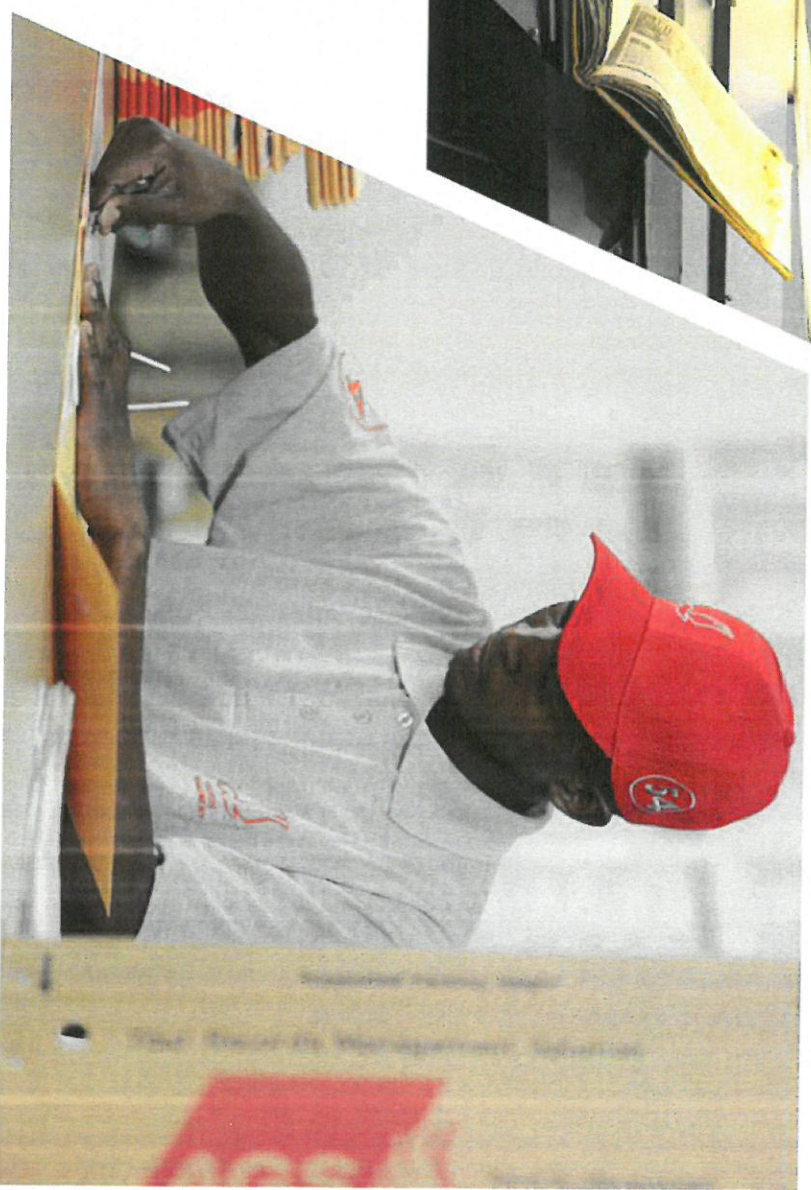




IMMO82 RECORD MANAGEMENT AND STORAGE LIMITED

Business Plan

April 2021



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PROPERTY AND CONSTRUCTION IN TANZANIA

The Property Sector

- Tanzania's property market is set to grow sharply in the coming years, supported by strong, uninterrupted economic growth.
- The country's economy grew by 7% in 2018, following an average real GDP growth rate of 6.5% from 2000 to 2017, primarily driven by its booming construction sector.
- When he took office in November 2015, President John embarked on an ambitious program of industrialization, investing billions of dollars in infrastructure and various housing projects.
- The Tanzanian property sector's fast-growing demand is mainly driven by the strong and sustained economic growth with GDP growth averaging from 6 – 7 % over the past decade.
- According to the Bank of Tanzania, the fast-growing Tanzania population is estimated to be 55 million and is expected to double by 2050 and subsequently the government is making efforts to partner with global non-profit institutions and foreign invest governments to meet the growing demand of affordable property.

The Construction Sector

- Tanzania has in recent years seen unprecedented growth in construction sector, with large amounts of new houses, multi-storey buildings, roads and bridges being built. This trend that has contributed to surging demand for the building materials.
- Increased government funding on infrastructure development in almost every financial year has acted as an incentive for continued inflows of investments in the construction industry.
- The government has in the 2013/14 financial year increased spending on infrastructure to 2.16trn/- compared to 1.94trn/- in the previous fiscal year.
- Activities in the construction sector have grown at an annual rate of 8 per cent over the past five years.

Given the fast-growing property and construction sectors in Tanzania, IMMO82 Record Management and Storage aims to contribute to the economic well-being of these sectors through this project. It aims to not only contribute to the growth of the construction sector in particular, but also the create temporary and permanent job opportunities for the local citizens.





PROJECT BACKGROUND:

- IMMO82 Record Management and Storage Limited is a private company incorporated in Tanzania, with its main business activity being commercial real estate activities. The company is currently in the process of purchasing the proposed property in Dar Es Salaam (*Plot no.2 Block 47, Kijitonyane Service Trade* with a land size of 3473 m²) and subsequently developing additional warehousing.
- The company's shareholding is as follows: The Cape Hope Ltd (70%), Mobilitas Group (20%) and Project Management Investment (10%).
- IMMO82 Record Management and Storage Limited shareholders are part of The Mobilitas Group, a French owned family business with interests worldwide (Middle East, all 54 African countries, Europe etc.). AGS Frasers International Removals Ltd and AGS Records Management Tanzania are also subsidiaries of The Mobilitas Group and through our coordinated business model they will share our common goal.
- The Mobilitas Groups main business activity is relocations, removals and records management, with branches worldwide.
- At Mobilitas, we offer a complete single relocation solution for local, national and international moves to and from any where in the world. We offer tailored relocation services that ensure the success of our clients' missions. We offer records management services on par with the highest of international standards that ensure our clients records are safe and easily accessible.
- The Group's clients include corporate executives, diplomats and civil servants as well as private individuals of all nationalities.
- With Phase 1, the acquisition of land and a warehouse in Tanzania and the construction of additional warehouse facilities in Phase 2, a more stable and profitable environment will be created for the AGS branch in Tanzania. This will also enable the company to increase their investment in Tanzania thereby uplift the local community by increasing local business activities and providing the possibility for more job opportunities.





TENANT BACKGROUND: **AGS Frasers International Removals Ltd**

AGS Frasers International Removals Limited – Worldwide Movers and Records Management Tanzania

- AGS Frasers International Removals Ltd is our international removal company, offering customised and innovative moving and storage services for individuals and businesses. AGS Worldwide Movers Tanzania expertise will ensure your move is professional and seamless no matter where you move to.
- Established in 1995 AGS Frasers International Removals Ltd Tanzania has 26 years' experience in the moving industry.
- As a branch of a major player in the global mobility industry, **AGS Frasers International Removals Ltd** not only benefits from the group but also from its experience and processes.
- AGS Frasers International Removals Ltd ensures professionalism and world-class quality standards and offers its clients unmatched expertise in removals and secure storage services.
- Currently the Branch in Dar es Salaam has a staff compliment of 18 and in Arusha a staff compliment of 1 person. AGS Records management is expected to increase its staff by 7 more employees and AGS Removals to increase by 3 additional employees over the next 5 years.



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AGS WORLDWIDE MOVERS AND AGS RECORDS MANAGEMENT Service Brochure



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Worldwide Movers

Personalised and innovative state-of-the-art services for professionals

A major actor in global mobility services for over 45 years. AGS Tanzania offers their expertise to you.



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Expertise in physical and digital records management

AGS Tanzania offers tailor-made solutions to fulfil all your archiving needs.

	NATIONAL AND INTERNATIONAL REMOVALS		AUDITING AND CONSULTING Simplification of your records management processes
	OFFICE MOVES		PHYSICAL ARCHIVING Outsourcing and internal management solutions
	SECURE SHORT- OR LONG-TERM STORAGE		DIGITISATION On or off site for all document types, in all formats
	PACKING, STORAGE, INSTALLATION		DIGITAL ARCHIVING Storage and access to stored images
	TRACKING TECHNOLOGY TO MONITOR YOUR PROJECTS		PRESERVE AND SHARE YOUR HERITAGE ARCHIVES Creation of a digital online library



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MANAGEMENT STRUCTURE

ELIE ALAIN TAIEB
DIRECTOR

PAUL MASSARDIER
DIRECTOR

LEANNE FOURIE
DIRECTOR

JAMES EDWARD HORN
PROJECT MANAGER



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BUSINESS MODEL

- This model of property acquisition or development has been tried and tested successfully in various countries worldwide, including countries in Africa, where the Mobilitas Group is operating.
- We have found that the model utilised by the Group has various benefits for the Group as well as the countries where it is utilised.
- With the acquisition and development of the land in Tanzania, through IMMO82 Record Management and Storage Ltd, we can create more stability and profitability which will result in enriching local communities in Tanzania.
- Upon purchasing the property, the property will be rented to AGS Frasers International Removals Limited, a sister company that has been operating in Tanzania since 1995. AGS Tanzania has 19 permanent employees on its payroll currently.
- Renting facilities from IMMO82 Record Management and Storage Ltd will be cost effective for AGS Frasers International Removals Ltd and as a result, its operating profit is expected to increase and job opportunities to increase in the next 2 – 5 years.

Case study: Our contribution to Kigali

AGS Records Management has recently completed building its new warehouse in in Kigali, Rwanda. The project has been successfully completed and has contributed positively to the local community in the following ways:

- AGS Records management has created jobs locally both temporarily during the construction of the facilities, and permanent for the running of the warehouse.
- AGS Records Management wishes to work alongside the local community for a mutual benefit, giving back to both the individuals employed and to the community as a whole. This done by focused on training and skills development to high international standards for its employees and it seeks to share knowledge and capitalise on the strengths of its staff.
- AGS is committed to sustainable and environmental-friendly business practices and constant enhancement of ecological standards. These are reflected in our practices both during the building process and operations our new warehouse.



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CASE STUDY: OUR CONTRIBUTION TO KIGALI



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CASE STUDY: OUR CONTRIBUTION TO KIGALI



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PHASE 1: Land Acquisition and Development

Details of Property: Plot no.2 Block 47, Kijitonyane Service Trade. Land Size is 3473 m²
Structure on Land: Warehouse 500m² and Office 50m² valued at \$410 000



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PHASE 2: Land Acquisition and Development

- This phase is part of the further development of 650m² state of the art Records Management Warehouse with scanning, processing and indexing facilities estimated at \$650 000
- And additional office component of 150m² for future growth



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ECONOMIC AND SOCIAL DEVELOPMENTS

The Mobilitas Group is committed to promoting higher standards of living, and to participate in economic and social developments through community upliftment, job creation, subcontracting in countries where it operates. Jobs at various levels will be created through our land acquisition and construction project.

We are also looking at employment in the following areas:

- Records Management: Potential hires of 7 employees for AGS Records Management and
- Removals : Potential hires of 3 employees for AGS Removals



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PROJECT FINANCING

- IMMO82 Record Management and Storage Limited is in the process of purchasing a facility corresponding with the needs of the subsidiaries within The Group.
- Finance application to the value of 650 000.00 USD to be submitted to a local finance institution and 442 000.00 USD will be self- financed
- Cost of Land is 410 000.00 USD plus the transfer fees of 32 000.00 USD
- The cost of the project is estimated at 650 000.00 USD



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INCOME STATEMENT PROJECTION

IMMO82 TANZANIA
INCOME STATEMENT FORECAST

DESIGNATION	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033
Rent	31367	90383	114291	117720	121251	124889	128636	132495	136469	140564	144780	149124	153598
Total of rents	31367	90383	114291	117720	121251	124889	128636	132495	136469	140564	144780	149124	153598
Direct fees	28500	-	-	-	-	-	-	-	-	-	-	-	-
Total expenditures	28500	-	-	-	-	-	-	-	-	-	-	-	-
Amortization (buildings)	14733	36400	54600	54600	54600	54600	54600	54600	54600	54600	54600	54600	54600
Amortization (fees)	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating profit	11867	53983	59691	63120	66651	70289	74036	77895	81869	85964	90180	94524	98998
Financial income	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial expenditures	22900	34350	31350	28350	25050	21600	18150	15150	12150	8700	5100	1500	-
Including interests Loan n°1 Shareholders loa	22900	34350	31350	28350	25050	21600	18150	15150	12150	8700	5100	1500	-
Financial profit or loss	22900	34350	31350	28350	25050	21600	18150	15150	12150	8700	5100	1500	-
Income before tax	34767	19633	28341	34770	41601	48689	55886	62745	69719	77264	85080	93024	98998
Taxable result	34767	15133	13208	34770	41601	48689	55886	62745	69719	77264	85080	93024	98998
Tax rate	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Tax	-	-	3962	10431	12480	14607	16766	18823	20916	23179	25524	27907	29699
Net Income	34767	19633	24379	24339	29121	34082	39120	43921	48804	54084	59556	65117	69298
Cumulative net income	34767	15133	9245	33584	62705	96787	135907	179828	228632	282716	342273	407389	476688



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CASH FLOW PROJECTION

IMMOB82 TANZANIA
CASH FLOW PROJECTION

DESIGNATION	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033
Capital contribution	2 150	-	-	-	-	-	-	-	-	-	-	-	-
Loan n°1 Shareholders loan	1 145 000	-	-	-	-	-	-	-	-	-	-	-	-
Cash from renting	48 775	106 652	134 863	138 909	143 077	147 369	151 790	156 344	161 034	165 865	170 841	175 966	181 245
Including rent	31 367	90 383	114 291	117 720	121 251	124 889	128 636	132 495	136 469	140 564	144 780	149 124	153 598
Vat Output	5 646	16 269	20 572	21 190	21 825	22 480	23 154	23 849	24 564	25 301	26 060	26 842	27 648
Including security deposit	11 763	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL CASH COLLECTED	1 195 925	106 652	134 863	138 909	143 077	147 369	151 790	156 344	161 034	165 865	170 841	175 966	181 245
Total cost of the project	987 593	255 667	-	-	-	-	-	-	-	-	-	-	-
Property with building	410 000	-	-	-	-	-	-	-	-	-	-	-	-
Cost to reinstate building	32 000	-	-	-	-	-	-	-	-	-	-	-	-
Construction	433 333	216 667	-	-	-	-	-	-	-	-	-	-	-
Vat input	83 760	39 000	-	-	-	-	-	-	-	-	-	-	-
Depreciable fees Direct fees	28 500	-	-	-	-	-	-	-	-	-	-	-	-
Loan n°1 Shareholders loan including repayment of capital including interest	22 900	34 350	131 350	128 350	135 050	136 600	133 150	115 150	112 150	123 700	125 100	121 500	50 000
Loan n°2 Shareholders loan including repayment of capital including interest	0	0	100 000	100 000	110 000	115 000	115 000	100 000	100 000	115 000	120 000	120 000	50 000
Interest	22 900	34 350	31 350	28 350	25 050	21 600	18 150	15 150	12 150	8 700	5 100	1 500	0
Tax	0	0	0	0	0	0	8 377	23 849	24 564	25 301	26 060	26 842	27 648
TOTAL CASH SPENT	1 010 493	290 017	131 350	132 312	145 481	149 080	156 133	155 765	155 538	169 917	174 340	173 866	105 555
DELTA CASH FLOW	185 432	- 183 364	3 513	6 597	- 2 404	- 17 712	- 4 343	579	5 496	- 4 052	- 3 499	- 2 100	75 690
Opening Cash	-	-	-	-	-	-	-	-	-	-	-	-	-
ACCUMULATED CASH	185 432	2 068	5 581	12 178	9 774	8 062	3 719	4 298	9 794	5 741	2 243	4 342	80 033



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FORECAST BALANCE SHEETS

IMM082 TANZANIA
BALANCE SHEET

DESIGNATION	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033
Intangible assets	0	0	0	0	0	0	0	0	0	0	0	0	0
Financial assets	0	0	0	0	0	0	0	0	0	0	0	0	0
Tangible assets	860600	1 040867	986267	931667	877067	822467	767867	713267	658667	604067	549467	494867	440267
- Including land	875333	1 092000	1 092000	1 092000	1 092000	1 092000	1 092000	1 092000	1 092000	1 092000	1 092000	1 092000	1 092000
- Including building less depreciation	-14733	-51133	-105733	-160333	-214933	-269533	-324133	-378733	-433333	-487933	-542533	-597133	-651733
Current assets	263546	102913	85854	71261	47031	22840	3719	4298	9794	5741	2243	4342	80033
- cash	185432	2068	5581	12178	9774	8062	3719	4298	9794	5741	2243	4342	80033
- vat control	78114	100845	80273	59083	37258	14778	0	0	0	0	0	0	0
TOTAL ASSETS	1 124146	1 143779	1 072120	1 002928	924098	845306	771585	717564	668460	609808	551709	499209	520299
Net assets	-32617	-12983	11395	35734	64855	98937	138057	181978	230782	284866	344423	409539	478838
- Including capital	2150	2150	2150	2150	2150	2150	2150	2150	2150	2150	2150	2150	2150
- Including retained earnings	0	-34767	-15133	9245	33584	62705	96787	135907	179828	228632	282716	342273	407389
- Including net income	-34767	19633	24379	24339	29121	34082	39120	43921	48804	54084	59556	65117	69298
Liabilities	1 156763	1 156763	1 060725	967193	859243	746369	633528	535586	437678	324942	207287	89670	41462
- Including Loan n°1 Shareholders loan	1 145000	1 145000	1 045000	945000	835000	720000	605000	505000	405000	290000	170000	50000	0
- Including security deposit	11763	11763	11763	11763	11763	11763	11763	11763	11763	11763	11763	11763	11763
- taxation payable	0	0	3962	10431	12480	14607	16766	18823	20916	23179	25524	27907	29699
TOTAL LIABILITIES	1 124146	1 143779	1 072120	1 002928	924098	845306	771585	717564	668460	609808	551709	499209	520299



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PROJECT IMPLEMENTATION

1. Company registration – IMMO82 RECORD MANAGEMENT AND STORAGE Ltd was registered with Companies Registration Agency.
2. Land acquisition –. April 2021
3. Warehouse Upgrade and additional construction – Once the property has been paid off, we will design and build a new tailor- made facility on the hardstand which is already prepared for construction.
4. Start of business operations –. May/June 2021



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EXAMPLES OF SIMILAR DEVELOPED FACILITIES



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EXAMPLES OF SIMILAR DEVELOPED FACILITIES



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EXAMPLES OF SIMILAR DEVELOPED FACILITIES

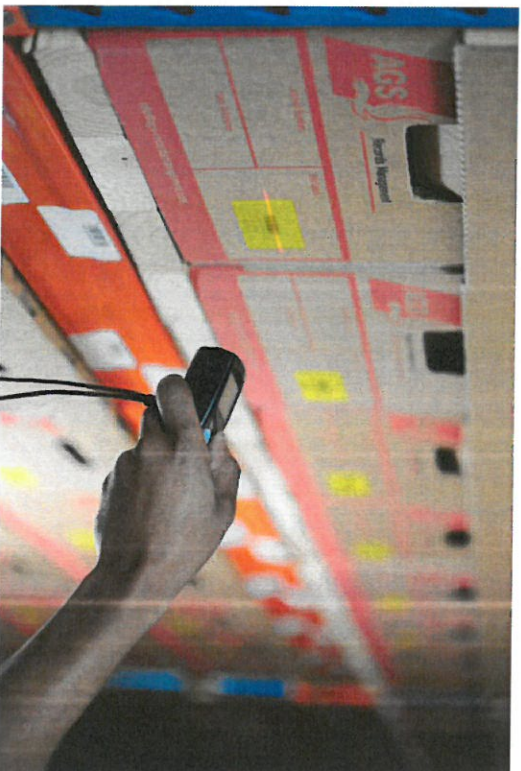


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EXAMPLES OF SIMILAR DEVELOPED FACILITIES



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EXAMPLES OF SIMILAR DEVELOPED FACILITIES

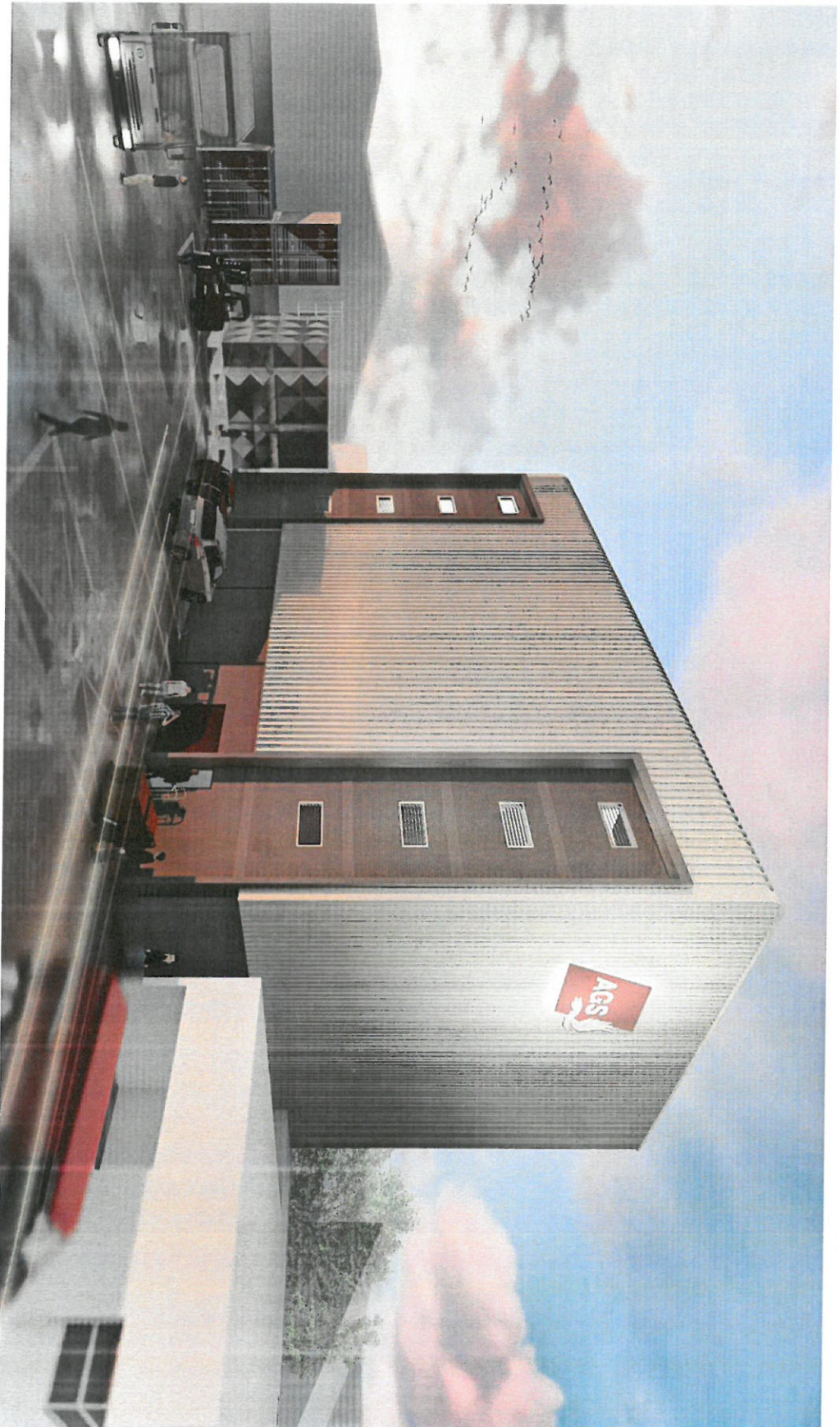


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EXAMPLES OF SIMILAR DEVELOPED FACILITIES



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